At Amerisource, our goal is to provide our customers with consumable supplies at the lowest total landed cost.

In general, total procurement cost breaks out as 40% product price and 60% ancillary costs. Therefore, we not only offer competitive product pricing, but also customized, added-value services to help our customers cut those ancillary costs and realize significant cost savings.

We help customers do this by:

- Implementing Best Practices
- Consumption Controls
- Simplified Purchasing
- Resource Recovery

In essence, we focus on that 60% to help customers positively impact their bottom line.

"Consumable Supplies at the lowest total cost."

Independent, proactive, service-focused:

Amerisource Industrial Supply Co. is a leading distributor of consumable industrial supplies, providing our customers with exacting service and the products they need in spec and on time, every time.

"Service isn’t everything, it’s the only thing."

Lou Ray started Amerisource with the purchase of Veterans Supply. Veterans Supply was founded in 1946 and sold janitorial, food service and packaging supplies.

In 2004, Veterans Supply merged with Michigan Glove & Safety to create Amerisource Industrial Supply. The merger expanded our product line into safety and industrial supplies.

Amerisource’s growth—due to customer demand—required branches in Memphis, Tennessee, and Neenah, Wisconsin. Additional strategic acquisitions and mergers that broadened inventory and capacity, including a retail location, Parnin Janitor Supply located in Livonia, Michigan.
A Vast Offering of Brand-Name Products

Our main warehouse in Metro Detroit stocks a vast inventory of MRO items. Plus, with a fleet of our own trucks, most orders are shipped complete next day. Our main product categories are:

- **Janitorial**
- **Safety**
- **Packaging**
- **Office**
- **Abrasives**
- **Tools**
- **Hardware**
- **Fasteners**
- **Pipe, Valves & Fittings**

And we stock the brand names our customers trust, including:

- Ansell
- Arrow Chemical Products Inc.
- Berry Plastics Corporation
- Energizer
- Fuchs
- Kimberly-Clark Professional
- Kutol
- Lakeland Industries, Inc.
- North American Salt Company
- North
- OccuSNAP
- Compass Minerals
- Orion
- Pace
- The Safety Zone
- STOPO
- Tork
- Tornado
- United Stationers
- Westchester

Our Footprint

Our distribution range covers the middle of the country, from north to south, serving the metro areas of Detroit, Chicago, Flint and Toledo, as well as regions in Wisconsin, Minnesota, Tennessee and Mississippi.

In addition, as a participating member of a national buying group of independent distributors (The United Group), Amerisource Industrial Supply has the resources to service customers nationally.

www.industrialsupplyproducts.com
Our Services:

In addition to our systems and process analysis programs that help our customers build best practices, consumption controls, simplified purchasing plans and resource recovery processes, Amerisource offers a host of other services designed to create further efficiencies for customers:

- **Next-day shipping** on most orders
- **Equipment repair** for all makes and models—we offer repair both in-house or at the job site
- **Equipment leasing** and rental to help customers fulfill immediate needs
- **Training and in-service programs** for all aspects of maintenance and safety
- **Maintenance survey** to ensure our customers are using the best systems and practices
- **Respirator service** that includes reconditioning, certification and fit testing
- **Safety survey** to analyze and recommend optimal safety equipment and supplies to customers
- **Inventory management** options, including systems that automatically replenish customer supplies
- **Online services** that include placing orders, getting quotes, account review and payment, and product purchase history reports

www.industrialsupplyproducts.com
At Amerisource, we are big enough to compete, but small enough to offer personalized and experienced service.

Our customer base covers a wide range of organizations, including industrial facilities, schools, contractors, government agencies, hospitals, nursing homes, office buildings, railroads, and restaurants and bars, but all demand reliable, quality service, which is why they come to us.

“In 2009, Amerisource was contracted to implement the SCA Tork Matic Hand Towel System, SCA Jumbo Toilet Tissue Reserve Dispensers, Stockhausen Foam Soap Dispenser and Stockhausen Hand Sanitizer Dispensers. This was a monumental undertaking and a job well done by Amerisource!...

The Grosse Pointe Schools are pleased with this change. Not only did it add to our “Green” program by changing to the SCA dispenser systems, but it also provided uniformity of distributed product throughout the entire district. Amerisource also recycled our old dispensers!

Amerisource continues to impress by the added value they provide GPS. Online ordering, customer service, on-time delivery. It is truly a pleasure to work with the people at Amerisource.”

— Tom Zaglaniczny
Supervisor of Custodial Operations
Our Products:

Abrasives
- Mounted Points
- Pads & Paper
- Stones
- Wheels & Discs

Absorbents & Filters
- Absorbent Rolls & Mats
- Filter Paper & Bags
- Insta Zorb
- Oil Absorbent

Aerosols
- Adhesives
- Anti Static
- Cleaners
- Deodorants
- Disinfectants
- Insecticides
- Lubricants
- Parts Cleaners
- Polish
- Spot Removers

Bags – Paper & Poly
- Food Bags
- Grocery Bags
- Notion Bags
- Part Bags
- Poly Bags
- Resealable Bags
- Trash Liners

Bar Supplies
- Bar Matting & Mesh
- Chips & Snacks
- Cups & Plates
- Glassware
- Jiggers, Mixers, Shakers
- Napkins
- Plastic Cups & Straws
- Pourers
- Speed Racks

Batteries
- Industrial 6 & 12 Volt
- AA, AAA, C, D, 9V
- Specialty

Chemical Specialties
- Coil Cleaners
- Boiler Treatment

Cleaning Tools & Aids
- Abrasive Pads
- Brooms
- Brushes
- Buckets & Wringers
- Dust Mops
- Dusters
- Extension Poles
- Metal Buckets & Pails
- Mops Wet
- Rags & Clothes
- Scrapers
- Sponge Mops
- Sponges
- Squeegees Floor
- Squeegees Window
- Steel Wool Pads & Rolls
- Window Washers

Cleaning Chemicals
- Acids
- Adhesive Removers
- Aerosols
- Alcohol
- Alkaline Cleaners
- Ammonia
- Bactericides
- Bleach
- Bowls Cleaners
- Car/Truck Wash
- Carpet Shampoo
- Cleansers
- Defoamer
- Degreasers
- Deodorants
- Dish Wash
- Disinfectants
- Enzymes
- Fabric Softeners
- Fall Protection
- Floor Wax & Stripper
- Glass Cleaners
- Graffiti Remover
- Laundry Soap
- Neutral Cleaners

Oil Absorbents
- Paint Strippers
- Parts Wash
- Polishes
- Proportion Control
- Systems
- Rinse Aids
- Rust Inhibitors
- Sanitizers
- Solvents
- Stain Removers
- TSP
- USDA Cleaning Products
- Waxes

Coffee Break Supplies
- Aspirin, Tums, Rolaids
- Mints & Gum
- Coffee Kits
- Coffee Mate, Tea
- Hot Chocolate
- Snacks
- Sweeteners

Containers
- Aluminum Pans
- Buckets & Pails
- Deli Containers
- Foam Carry-Out Trays
- Foam Cups
- Paper Pails & Cups
- Plastic Pails & Cups

Cups, Plates & Utensils
- Foam cups all sizes
- Foam Plates & Bowls
- Libbey Glassware
- Cup Lids All sizes
- Paper Cups Hot & Cold
- Paper Plates & bowls
- Plastic cups
- Plastic Utensils
- Plastic plates & bowls
- Stirrers & Straws all sizes

Deodorants
- Aerosol
- Enzymes
- Gel & Solid
- Odor Counteracts

Disinfectants
- Aerosols
- Bleach – chlorine
- Iodine
- Quaternary

Dispensers
- Chemicals Dispensers
- Deodorant Dispensers
- Paper Product Dispensers
- Portion Control
- Pumps
- Sprayers & Bottles

Electrical Connectors

Equipment – Cleaning
- Automatic Scrubbers
- Carpet Extractors
- Dryers Blower
- Pressure Washers
- Rotary Floor Machines
- Sweepers
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Quality is in the Bag

At Berry, quality means one thing: can liners that exceed your expectations—every day, every job, every time. It’s all about performance—the extra value engineered into every liner we produce.

To meet this commitment, we focus on the basics: strict attention to detail, rigid quality control systems and high-efficiency manufacturing. We combine premium resins with cutting-edge equipment to produce strong, dependable liners that perform to your exact requirements. Plus, our extensive R&D capabilities harness the latest materials and technologies to deliver a continuous stream of new performance, ease-of-use and cost advantages.

It’s all part of our commitment to total quality—a tangible difference you can expect every time you use liners from Berry Plastics.
Fuchs provides high-quality lubricants and services to a wide range of American industry - from underground mines to pharmaceutical manufacturers to makers of complex metal components such as automotive, appliance and aerospace manufacturers. Fuchs is constantly developing new products to meet the ever-changing demands of modern industry.

On-going local development, combined with access to Fuchs Group technology from around the globe, ensures our customers of products and services that are truly "leading edge."

Let our experienced professionals assist you in improving productivity and reducing costs while improving worker safety and reducing environmental impact.

Fuchs Lubricants Co. is the U.S. operating unit of the Fuchs Worldwide Group, the largest independent manufacturer of specialty lubricants in the world.

Kutol provides the broadest line of regular and heavy-duty hand soaps, hand hygiene products, and soap dispensing systems in the business. Customized formulas and private label available. FDA-registered manufacturing facility.

Kutol Products Company
Cincinnati, OH
1-800-543-4641
www.kutol.com

North by Honeywell offers more than 7,000 personal protection products—from hard hats to protective footwear, and everything in between—all designed for outstanding comfort and job-proven performance. Find out why more companies depend on North by Honeywell PPE products for quality, selection and service.

www.northsafety.com
As one of the world's largest makers of batteries, flashlights, rechargeable systems and portable power products, Energizer powers people's lives in all corners of the globe. Including yours.

For a complete line of products visit www.energizer.com.
Contact your Amerisource Representative for more information or visit us online at www.ssimaxim.com.

SSI MAXIM CO., INC.

SPC Sorbents

SOCs
- MULTIWIK™ SOC - universal economy SOC
- SLIKWIK® SOC - Corn Cob-filled SOC
- ALLWIK® SOC - all-purpose polypropylene SOC

Spill Kits, Oil Only & Universal
- Spill kits contain Universal Allwik sorbent material
- Absorb 5 gallons to 75 gallons of liquid

Catalog # Description Qty.
MS50 3" x 4" MULTIWIK™ SOC 40
SW46 3" x 42" SLIKWIK® SOC 40
AW430 3" x 4" ALLWIK® SOC 90

MRO Plus
- All-purpose, gray maintenance sorbents
- Perforated three-ply construction

Catalog # Description Qty.
MRO300 15" x 150' Pad 100
MRO315P 15" x 150' Roll 1
MRO350-DR 30" x 150' Roll 1

ENV Series
- Contractor grade oil-only sorbents
- Absorbs petroleum-based liquids
- Repels water and floats indefinitely

Catalog # Description Qty.
ENV150 30" x 150' Roll 1
ENV300 15" x 150' Pads 100
ENV510 5" x 10' Boom 4
ENV810 8" x 10' Boom 4

HT Series
- 2-ply durable construction
- Economical for high traffic areas

Catalog # Description Qty.
HT30 30" x 150' Roll 1
HT303 30" x 300' Roll 1
BM50 30" x 150' Battleram 4

For more information on these and other sorbent products, visit: www.bradyid.com/spc
Your Safety Clothing Source!

MicroMAX® NS
ChemMAX® 1

Disposable & Chemical Protective Clothing
FR Cotton & Nomex® and Arc Flash Protection
Chemical & Cut Resistant Safety Gloves

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sales@lakeland.com • www.lakeland.com

Break Through the Ordinary
The Leader in Workplace Safety Gear and Apparel

CUSTOMER SERVICE DIRECT
631-791-1955
Email: info@occunomix.com
www.occunomix.com

Cleaning systems for maximum performance and profit.

UltraSpeed
Performance Made Easy

The UltraSpeed System was developed to be simple to use, flexible enough to clean difficult areas, offer maximum cleaning performance while significantly reducing mopping times. And all this at an affordable price.

Not all visitors are welcome

The all new NanoTech micro offers you streak-free and unbeatable cleaning results, plus it keeps your environment healthy and free of bacteria.
Let's Talk Tork

What is it? Let’s Talk Tork is a holistic savings campaign designed to do one thing: guarantee that our innovative processes and products help save you money.

01 SAVINGS

We absolutely guarantee you’ll save when you switch from traditional products to Tork products. With Tork solutions you’ll reduce usage, maintenance and labor, and save on cost-in-use. Make a difference starting now.

02 HYGIENE

The consequences and costs of poor hygiene in the washroom just aren’t worth the risk. Protect yourself from employee absenteeism, cross-contamination and foodborne illness with Tork hands-free solutions.

03 ENVIRONMENT

You don’t have to drop green to go green. With Tork, your products come from the greenest tissue manufacturer in the world. With our holistic processes you’ll help save valuable natural resources at no extra cost to your business.

04 PARTNERSHIP

You’re getting a lot more than innovative solutions with Tork: you’re forming a partnership with a company whose commitment to customer service, ethics and sustainability is unparalleled in this industry.

Visit us at talktork.com to learn more about our guarantees and sign up for a free product trial.
Amerisource Industrial Supply has been supplying CN’s entire U.S. operation with janitorial, maintenance, safety, hand tools, fasteners and many other railroad-specific and general industrial supplies since 1989. …Amerisource provides delivery service to more than 100 CN facilities located in 11 states. In some locations, they provide vendor-managed inventory programs and even hand unload products. They have also supported us extremely well in emergencies resulting from weather or other causes. Amerisource has helped CN standardize all safety and maintenance supplies. They have also aggressively negotiated with major manufacturers of these supplies to assure CN receives some of the most competitive pricing available. Amerisource’s aggressive pricing structure, commitment to service and ability to supply such a vast basket of products has resulted in tremendous cost reduction for CN.”

—Brigitte Michaud
CN Supply Management

“JCI is the facility manager for Detroit’s McNamara Terminal. Part of our responsibility is to ensure that the terminal has adequate supplies of janitorial and maintenance items. Our delivery requirements are very specific and include specifications restricting the dimensions of the pallets, height and bar coding. Further, dock appointments must be made and kept within a tight time window.

We have used many local distributors in our search for the service we require. Amerisource was the only one to meet our specifications on every delivery. We no longer worry about weekly orders being delivered with the correct items, on time and complete…

A great deal of companies talk about service, Amerisource has backed it up with performance. We have worked hard to find the correct supplier partner as our services are only as good as our weakest vendor. They ‘get it’ and we only expect to grow our partnership with them in the future.”

—Charlie McDonald
Facilities Manager, McNamara Terminal Johnson Controls
It’s most likely that 60% of the business, those internal processes—like determining quantity required, placing the order, cutting the purchase order, receiving the shipment and paying the bill—that take time, manpower and money to accomplish.

What can Amerisource offer? The answer is simple: LOTS!

What’s in it for YOU by selecting Amerisource? LOTS!

Lowest total cost with the least effort;
Optimized purchasing process provider;
Trust because our Systems are the best in the business!

What keeps you up at night regarding MRO supplies and how can we help solve that problem?

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What can Amerisource offer? The answer is simple: LOTS!

www.industrialsupplyproducts.com
At Amerisource, we don’t just sell supplies, we deliver systems that provide the lowest overall cost for each of our customers.

*In Spec, On Time, Every Time.*