

## MRO Briefs

By Susan Avery -- Purchasing, 6/18/2009 2:00:00 AM EDT

**M**otion Industries has acquired **General Tool and Supply**, a regional industrial supplies distributor in Portland, Ore., and its subsidiary **Industrial Tool and Supply** in Tucson, Ariz. Bill Derville, president of General Tool and Rick Parlett, president of Industrial Tool will remain as the leadership team and continue to manage the business as General Tool and Supply and Industrial Tool and Supply.

At a meeting of the ISM-Atlanta chapter recently, Joel Roth, president of industrial distribution company **Fulton Supply** in Atlanta, and author of *The 20% Solution*, told the supply professionals that management should not be looking to reduce procurement resources because the function "can play a leading role in changing the cost structure of the organization as well as its cash flow." Procurement, he said, should be redirected from processing a reduced volume of transactions to introducing a high degree of innovation. Download Roth's book at [www.the20percentsolution.com](http://www.the20percentsolution.com).

**Grainger** has launched an online green product catalog with more than 3,300 environmentally responsible products. The catalog includes items certified by Green Seal, EcoLogo, NEMA Premium and ENERGY STAR. "Businesses are looking to navigate the many definitions of 'green' to ultimately find ways to maintain and operate their facilities more efficiently and cost-effectively, without taxing our environmental resources," says Deb Oler, vice president, Grainger Industrial Supply in Lake Forest, Ill.