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INDUSTRIAL SUPPLY COMPANY CELEBRATES ITS 95TH ANNIVERSARY

Salt Lake City, Utah – Industrial Supply, a family-owned business based in Utah, is celebrating 95 years as a supplier and distributor of maintenance, repair, operations and production (MROP) supplies.

Since its inception in 1916, Industrial Supply has never had a year in which they were not profitable. To emphasize what an achievement that is, consider the myriad of obstacles the construction industry has seen over the years. Industrial Supply survived the great depression; the mini-recession of 1982 when the largest foundry, the second largest copper mine and two of the largest steel fabricators in the region closed within 18 months of one another. Yet, Industrial Supply is continuing to thrive even now during the current economic downturn.

Industrial Supply credits this ability to overcome and prosper to two major factors: dedication to customer satisfaction, and a capacity to adapt to a changing business climate.

Customer satisfaction is a tradition that has long-standing roots within Industrial Supply. Company founder, Rudolph (Rudy) Orlob, based Industrial Supply around a dedication to the values of integrity and respect for those with whom the company does business, and for the community in which he lived and worked. Today, little has changed as grandson of Ruby Orlob, and now President of Industrial Supply, Phil Thompson, readily admits. His own style of managing the growing distributorship is a timeless version of Rudy Orlob's framework.

“Respect the dignity of the customer and understand that quality is defined by them. If practiced consistently, everything else will fall into place,” says Thompson.

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To keep up with an ever-changing industry, Industrial Supply has a long history of market adaptation. When it was originally founded in 1916, it was called the Mountain States Rubber Company, and sold rubber products to the mining industry. Ten years later Orlob formed Industrial Supply to identify with Utah's growing industry, and in 1941, only months after the outbreak of World War II he formed company number three, Metals Supply, which specialized in fasteners and metals. The company has never let this tradition of adaptability die.

Thompson says, "Changing quickly to meet our customer's emerging demands has been central to our success". Now, being a company that primarily focuses on MROP distribution, it's apparent that this tradition of evolution is still very much alive within Industrial Supply.

Because community involvement has always been an Industrial Supply mainstay, Industrial Supply plans to celebrate their anniversary with the industry and all of the individuals that have made significant achievements spanning the last nine decades. This will consist of yearlong promotions, events, and contests all aimed at recognizing the industry and the community effort that has contributed to Industrial Supply's 95 years of success. By raising awareness to the outstanding contributions they've made, Industrial Supply looks ahead to the industry's continued growth and fulfilled potential.

About Industrial Supply Company

Industrial Supply provides maintenance, repair, operations and production (MROP) materials for the manufacturing, energy, utilities, mining, government and construction sectors. The company has six locations in Wyoming, Utah and Nevada, and has been in business since 1916. In addition to supplies, Industrial Supply also offers customized services that enable customers to increase productivity and manage their inventory. These services include product specialist reviews, vendor management inventory (VMI), safety training, storage and shelving design, blueprint copying, tool repair and custom paint mixing. Visit www.indsupply.com for more information.

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