



# Wilkie Brothers Conveyors, Inc.

## Company Overview

Wilkie Brothers Conveyors, Inc.  
1765 Michigan Ave  
Marysville, MI 48040  
810-364-4820



[www.wilkiebros.com](http://www.wilkiebros.com)

# The Wilkie Companies

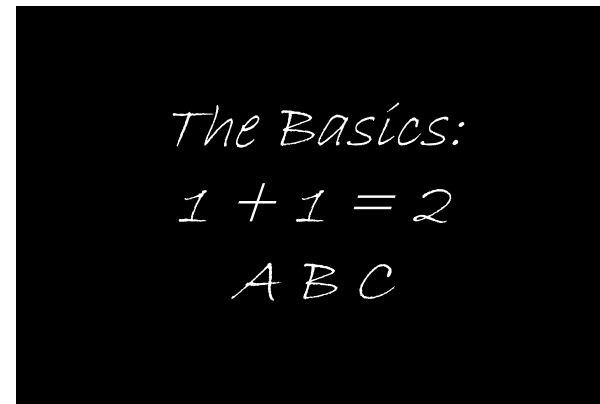


- When we speak about Wilkie Brothers, it is actually three companies.
  - Same Ownership
  - Same Location
  - Different purposes
- **Wilkie Brothers**
  - Primary Sales Agent for new and remanufactured product
  - Sells to end users
  - Assembly services for Free Line Trolleys
- **Blue Water Manufacturing**
  - Manufacturer of new chain and trolleys
  - Sells to Conveyor OEM only
- **Meter USA**
  - Manufacturer of new Quantum brand trolley wheels and rollers
  - Supplier to WB, BWM and Conveyor OEMs



# The Basics

- **Expert\*** Manufacturer/Remanufacturer of conveyor chain and components
- Founded in 1963
- Privately Held, 3 owners
- Annual sales of >\$23MM
- Financially stable
  - Profitable
  - No bankruptcy, lawsuits, etc.
- Employees
  - Total Employees: ~55
  - Total Manufacturing employees: ~40
  - Average employee has 13 years experience with Wilkie



\* "An **expert** is a person who has made all the mistakes that can be made in a very narrow field."

Neils Bohr



# Relationships with Conveyor OEMs

**If you look good, we look good!** The following relationships have existed for many years.

## Automatic Systems Inc. (ASI)

- Primary provider of chain
- Sole provider of Autoflex (Unibilt) chain
- Maintain ASI **inventory** at Wilkie

## Dearborn Midwest Conveyor (DMW)

- Primary provider of chain
- **Assembler** of free-line trolleys
- Maintain free-line trolley inventory at Wilkie

## Major Automotive Conveyor Manufacturer (Confidential)

- Manufacturer of all trolley wheels
- Supplier of Carbon Chain

## Allied Uniking

- Primary supplier of chain

## US Tsubaki

- **Sole supplier** of rivetless chain

**"You can stand tall** without standing on someone. You can be a **victor** without being a victim."



# Partial Customer List

## Transportation

- General Motors
- DaimlerChrysler
- Ford
- Honda
- Toyota
- Honda
- Nissan
- Hyundai
- Daewoo
- Navistar
- Boeing
- Toyota
- SIA
- NUMMI
- CAMI

## Conveyor

- Durr
- Automatic Systems
- Dearborn Midwest
- JB Webb
- Allied Uniking
- Southern Systems
- Lesco
- Dumas Central
- North Mississippi
- Webb Stiles
- Fabricating Engineers
- Diversa-Tech
- KCI
- Anchor Conveyor
- Overhead Conveyor

## Miscellaneous

- Whirlpool
- USS Kobe
- Venture
- John Deere
- Maytag
- Tropicana
- Iowa Beef
- Perdue Farms
- Caterpillar

*Wilkie Brothers sells throughout the world.  
North America, South America, Central  
America, Europe, Australia, the Middle East  
and **Detroit.***



# Flexible Manufacturing

- Capacity for a typical eight hour shift is as follows:
  - Chain: 5000 feet
  - Trolleys: 3000 half trolleys
  - A single chain assembly person can attach 600 assembled trolleys to chain strands per day.



- We can easily **adjust** the workforce by rotating employees and adding shifts to meet virtually any workload, such as those created by
  - New product launches
  - Summer and Christmas Shutdowns
- Component parts in inventory to facilitate shorter lead times.
- Chain assemblers are **paid "by-the-foot"** to maximize productivity.

For DCX free trolley work, 1953 six inch free trolleys were remanufactured in under two months.



**"Great ideas often have violent opposition from mediocre minds."**

**Albert Einstein**



# Facility

Dirt floors and oil lamps. That is how our competitors describe our facilities. We prefer **"low overhead."** but Mrs. Wilkie insists that we paint the building this year.

Although lacking in luxury, our 132,000 ft<sup>2</sup> facility provides ample space for storage and manufacturing. It has rail access and three truck bays. The surrounding acres are used for storage of used inventory.



**"If you think you can, you can. And if you think you can't, you're right."**

**Henry Ford**



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# Sourcing

Don't be fooled by our small size and small town location.  
Along with selling globally, **we source globally.**

- Chain
  - Microtuff chain, United States
  - Carbon chain, Korea
- Power Trolleys
  - Assembly, United States
  - Machined Components:
    - US, Italy, India, China, Pakistan,
  - Forged Components
    - US, Canada, Pakistan, China
- Dogs
  - US, Canada, Korea, China
- Castings
  - US, China

“...nothing in the **universe** exists as as an isolated or independent entity.”

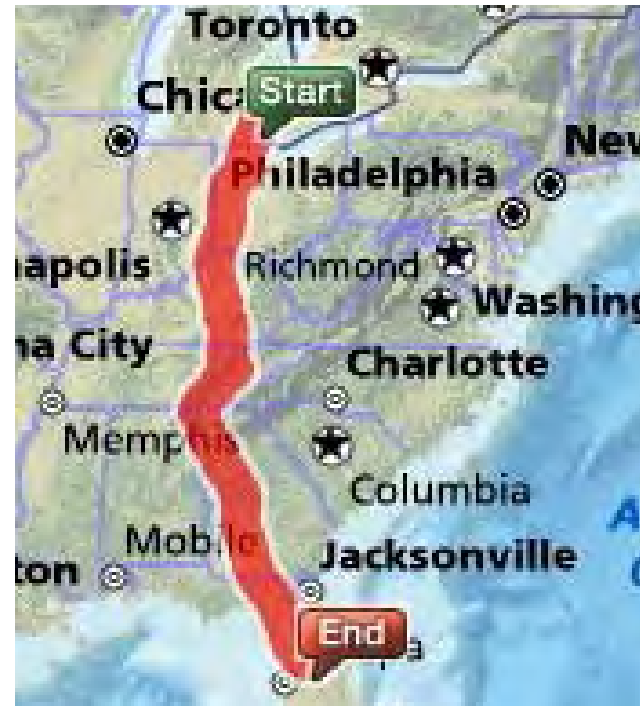
**Margaret J. Wheatley**





## PRODUCTS: Now that's a lot of chain...

Over the past ten years Wilkie Brothers has averaged 50,000 feet of chain shipments per month.



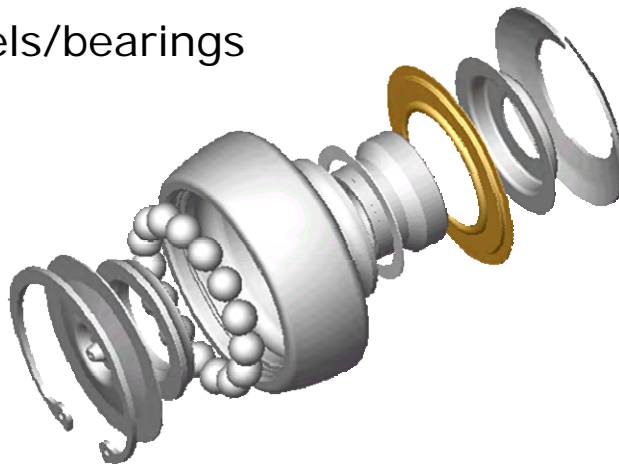
If laid end-to-end, the chain shipped during the past decade would stretch from **Detroit to Orlando**, almost 1200 miles.



# Products

We can provide OEM compatible parts with equivalent or **better performance** for less.

- X-type Rivetless Chain
- Autoflex (Unibilt) Chain
- Power Trolleys
- Pusher Dogs
- Rollers
- Wheels/bearings



And we can provide the following products from **alliances** with the following vendors.

- Engineered Chain / CC5  
Tsubaki, Webster
- Cat Chains  
Peer, Tsubaki
- Chain wear monitors  
Industrial Technologies
- Chain Cleaners  
Airogap

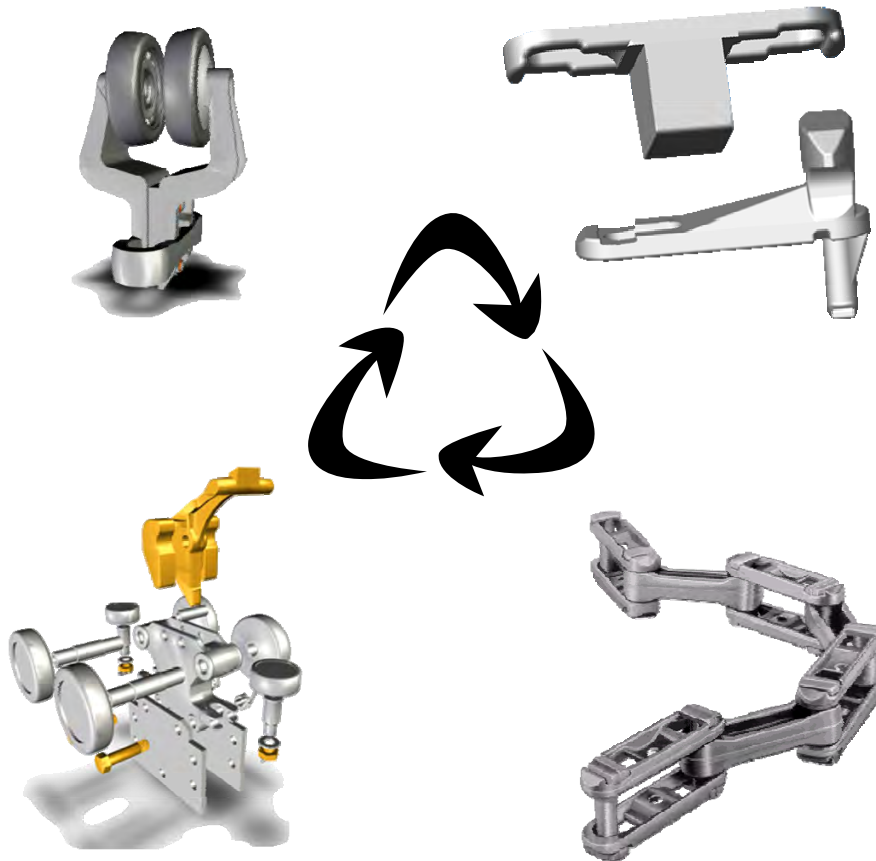
**"Nothing great was ever achieved without enthusiasm.**

**Ralph Waldo Emerson**



# Remanufactured Products:

*How much do you want to save?*



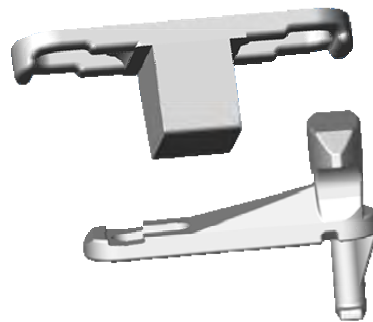
- Warranty **same-as-new**
- Chain, trolleys, dogs, free trolleys, drives, take-ups, roller turns...
- **Successfully** used at most automotive companies

**"The greatest economic benefit of recycling is that it provides a base of materials for robust, efficient manufacturing..."**



# Remanufactured Chain, Trolleys and Pusher Dogs

- Use your material or our inventory
- **Proven** refurbishment process returns used components to “like new” condition
- Remanufactured chain (automotive use) only reuses the side-links. New pins and center-links are used.



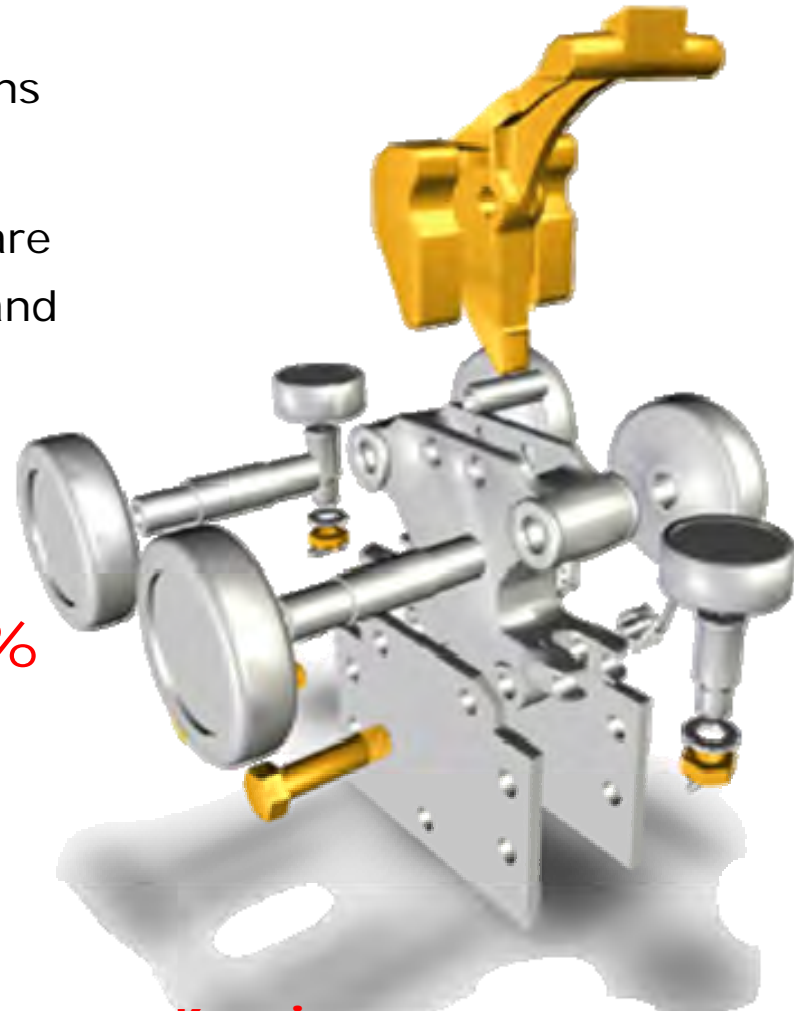
- !!! SALE SALE SALE !!!**
- Remanufactured savings
  - 25% on chain
  - 50% trolleys
  - 50% pusher dogs

 DCX spec is remanufactured chain, dogs and trolleys!



# Remanufactured Free Trolleys

- Use your material or our inventory
  - Proven refurbishment process returns used components to “like new” condition
  - Features new wheels, axles, hardware
  - **No shortcuts:** Holes are drilled and bushed as required
  - Accepted in most industries as an accepted cost savings measure
- 
- Significant savings of **up to 75%** from OEM pricing.



**“Knowing is not enough, we must apply!”**

**Goethe**



# More cost savings...

Not only does remanufacturing save money. Wilkie wants to buy used chain, free trolleys, drives, take-ups. We can give a **credit** on orders or **buy** by the pound.

Be green and **lower the total cost** of your project.



**"Can anybody remember when the times were not hard  
and **money** not scarce?"**

**Ralph Waldo Emerson**



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# Major Component Inventory

Wilkie likes to keep a **large inventory** of new and used products. Below are some of our basic products and current inventory levels.



- Six Inch Rivetless Chain
  - 20,000 feet Microtuff
  - 20,000 feet Carbon
- Four Inch Rivetless Chain
  - 25,000 feet Microtuff
  - 20,000 feet Carbon
- Four Inch Wheels
  - Standard wheel 65,000 pieces in inventory
  - 85,000 in process



# We don't run away from problems...

**We strive to make our customers happy** all of the time.  
Unfortunately, circumstances are not always perfect.

## Nissan Smyrna

We supplied remanufactured free trolleys to Smyrna. Specification required us to use a competitors wheel. After they failed, Nissan came to us. Their vendor provided no assistance and ran away. We supplied new wheels and labor for \$300K.

## DCX SHAP Paint Shop

On SHAP free-trolleys, bearings specified by the plant (from another supplier) were failing. Wilkie worked with our customer to replace 651 bearings on all lead free trolleys. This work was completed on a third shift, at Wilkie, over the course of two weeks. Wilkie **partnered** with our customer and did not charge for labor or shipping.

**"In the middle of every difficulty lies opportunity."**

**Albert Einstein**





# Why do business with Wilkie?

- **Product Line**
  - Products compatible with all conveyor brands
  - Large quantities in-stock
- **Remanufactured product**
  - Like new performance at significant **savings**
  - Stock availability of hard-to-find items
- **Experience & Knowledge**
  - Knowledge of all conveyor OEM systems
- **Relationships**
  - Excellent OEM **relationships**
  - Unique services provided to conveyor OEMs
- **Engineering**
  - **Capability** to design or reverse engineer chain and trolley components
  - Solid Works and 3D modeling of all parts
- **Manufacturing & Assembly**
  - **Flexible** work force to meet industry demand and emergency situations
- **Integrity**
  - We will do what it takes to **satisfy** the customer.
- **Sense of Humor**
  - We try!

