



**United Shipping**  
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The Network News  
A Global Information Source for Forward Thinkers

**September 17, 2010**

"You don't earn loyalty in a day. You earn loyalty day-by-day."  
Jeffrey Gitomer

*USI is excited to share with the partnership the great news of the spectacular new expansion project that is underway for W. F. Whelan, USI partner in Detroit, Michigan. The news story below was written by Darrell Clem, Staff Writer for the Observer.*

- September 2, 2010



## W.F. Whelan Co. Expands Big

Canton's largest industrial vacancy, a 1.1-million-square-foot building that once housed a Kmart distribution center, will be the new home for longtime Romulus-based W.F. Whelan Co., a global third-party logistics firm that stores and distributes goods exported and imported by air and sea.

W.F. Whelan, also licensed as a foreign trade zone where companies can avoid duties and taxes until products are shipped, plans a gradual move that Dennis Webb, chief business development officer, said should be completed by February. "We're very excited," he said. "This is an evolution for us."

Amid plans to invest as much as \$4 million in the Canton building, W.F. Whelan confirmed it will consolidate operations from two separate Romulus facilities into the former Kmart warehouse southwest of Joy and Haggerty. "We're kind of like a big family," Webb said. "This gets us all back under one roof."

W.F. Whelan has 50 full-time employees and a similar number of contract employees. Moreover, Webb predicted the still-growing, 36-year-old company will likely add five to 15 workers a year after it settles into its new international warehouse, distribution center and headquarters. "We are very excited they are coming to Canton," township Economic Development Manager Debra Bilbrey-Honsowetz said.

Canton Municipal Services Director, Tim Faas said the former Kmart distribution center has been vacant for several years, though it was most recently used by Absopure Water Co. "This is the largest industrial vacancy in Canton and one of the largest in western Wayne County," Faas said, calling W.F. Whelan's move "awesome" for a township that has strived to lure companies to combat an economic downturn.

W.F. Whelan Co. began in 1974 in the Detroit Metro Airport international terminal as a small customs brokerage company for the automotive industry and its parts suppliers. The company later moved to a larger facility in Romulus, adjacent to the airport. Webb said the firm now finds itself in need of an even larger facility where it can continue to grow. W.F. Whelan supplies some 36 automotive assembly plants each day, and Webb said the company also handles hundreds of products ranging from electronics to wine to feathers for pillows. "We have even shipped human remains for people who moved here from other countries and wanted to go back to the old country to be buried," Webb said.

As a U.S. Customs Broker, the company also clears freight for businesses. Webb's brother-in-law, Bill Whelan, company president, founded the business in 1974, and Webb's late wife, MaryAnne, served as vice president and helped the company grow.

Webb cited the Canton location as ideal because it allows the company to expand while remaining close to Detroit Metro Airport, Willow Run Airport and the I-275 corridor. Webb conceded that many companies have struggled amid an economic recession. Yet, he said W.F. Whelan does business amounting to more than \$50 million a year. "We've really weathered the storm," he said. "We love the Canton area, and we're really looking forward to being part of the community."

**USI looks forward to hear more about this enormous undertaking and wishes W.F. Whalen Great Success!**

### 41st Worldwide Meeting ■ One-On-One Meetings

In order to facilitate more productivity in movement between scheduled One-On-One meetings, [we will have one large room, clearly labeled for each region.](#) The slight change will allow for greater efficiency when moving from one meeting to another. Please be assured that we will provide detailed instructions for the minor change in process.

### 41st Worldwide Meeting

#### **One-On-One Meetings**

**Please discuss in advance which region you will meet your partner for the scheduled One-On-One. Doing so, will help support a smooth transition from one meeting to the next and also minimize confusion for both partners. This action will assist us greatly in keeping the meetings on schedule.**

***Thank you in advance for your cooperation!***

## Partner Communications

They Are Coming Down The Home Stretch.....And The **WINNER** Is.....

### Happy Cha Cha!

C.S. Chan, Managing Director, Fordpointer has so much to be proud of and excited about! His beautiful, 4 year old, Australian born, American horse, **Happy Cha Cha** won the evening race in Hong Kong Happy Valley on September 8, 2010.

Congratulations C. S.!



### DOMETRANS STI SPA - New Phone & Fax #

Please note that Dometrans, USI Partner in Milan, Italy has notified the Corporate Office that there has been a change in the company's phone and fax numbers. Visit the USI website and record the new information for your records to ensure there are no delays in communication.

### Great Thoughts For Your Day

#### Inspirational Quote of the Day

We need to maintain a proper balance in our life by allocating the time we have. There are occasions where saying no is the best time management practice there is.

**Catherine Pulsife**

#### Saying of the Day

It is our attitude at the beginning of a difficult task which, more than anything else, will affect it's successful outcome.

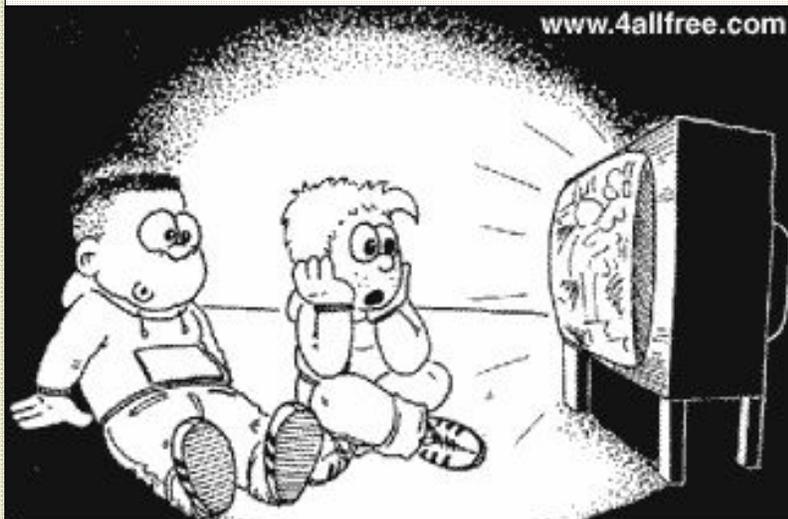
**William James**

#### Proverb of the Day

It is in the shelter of each other that the people live.

**Irish Proverbs**

**Network News** - Calling On All Partners To Participate! We really enjoy publishing your stories! Stories like "Happy Cha Cha Wins" are perfect to fit the core purpose of the Network News! You all lead exciting lives and we want to hear all about "what you have been up to". Send your stories to us today!



**Wow! They must have spent hours back then, painting everything black and white like that!**