

INDUSTRIAL COMMUNICATIONS, INC.



Left: Industrial Communications, Inc.

Right: Albert Dale.



The life of Industrial Communications, Inc. and its founder, Albert Dale, has remained intertwined for over a half century. Using the tools of the trade he learned in the Navy while serving in World War II and the Korean War, Albert's "private sector life adventure" in the communication industry began in Pecos, Texas in 1953. Driven to succeed by a lifelong, childlike curiosity, he traveled in his own Piper Cub plane across West Texas to reach farmers who needed two-way radios repaired.

Albert established a partnership, Midwest Communications, in 1954 and opened a service facility in Odessa in 1957. After expanding the business and incorporating in 1958, the growing company became Industrial Communications, Inc.

Wayne Winkler and Charles Wood worked closely with Albert as technicians in the earliest days of the company's growth. The trio soon developed a solid partnership that survived the changes in technology and the inevitable hills and valleys of an oilfield economy. When the West Texas economy nearly collapsed in the 1980s, the men continued forward. Albert's son, Billy Dale, remembers his father's characteristic perseverance.

"If you want to know a man's true character, bad times will manifest it...As was the case with many businessmen of his ilk during this period, he was in financial trouble. Nothing could have taught me more than the next three years of my dad's life. He realized that life has peaks and valleys and you must enjoy the peaks and overcome the valleys...it took time for he

and his partners and employees to recover, but I am proud to say they survived with class."

In 2004, ICI celebrated a half century as a Motorola Service Station, providing authorized warranty, installation and repair services for Motorola two-way radio and paging products.

The company continues to lead the industry with smart, experienced, capable people ready to deliver communication service, technologies, and products to best serve the communication needs of its customers. The company is led by Betty Dale, president, Charles Wood, vice president, and Peggy Clemons, controller, and remains in Odessa at 2535 North Jackson. With thirty employees, the company services over 1,500 customers from the Big Bend Area to the Seminole and Sweetwater to Van Horn, including southeast New Mexico.

Albert's visionary desire to create a communication powerhouse continues into the twenty-first century. Yet his legacy remains in who he was to his family and friends and customers. His son defines him best, "He was a loving spirit anchored by his religious faith and a warm soul that touched the heart of anyone who met him. His spirit is an example of what flows through the people of West Texas. He was a self starter and a man who made West Texas a better place to live...his soul has ascended, but the great memories of the special times and special lessons remain with me."

For more information about ICI, visit the company online at www.ici-connects.radio-dealer.com and www.ici-connects.com.