

Department of Administrative Services

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State Purchasing  
Division

Supplier Source Newsletter

## Whitehead Industrial Hardware A Proud Georgia Resident Small Business



Whitehead Industrial Hardware is a locally owned industrial hardware company servicing four categories of the State of Georgia's Maintenance, Repair and Operations (MRO) Convenience Contract under Contract ID #99999-001-SPD0000181-0007.

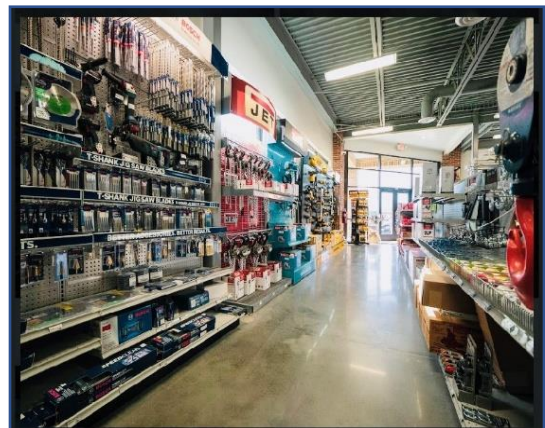
On the foundation of wholesale and retail hardware experience, Whitehead has grown to its present status of being a complete industrial supply distributor serving industry, construction, and municipalities - operating as a DBA of Miller Hardware Company LLC.

Miller Hardware Company has been serving the people and communities of South Georgia since 1908, when founder Willis L. Miller Sr. (1st Generation) opened the original doors in Downtown Lakeland, Georgia. Miller Hardware Company established its flagship location in Downtown Valdosta after moving from Lakeland post World War II. This transition was sheltered by second generation owner Willis L. Miller Jr. (2nd Generation).

Dutton M. Miller Sr. (3rd Generation) returned to aid the operation in the midst of acquisition in 1973. This year marks the formal purchase of Whitehead Hardware which expanded the Company's reach into the wholesale hardware market.

We provide customers with access to over 35,000 SKU's stocked in 64,000 square feet of warehouse space. We consider it a privilege to serve our State on their MRO Statewide Contract and place significant priority in doing so.

Here at Whitehead we take pride in being stocked in over twenty product categories with an intentional emphasis on offering domestic product when available. We nurture and maintain direct relationships with over 400 different manufacturers to ensure the proper depth to any solution you may need.



We believe the future of our state and regional economies weigh heavily upon the nourishment of our vocational education programs. We extend support and promote the “industrial athlete” in every regard, while encouraging others to do so as well. Please click [here](#) to read more on how Whitehead partners with Technical and Industrial programs within the Georgia Technical College System.

“We are excited to prove that local, small businesses can support the State in maximizing their resources with a highly attentive, professional supply chain of MRO product.” notes Jonathan Miller, Whitehead Industrial Principal. “We are passionate about Georgia bred entrepreneurship and bridging the gap between State spend and small business. We are here to get it right. Rapid accessibility, delivering at scale, impeccable communication, technology integration, all those rightful requirements should parallel emerging small business. Understanding and investing in these requirements starts with education. We are eternally thankful for the support of the entire DOAS team and SBDC (Small Business Development Center) for the training and resources provided throughout this entire journey.”



Whitehead holds association memberships with the Evergreen Marketing Group, STAFDA (Specialty Tools & Fasteners Distributors Association), NetPlus Alliance, and the North American Hardware and Paint Association (NHPA).

To learn more about who we are or to view our full electronic catalog, please visit us online at [www.whiteheadindustrial.com](http://www.whiteheadindustrial.com).