



90
years

1933 2023

elevating innovation

 **TODD &
SARGENT**
SINCE 1933

Elevating Innovation Since 1933

Todd & Sargent has specialized in design, engineering, and construction since 1933. For nine decades, with multi-generations of family leadership, the company has built a proud heritage of successful projects and strong partnerships that have led to its current industry leadership position.

Headquartered in Ames, Iowa, Todd & Sargent enjoys continental reach with clients throughout the United States and Canada. More than 300 employees throughout North America help clients efficiently and effectively store, process, and distribute materials with a wide portfolio of projects. The company serves the feed, grain, flour, pet food, biofuels, and specialty industrial sectors—and continues to develop and grow its team and business expertise.

The foundation of today's business operation is the design and construction of food and ag processing facilities, ranging from grain storage and commodity export facilities to flour mills and food grade facilities.

History of innovation.

Commitment to safety.

Passion for solving problems.

These are the qualities that have driven long-term success at Todd & Sargent.

Deeply Rooted in the “Can Do” Approach

Working out of his Ames, Iowa farmhouse, George Todd launched a construction company in 1933 that would evolve and eventually be renamed Todd & Sargent.

Specializing in the building of wood cribbed grain elevators and feed mills, Todd’s “can do” business approach earned the company a reputation for quality construction and honest business practices. Operations grew quickly, with loyal clients expanding within Iowa and eventually encompassing a broader territory throughout the bordering states.

Warren Sargent joined forces with George Todd in 1958. With a Civil Engineering degree from Iowa State University, he served as a captain in the United States Army and built landing strips for allied forces in New Guinea and Australia with the Corps of Engineers during World War II. Following his military service, Warren worked for several years in the steel industry. Sargent was an experienced problem solver and quintessential innovator.

The two entrepreneurs were cut from the same cloth. They shared the same client-focused, solution-driven mindset. Both men strongly believed in the simple yet powerful philosophy that Warren eloquently coined during the early years ... “As a company, we can do anything we set our minds to.”

The slogan quickly became the company mantra. Today, the “can do” approach remains a staple in the company culture. In fact, the company newsletter is aptly named the “Can Do” Review.



The “Can Do” approach has been a guiding philosophy at Todd & Sargent since day one.

Warren Sargent (left) and George Todd (right) were introduced by Bill Rogerson, Warren’s brother-in-law, and held their first business meeting on July 23, 1958.



In the early years, business was very seasonal. Jobs were typically sold during the winter, constructed during the spring and summer, and completed in the fall before the harvest.



Todd & Sargent crew in front of a 1960 steel bin project in Iowa City, Iowa.

The Early Years of Construction

Todd & Sargent’s first construction project was a wood cribbed grain elevator built for Farmers Coop in Killduff, Iowa. This project was completed in 1934.

During the next three decades, the company would complete dozens of wood cribbed projects. The final wood cribbed structure erected was in 1966 for Farmers Coop in Lincoln, Iowa.

In their day, wooden grain elevators were landmarks of a successful community. The towering facilities—which stored and prepared grain before it was shipped to market—often served as community hubs as well. It was not uncommon for locals to meet around the elevator, conduct daily business transactions, and share the latest community news.

So, from the start, Todd & Sargent played a role in helping drive prosperity and quality of life in rural areas throughout North America and continues to do so today.



Grain elevator featuring wood cribbed construction like the company’s first project for Farmers Coop in Killduff, Iowa.

1933

George Todd started a construction business in Ames, Iowa called Ames Construction; renamed George Todd Construction Company in 1935.

1934

The company completed its first major project, a grain elevator for Farmers Coop in Killduff, Iowa.

1940

Operations expanded throughout Iowa and into bordering states.

Evolution to Steel Construction

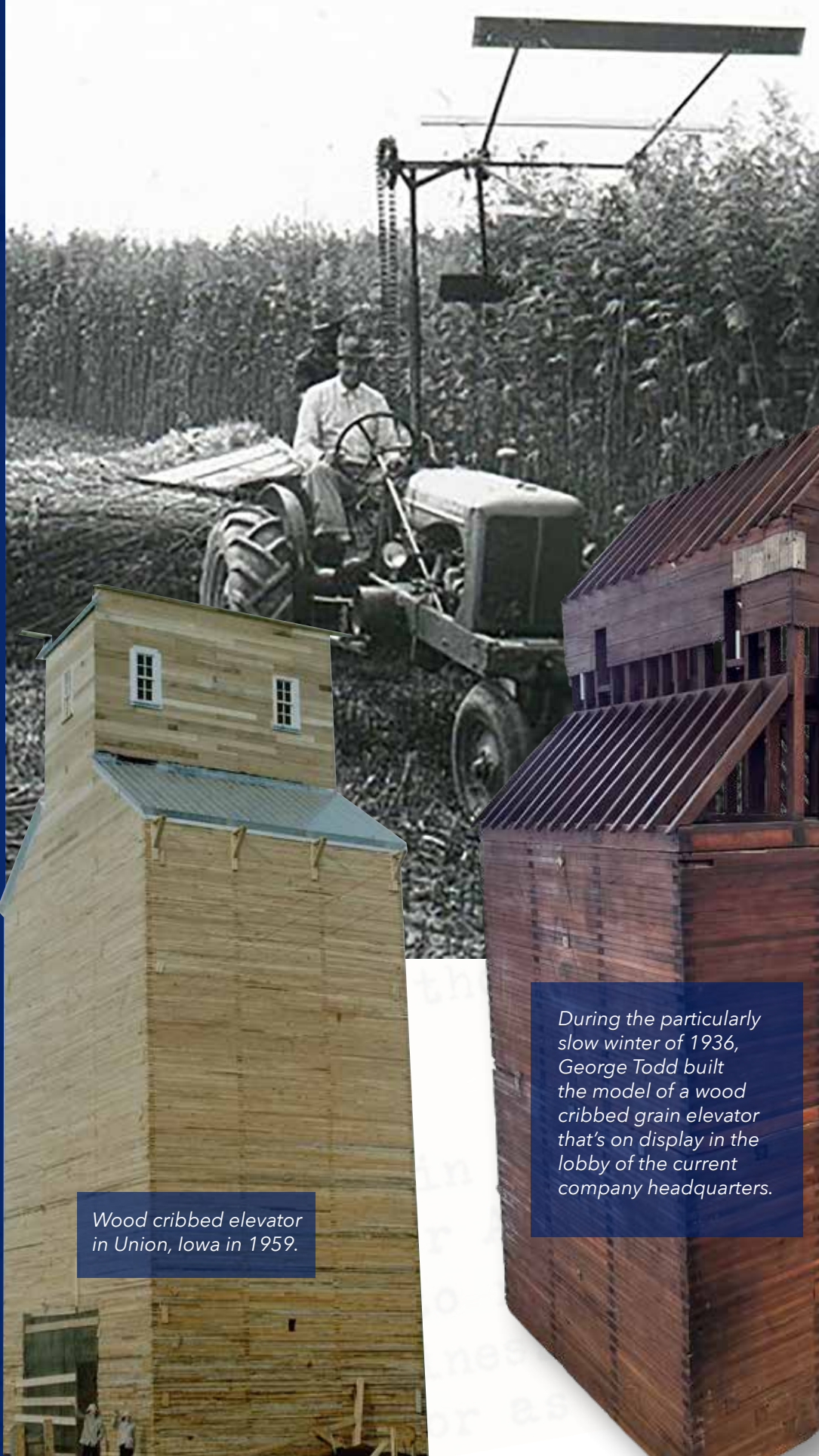
Upon joining forces with George Todd in 1958, Warren Sargent had an immediate and profound impact on the direction of the company. With years of experience in the steel industry at Pittsburgh-Des Moines Steel in Pennsylvania, he led efforts to expand product offerings from wood-based structures to steel solutions.

Todd & Sargent began work on their first all steel feed mill in 1959 for Goodman Milling in State Center, Iowa.

Innovations with steel continued for years. In 1961, Warren pioneered the design of welded steel bins with no internal stiffeners that allowed for a smooth interior surface. Then, in 1970, the company introduced a unique hexagonal steel bin cluster, offering a broader range of bin options. Todd & Sargent built many feed mills over the years using these proprietary bins.



The Goodman Milling feed mill in State Center, Iowa



The company had a contract to construct and provide millwright work on nine Iowa hemp plants during World War II. Hemp was grown to produce rope to support war efforts.

During the particularly slow winter of 1936, George Todd built the model of a wood cribbed grain elevator that's on display in the lobby of the current company headquarters.

Wood cribbed elevator in Union, Iowa in 1959.

1958

Warren Sargent established a partnership with George Todd. The company was renamed Todd & Sargent Construction Company.

1959

Todd & Sargent built its first steel feed mill for Goodman Milling in State Center, Iowa.

1961

Warren Sargent pioneered the design of welded steel bins with no internal stiffeners, which allows for a smooth interior surface.



The company operated out of George Todd's home before moving into a commercial office space in 1958. The team moved to a vacant farmhouse on Todd's property in 1960, before purchasing new office facilities in 1962 on Arrasmith Trail in Ames. Altered and expanded numerous times to accommodate growth and changing business needs, this space was home to Todd & Sargent for 45 years. Today, the company is headquartered at 2905 SE 5th Street in Ames and, since 2022, operates a Canadian office in Winnipeg, Manitoba.



Foreman meeting in 1969.



Todd & Sargent completed its last wood cribbed structure for Farmers Coop Elevator in Lincoln, Iowa in 1966.



Todd & Sargent constructed its first slipform concrete structure in 1969, a feed mill for Ceres Land Company in Sterling, Colorado.



In 1965, Warren Sargent designed a unique, hexagonal steel bin cluster offering a broader range of bin use options.

1962

The company incorporated and officially changed its name to Todd & Sargent, Inc. on Jan. 1.

1968

Todd & Sargent completed its first Canadian project, a feed mill for Ralston Purina in Strathroy, Ontario.

1969

Todd & Sargent completed its first slipform concrete project for Ceres Land Company in Sterling Colorado.

1969

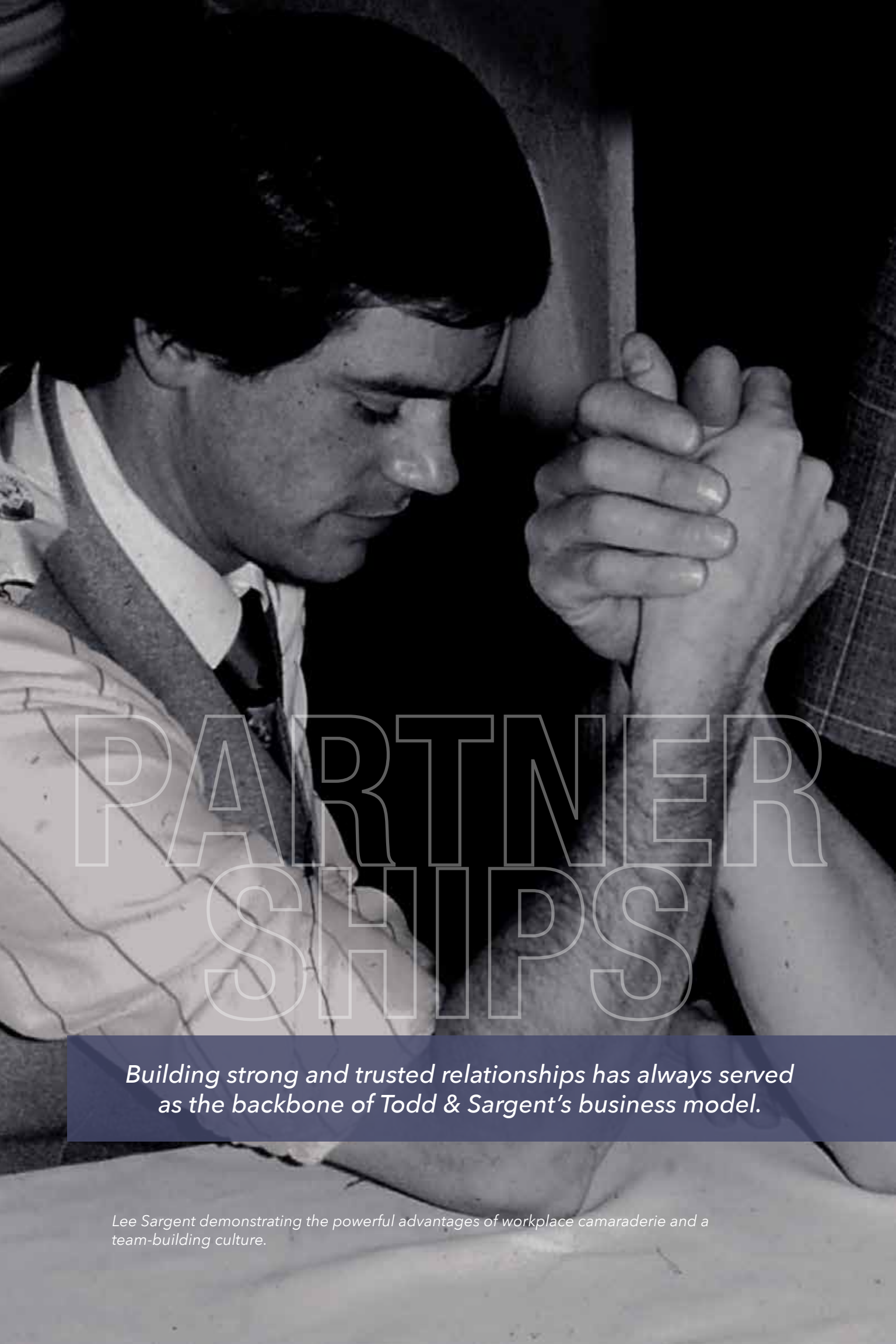
George Todd retired from everyday operations. He continued to serve on the Board until 1973.

1970

Lee Sargent joined the company full time after graduating from Iowa State University with a degree in Civil Engineering.

1975

Todd & Sargent joined ABC of Iowa as a founding member. The organization is dedicated to the merit shop philosophy.



PARTNER SHIPS

Building strong and trusted relationships has always served as the backbone of Todd & Sargent's business model.

Lee Sargent demonstrating the powerful advantages of workplace camaraderie and a team-building culture.

Valued Relationships and Strategic Partnerships

The winning partnership of George Todd and Warren Sargent established a rock-solid foundation for the company's longstanding collaborative approach. Building strong and trusted relationships has always served as the backbone of the Todd & Sargent business model.

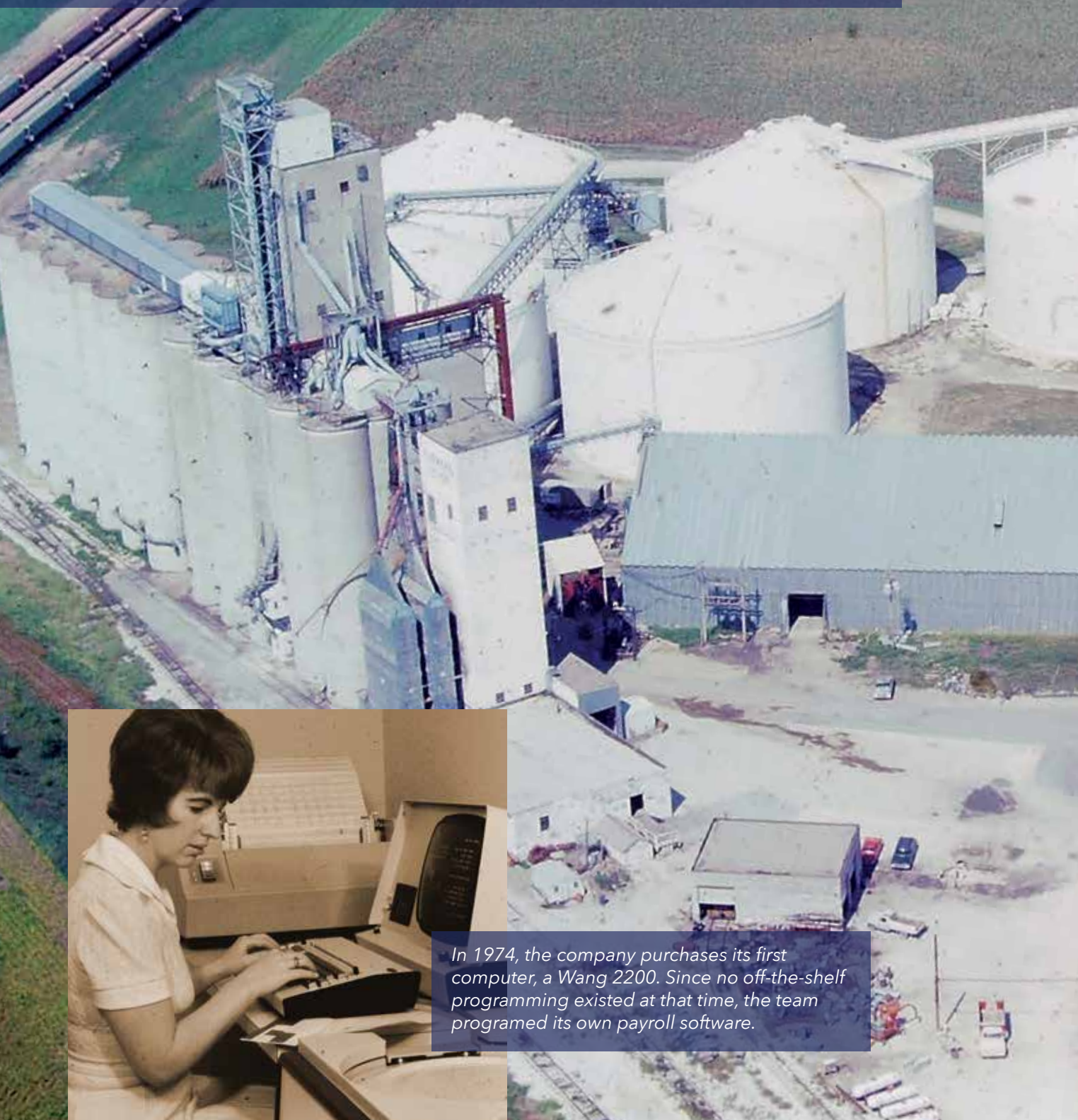
Client needs are the core focus for each and every business decision. Uncompromising devotion to serving and supporting client interests has been an enduring company value.

An unwavering commitment to employees is another vital component of Todd & Sargent ongoing success. The company culture supports innovation, recognizes individual contributions, and celebrates collaboration.

The focus on relationships extends beyond company walls and client job sites. Todd & Sargent is actively involved with leading construction and industry-related associations and organizations, as well as serving as thought leaders providing expertise in key client markets. Learning from and collaborating with all of these professional peers is one more way to ensure practical solutions and best practices for clients.



Crisis often demonstrates the true value of partnerships. Following a dust explosion in Aug. 1974, Todd & Sargent crews worked 12 hour days, 7 days a week to get the West Central Coop in Jefferson, Iowa operational again in time for the corn and bean harvest. This compassionate effort solidified a strong relationship between the companies that remains intact today.



In 1974, the company purchases its first computer, a Wang 2200. Since no off-the-shelf programming existed at that time, the team programed its own payroll software.

1975

Preventative Maintenance, Inc. (PMI) was formed on Jan. 1. The wholly owned subsidiary provided manlift installation, inspection, and maintenance services.

1976

Phil Sargent joined the company with a degree in Economics from Iowa State University and five years of professional experience at Cargill.

1977

Todd & Sargent received its first patent from the U.S. Patent Office for a train loadout movable spout.

Slipform Concrete Emerges as Hallmark Construction Technology

In 1969, Todd & Sargent proposed a steel feed mill for Ceres Land Company in Sterling, Colorado. The customer suggested "concrete" and Warren Sargent said, "Can do!"

That's when jacks and Georgia buggies were added to the Todd & Sargent vocabulary and slipforming was added to the company's construction methods.

Concrete construction enabled larger facilities to be built more economically. As farms were increasing in size, producing higher yields and growing overseas markets, storage needs were outgrowing on-farm facilities. This marketplace dynamic created the grain elevator boom of the 1970s and 1980s. Structures went from 150,000 bushel elevators in 1970 to two million bushel facilities in 1980.

Todd & Sargent fully embraced slipform concrete construction and supported industry demands.



The Ceres Land Company feed mill in Sterling, Colorado.

Farm Crisis Creates Adversity and Opportunity

The 1980s farm crisis created significant challenges for the ag industry and Todd & Sargent. The company's revenues plummeted after the government implemented the Payment-In-Kind (PIK) program. Paying farmers to take land out of production, the program led to reduced storage needs.

Supporting demands of grain growers, in 1982, Todd & Sargent constructed 11 slipform grain elevators or annexes. During the next three years, they completed an average of fewer than two projects annually.

With the "can do" spirit in high gear, the company pivoted and set out to broaden niche product offerings. A new industry opportunity emerged in 1984 when Todd & Sargent signed the first of many design-build contracts with the Iams Company. A steady stream of new pet food manufacturing projects ensued—Aurora, Nebraska (1984), Lewisburg, Ohio (1986), Henderson, North Carolina (1991), and more.

With adversity comes opportunity, and these pet food facility projects set the tone for additional diversification in the years ahead.



The Iams pet food facility in Aurora, Nebraska.

The mid-1970s marked several firsts showcasing the company's focus and commitment to team members...



Todd & Sargent's first all-company picnic was hosted in 1975 and a company softball team was assembled in 1976. A formal Safety Committee also was created in 1976; the annual Superintendent's Safety Award was among the group's first official acts.



The first issue of the "Can Do" Review was published by Jean Sargent and Becky Rippel in 1977.

This important communication tool continues to be published today and is distributed to employees, clients, and industry partners.

1978

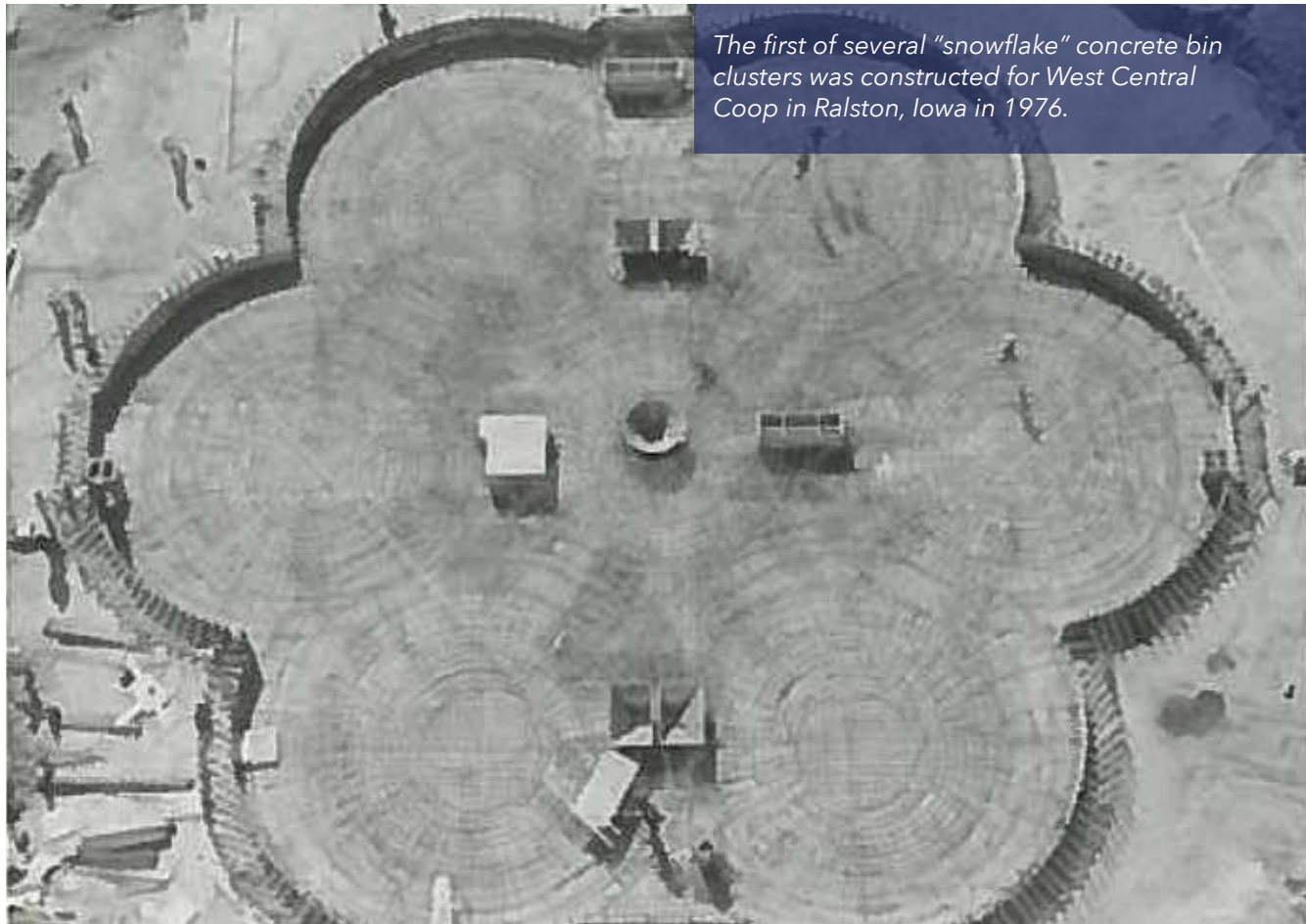
Phil Sargent was appointed President and General Manager of PMI.

1979

Sargent Engineering and Associates was created to provide engineering services to outside clients.

1980

Todd & Sargent became a founding member of CMA, a nationwide peer group of contractors that remains active to this day.



The first of several "snowflake" concrete bin clusters was constructed for West Central Coop in Ralston, Iowa in 1976.



The farm crisis in the 1980s took a toll. Revenues plunged after the government implemented the Payment In-Kind (PIK) program that paid farmers to take land out of production.

While Todd & Sargent constructed 11 grain elevators or annexes in 1982, the company averaged fewer than two per year in 1983, 1984 and 1985.

1982

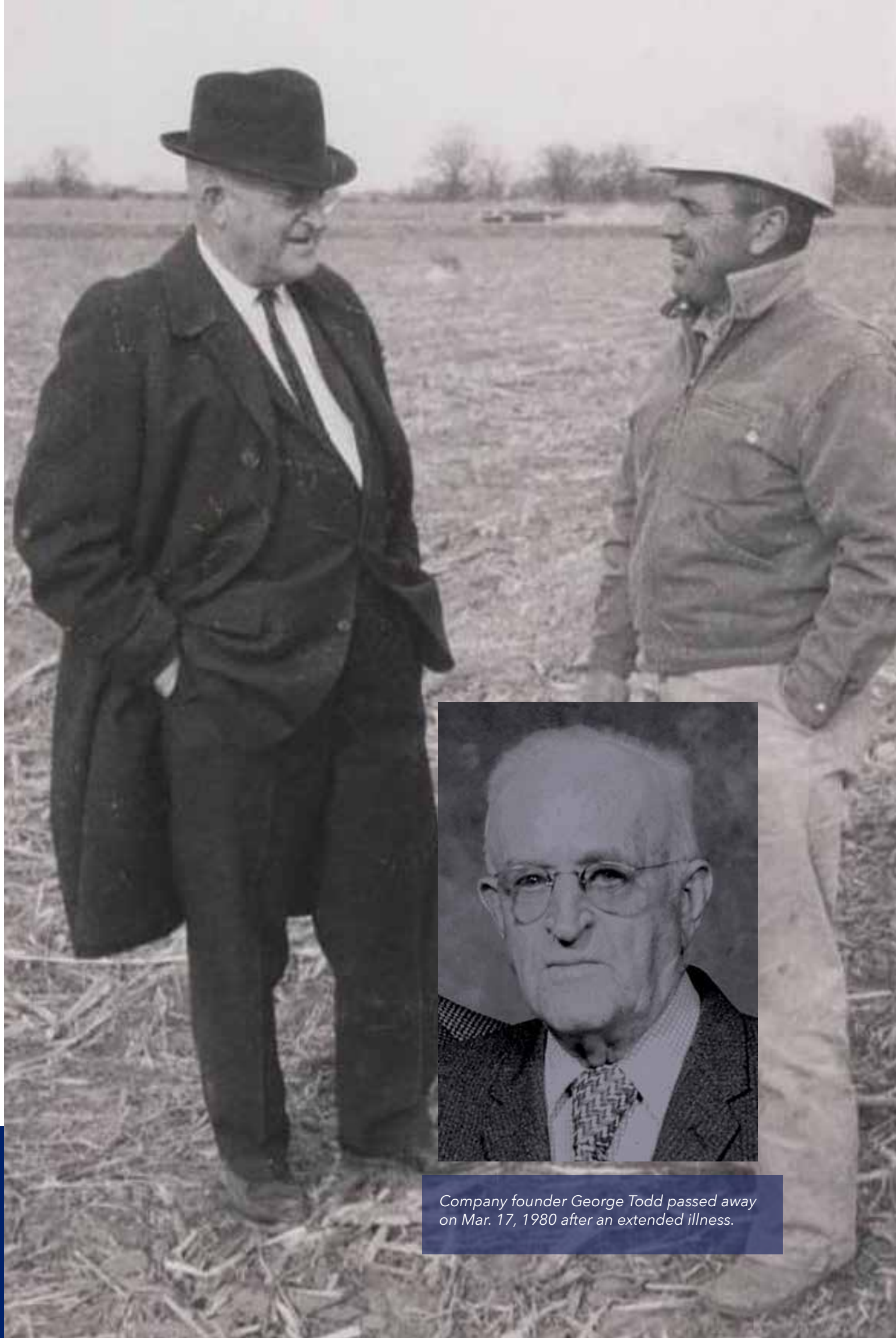
Todd & Sargent purchased KS&K Corporation, operating the new subsidiary as a commercial and industrial general contractor.

1983

Lee Sargent was named President of the company replacing Warren Sargent, who continued as CEO and Chairman of the Board. Phil Sargent was named Executive Vice President.

1985

Todd & Sargent Canada was formed to lead full-time Canadian operations.



Company founder George Todd passed away on Mar. 17, 1980 after an extended illness.

INNOVATION

Todd & Sargent brings the entire process together—from design to delivery—to help clients reach business goals.

From the onset, Todd & Sargent has delivered innovative, industry-leading solutions that meet and exceed client expectations.

Our Streamlined Processes Drive Innovative Solutions

For 90 years, Todd & Sargent has delivered innovative solutions to clients. The company brings the entire construction process together—from design to delivery—to help clients reach business goals. Operations are turnkey with in-house experts in design, engineering, construction, and safety. Performing multiple services under one roof, Todd & Sargent delivers added value at each stage of the process.

Design & Preconstruction

Every project begins with an in-depth conversation to determine specific client wants and needs. Next, thorough research and due diligence is performed to develop a customized engineered solution with site analysis, code and regulatory considerations, in-depth cost estimates, and detailed project timelines.

Engineering & Detailing

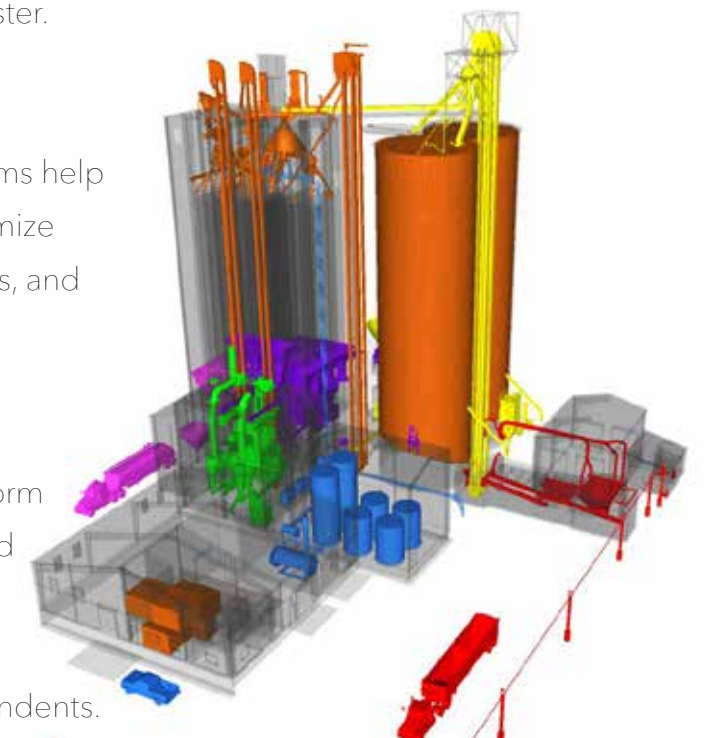
With in-house engineering and drafting teams, Todd & Sargent efficiently, effectively, and creatively defines and refines structural, mechanical, and slipform designs and processes. Additionally, these professionals advise and support a true design-build process, which allows Todd & Sargent to provide fast-track projects to get facilities up and running faster.

Project Management & Procurement

Industry-specific project management teams help streamline the construction process, maximize project quality, minimize construction costs, and keep project schedules on track.

Field Construction & Start-up

In the field, Todd & Sargent provides slipform concrete and carpentry experts, specialized millwright crews, and prequalified trade partners who all operate under the careful guidance of highly experienced superintendents.



In 1988, the company celebrated 30 years of operation under the Todd & Sargent name. During that time period, more than 300 facilities—grain elevators, feed mills, pet food facilities, and industrial silos—were built in 22 states and three Canadian provinces.



The Iams Company pet food facility in Aurora, Nebraska.

1985

Todd & Sargent's first pet food project was built in 1985 for Iams Company in Aurora, Nebraska.

1987

The company introduced its first 401(K) plan.

1990

Lee Sargent took over as CEO, with Warren Sargent retaining his role as Chairman.

More Product Line and Territorial Expansion

Diversification of product offerings and new market expansions marked the 1990s era for Todd & Sargent.

Changes in Canadian shipping rates created demand for major expansion in the grain industry for our neighbors to the north. Todd & Sargent officially established a Canadian operation and helped supply and support market needs. During the decade, several new shipping terminals were built for Cargill, United Grain, Manitoba Pool, and Alberta Pool.

In the States, the relationship with the Iams Company continued to flourish. Plus, additional feed and food niche markets also emerged and Todd & Sargent expanded into new industries, including flour milling, poultry and livestock feed milling facilities.

Several new and loyal clients were added to the customer roster and the geographic footprint grew from these emerging sectors: Sanderson Farms in McComb, Mississippi; Carroll's Foods in Laurinburg, North Carolina; Showell Farms in Ansonville, North Carolina; Tyson Foods in Clarksville, Arkansas and Holdenville, Oklahoma; Hudson Foods in Sebree, Kentucky; Christensen Farms in Sleepy Eye, Minnesota; and Circle Four Farms in Milford, Utah are a few examples.



Swine feed facility for Circle Four Farms in Milford, Utah.

Ongoing New Market Developments

Widespread success with diversification efforts created an ongoing effort to continually broaden the reach and scope of product offerings during the turn of the century and beyond.

Work was initiated in 1996 on Todd & Sargent’s first flour mill project. The client was Amber Milling—the nation’s largest miller of durum—and the facility was in Mt. Pocono, Pennsylvania.

In 2003, Todd & Sargent completed its first oilseed processing facility for CHS in Fairmont, Minnesota.

A new malt house was constructed in 2016 for Rahr Malting Company in Shakopee, Minnesota. The facility provides steeping, germination, and kilning for barley malt and marks the first project in this industry.

While the design and construction of feed mills and grain elevators have long been steady staples in the Todd & Sargent arsenal, a constant eye on diversification and expansion has further supported the company’s success.



Amber Milling flour mill facility located in Mt. Pocono, Pennsylvania.



A slipform feed mill and grain elevator for International Multifoods in Valley City, North Dakota in 1975.



Steel bin construction completed in 1970 for Vylactos Laboratories in St Paul, Minnesota.



Todd & Sargent’s first Canadian project was completed in 1968—an all steel feed mill for Ralston Purina in Strathroy, Ontario.

1994

Sargent Power & Equipment Company, a wholly owned subsidiary, was formed on Jan. 1 to better serve clients’ growing power transmission needs.

1994

Todd & Sargent launched the President’s Safety Club.

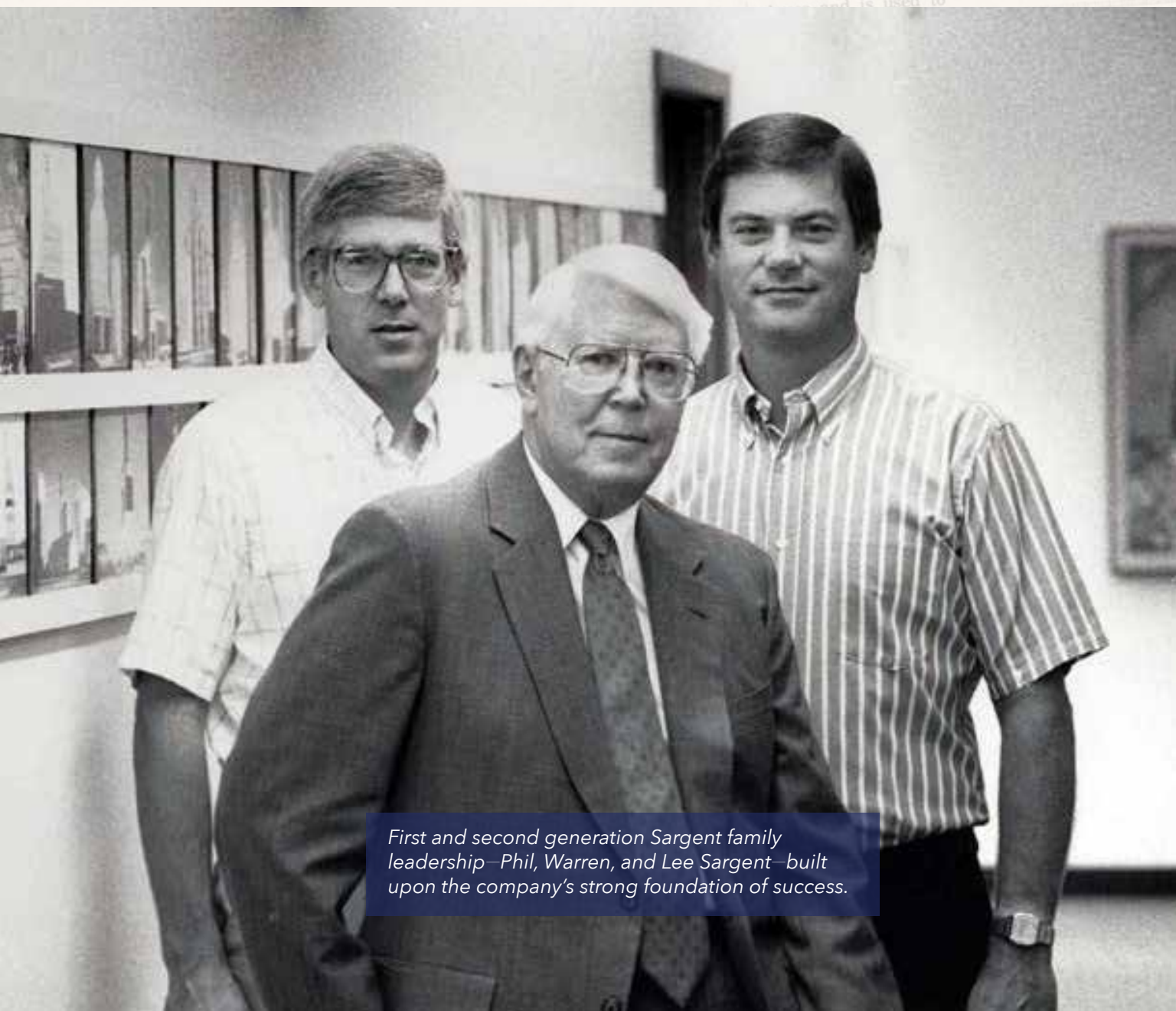
1994

Todd & Sargent received the National ABC Accredited Quality Contractor Award for excellence in the areas of safety, benefits, training, and community.

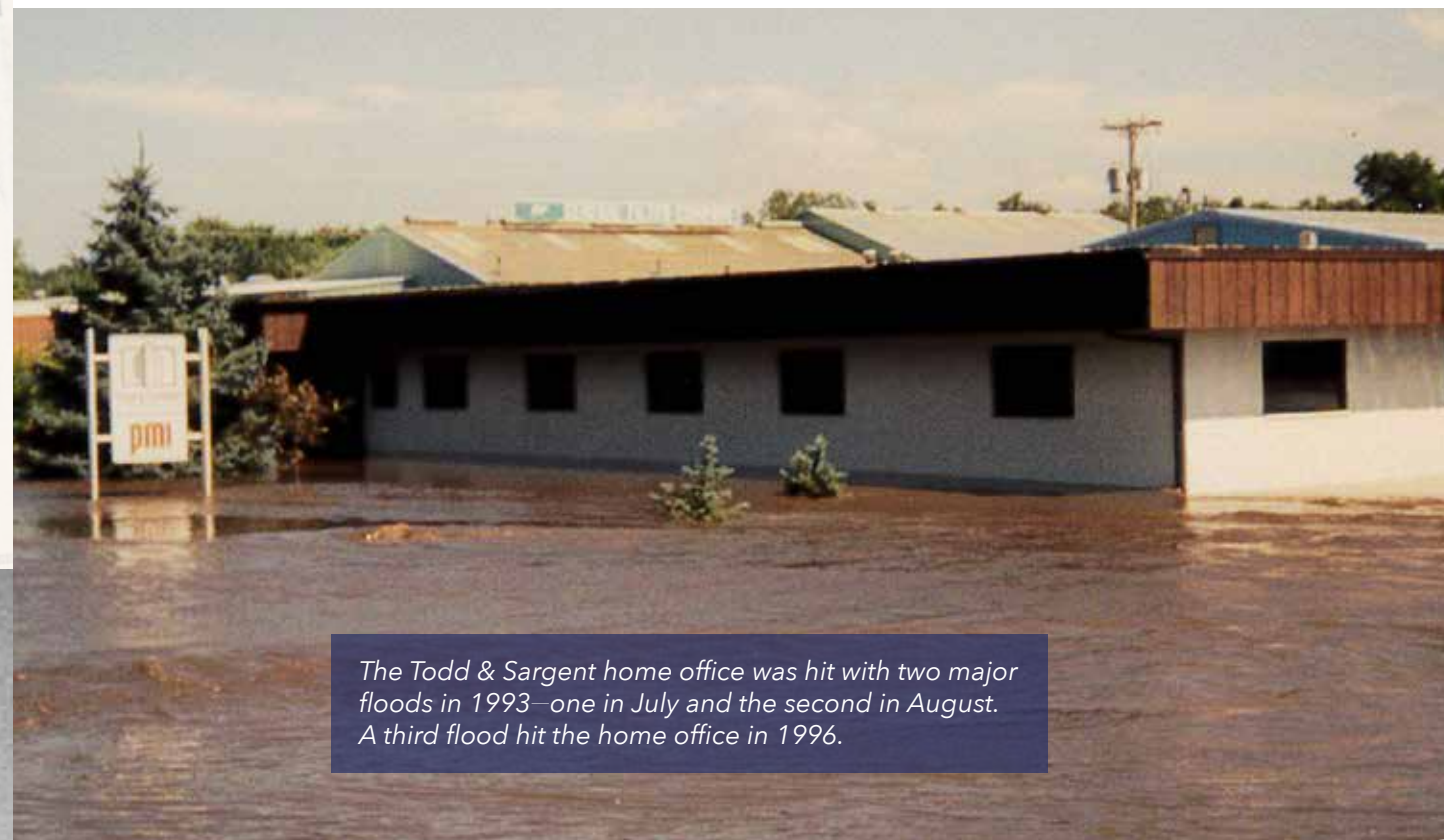
STORM LAKE—This feed mill, built for Vilas Seed Co., Storm Lake, is one of the 1971 projects of Todd and Sargent.

IN ST. PAUL—This Farmers Union Central Exchange feed mill located in St. Paul, Minn., was built last year by Todd and Sargent.

Emphasis on concrete for Todd and Sargent



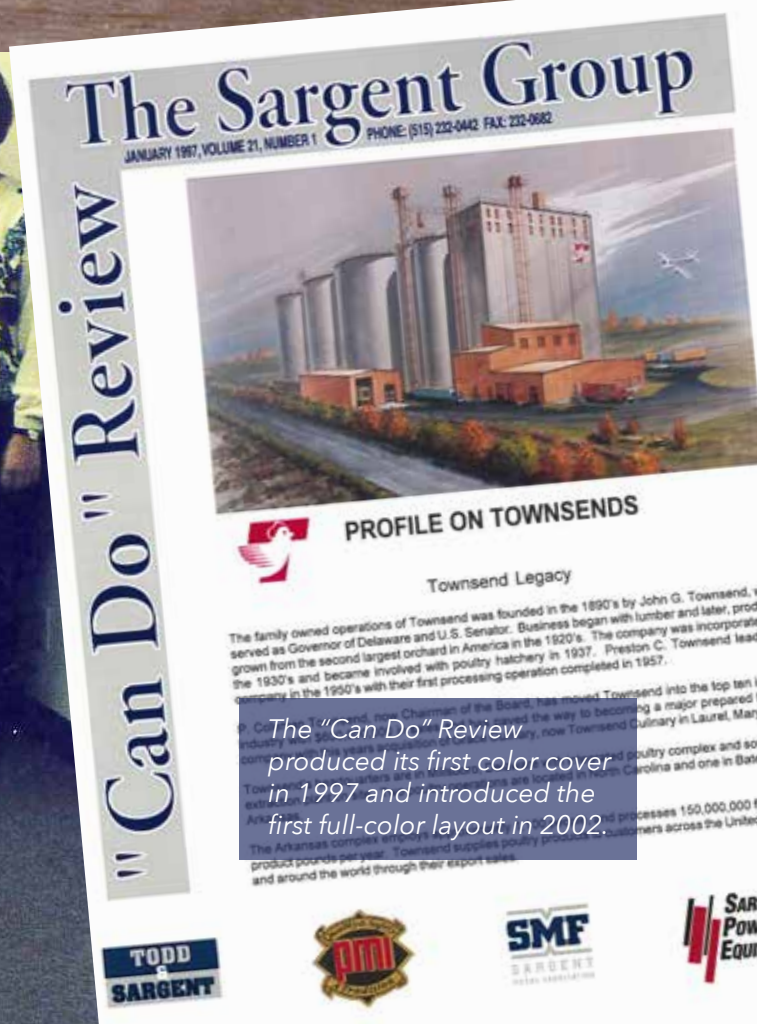
First and second generation Sargent family leadership—Phil, Warren, and Lee Sargent—built upon the company's strong foundation of success.



The Todd & Sargent home office was hit with two major floods in 1993—one in July and the second in August. A third flood hit the home office in 1996.



Todd & Sargent employees formed a "Make A Difference Committee" in 1995 to assist and improve local community areas in need.



1995

The Sargent Group, Inc. was created, serving as the umbrella company for a new Todd & Sargent, Inc. and all other subsidiaries.

1995

The Todd & Sargent Scholarship Program was established, providing four annual scholarships to children of full-time employees.

1996

Todd & Sargent completed its first flour mill project in Mt. Pocono, Pennsylvania.

2001

Formed Renewable Energy Group (REG), a strategic alliance with West Central Coop.

2003

Todd & Sargent's first oilseed processing facility was built for Cenex Harvest States in Fairmont, Minnesota.

2005

Todd & Sargent completed its first biodiesel project for West Central Soy in Ralston, Iowa.



The company plane was upgraded in 1967 to a Cessna 210.

Aviation has been an important part of the company over the years, helping the team meet with clients and partners across the country and effectively serve their needs.



Todd & Sargent purchased a Cessna 210 in 1980.



Top
In 2018, T&S purchased a Cessna CJ3.



Left
In 1995, the company transitioned to a Beechcraft King Air C90A.



A Cessna 210 and Cessna 150 were purchased in 1975; the Cessna 150 used to train employees who want to become pilots.



The first company airplane, a 1946 Cessna 140, was purchased in 1964.



A Cessna 182 was purchased in 1978.

CHS oilseed crush facility in Fairmont, Minnesota.



The SoyMor biodiesel facility won the Associated Builders and Contractors 2006 "National Award of Excellence"



West Central Soy biodiesel facility in Ralston, Iowa.

2006

Bill Bokhoven was named President of Todd & Sargent; Lee Sargent remained CEO and Chairman of the Board.

2010

Jon Sargent joined the company marking the third generation of the Sargent family to work for the company.

2010

Todd & Sargent and Buhler Inc. created Buhler/Todd & Sargent, LLC to provide turn-key solutions to the flour milling industry.

2015

Phil Sargent retired on Dec. 31, continuing to serve on the Board of Directors.

2016

Todd & Sargent built its first malting facility for Rahr Malting Company in Shakopee, Minnesota.

2017

Jon Sargent named President of Todd & Sargent. He was promoted to CEO Jan. 1, 2020.

LASTING LEGACY

*Do the Right Thing. Team Over Self.
All In All the Time. Get Better.*

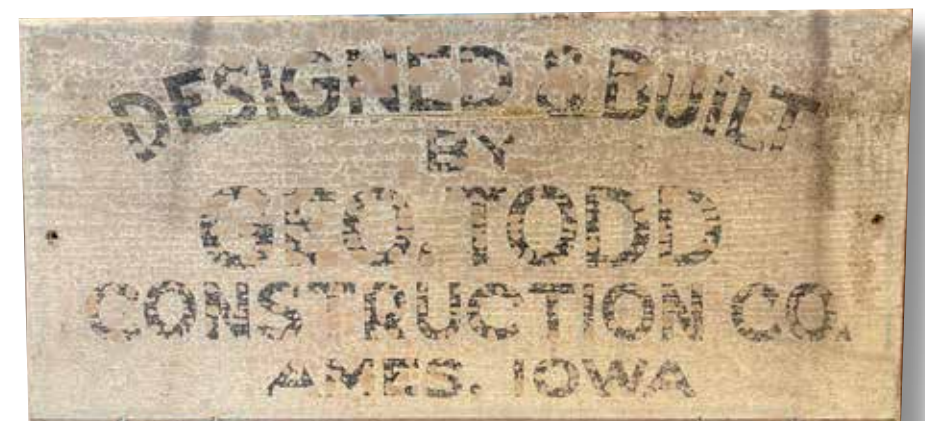
President and CEO Jon Sargent is focused on driving company values, leading the executive team, developing big picture strategies, and removing roadblocks to success.

Fostering A Lasting Legacy

Warren Sargent was a visionary. His vision always included building a company that would exist long after he was gone. His leadership approach focused on principles and processes that would stand the test of time. His passion and approach were passed along to his sons and others who followed his legacy.

Ask anyone at Todd & Sargent about the keys to the future and the answer will be continuing the ways things have always been done. That may seem surprising considering the innovation and evolution that has transpired over the past nine decades. Look at any ten-year period in the company's history and the amount of change and growth is staggering. Yet, every step of the way, Todd & Sargent has focused on building a great team and doing things the right way. The company culture instills a belief and confidence that success will follow when these two core components are effectively executed.

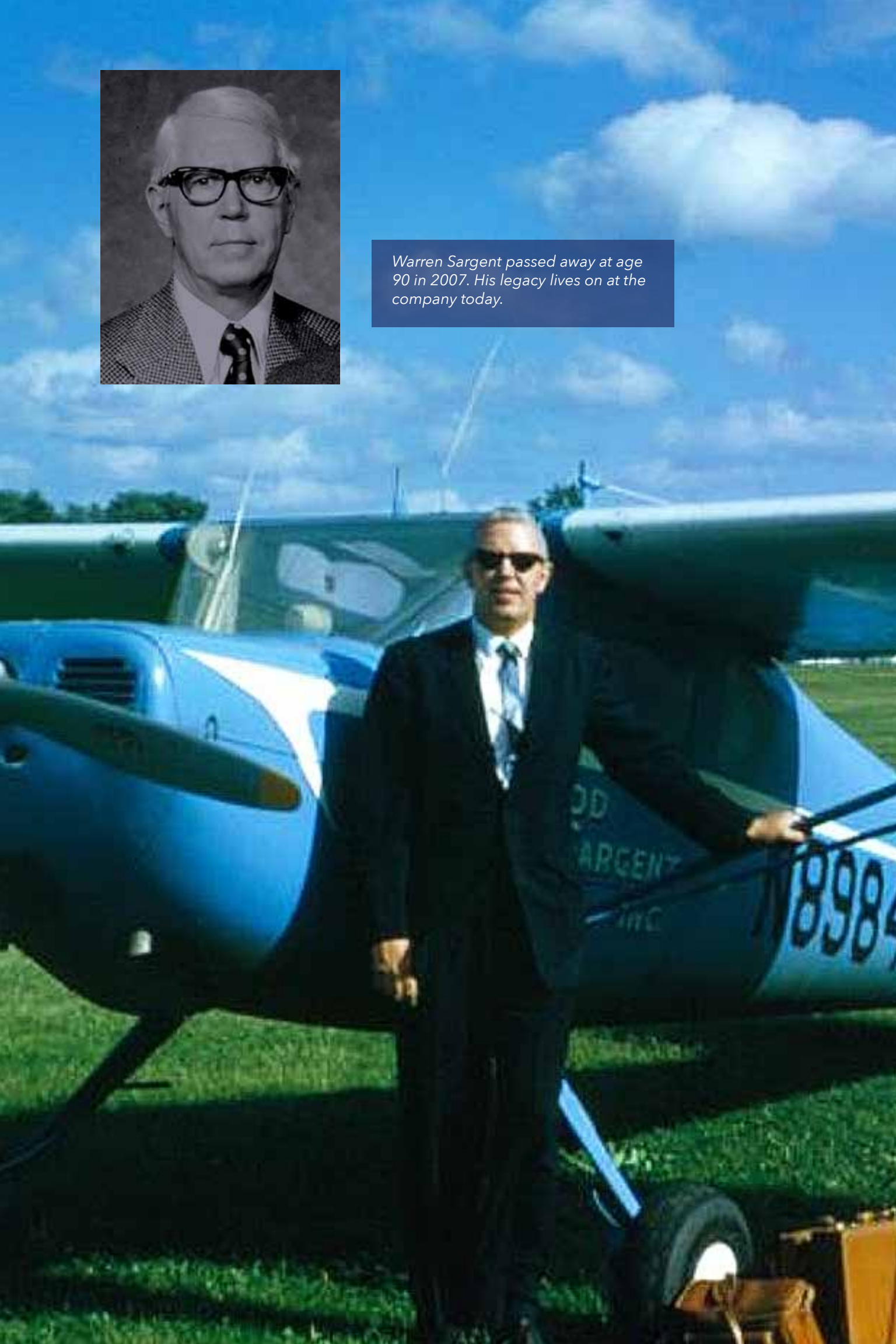
Today, Jon Sargent is directing the operation. Representing the third generation of Sargent family leadership, his predecessors recognize that he shares the same fire that his grandfather brought to the organization. Never content to rest on past laurels, Jon continues to deploy the long-standing traditions that have and continue to drive growth and success.



History of innovation. Commitment to safety. Passion for solving problems. Feeding and fueling the world.



Warren Sargent passed away at age 90 in 2007. His legacy lives on at the company today.



Renewable Fuel Facilities

The booming biofuels industry in the early 2000's created tremendous opportunity. Todd & Sargent embraced the emerging industry, engineering and constructing numerous facilities throughout the Midwest.

In 2001, construction began on the company's first biodiesel production facility. This project for West Central Coop in Ralston, Iowa evolved into a long-term partnership. Todd & Sargent and West Central formed Renewable Energy Group (REG) in 2002 to spearhead the design, engineering, construction and start-up of new soy biodiesel production facilities.

The following year, Todd & Sargent received the prestigious 2006 National Award of Excellence from the Associated Builders & Contractors for the SoyMor Biodiesel facility in Glenville, Minnesota. The award represents the top recognition for merit shop projects across the country.

In addition, numerous grain and DDGS storage and handling facilities were built for the ethanol industry. In 2006, Todd & Sargent helped build one of the country's largest ethanol plants - the VeraSun Energy facility in Fort Dodge, Iowa with 110-million gallons of annual fuel capacity.

Todd & Sargent and its various strategic partners have played a key role in biofuel advancement.



The West Central Coop biodiesel production facility in Ralston, Iowa.

Growing North of the Border

Todd & Sargent Canada was founded in 1985 to serve the needs of a growing Canadian agriculture industry.

The company's new subsidiary entered the market with a proven track record. Todd & Sargent's first Canadian project was completed in 1968—an all steel feed mill for Ralston Purina in Strathroy, Ontario.

T&S Canada has served clients by designing and building quality grain handling facilities across the Prairie Provinces. Todd & Sargent initiated an ongoing, long-term relationship with Parrish & Heimbecker in 2009. The first P&H project was grain elevator built that year in Tisdale, Saskatchewan.

In 2022, Todd & Sargent opened a new Canadian headquarters office in Winnipeg, Manitoba. The office expansion further strengthens the company's ability to expand its breadth of industry experience in Canada and serve a wider array of industries.



Todd & Sargent Canada headquarters.



The malting facility built for Rahr Malting Company in Shakopee, Minnesota.

2019


Lee Sargent retired on Dec. 31, continuing to serve on the Board of Directors.

2022

Todd & Sargent opened headquarters for Canadian operations in Winnipeg, Manitoba. Rori Bouchard named President of Todd & Sargent Canada.

2023

Todd & Sargent reached the milestone of 90 years in business.

An aerial photograph of a large-scale construction project. A multi-story building's concrete frame is visible, with several levels of floors and columns. Two large red tower cranes are positioned on either side of the building. The surrounding area is a mix of dirt, construction materials, and some greenery. In the background, there are railroad tracks and a grassy field.

At the turn of the century, Todd & Sargent focused on continuing development of innovative expertise to address more complex and sophisticated client projects.

A photograph of the exterior of a modern office building. The building has large glass windows and a concrete facade. In the foreground, there is a concrete wall with the company name "TODD & SARGENT" in raised letters. A large, leafy tree is on the left, and a paved area with a small black pillar is on the right.

Celebrating 90 years in business, Todd & Sargent is committed to building on its proud history of innovation, commitment to safety, and passion for solving problems.

TODD & SARGENT

A Legacy Project for Future Generations

Celebrating 90 years of success, Todd & Sargent proudly launched an extraordinary legacy project that will serve future generations in the feed and grain industry.

The Iowa State University Kent Feed Mill and Grain Science Complex combines academia, the commercial grain and feed industry, and their suppliers in a single mission: to cultivate careers in grain and feed operations, drive industry innovations, and support efforts to feed and fuel the world.

Todd & Sargent constructed the centerpiece of the 47,000-square-foot Complex, a 100-foot tall slipform concrete feed mill. Located on one of Iowa State University's Research and Demonstration Farms, the facilities also include a 40-foot tall concrete pelleting plant, and 200,000 bushels of grain storage with handling and drying equipment. Combining a state-of-the-art feed mill with an independently operational grain center, this unique facility offers complete hands-on educational opportunities, and positions Iowa State University as a world leader in feed and grain industry educational offerings.

Kent Corporation and Sukup Manufacturing Company—also multi-generation, Iowa-based family businesses—led financial and in-kind support for this \$30 million project which was supported exclusively by private sector donations.



As with many things in life, the Todd & Sargent formula for success is simple but not easy. Relationships are at the center of everything. The emphasis on people starts with the internal team and quickly expands to include clients, vendors, suppliers, trade contractors, and others. It requires a tremendous team effort to design and build the best facilities in the industry, while providing the best construction experience possible, to help feed and fuel a growing world.





tsargent.com