

ISM

INDUSTRIAL SALES & MFG., INC.



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COMPANY PROFILE

Three-Generation Leader in Contract Manufacturing for 55 Years

In 1967, James Rutkowski Sr. and Joan Rutkowski founded Industrial Sales & Mfg. Company in their family garage on Connecticut Drive with a Fostick drill press and some parts to be machined for Copes Vulcan.

Fast forward to today, Industrial Sales & Mfg. Inc. (ISM) is a contract manufacturer that employs over 100 hard-working Pennsylvanians in six facilities in Millcreek Township in Erie County, Pennsylvania. In that time, ISM has produced more than 25,000 distinct parts numbers for over 800 companies and are approaching lifetime volumes of over half a billion dollars in revenue.

ISM is a premier contract manufacturer and supplier of quality machined, fabricated and assembled components for original equipment manufacturers (OEMs). With advanced technology and highly skilled employees, ISM can produce a range of components and assemblies ranging from a single prototype to millions, exactly as ordered, on time, every time.

"ISM's commitment to quality and performance has allowed us to achieve the growth that benefits our company, our employees, and the community in which we live," says Founder and CEO Jim Rutkowski Sr.

Industrial Sales & Mfg. Inc. has consistently

achieved strong growth and industry leadership year after year through existing and new customers by providing the individual and the organization with state-of-the-art facilities and a moral and ethical work philosophy where all individuals are treated with dignity and respect. In turn, ISM has provided the opportunity for its employees to share in the progress, growth and success of the company.

**No matter the material, We Do It:
We Machine It... Punch It... Laser It...**

**We Saw It... Bend It... Form It...
Fab It... Mill It... Drill It... Weld It...
Clean it... Bond it... Assemble It...**

**Then, We Finish It and Ship It...
Better, Faster, and
Smarter Than Anyone Else.**

Experienced with all types of materials, including CF and HF steel, alloy steels, stainless steel, brass, copper, aluminum, plastic and

finished-cast products, ISM is a true one-stop contract manufacturing facility. With more than 140,000 square feet of manufacturing space and state-of-the-art equipment, ISM can compete with companies that are much larger ... and typically less nimble.

"Our customers are among the smartest and toughest to please in the industry," says Rutkowski Sr. "We have kept them happy through tough times that have included six recessions, rising offshore competition, spiking increases in material costs, regular material shortages, credit crunches ... you name it."

ISM has proven itself in many global markets including industrial, agriculture, technology, medical, transportation, power, renewable energy, and recreational industries. ISM continues to maintain a leading edge in the manufacturing market. The results of ISM's work can be found in everything from locomotives and medical equipment, turf maintenance and industrial trucks, wind turbines and GPS systems to transits cars and batteries that move or control any type of product.

ISM is truly a one-stop solution that specializes in prototype to production manufacturing that is poised for continued growth for future generations. ■

