

# STS INDUSTRIAL

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## YOUR ONE-STOP WHOLESAL SUPPLIER

by Dennis Cowhey, President, Computer Insights

STS Industrial, Inc. has been a trusted name in the industrial supply sector since 1983, catering to the needs of customers across the region. Founded in Sulphur, LA, the company has undergone remarkable expansions and transformations to better serve its ever-growing customer base. Over the years, STS has solidified its reputation as a reliable supplier of fasteners, pipe hangers, cutting tools, gaskets, and more recently, pipe, valves, and fittings.

In 2014, STS took a significant stride forward by acquiring a new location in Orange, TX. This expansion marked the beginning of a series of strategic moves aimed at enhancing the company's service capabilities. In 2018, the company ventured into the pipe, valve, and fitting side of the industry, establishing a solid foundation in La Porte, TX. The company's continuous pursuit of excellence and commitment to its core values paved the way for further expansions, moving its La Porte facility to a new location in Pasadena, TX., and additional warehousing in Sulphur, LA., taking the company's logistics capabilities a step further.

Faced with the challenges of 2020, STS demonstrated resilience and adaptability. By embracing innovative approaches and offering solutions alongside industrial goods, the company experienced substantial growth. Scott Habetz, CFO of STS emphasized that "we strategically positioned ourselves to thrive in an uncertain economy." In January of 2021, STS propelled itself into new markets



across the nation with the launch of its enterprise-scale e-commerce website. The innovative platform was designed with the customer experience in mind, offering not only online ordering but also a wealth of additional technical resources.

The resounding success and rapid growth witnessed over the last several years can be attributed to STS's steadfast commitment to its core values. These values, including uncompromising diligence, a relentless pursuit of excellence, dependability, professionalism, a customer-first mindset, and a penchant for innovation, continue to drive the company in the right direction and on the right track to better serve their customers. The company's broad client base encompasses refineries, chemical plants, machine shops, construction companies, contractors, fabricators, and heavy equipment mechanics, among many others.



### Technology And Relationships

STS Industrial prides itself in its effective use of technology to drive customer service. The Business Edge™ by Computer Insights, Inc allows STS to offer customers data reporting options, custom forms, and labels, etc. Documentation management features allow for high resolution lot tracing information and certificates. In several cases STS's forms, labels, and certificates have given us a competitive advantage we needed to win projects and customer accounts. Our capabilities to effectively and efficiently manage customers' VMI gives us a leg up on any competitors still relying on manual entry. And the Wireless Warehouse System allows for 100% lot isolation, location tracked-barcoded management of inventory at the highest level. STS pushes for innovation and we prefer to partner with companies that share this passion like Computer Insights.

### Client Testimonial

I have had the unique pleasure to personally know and professionally work with Jake Miller and many other STS Team Members for multiple decades.

STS brings not only energy, enthusiasm and commitment, but also has proven themselves to have the perseverance, initiative and intellectual creativity necessary to perform at a high level within our demanding industry. Whether it was the many assignments which required formulating logistic strategies or simply observing them managing and leading people, STS has consistently delivered high-quality team results throughout the organization with impeccable integrity.

STS is a valued vendor of our organization whom we have learned we can trust, regardless of the challenge.

**- Colby Plaia, Vice President, Construction and Modules, Turner Industries**



### More Information

**STS Industrial** is located at 3067 Carbide Dr., LA 70665. Contact Scott Habetz, Owner, for more information at (855) 416-265, or visit them online at [www.stsindustrial.com](http://www.stsindustrial.com).

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