

BEST IN CLASS PROFILE

# WILLE BROTHERS COMPANY



Kevin Jarchow, Wille Brothers President, takes great pride in the quality of their products.

*“The Horton Group has become much more than just an insurance broker for us. They are a trusted business advisor with our best interests always on their mind.”*

- Janet Adams  
Human Resources and Safety Manager, Wille Brothers Company

## company facts

**Founded:** 1928

**Location:** Alsip, IL

**Business Scope:** Providing concrete, lumber and building materials for the home construction industry.

**Employees:** 110

**A Horton Group Client:** Since 1994



Wille Brothers ready-mix concrete operations in Sauk Village, IL

# A Foundation of Integrity

In 1928, brothers George and Herman Wille purchased a pair of trucks to haul stone used in building the roads of Chicago and the south suburbs. Wille Brothers Company expanded their enterprise in 1934 by opening a coal supply yard in Blue Island. The yard further grew to include lumber, and by 1948 the company ended coal and stone operations to focus solely on lumber. In 1957, a dump truck was fitted with a mixing drum and Wille Brothers began pouring concrete.

Three generations later, Wille Brothers provides concrete, lumber and building materials for construction professionals throughout South Chicagoland and Northwest Indiana. In 2008, Wille Brothers spun their lumber

business off into a separately managed company called Wille Brothers Lumber under the direction of Richard L. Wille. Wille Brothers Company retained all of its ready mixed concrete operations with locations in Oak Forest, Monee, and Sauk Village.

Kevin Jarchow, who worked nights during college at the original lumber yard in Blue Island, now serves as Wille Brothers Company's President.

"You could ask any of our employees what Wille Brothers is all about and they would say the same thing - superior quality, superior service and integrity," Jarchow explained. "If you can't make money the right way, you shouldn't be in business. Wille Brothers doesn't cut corners and I've never lied or intentionally misled an employee or customer. The truth is very important to me. I never want to put anyone in the position where they can't trust me."

## People Make The Difference

Wille Brothers fleet of 52 ready mix trucks, seven lumber trucks and three tractor-trailer cement trucks are well maintained and have fast replacement cycles. Wille Brothers also cares for their 110 employees.

"People work here until they retire," said Janet Adams, Wille Brothers Human Resources Administrator and Safety Director. "We have a reputation in this market for treating our employees with respect. We pay well, offer



Wille Brothers fleet includes all front discharge mixer trucks.



Janet Adams speaks with Fred Garfield of The Horton Group about the Wille Brothers employee health benefit plan.

*“We’re not selling a yard of concrete or a wood board. We’re selling the quality of our products, our rapid delivery time and our care.”*

- Kevin Jarchow  
President, Wille Brothers Company

great benefits and give our workers a lot of flexibility. Our employees work extraordinarily hard and take pride in the quality of their work.”

Adams, who is the sister of Lumber President Rich Wille, has been working at her family’s company her entire life. She created the company’s four-day training program for drivers, writes a monthly safety newsletter and hosts an annual safety meeting.

“As Safety Director, I get to know our employees and our worksites,” Adams said. “Because I’m at the ground level, I see that our push for safety awareness really does make a difference. I just try not to be too overbearing.”

### **Quality Control**

Wille Brothers single-sources their cement, which means the concrete they pour is the same quality as it was last week, last month and last year. They have a long-term supply agreement with Lafarge, considered to produce the best cement in the world.

Wille Brothers also has two quality control labs with full-time professionals testing their concrete three times daily. This devotion of resources to quality control is unheard of for a company their size.

### **Selling Beyond A Product**

“Concrete and lumber can be commoditized very easily,” Jarchow explained. “But we’re not selling a yard of concrete or a wood board. We’re selling the quality of our products, our rapid delivery time and our care. If all you want is the lowest price, then Wille Brothers might not be the best fit. But I can count on one hand the number of customers who have switched to the competition.”

In 2007, Jarchow made the decision for Wille Brothers to focus on selling smaller replacement concrete contractors

as well as homeowners to complement their traditional niche in new residential construction. Despite the slow-down in home building, the decision to broaden their target customer base to include small contractors and homeowners has helped Wille Brothers maintain a dominant position in the residential concrete market. He feels that Wille Brothers keeps customers not just because of their product quality and service, but also through their safety measures and well-trained employees.

“Our drivers are embedded in our clients business,” Jarchow explained. “At the jobsite, we believe our people are an extension of our customers. We are always very proud when we receive compliments from our clients on the professionalism of our drivers.”

### **Benefiting with Strong Benefits**

The Horton Group has provided all of the management employee health benefits for Wille Brothers since 1994. Adams firmly believes that solid health benefits have made Wille Brothers operate more effectively.

“Horton has guided us through various plan options that provide very generous health benefits for our employees,” Adams said. “Our workforce appreciates these benefits very much and works hard for us in return.”

Horton provides Wille Brothers employees with a web portal giving them instant access to their benefit plan, providers, forms and other information. Horton also provides an administration website for Janet and her Human Resource Department.

“The Horton Group has become much more than just an insurance broker for us,” Adams concluded. “They are a trusted business advisor with our best interests always on their mind.”



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

Insurance ♦ Risk Management ♦ Employee Benefits

**Corporate Headquarters**  
10320 Orland Parkway, Orland Park, IL 60467