



Wallace Supply Co., Inc. The Safety Wearhouse, LLC

Patty Moffitt

Success Magazine: Patty, how did you get started in Wallace Supply Co?

Patty Moffitt: As a young girl I worked after school and on Saturdays counting nuts and bolts for my father. As I got older, my responsibilities grew from answering the phone, to office manager, to purchasing manager, and today as C.E.O. You could say I started from the bottom and worked my way up to the top. As a young girl I knew I was destined to make Wallace Supply my career.

SM: What is the nature of your business?

PM: We have a vast customer base. We sell industrial supplies for the paper industry. We supply to contractors, masonry, homeowners, municipalities, and farmers.

We sell power and hand cutting tools, any type of fastener, and hydraulic/ industrial hoses. We also carry concrete compaction equipment, and both metal and woodworking tools. Pressure washers, air compressors, and generators, are also items we stock. Between both stores we have about sixty-thousand sq ft of inventory, which relates to millions of dollars worth of goods.

SM: How long did your father own the business?

PM: My dad incorporated it in 1970 and retired in 2009. He ran this business for thirty-nine years. He was a wonderful mentor to me, and I was saddened to see him retire.

SM: When you took over the business, what made you start The Safety Wearhouse LLC?

PM: I felt the need for a local safety store. Most people were buying from a catalog house. I wanted a showroom with inventory. Locally I felt there was no place to shop for work clothes. Workers need to be outfitted from head to toe with proper work wear, as they need to be safe on the job.

SM: How has the diversification of the business, with your beginning The Safety Wearhouse LLC, driven business to Wallace Supply Co?

PM: Actually, it works both ways. Existing



- Fasteners
- Hose Products
- Tools
 - Power
 - Hand
 - Cutting
 - Compactor
- Chain Products
- Chemicals

Wallace Supply Co., Inc.

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Wallace Supply customers shop at Safety and vice versa. Wallace Supply had “dabbled” in safety products. When I started The Safety Wearhouse I knew I’d have to expand the inventory. I think expanding into a separate entity gave our existing customers a better opportunity to purchase products. The more product choices, the better the values.

SM: As an entrepreneur, what inspires you to build your business each day excelling as a woman in a man’s world?

PM: I am inspired by the fact that we are a major factor in a big “chain.” The manufacturers rely on us to keep our inventory levels on track. Our customers rely on us twenty-four hours a day, seven days a week to have the product they are looking for. It’s a great feeling to know that we had the product, and were able to get our customer out of a jam. If a customer needs a fastener or hose assembly made at two o’clock in the morning, we can do it. That saves their business time and money. I also get inspired every time I get an order. Getting orders from customers still and always will give me a thrill. Having knowledge in what you sell and whom you are selling to helps me excel as a woman in a definite man’s world.

SM: When the days are long and the recession has made business difficult, how have you still managed to thrive in this economy?

PM: We are always looking to expand our inventory to attract new customers,



whether it’s expanding a line or introducing a new line. Sometimes when it’s a little “slower” at your business, it gives you the opportunity to take the time and see exactly what’s right for your business, both customer and employee wise. During this difficult time, it’s great to say that we have never laid off any of our employees. I think that is a great accomplishment for any business in these bad times. Both Wallace Supply and The Safety Wearhouse are proud to promote as many “American made” products as possible.

SM: How do you define success?

PM: Success to me is having a great support team. We have over twenty employees that are dedicated to Wallace Supply and The Safety Wearhouse. My employees are like



my extended family. My husband Tom, and my sister-in-law Tammy are the big keys to my success.

- **Work Wear**
- Carhartt - Gloves
- Dickies - Helly Hansen
- **Work Boots**
- **Signs, Safety & Highway**
- **Safety Glasses**
- **Respirators**

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Woman Owned Business