

INTERSTATE SCREW CORPORATION

475 West 18th Street, Hialeah FL 33010 TEL: 305-888-8700

EMAIL sales@interstate-screw.com WEB www.interstate-screw.com

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Screw
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THE OLDEST & LARGEST FASTENER DISTRIBUTOR IN FLORIDA

by Dennis Cowhey, President, Computer Insights

Interstate Screw Corporation has been in business for almost seventy years, and they are the oldest and largest fastener distributor in the state of Florida. They have two divisions, Allied Screw of Dixie, their export division, and Atlas Bolt And Nut, their repackaging division.

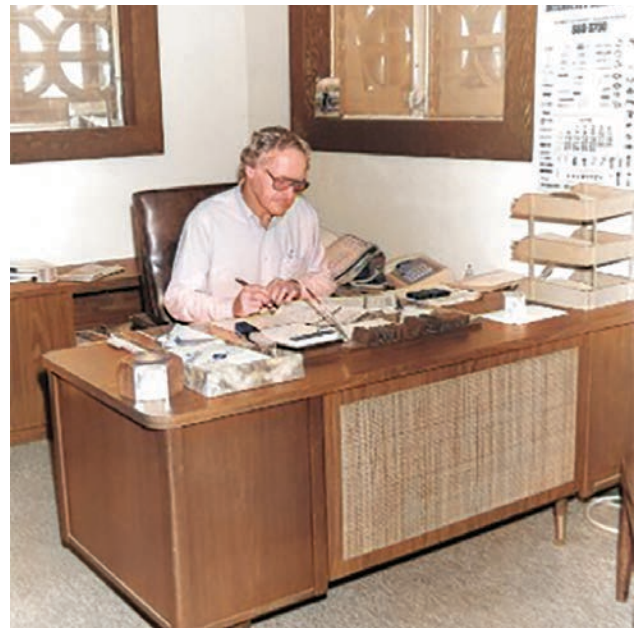
A Long History

Interstate Screw Corp. was created in Miami, Florida, in January 1954 by Albert Seiden and his son, Ronald Seiden, as an offshoot of the Maxwell Venetian Blind Company when Albert found that selling the installation fasteners was a better business than selling blinds.

ISC was subsequently legally incorporated in November 1956. Contrary to Ronald's long-standing and amusing story, Albert did not win the company in a poker game. Ronald had just completed his BBA degree at the University of Miami when the company was formed. Together Albert and Ronald established the fastener distributorship, industriously gaining a foothold in the supply chain of screws, nuts, and bolts, eventually adding numerous ancillary items to complement the extensive line of fasteners and fastener-related products.

Miami and the surrounding cities of Southeastern Florida were experiencing a bout of population growth, during which time Interstate Screw Corporation was successfully servicing the industry from its original location.

In the late 1970s, Interstate acquired Atlas Bolt and Nut Company from The Jim Walters Corporation when founder Albert Seiden passed away.



In the early 1980s, under the sole direction of Ronald (pictured working at his desk), Interstate acquired Allied Screw of Dixie from Sterling Bolt of Texas, Allied's parent company.

Coinciding with the Allied acquisition was the relocation to 475 West 18th Street (pictured below) in Hialeah, Florida, because moving Allied into the original Interstate location at 6760 NW 37th Avenue proved impossible due to space constraints.

The new facility offered nearly 50,000 square feet of warehouse space for continued growth. Interstate remains at this prime location to this day, and the name Interstate Screw Corporation has become synonymous with fastener products throughout the Southeastern United States, South America, the Caribbean, and beyond.



Ronald Seiden (pictured) remained President of Interstate until his passing in August 2013 with his son by his side, who more than doubled Interstate in size.

His son Eric was earning his MBA at ASU when Ronald passed away, so Ronald's wife, Hermina, became President at that time. In 2016, Dominick Menendez, Ronald's son-in-law, became Vice President. Ronald's daughter, Samantha, is now President of the company. After earning his MBA at ASU, Eric returned as Chief Purchasing Officer.

The story of Interstate Screw Corporation's success has been attributed to the nature of the product it distributes; the ability to diversify; the growth of the population requiring product; sustainable economic conditions; an appreciation; an ability to service its loyal customers; and employee longevity.



Another reason for their success is that they are a good organization with the motto SERVICE, QUALITY, & PRICE. Old-world thinking for New World Times is a motto coined by its co-founder, Ronald H. Seiden, in 1956 and remains true to this day.

Interstate remains poised for the future, adopting new technologies, innovative fastener design, and creative solutions for customer needs. Eric Seiden shared, "Our decision to upgrade our ERP system to The Business Edge™ has been crucial in helping us stay efficient and service our customers at the level they expect from us. Working closely with the fine folks at Computer Insights, Inc. continues to be enjoyable and productive."

Service Quality Price

Over 35,000 items are available from stock and "on the shelf," with ready and rapid access to over 75,000 additional items just days away.

Interstate carries a full line of screws, nuts, bolts, anchors, rods, specialty fasteners, power tools, adhesives, and much more in their nearly 50,000-square-foot Hialeah (Miami) warehouse, all available for quick delivery on their fleet of trucks or to ship anywhere in the world.

They are happy to manufacture any fastener you want to your specifications. They can even supply direct mill orders from factories worldwide right to your door. All their products are available in boxed and bulk quantities, and they can handle blanket orders and stock-and-release programs.



In South Florida, their fleet of trucks provides regularly scheduled delivery. In other areas, they have a freight policy available. For international customers, your export orders will be palletized appropriately, shrink-wrapped, and delivered to your forwarder in South Florida at no additional cost.

They accept all major credit cards and company checks and offer Net 30 terms upon credit approval. Interstate is always fully compliant with the Faster Quality Act – while required by law, many companies skirt around it.

Interstate has the globally accepted Quality In Business Certificate issued by the internationally recognized and prestigious International Trade Council, of which they are a member.

Every fastener they sell (where appropriate) is made to IFI, DIN, ISO, SAE, and/or ASTM standards. The raw metals are made to ASTM, SAE, or AISI standards.



Industry Commitment

Interstate Screw is a proud member of the globally recognized, prestigious International Trade Council (ITC). They are heavily involved in our industry in the USA and have been a member of the Specialty Tools & Fasteners Distributors Association (STAFDA) for decades.

They are also members of the NetPlus Alliance. and a Certified Woman Owned Business

More Information

Interstate Screw Corp. is located at 475 West 18th Street, Hialeah FL 33010. Contact Eric Seiden, Chief Purchasing Officer, for more information at (305) 888-8700, email: eric@interstate-screw.com or visit them online at www.interstate-screw.com.

Computer Insights, Inc. is located at 108 3rd Street, Unit 4, Bloomingdale, IL 60108. Contact Dennis Cowhey, President, for more information at (800) 539-1233, email sales@ci-inc.com or online at www.ci-inc.com. 