

Communication is the Key to Success



This large OEM is a diversified industrial manufacturer and North America's leading producer of semi trailers and liquid transportation systems

98-100% on time delivery of products

3 manufacturing lines dedicated to Wabash



Wiley Metal has been their supplier of the year for 3 years

The Story

When you feel an obligation to consistently deliver above and beyond what your clients expect, the pressure can be intense.



Finding partners who can assist you in reaching those expectations can be rewarding, uplifting, and mutually beneficial. Such is the relationship between Wiley Metal and one of the largest truck trailer manufacturers.

The Characters

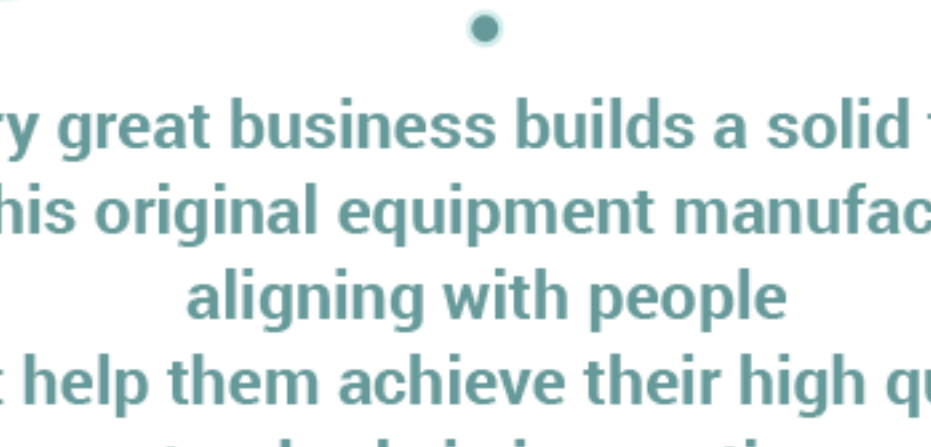


Wiley Metal is a **family-oriented, customer focused**, metal manufacturing company in the Midwest. They take pride in their **personal, customized service**, their skilled team and in doing business with a handshake. **They like it like that.**



This prestigious OEM manufactures semi-trailers... lots of them. Simply put, they are **the largest** truck trailer manufacturer... **In. The. Entire. World.** As an original equipment manufacturer, Wabash buys and assembles custom made parts to create their own **superior truck trailer products.**

Growing a Substantial Business like this Large OEM



Every great business builds a solid team. At this original equipment manufacturer, aligning with people that help them achieve their high quality standards is imperative.

This company needed help with exactly what Wiley Metal excels at:

on-time delivery

superior quality

responsiveness

flexibility

The Solution: Doing Whatever It Takes



Wiley Metal hired additional qualified staff to continually run three shifts of operation for this large OEM. Professionals are in place to focus full -time on the specific needs of the client.

They manage

- ✓ a fast paced environment,
- ✓ geared to make fast paced changes,
- ✓ make on-time deliveries,
- ✓ and create products with short lead times.

Face - to -face meetings are conducted frequently to understand this extremely prominent truck trailer manufacturer needs. Open communication allows Wiley to respond quickly to changing industry trends and increased volume production.



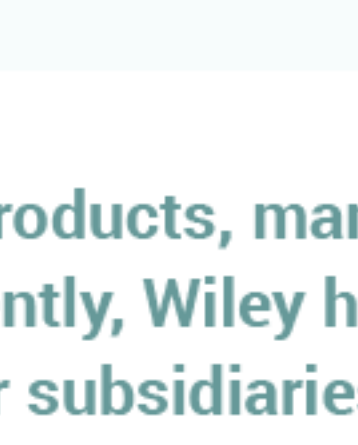
Winning Together

Wiley Metal has an impressive **98-100%**  on-time delivery rate

for one of the largest truck trailer manufacturers

That includes general fabrication, welding and even assembly. Wiley Metal performs complex assemblies and even packages them to send directly to this prestigious OEM's customers.

Wiley Metal's business growth with this company has grown consistently

10%  each year.

Every year brings multiple new products, many of them including design changes. Recently, Wiley has begun performing work for their subsidiaries.

How so? [Ask us here](#)

This relationship continues to be a successful work in progress. It is a relationship that is working for the benefit of each of these customer focused companies.

