

Delco Celebrates 60 Years!

2016 is a milestone year for Delco Foods. It's hard to believe that 60 years have passed since Buddy Robins introduced the Indianapolis area to pizza products. He began the business with a promise to provide the best customer service possible. 60 years and 5 states of territory later, his business model holds true.

Buddy Robins was just out of the Air Force and selling insurance in Norfolk, Virginia when he sold an insurance policy to a man who ran a pizza products business. That gentleman asked Buddy to come work for him, but Buddy had his own plans. He approached the man's supplier, Delco Quality Foods in Pennsylvania, to acquire his own territory. Indianapolis was the closest open market and the farthest the supplier could go, so Buddy and his wife, Flo, set off to bring pizza to this new city.

Buddy found a warehouse/office space on 436 S New Jersey Street that he shared with Midwest Greens. He shared the office space, dry warehouse and had two walk-in coolers. Buddy owned a 1955 Ford Custom Line sedan that was used for deliveries (after the backseat was removed). He purchased the products, made sales calls and delivered goods from early morning until late at night. Because he was new to the area, Buddy frequently got lost. Flo Robins made cold calls to get him in the doors and Midwest Greens graciously shared their secretary, Gertrude, to answer Delco's phone calls. Delco's first customer was the NCO Club at Fort Harrison. At the time, there were only three pizzerias in Indianapolis. In order to spread the word about pizza, Buddy gave small pizza ovens to restaurants and taverns and demonstrated how to assemble and make the pizzas. He then sold those customers pre-made crust, chopped mozzarella, bags of pepperoni and sauce.

Delco's first employee was a former milkman by the name of Bob Kane. Bob became Delco's first driver and used a small bread truck to make his deliveries. Around 1960, pizza was growing in popularity in Chicago and Buddy found a new supplier there, Tolona Pizza Products, to deliver him his products. Tolona had its own bakery and a broader selection of goods. In addition, their proximity to Indianapolis ensured fresher products. Buddy now had more variety and better products and his business began to grow. The growth demanded larger warehouse space – he shared another building with Midwest Greens on Madison Ave before moving to his own facility at 835 N Capitol

Avenue. In 1990 Delco Foods moved to the Park 100 area and in 2001 built the facility we are still in today.

In 1978, Steve Goldman, Delco's current President, joined the business as a delivery driver for his first five years. Mike Robins, Buddy's son, joined the business in the late 1980's and currently serves as Delco's Vice-President.

Delco Foods owes its success to Buddy Robins' business philosophy of providing the best customer service possible. Today, it is still Delco's number one priority and the reason we have been graced with so many loyal customers. We now distribute products from local suppliers and from vendors all over the world to service out pizzerias, as well as fine dining restaurants and diners in five states. We look forward to celebrating our 60th year in business and continuing to deliver quality products and service to you.

Quantity	Description	Unit Cost	Total
357 ea	Large Pizza	.14	50.00
66 ea	Medium Pizza	.12	8.00
914 ea	Baby Pizza	.07	64.00
14 ea	Chopped Cond. Cheese	1.88	25.00
104 ea	Shredded Cheese	.70	30.00
16 ea	Pepperoni Cheese	6.35	100.00
500 ea	Boxes Small	.02	10.00
571 ea	Boxes Large	.035	20.00
23 ea	Cut Red Pepper	.65	15.00
27 ea	Oregano	.27	8.00
13 ea	Anchovies	.52	7.00
80 ea	Mushrooms	.80	10.00
34 ea	Pepperoni	.73	25.00
15 ea	Hardie	1.00	15.00
Closing Inventory 12/31/56			387.00

Delco year-end inventory book 1956



Steve Goldman, Mike Robins & Buddy Robins 2015

