

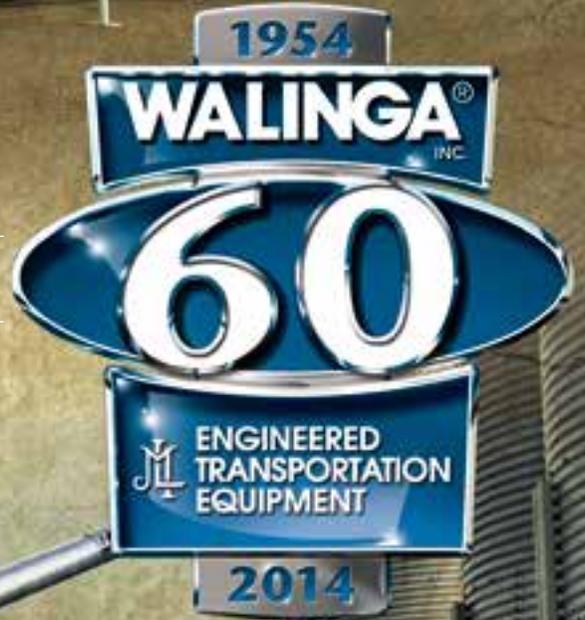


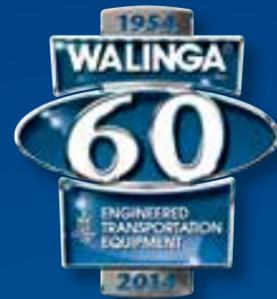
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CELEBRATING 60 YEARS OF EXCELLENCE

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NINETEEN FIFTY FOUR - TWO THOUSAND AND FOURTEEN





Remember your great grandfather's tool shed? Wooden walls and a worn peg board where he thoughtfully arranged his tools. Tools that were handed down from your grandfather's father, to your grandfather and so on until they found their way to you. These tools never needed replacing, there's no built-in obsolescence, they aren't headed for the trash. They were manufactured to work hard and to last for generations. Tools that tell the story of the men who used them, tools hauled out in the rain to mend a fence, repair a tractor or assemble a bicycle on Christmas Eve. Any surface scuffs, nicks and wear describe their hours of hard work. Tools like these never wear out, they're only just getting worn in.

Built for generations by generations, Walinga bulk transportation equipment is built to last. Equipment designed for a hard day's work, day in, day out, equipment that reliably shows up ready for work. No one is sure where the oldest hard working Walinga product is, but we know it's had generations at its controls. It will be a simpler machine, it might show a few dings, some scuffs and time under a hot sun may see it a little faded. But know that when the latest generation walks up to a maintained Walinga product, it's the farmhand they can trust.

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# Beyond the PRODUCT

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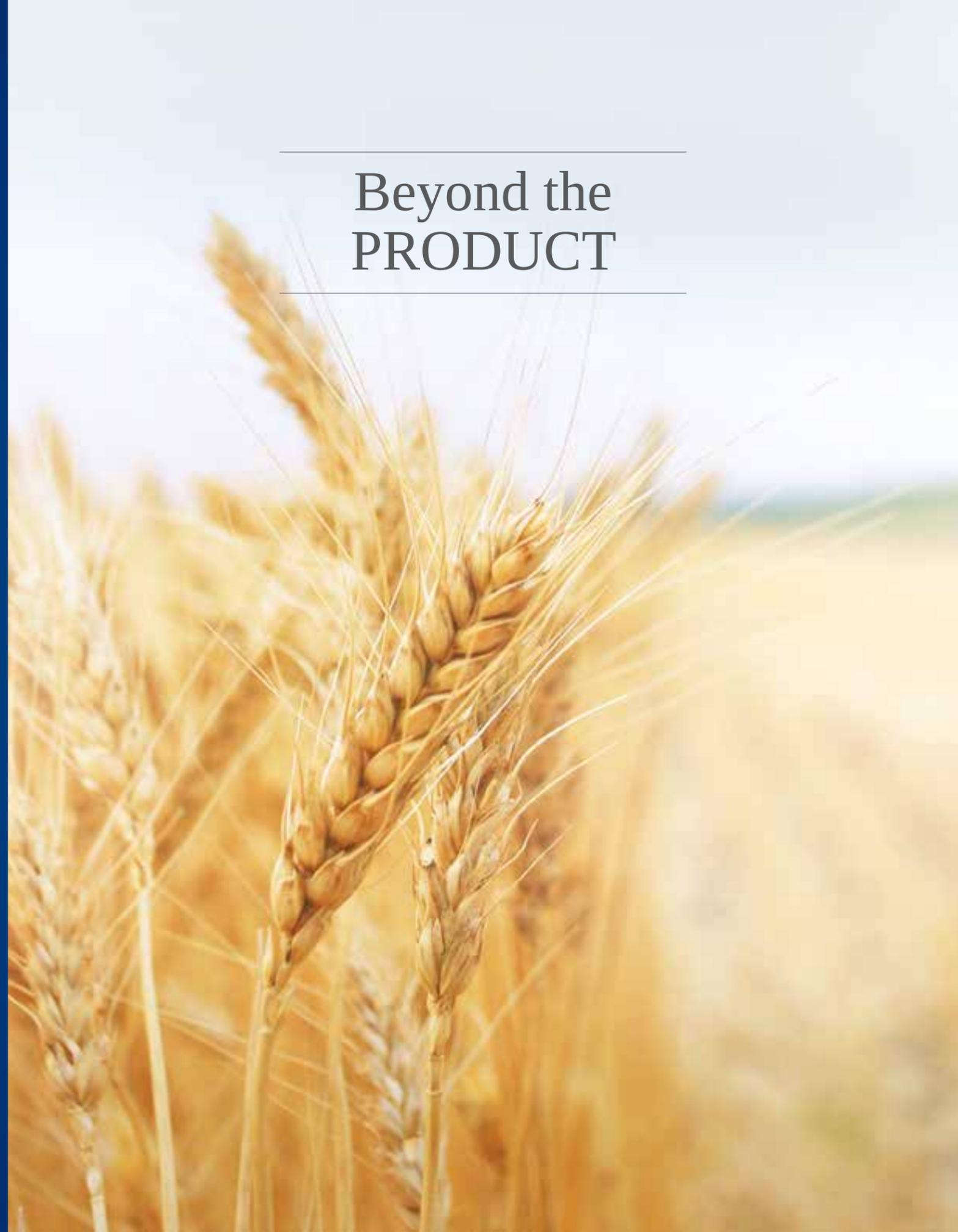
**TRANSPORTATION**



**PNEUMATIC CONVEYING SYSTEMS**



**MACHINING**



# “Building Any Body

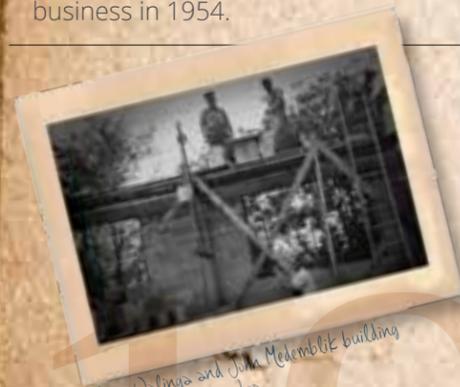
In 1954, using the slogan “Building Any Body For Anybody”, Cornelius Walinga and John Medemblik began handcrafting wooden truck bodies for local businesses. Robert Lodder joined them in 1959, thus creating a partnership in which uncompromising attention to detail and a very personal commitment to customer service became an ongoing tradition.

Throughout the decades as each new technological advancement became available, Walinga incorporated it into the manufacturing process.

Soon the company's in-house design and engineering teams were creating products that were outstanding in terms of durability, innovation and performance.

## 1954

John Medemblik and Case Walinga purchase a building in Fergus, Ontario, in 1953. Commercial Body and Coach opens for business in 1954.



Case Walinga and John Medemblik building the original Fergus ship



## 1955

First cattle and feed hauler is built.



## 1956

The company name changes to Walinga Body and Coach LTD.



Company Origin 1930s Hay Wagon

# for Anybody.”



## 1965

Bob Lodder joins Walinga.

## 1969

Case Walinga retires and the company moves to its permanent facility in Guelph, Ontario.



Robert Lodder and John Medemblik - 2008

In 1969, Robert Lodder and John Medemblik purchased the shares of Case Walinga and continued for many years as partners.



Left to right Spaukje Walinga, Rita Medemblik, John Medemblik, and Case Walinga.

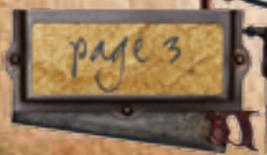


## “Building any body for anybody.”

A mantra coined long ago by John Medemblik and Case Walinga, the founders of Walinga. They wanted people to know that there were different ways of doing things: that you no longer had to settle for the status quo. There was now a company building to customer specifications at a fair price and without compromise.

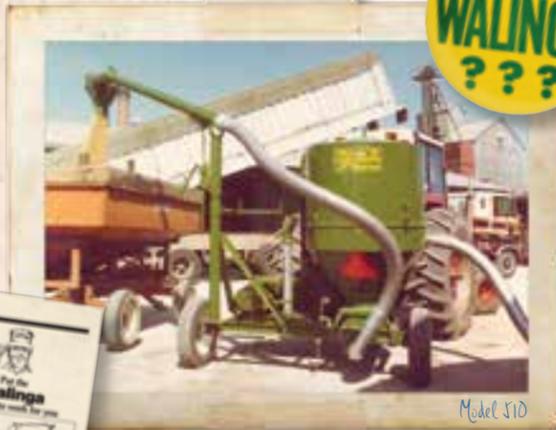


# 1969





Walinga's First Vac Unit ever built



Model 510

## 1970s

Walinga introduces grain vacuums.

Walinga introduced grain vacuums in the late 1970's and was the first producer in North America to use a positive displacement system to transfer grains at a greater rate of speed with less horsepower, using smaller lines.



## 1974



EMM is the first Walinga Body and Coach dealer in the United States.



An early 1970's aluminum bag/bulk body with air discharge and aluminum tool box and hand rails.

“ Walinga has been providing equipment for the company for more than 25 years, along with outstanding customer service. ”

James Kropf

This is one of the first units built for New-Life Mills circa 1957. The body was made out of steel and wood and featured an air discharge.



A division of Parrish and Heimbecker Limited c.1909, The new-life feeds brand was established in 1964. New-Life is currently celebrating its own 50<sup>th</sup> anniversary, "Yesterday's experience... Today's insight... Tomorrow's rewards". Seventy-five percent

of their feed division business revolves around poultry, broilers and chickens for egg production as well as turkeys. About twelve percent is beef and dairy with the remainder in pork. Walinga and New-Life have been working together for all of those fifty years.



This bag/bulk delivery unit from the mid-1980s used aerodynamic and lightweight FRP/aluminum for a fuel efficient aerodynamic smooth, billboard look.



Bag/bulk feed semi-trailer from the late 1980s with moveable load dividers.

## 1981 WALINGA® INC.

The company name changes to Walinga Inc. The Byron Center facility opens and Peter Kingma is hired as General Manager in 1988.

In the 1980s Walinga introduced chrome hardening to their blowers. Most blowers require an air filter, when handling grains there is a lot of dust, and filtration is needed to stop the dust from going into the grain vacuum's blower, which meant a filter had to be cleaned on a regular basis. The practice was not accepted in the industry.



By chrome hardening the interior, the grain blowers could handle three times the product before they needed to be replaced. Customers now had a blower that could produce more and last longer.

# 1970 - 1989



## CARMAN MANITOBA



### 1991

In 1991, Walinga opened its Carman Manitoba facility. The new location supports Canada's mid western pneumatic conveying systems customers.



With business continuing to grow, Walinga was outgrowing their Guelph facility and decided to move their machine shop operation to Carman, Manitoba. In 1996, Cor Lodder, one of Bob Lodder's sons, who had been heading up the Machine Shop Operation in Guelph, relocated his family to Carman to manage the Machining Division relocation and subsequent expansion.

The decision to locate in Carman Manitoba was based upon the needs of the Canadian and northern US customers and a proximity to a skilled Winnipeg workforce. Walinga was now able to service vac and transportation equipment and while investing in growing machining capabilities. That investment has paid off: Walinga Carman continues to grow, designing and manufacturing the many precision components that make up most Walinga products. The Machining Division now provides full design and component machining and finished assembly services to a wide range of other manufacturers.

### 2006

Sioux Center, Iowa service facility opens.



### 2008

Walinga opens new facility in Fergus, Ontario for Vac Manufacturing.



### 2009

Walinga opens new service facility in Carman, Manitoba. Given Carman's proximity to one of the world's longest transcontinental highways, it was an obvious choice for an Engineered Transportation Equipment Service facility. The new property is literally across the street from the original Carman plant. The nearby Trans Canada Highway connects all ten provinces moving almost anything imaginable between the east and west coasts. In 2009 the two by two bay shop offered a Walinga owned service and warranty hub for transportation equipment. Refurbishments, replacement parts and custom manufacturing were available by walking 'next door'.



### 2009

Walinga converts its existing warehouse into expanded production area with new CNC Brake & Roller.



1990

2000

2012

Walinga adds new State-of-the-Art Hopper Tank Rotator.

Located in the Guelph Ontario factory, Walinga specified and had built what looks like a giant hopper rotisserie. Once a tediously slow and labor intensive process where welders would move about the hopper tanks as they welded the precut sections together, the new rotator positions the hopper for the convenience of the welders. A task that used to take days, bottle necking production, is now completed in a matter of hours, keeping pace with the rest of production.



2013

Walinga starts production of tank units in Wayland, Michigan.



The Guelph Ontario facility now focuses on transportation equipment production. Normally building a highly personalized product in low quantities is counterproductive to modern lean manufacturing principals. Walinga designs at a component level with many parts manufactured to order. Technology plays a key role, maximizing any time to delivery efficiencies while carrying a minimal inventory.

## GOOD THINGS COME IN THREES

ULTRA-LITE™ HIGH OUTPUT AUGER LOW PRO™



At the time of printing the Walinga Low Pro™, Ultra-Lite™ High Output Auger Unit (shown above) represents the state of the art in engineered transportation equipment. A proprietary variable thickness extrusion provides the spine for this all aluminum ultra light fuel-efficient design. Bulk is carried lower in the chassis, reducing wind resistance while lessening the risk of rollover. Add to that a Walinga high output auger transfer system and you have delivery speed (delivery efficiency) without compromise.



Ultra-Lite™ High Output Auger Discharge

Low Pro™ Ultra-Lite™ High Output Auger Discharge



2014

Having long since outgrown the shop in Byron Center MI., manufacturing now takes place in our 24,000 - square foot Wayland, MI facility.

# 2010 - 2014



- Argentina
- Brazil
- Uruguay
- Chile
- Colombia
- Ecuador
- Costa Rica
- Panama
- Mexico
- Mauritius
- South Africa
- Egypt
- Iran
- Iraq
- Israel
- Saudi Arabia
- Tunisia
- Libya
- Qatar
- Yemen
- UAE
- Lebanon
- India
- Vietnam
- Philippines
- Indonesia
- New-Zealand
- Australia
- Laos
- Japan
- Russia
- Ukraine
- Lithuania
- Kazakhstan
- Romania
- Bulgaria
- Greece
- Turkey
- Italy
- Spain
- France
- Germany
- Switzerland
- United Kingdom
- Denmark



Walinga is an international company having grown to provide bulk transfer and transport systems anywhere bulk travels. Hard working Walinga product can be found around the globe.



# 2014

# and beyond...



Would you buy anything that's assembled from a thousand parts that were all outsourced to the cheapest bids?

Neither would we.

---

Walinga doesn't sell a one size fits all product solution. Since the first stake and rack truck order in the last week of 1953, Walinga has recognized that every customer is unique with specific needs. That simple act of listening to customers, responding to their feedback and creating personalized solutions has created a niche market. Personalized just-in-time manufacturing is only possible by having every Walinga built component modeled electronically. Software has stress tested each part and assembly prior to metal being cut. The entire Walinga process is technology driven. Customer modifications are accommodated before production begins.

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State of the art manufacturing facilities ensure that every component Walinga builds is within specified tolerances. Computers manage the milling and cutting of raw materials. Precision FARO arm measurement technologies vet finished products for quality control. When parts make it to the assembly floor they fit perfectly. Focused quality control translates to less material waste, less wasted time and smoother production. For the Walinga customer these efficiencies translate to a value priced premium manufactured product.



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# Vision Statement

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We intend to fulfill our Christian mandate by manufacturing customized products of the highest quality at the fairest price through efficiency, organization and innovation in an environment that includes all employees.

For our customers we guarantee accessibility, professional expertise and meticulous attention to detail. Our total commitment to quality is not only our inheritance, it is our foundation for the future. Through this we expect to see continued growth for future generations, that they continue on the path set before them.



*Walinga's vision is remarkably simple, it's based on fundamental family values and always doing what's right. The company vision statement is posted prominently in the foyers of each Walinga Facility.*

**WALINGA.COM**



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## Family Owned & Operated

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"We all started working on the floor. That was our first job, doing all the dirty jobs, the grunt work, then over time as our expertise grew we worked in the different areas of the shop. We then gravitated to our present positions. We all had to learn what the shop floor was all about. We all had to understand what it took to put a Walinga product together; to understand the product was the goal before we positioned ourselves in the areas we wanted to be in. We're all expected to learn from this so that we could use it in our own development and understanding of the company, our product and our customer."

*Jonathan Medemblik, Wayland MI Office.*

*There are no "small" projects at Walinga. Each customer is given our full attention. Walinga adheres to one clear and simple mandate: The customer must be completely satisfied. From initial contact, to delivery, to future service - we guarantee accessibility, professional expertise and meticulous attention to detail.*

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Left to right: John Medemblik, CEO; Ken Swaving, Director - Pneumatic Conveying Systems; Cor Lodder, Director - Machining Division, Paul Broekema, Director - Admin/Finance and Export Development; Terry Medemblik, Director - Sales and Marketing; Butch (C.H.) Medemblik, Director - Production and Theo Flach, Director - IT.



1954

FOUNDRERS

2014

280+ EMPLOYEES IN

5 LOCATIONS

## Over 280 Employees in 5 locations

As the complexities of a worldwide food and feed distribution network grow, so grow the demands on the industries that support it. In real life as it is in business, survival is all about adaptability. It's the close relationships Walinga maintains with their customers that keep innovation alive. Customers place demands on equipment that could never be predicted. Customers are encouraged to communicate, engaging in an open

dialogue that encourages the continuous evaluation of a product's performance. Since its modest two-person beginning in 1954 to a present staff of 280 and a dealer network that spans the globe, Walinga's commitment to excellence remains unchanged. A manifest brought to life through every person in the company, delivering a tradition of unparalleled customer service and product superiority.



# AGRI VACS



The only system you'll ever need. Gives one person total grain-handling capability! Do it all with the Walinga Agri-Vac. Fill or empty any storage facility being used.

The Walinga Agri-Vac puts an end to legs, augers, sweeps and shovels. Grain handling has never been simpler, safer or healthier. Just couple the Agri-Vac to your tractor and drive into position. Lightweight vacuum/pressure hoses attach in seconds and flex easily. Suddenly even tight spots and awkward angles are no problem!

**WALINGA<sup>®</sup>.COM**

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The Walinga Agri-Vac is designed for  
**maximum performance**  
due to its engineered efficiency.

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# Leaders in Pneumatic Conveying Systems

Walinga products are ripe with innovative solutions. When you engage with Walinga, your relationship extends beyond the simple purchase of a Walinga product. Walinga not only listens to their customers, they engage in conversation.

Did you know? Many standard features start out as customer initiated design projects. Throughout the year Walinga engineers review and collect customer feedback. Sometimes customers only outline a opportunity for improvement, some

might offer the bones of a solution and occasionally one will go as far as sharing something specific they've fabricated for themselves. Each year Walinga engineers build a full size working prototype incorporating the best of these ideas and annually invite customers to come play with it. Changes might be made, some features may not prove worthy, but ideas that work will become standard production items.



PUSH SYSTEMS



GRAIN CLEANERS



7614F GRAIN VAC



AGRI-VACS



SHIP UNLOADER



DIESEL VACS



CENTRAL VAC SYSTEMS



CHEM-VEYOR

## Did you know?

Walinga applies hard chrome plating to high wearing internal and external component surfaces. The plating is controlled to within .0002" tolerance. Walinga continues to research wear resistant hard coating technologies and has developed a new proprietary tougher-than-chrome plating finish. Now in the final development stages, indications are the new coating will be incorporated into the high wear internal components of Walinga blowers for 2015.

# TRANSPORTATION



Walinga Inc. has been manufacturing bulk feed equipment for more than 60 years. In this time we have become committed to an ongoing program of research and development.

As you will be able to see in the following pages, the options and features of the Walinga Bulk Feed Delivery Units are numerous. So, please take time to flip through these pages to see how the Walinga Bulk Feed Delivery Units can help you in your quest to increase production, performance, and efficiency.

**WALINGA<sup>®</sup>.COM**

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Increase production,  
performance  
and efficiencies

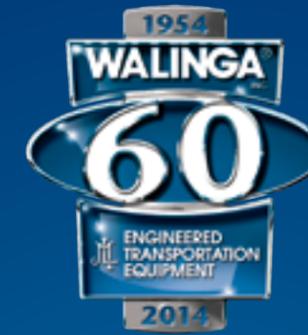
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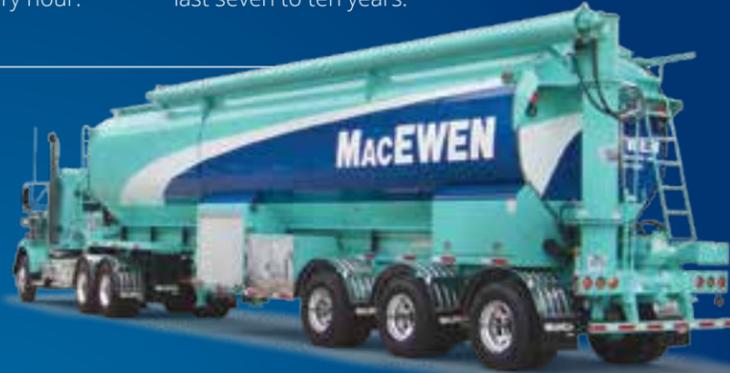


"Walinga HOAG units have helped feed companies with a short distance between the mill and farm eliminate between twenty-five to thirty percent of their fleet. Instead of handling one load every hour, Walinga HOAG's are handling two loads every hour."

Matching the increased physical demands put on the trailers, Walinga engineered larger bearings, more powerful drive motors and robust hydraulic systems ensuring trailers can run five to seven days a week and still last seven to ten years."



**BULK FEED TRAILERS**



**DUMP TRAILERS**



**WASTE MANAGEMENT - RENDERING**



**BAG BULK COMBO**



**BULK FEED BODIES**



**WASTE MANAGEMENT - RECYCLING**



**BELT TRAILERS**



**BAG BULK COMBO**



**BELT TRAILERS**

# MACH INING DIVISION

COMPLETE MACHINING SOLUTIONS  
YOUR PARTNER IN PRECISION



Walinga's advanced Machining Division not only manufactures parts and assemblies for themselves, but now provides cost saving, precision contract component manufacturing and assembly to other industries. Machining Division services run the gamut from engineering and proof of concept support, through prototyping, design for manufacturing, reverse engineering, dimensional analysis, and product and tool inspections.

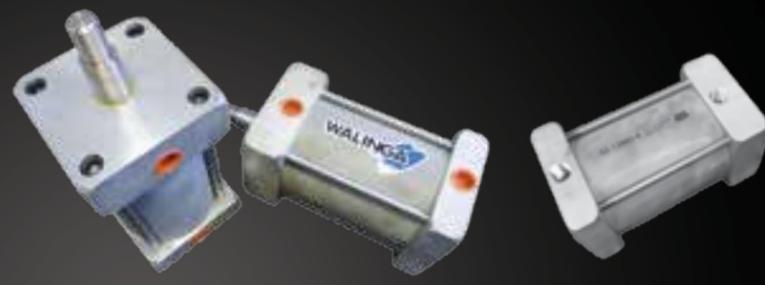
**WALINGA<sup>®</sup>.COM**

Beauty is in the  
**DETAILS**





ROLLERS



AIR CYLINDERS



BLOWER



WALINGA BLOWERS  
IN 4 SIZES



CUSTOM ENGINEERED &  
MACHINED DRIVE COUPLINGS



## Machining Division

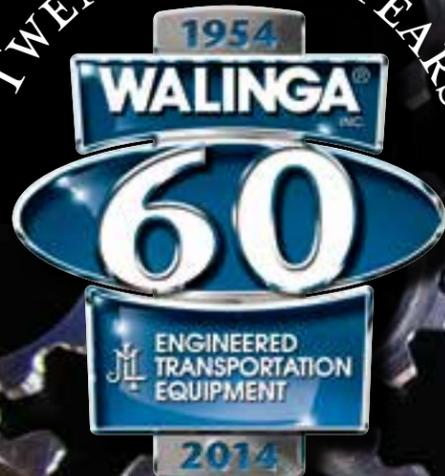
Walinga has been manufacturing bulk transportation equipment for over sixty years. Amassing a product lineage that's internationally recognized for durability and longevity, Walinga earned these accolades through years of field experience and innovation. In its pursuit of excellence in product development, Walinga continually invests in state of the art computer assisted design and manufacturing.



Any chain is only as strong as its weakest link.

Walinga's Machining Division was inspired by the demands of the Walinga brand. Component parts and assemblies had to stand up to a legacy built over generations. Now Walinga offers their manufacturing expertise to other manufacturers within not only agri-business but oil and gas, mining, aviation, forestry, transportation, food and beverage.

TWENTY-FIVE YEARS



CARMAN  
MANITOBA

# The Road Ahead

Walinga continues to focus on biosecurity, electronics, maintenance and innovating new products as the feed industry evolves.

## The future of the feed industry

As the globalization of the animal feed and food industry continues, the world is witness to a shift from reactive contamination crisis management to proactive efficacy and biosecurity programs. In many cases the feed industry has helped establish the transport and handling guidelines mandated by governments. Walinga understands their role in the health of today's global food chain.

Where do you begin?

When designing equipment you can't just produce a feed trailer that delivers the fastest and cheapest way possible. Food and feed safety is an issue, when a trailer is 'empty' it needs to be without residue. Walinga builds to the highest auger tolerances in the industry, that means less bulk product is being left behind. Clean-out vacuum systems are built into the trailers, in the past, customers would blow feed to the bottom and use a broom to clean up. Central Vac systems, now a key piece of equipment, clean trailers

and feed mills more effectively without blowing dust and contaminant around. That's less airborne dust in the workplace. Additionally, customers with installed diverter valves are now collecting and reusing valuable feed that otherwise would have been wasted.

Over the last few years media has been overrun with news of contaminations and disease outbreaks. Walinga engineers work with customers to ensure the feed they produce is clean and safe. Feed trailers are optioned with cab actuated disinfectant spray systems that douse tires to inhibit the spread of disease from one farm to another. Biosecurity is already very tight in Europe. The insides of tanks are washed between every feed load. Regular washings or some form of 'dry cleaning' will soon become standard operating procedure in North America along with biosecurity systems in equipment they manufacture.



*Feed trailers are optioned with cab actuated disinfectant spray systems that douse tires to inhibit the spread of disease from one farm to another.*

# Innovation in Action

MANUFACTURING PERSONALIZED FEED  
EQUIPMENT IN A JUST-IN-TIME ENVIRONMENT



PLASMA CUTTING ALUMINUM



ROLLFORMING ALUMINUM PARTS

## Producing more while working less

Plasma cutting, roll forming, brake presses, multi-head milling machines; investments in technology and training are what make Walinga just-in-time manufacturing possible. Moving bulk requires tight tolerances. It sounds counter intuitive but looser assemblies wear out faster. Precision assemblies run at consistent rates without premature failures. Although Walinga works closely with a few specialized parts manufacturers, the majority of the key components are designed, tested and manufactured in-house. Parts are cut accurately from electronic drawings consistently and without error. Raw materials are maximized for highest yield and the absence of new 'bad parts' translates to quicker plant floor assembly processes and ruthless quality control. The recent addition of deburring equipment now rounds the corners of parts coming off the plasma cutter in thirty minutes compared to nine hours of labor. As international demand for Walinga product continues to increase, equipment investments free up labor for other more complicated tasks. Over the last few years Walinga has nearly doubled production and increased

its workforce by thirty percent. They are already looking ahead to laser welding, it's expected this experimental technology will become viable right as Walinga needs it. Increased production efficiencies are a good thing. While Walinga production remains at par with growing consumer demand, reduced production costs deliver competitively priced high performance equipment to consumers. Walinga has become so renowned for their manufacturing expertise that other manufacturers have begun to approach Walinga's Machining Division to manufacture component parts and assemblies for themselves. The complexities of manufacturing across a global economy can prove frustrating and the entry costs of tooling up for precision manufacturing themselves is prohibitive. Walinga's Machining Division provides expert made-in-Canada parts and assembly production, employing a highly skilled labor force that can design, test and manufacture almost anything.



JUST-IN-TIME PRODUCTION



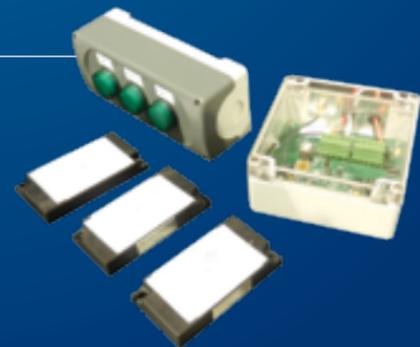
PLASMA CUTTER

# High-Tech Feed Trailers



It's no secret you can manufacture with cheaper raw materials, you can build an entire machine using cheaper parts, but it's not saving anyone any money. A ten dollar bearing versus a hundred dollar bearing might look appealing on paper, but over fifteen years the poorly performing ten dollar bearing will have overheated and failed several times. That's several unplanned interruptions to peak work flow, several 'loss-times' due to the repair outage itself, several parts and labor bills and finally lost faith in the machineries capabilities. Speaking of bearings, Walinga provides remote monitoring systems on bulk feed bodies. Various system points are consistently monitored. Operators receive feedback on pressure, speeds and flow to reduce feed and pellet damage or manage changes in the composition of the ingredients being mixed. Walinga is focused on

reducing its customers' costs of operation, lowering maintenance budgets and making safer and more productive feed truck bodies. Electronic systems also monitor feedback for variations in operating temperatures, vehicle hydraulic pressures, flow capacity etc. This data is relayed in real time to fleet manager 'dashboards' where the information is used to schedule proactive maintenance during off hours. Managers can message the operators to take action or bring the vehicles in before a component fails. If operators are having issues in the field, customers can ask Walinga to plug in remotely to do analytical work on the performance. Walingas' engineering office can monitor and address the customers concern.



## Safer, Lighter Trailers

It's basic physics. Geometry and the physical attributes of traditional feed trailers generally produce a higher center of gravity and more potential for rollovers than most other types of semi-trailers. Even with the progress that's been made, customers continue to push for innovation. Lower centers of gravity not only minimize rollover potential, they also tuck the trailer in behind a cab minimizing wind resistance and increasing fuel efficiency. Walinga continues to pursue the elimination of wind resistance by bringing the unit closer to the road and re-imagining protruding ribs and braces. Fuel economy is found when vehicles are stationary too. Unloading faster with better hydraulic systems and high-output augers means trucks run less, consuming less fuel. Another challenge is finding material alternatives like composites to drive unit weights down. Strength to weight ratios are important as is a new material's ability to withstand the trials of daily use. Finding ways to save customers money is a Walinga obsession.

Electronics are helping reduce human error. When feed is put into a trailer, the load receives a bar code for the farm and each feed bin. Upon delivery, when the boom auger swings over a particular bin, if the farm or bin bar codes don't match, the operator won't get a green light. The Walinga 'smart boom' can also tell when it's dangerously close to an overhead power line. High voltage sensors feel for any electrical threats, an audible alarm will sound and get louder as the threat increases, if contact is imminent the boom hydraulics are shut down to avert electrocution.



# Automation Leads the Way

Feed mills, feed production, feed equipment, farms and farm equipment are becoming more and more technologically driven. Walinga works with other equipment manufacturers and large operations to maximize the potential of their existing technologies. Large operations are always looking to reduce the amount of help on a farm and want automated equipment that can run continuously without supervision. Walinga just released an automation control for its Ultra-Veyor system. Wet grain from the field goes into a wet bin and automatically goes into the dryer to final storage. The process is seamless. Harvesting continues without having to physically transfer grain from a wet bin to a dry one. Harnessing the intellectual power of an industry driven by hard working individuals, Walinga continues to innovate and manufacture equipment that will stand the test of time.



Blower/Airlock Control Panel.



# Designing Safer Feed Trailers

*By listening to customer feedback, Walinga is constantly designing and innovating to improve feed deliveries and safety.*

This includes:

- Adding automated or manual fall arrest systems, such as Standfast or air operated hand rails on catwalks
- Adding a high-voltage sensor to avoid electrocution. A high voltage sensor alerts the driver if the boom auger is close to power lines. It will send out an audible alarm, which gets louder the closer it gets to power lines, and at a certain point shuts down.
- Increasing fuel efficiency with tanks that sit lower behind the tractor so they aren't catching the wind at the front of the trailer.
- Lowering the center of gravity of a feed trailer: Tanks are now lower to the ground and more stable to reduce rollovers from traveling around curves or cornering too quickly.
- Automating truck suspensions to improve roll stability on air ride suspensions: If the system senses a pressure variable that is too great, it will send a signal and start the leveling process and the trailer's braking process. The driver doesn't feel it, but the system slows down the vehicle to prevent it from going too fast around a corner.



*Tanks are now lower to the ground and more stable to reduce rollovers. By reducing the height or lowering the centre of gravity, the unit is more stable.*

*"We are updating our designs on a continual basis to improve efficiency and safety — we never stop changing"*

C.H. (Butch) Medemblik, Managing Director  
Manufacturing and Engineering at Walinga



Air operated hand rail on the catwalk.

A stylized map of North America is centered on a background of aged, textured paper. The map is cut out, showing the white paper underneath. The text is overlaid on the map. A red dot is placed on the map of Canada, and a blue dot is placed on the map of the USA.

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