

## SPRAYING SUCCESS IN DEVELOPMENT WITH WYLIE MANUFACTURING

**ABOUT WYLIE MANUFACTURING COMPANY (WYLIE SPRAYERS; WYLIE & SON, INC.).** Wylie & Son, Inc., a family-owned business, has served the agricultural industry since 1930. In 1964, Loy Wylie introduced durable herbicide sprayers, which helped establish Wylie Manufacturing as a leader in agricultural equipment. Today, under CEO Scot Wylie and President Jason Fisher, the company produces high-quality chemical application equipment and distributes it globally through three brands and 14 retail locations. Based in a remote facility in Petersburg, Texas, Wylie employs about 100 people and plays a vital role in the community. The company's multi-generational workforce includes employees with deep ties to the region, further underscoring Wylie's commitment to its employees and customers.

**THE CHALLENGE.** For over 25 years, Wylie has partnered with the Texas Manufacturing Assistance Center (TMAC) to enhance operations, workforce development, and Lean initiatives. In 2023, the company sought to improve supervisor training to address communication, leadership, and conflict-resolution challenges. Given its remote location and year-round production demands, on-site training was crucial to minimize disruptions while maximizing participation.

**MEP CENTER'S ROLE.** TMAC worked closely with Wylie to implement Training Within Industry (TWI) programs, focusing on Job Relations and Job Instruction. Job Relations training equipped supervisors with tools to manage workplace conflicts and strengthen team relationships. Job Instruction training standardized training methods, ensuring tasks were performed efficiently and reducing the need for retraining. These initiatives reinforced Lean principles and improved operational consistency. To support the training, TMAC helped Wylie secure grant funding from the Texas Workforce Commission, easing financial constraints and enabling broader participation. By bringing the training on-site, Wylie ensured that more employees could benefit from professional development without disrupting production schedules. Beyond training, Wylie has actively participated in TMAC workshops and played a key role in establishing the Lubbock Manufacturing Alliance, contributing to industry-wide improvements.

"TMAC's training has been instrumental in enhancing our team's skills and improving efficiency. Their support has helped us at Wylie & Son, Inc. reduce errors and deliver consistent, high-quality products to our customers.

Wylie Manufacturing is devoted to providing professional development for our employees and improving our processes. Due to the relatively remote location of our primary manufacturing facility and the year-round production demands, development opportunities are limited. By arranging these training events onsite at our facility, we were able to minimize interruptions to production and maximize the number of personnel able to attend."

-Jason Johnson, Vice President HR and Safety

## RESULTS



\$400,000 in new sales



\$200,000 in retained sales



\$250,000 in new investment



\$250,000 in cost savings

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