



Request for Quote from Lawson Products, Inc.

ORIGINAL

Prepared For:

**JEFFERSON PARISH
DEPARTMENT OF PUBLIC WORKS & ALL
OTHER AGENCIES AND MUNICIPALITIES**

Two Year Contract for Safety Supplies

5000128846

Due: December 5, 2019 at 2:00 P.M.

Prepared By:

Government Sales

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800-890-8198

LAWSON PRODUCTS, INC.



Hello,

I'm pleased to present the following quote for Two Year Contract for Safety Supplies (5000128846). By choosing Lawson Products, you'll benefit from cost savings, expert technical support, vendor management of product and visibility and accountability into spend on a strategic level. We strive to make your end-users more productive and focused on the tasks that are most critical to your business success.

Our proposal offers a full-service approach by integrating the following elements into a cohesive, cost-reducing procurement program:

- Specialized pricing for your unique items.
- Dedicated, **local** account management, providing consultative, expert support
- Proven strategies that reduce both your product and process costs
- Vendor Management of Inventory (VMI)
- Superior distribution capabilities through our low-cost, strategic fulfillment center network
- Flexible reporting and billing options to meet your needs
- A relentless focus on continuous improvement and quality assurance

Lawson is more than a supplier: our goal is to be a true business partner for Jefferson Parish Government. We are committed to developing innovative solutions that will result in long-term benefits for you.

Thank you for giving Lawson the opportunity to demonstrate our capabilities. If you have any additional questions, please do not hesitate to contact me directly.

Best regards,

Christina Nielsen
Director, Government Sales



Table of Contents

- 1) Our Company**
- 2) Lawson Program & Spend Management**
- 3) Lawson Vendor Managed Inventory (VMI)**
- 4) Lawson Service Model**
- 5) Quality**
- 6) Required Documents**
 - **Bid Form Page 5**
 - **Item List / Pricing Pages**
 - **Standard Insurance Requirements for Bidding Purposes (Pgs. 1 – 2)**
 - **Corporate Resolution / Assistant Secretary Certificate**
 - **Non-Public Works Bid Affidavit**
- 7) Conformance Documents**
 - **W9**
 - **ISO Certificate**
 - **Warranty Policy**
 - **Mission Statement**
 - **Certificates of Insurance**



1) Our Company

Lawson History

Sidney L. Port founded Lawson Products in 1952 with a simple goal—to provide for his family. He accomplished that and much more.

After early careers as a publisher and an attorney, Mr. Port joined his father-in-law's company, Lion Auto Parts. During his time there he recognized an opportunity and confirmed its potential by first selling fasteners out of the trunk of his car. That experience convinced him that no one else was effectively supplying businesses with small, consumable parts necessary to keeping their operations running.

At the age of 40, with a \$25,000 loan, Mr. Port opened Lawson Products. For those who knew Mr. Port they'd say, "his word was his bond," and customers and suppliers quickly recognized his integrity. That, combined with Mr. Port's knack for finding the right people, helped continue the Company's growth.

Lawson Products went public in 1970 (currently traded on the NASDAQ – LAWS), but Mr. Port retained a very active role until his death in 2007. When asked about founding his Company, Mr. Port often replied that he simply wanted to create an organization that offered employees a way to make a good living and support their families. As an entrepreneur himself, Mr. Port encouraged that spirit by offering employee benefits such as profit sharing, which was unusual at the time.

Mr. Port named Lawson Products after Victor Lawson, owner of the Chicago Daily News and a philanthropist whom he admired. As the Company's success grew, so did Mr. Port's generosity and philanthropic efforts in the arts, medical research and education.

Today, Lawson Products in North America...

- is a wholly owned subsidiary of Lawson Products, Inc. with other divisions of Kent Automotive, a Delaware Corporation ("Lawson Delaware") and Bolt Supply (Canada only);
- is a publicly held company traded on the NASDAQ as LAWS;
- carries over 240,000 consumable MRO products like fasteners, electrical supplies, fluid power fittings and hoses, cutting tools, safety supplies, maintenance chemicals and more;
- serves over 80,000 public and private sector customers in the areas of vehicle and automotive repair, manufacturing equipment repair, facility maintenance, food processing, construction, oil and gas, mining and others;
- maintains a 98%-99% fill rate and ships 99% of all products complete within 24 hours from six strategically located distribution centers in North America and 13 branch locations in Canada via its subsidiary Bolt Supply;
- has over 1,500 employees, 1,000 of which are local sales representatives that monitor, put away, and manage inventory levels at the site-level for state and local government entities.

Core Values

Under the leadership of President & CEO Michael G. DeCata, Lawson Products continues to value the entrepreneurial spirit, results-driven attitude and integrity of its employees and customers alike. At the same time, the Company continues to evolve, recognizing that now more than ever, success depends on teamwork and being progressive in response to meeting customers' needs.



Business Philosophy

Lawson Products delivers a full range of consumable MRO products coupled with on-site inventory management services that help fleet and facility maintenance personnel keep their operations up and running without interruption. Our goal is to be sure the right products are on hand at the moment they're needed so vehicles and facilities can operate at their full capacity and avoid downtime. Said otherwise, we strive to be sure our customers have "the right part, in the right place, at the right time."

Following the principles of 5S methodology (a workplace organization method) approximately 1,000 Lawson sales representatives partner with maintenance and repair personnel to maximize their operational effectiveness and efficiency. Our ultimate goal is to develop a fully integrated maintenance supply and inventory management partnership with Jefferson Parish Government and participating state, local and education entities to provide quality products and vendor-managed inventory services for consumable maintenance and repair products across the U.S. and Canada.



Longevity

Lawson Products has been continuously in business since its founding in 1952. Over the last three years, Lawson Products' sales reflect a company-wide average of 10% growth, with the Government sector comprising 12% of total 2017 revenue. Lawson's four-year annual sales include:

- 2015 - \$257,834,000.00
- 2016 - \$276,573,000.00
- 2017 - \$305,907,000.00
- 2018 - \$349,637,000.00

Government Business

- In 2017, the government sector garnered 10% of total company sales with this year's projection being 12% of total sales.
- Lawson has over 250 direct contracts around the world with government agencies that include: contracts at the state and/or city/county level in every U.S. state, the Federal Government, USPS and the Department of Defense.
- In the state, local government and education sectors (SLED) Lawson Products does business in the U.S. and Canada directly with entities and via cooperative agreements. The SLED sectors comprise 75% of our total government business.
- Some examples of government agencies and departments that use our products and services include: K-12 schools, higher education institutions, vocational and technical schools, Departments of Public Works, Parks Departments, Departments of Transportation, Transit Authorities and more.

Lawson currently has contracts with six cooperatives serving the U.S. and Canada. Our contracts with these cooperatives have grown 364% over the last 2 years. Our largest cooperative, Omnia Partners, (formerly known as National IPA) was awarded in 2015 (as TCPN) and in a 2 year timeframe has grown from no sales to comprising over 25,000 publically funded sites around the U.S. with annual sales exceeded \$7M by year end, Dec. 31, 2018.



Some of Lawson's more substantial contracts include:

Contract	Approximate Annual Value	Held Since
The Federal Government through General Services Administration	\$5,000,000	2001
The United States Postal Service	\$1,100,000	2011
The State of California	\$625,000	2016 (3 rd contract)
The State of Mississippi	\$5,000	2018
The State of Louisiana	\$383,000	2004

Product Offering

Our product offerings are listed on our websites and in catalogs distributed to our customers. Sales percentages by broad product categories of our product mix in 2018 were as follows:

Fastening systems (nuts, bolts, screws, etc.)	21%
Fluid power (hoses and fittings)	15%
Chemicals (adhesives, coatings, paints, drain maintenance)	14%
Cutting tools and abrasives (drill bits, saw blades, grinding discs)	14%
Electrical (adapters, wire, connectors, battery maintenance)	11%
Aftermarket automotive accessories (repair clips, wheel weights, bulbs)	9%
Safety (personal protective equipment, apparel, signs, logout tag-out)	4%
Welding and metal repair (welding rods, helmets and accessories)	2%
Other (shop supplies and hand tools)	10%



2) Lawson Spend Management

Business Objectives for Jefferson Parish Government

1. Hard and soft cost savings
2. Vendor consolidation
3. Customized and standardized inventory
4. Improved MRO inventory management and productivity
5. Improved MRO reporting and transparency
6. Long-term MRO solution

Lawson Products' proven track record of business credibility, reputation and decade-long international commerce experiences with key suppliers is an important strength. Our philosophy is to provide "*the right part, in the right place, at the right time*". Service and cost effectiveness is one of our primary considerations.

We work at increasing customer productivity in several ways including:

- Reduce the amount of time searching for / purchasing parts.
- Avoid emergency off-site trips for a part by insuring adequate inventory is available at all times.
- Assign a knowledgeable Sales Professional who will inventory, review, and order for those areas where authorized the responsibility.

Lawson Products offers over 350,000 standard products in our current offering and over 60,000 products within our automotive group (Kent Automotive). As we strive to meet all our customers' needs, we continue to add new lines to our offerings.

In addition, we offer our Find MRO group (Specials) to support any product needs outside of our current offering for Jefferson Parish Government, if need be. This group is able to source any and all products for support of future Two Year Contract for Safety Supplies for the Jefferson Parish Government.

In general, Lawson Products strategic product sourcing involves the following phases:

- Current usage requirements.
- General evaluation of the needs for product sourcing, their feasibility and related industrial intelligence.
- General research on product availability, technological achievability, cost feasibility and potential operation issues.
- Facilitating communications for the Jefferson Parish Government with selected suppliers or the manufacturers regarding technical specifications, engineering plan if needed, cost estimation, contract or agreement term negotiation, production and logistic arrangements and other import/export issues.
- Developing and implementing new and improved product sourcing solutions, including purchasing plan, production plan, quality control measures, supply chain monitoring and management, and logistic solutions.

Demand-Based Planning

Lawson Product Demand-based planning is a forecasted system that has the ability to use up to 26 different algorithms to generate a raw forecast based on historical data, seeing this would be new business to Lawson Products and not part of our current history we would control demand planning through communication/ forecasting data provided by your location and the sales rep. After 60 days of historical demand from the new account the system will detect sales trend increase and automatically start to increase the raw forecast, at the same time the communication with your locations / sales representative and the government team will continue to identify the items in demand and future forecast needs. We do have the flexibility to adjust or hard key safety stock levels to protect or control inventory levels, we have found in the past that a combination of forecast and safety stock level adjustments best support the customer needs.



Lawson Products will use Customer Demand Planning (CDP) that enables sales teams (and the Jefferson Parish Government) to develop demand forecasts as input to service-planning processes, production, inventory planning and revenue planning for the Jefferson Parish Government. Customer Demand Planning is a vital aspect of managing value chains for our customers. The first step is to forecast product demand determined by your past and present usage history. A Lawson Product Manager can plan resource deployment in accordance with the resulting forecasts. In other words: it's a bottom-up approach vs. the top down planning. Customer Demand Planning coupled with Lawson's current VMI program will ensure product availability for the Jefferson Parish Government's usage history at each location.



Lawson Products demand management for Two Year Contract for Safety Supplies products strives to manage all the activities associated with discovering the customer location needs, planning products or services for those locations and then fulfilling the customers 'demand'. It is an integrative set of processes across, not just the enterprise, but the trade partner network and ensures that we truly understand the market; we know who the Jefferson Parish Government is and what draws them to doing business with us. It also ensures that they are happy with their product assortment, our product offering and our service. To do this, we will use Customer Demand Planning for forecasting that will take into account such things as product awareness, distribution, price, fulfilling unmet needs and competitive alternatives.

Lawson Products will also examine brand preference for your locations. By examining the brand preference for each brand within our contracts, preference shares for each brand can be determined and Lawson Products will then plan, forecast, and provide those items to each location.

Cost Reduction

A company's ability to reduce transaction cost and control spend have become increasingly important in today's economy. Lawson Products can help the Jefferson Parish Government with their spend management initiatives by using one of our E-Business Solutions. We have several advantages such as:

- A dedicated E-Procurement website which offers one of the fastest integrations in the industry.
- A standards-based E-Procurement Solutions for hassle free integration.
- E-Invoicing capabilities.
- Ariba-Ready certification for Catalog and "punch-out" options.
- Customized catalog.
- Customer-specific pricing.
- A knowledgeable team of seasoned professionals for supporting implementations.

Lawson Products Cost Reduction plan uses these methods to help reduce costs within the supply chain through a four-step total cost of ownership process. Value-add distributors such as Lawson Products can demonstrate how we impact a customer's total cost of ownership by following this four-step process:

1. Identify value-added services
2. Determine the total cost of ownership
3. Determine the impact on the customer's bottom line
4. Report the results

Here are some ways we manage these four steps:

- Revenue Focused: Lawson Products help customers get back on-line quicker. Reduce turnaround time. Provide efficiencies in output. Provide new products to each customer market.
- Asset Focused: Lawson Products provide system optimization. Overstock reduction. Obsolete inventory removal. Re-allocation of space.



- Process focused: Lawson Products provide Vendor Managed Inventory (VMI) options. Self-service inventory monitoring systems. EDI & EFT efficiencies.
- Expenditure Focused: Lawson Products offers integrated purchasing. Price protection. Product substitution options.
- Service Focused: Lawson Products offers 24/7 service. Technical and Product support. Seminar & Training options for all our customers is the form of Fastener Safety Seminar, Cutting Tool Safety Seminar, Pneumatic Safety Seminar, Electrical Safety Seminar, Hydraulic Safety Seminar, and Unique Customer Requests for any seminar or training your facilities would need.
- Customer Focused: Lawson products offers additional cost savings opportunities in areas of Safety cost reduction. Environmental cost reduction, and equipment cost reduction / exchanges.

Lawson Products commitment to our customer, the Jefferson Parish Government, on this proposal for Two Year Contract for Safety Supplies, is that we will continue to work with you and to continue to provide and improve your organization, and locations, overall costs within the supply chain to help save you money, time, and improve efficiencies.

Lawson has six state-of-the-art distribution centers across the U.S. and Canada. Lawson ships 99% of all lines complete within 24 hours from these six distribution centers and also offers will-call services at each center. Lawson ships FOB Destination for standard shipping methods. Lawson can guarantee next day delivery in an emergency utilizing air freight services, if necessary. Lawson Products Distribution Centers are full stocking. Lawson Customer Pick-Up service in an emergency to pick up the necessary parts is available at our Distribution Centers through our will-call window. The following illustration demonstrates the geography serviced by each distribution center.

USA

Lawson McCook – USA
size: 420,000 SF
8801 W. 47th St.
McCook, Illinois 60525
708-225-0100

Lawson Suwanee – USA
size: 101,800 SF
1197 Satellite Blvd.
Suwanee, GA 30024

Lawson Reno – USA
size: 111,248 SF
1381 Capital Boulevard
Reno, Nevada 89502



Canada

Lawson – Canada
size: 79,980 SF
7315 Rapistan Court
Mississauga, Ontario

Lawson – Canada
size: 15,000 SF
Calgary, Alberta
Canada T1X0L3

Lawson – Canada
Surrey, British Columbia
Canada V1M3G5





3) Vendor Managed Inventory (VMI)

The goal of onsite distribution and supply stocking services is to provide a mutually beneficial relationship where both sides will be able to more smoothly and accurately control the availability and flow of goods for Jefferson Parish Government. In onsite distribution and supply stocking services, Lawson assumes the role of inventory planning for the customer. Extensive information sharing between Lawson and customers is required so that the Lawson can maintain a high degree of visibility of goods / requirements at your location. Instead of the customer reordering when its supply has been exhausted, Lawson is responsible for replenishing and stocking the customer location at appropriate levels. Lawson has mastered onsite distribution and supply stocking services and Lawson takes the lead against many other organizations and how they benchmark themselves.

Lawson does this through our current Rep Service Model and our Onsite distribution and supply stocking services, also known as Vendor Management of Inventory (VMI) at no cost to Jefferson Parish Government locations.

Onsite distribution and supply stocking services, also known as Vendor Management of Inventory (VMI)

Onsite distribution and supply stocking services, also known as Vendor Management of Inventory (VMI) is a business model where the buyer at the Jefferson Parish Government locations provides information to Lawson Products and Lawson then takes full responsibility for maintaining an agreed upon inventory of the material, based off of Jefferson Parish Government location's consumption mid/max levels at each location.

Onsite distribution and supply stocking services (VMI) makes it less likely that Jefferson Parish Government will ever unintentionally become out of stock of our products needed and it will reduce Jefferson Parish Government' inventory in the supply chain.

Onsite distribution and supply stocking services (VMI), is a process where the Lawson Products Rep creates orders for the Jefferson Parish Government locations based on demand information provided by the Jefferson Parish Government at the site specific locations. Lawson and Jefferson Parish Government are bound by an agreement which determines the inventory levels, fill rates and costs. This arrangement can improve supply chain performance but reducing inventories and eliminating stock-out situations.

Why Use Onsite distribution and supply stocking services (VMI)?

One of the benefits of Onsite distribution and supply stocking services (VMI) is that Lawson is responsible for supplying the Jefferson Parish Government locations the items that are needed. This removes the need for Jefferson Parish Government to have significant "safety stock". Lower inventories for Jefferson Parish Government can lead to significant cost savings. To ensure that the Jefferson Parish Government locations has the right product, at the right time, when Jefferson Parish Government needs it, Lawson provides a dedicated Sales Rep to your locations that will come out weekly, check inventory, restock and label bins, and provide a "drop bucket" that will be restocked by the Lawson Sales Rep weekly. This is also a significant cost savings to Jefferson Parish Government as Lawson takes on those costs during the life cycle of this contract.

Lawson Products, Onsite distribution and supply stocking services (VMI) capabilities:

Lawson's Onsite distribution and supply stocking services (VMI) programs goal is to minimize any capital investment in inventory while providing "package friendly" quantities that assure maximum productivity to the customer locations. To do this, Lawson Products first establishes acceptable min/max service levels at each customer location. Lawson Products then reviews the condition and status of all bin equipment and the disposition of current inventory levels with each location. A site-specific plan will be developed between Lawson products and customer shops individually. During these site-specific planning it will also be determined needs if any new equipment such as bins and cabinets are required. Lawson Products will use current best practices and ensure they are followed; this provides a minimum inventory investment and improved inventory turns and will provide a reduction in cost of ownership for the customer. Lawson's current Onsite distribution and supply stocking services (VMI) program also provides opportunities for obsolete inventory reduction within the customers' current locations where applicable. Current inventory consolidation, inventory standardization and reduced risks results in an overall cost savings to the Lawson customers.



How Lawson works with our Customers to make Onsite distribution and supply stocking services (VMI) work:

1. **Clarify expectations.** There needs to be thorough discussion between Lawson and Jefferson Parish Government locations at time of award about how the system will benefit both organizations in the long term. Ensure the objectives are clear, and, ensure there is constant communication between Lawson and the Jefferson Parish Government locations. When our two parties work in conjunction we can be assured that the planning function, for both sides, will be successful for both short and long term.
2. **Agree on how to share information.** When Lawson and the Jefferson Parish Government locations can agree to share information vital to restocking in a timely manner, then the odds of a synchronized system will dramatically improve. Proprietary information would not have to be shared between Lawson and the Jefferson Parish Government locations, but enough information to maintain a steady flow of goods is necessary. Jefferson Parish Government should be willing to share production/work schedules and/or forecasts to provide some visibility for Lawson.
3. **Keep communication channels open.** When our two parties set out to implement an Onsite distribution and supply stocking services (VMI) program, we need to meet and discuss our goals and how we need to proceed in order to realize those goals at monthly and quarterly. By having open and weekly/monthly communication any miscues that may happen can be studied as opportunities for learning and then used to avoid repetitive problems in the future.

Qualifications

1. Ability to Service Locally
 - Lawson's distribution centers are located strategically throughout North America. Our McCook facility location is over 400,000 square feet and is the center point of all our other distribution centers. The McCook location feeds product into all our other centers which allows Lawson the ability to always ensure there is a ready available of stock on hand at all times.
2. Extensive experience
 - Lawson has been in business since 1952. Our ability to service our customers with just in time VMI inventory set us apart for our competitors. Jefferson Parish Government will have access to our full distribution centers, their staff, our dedicated customer service staff, Sales Reps/Agents that have unparalleled MRO experience (most with over 25+ years in this industry), a fully supported engineering staff and training staff at the ready to service Jefferson Parish Government locations, and a full Specials Team that has the ability to source product needed that may fall outside of this proposal. A dedicated sales staff, distribution staff, management staff and support staff will be in place to service Jefferson Parish Government.
3. VMI / JMI Capabilities
 - The goal of Vendor Managed Inventory is to provide a mutually beneficial relationship where both sides will be able to more smoothly and accurately control the availability and flow of goods for Jefferson Parish Government locations. In VMI Lawson assumes the role of inventory planning for the customer. Extensive information sharing between Lawson and you is required so that the Lawson can maintain a high degree of visibility of goods / requirements at each location. Instead of the customer reordering when its supply has been exhausted, Lawson is responsible for replenishing and stocking the customer location at appropriate levels. Lawson has mastered VMI and Lawson takes the lead against many other organizations and how they benchmark themselves.
 - The Jefferson Parish Government locations will benefit when Lawson can see that you are about to exhaust its inventory. Lawson can better prepare to replenish them because we can then better schedule our production/distribution. Your locations will/do reduce/eliminate stock-outs because they will not have to reorder goods at the last minute without knowing whether Lawson has the ability to restock without interrupting operations. Therefore, part of VMI's goal is to reduce uncertainty that arises when the supplier is blind to the customer's inventory status.



4) Lawson Products Service Model for the Jefferson Parish Government

Implementation

A critical component to the installation of an effective system is labeled storage equipment to minimize search time. Lawson Products will work with each location to identify the unique requirements, determine the necessary bins / cabinets, label, transfer stock, and minimize disruption.

Lawson Products offers additional value-added programs. They demonstrate our commitment to service, and they will reduce our customer's acquisition, possession and application costs:

Bin & Cabinets Storage System - Lawson Products sales teams can offer and provide your locations with high quality steel storage bins and cabinets when and where appropriate. These labeled, organized bins and cabinets will enable your staff to locate parts easily, reducing "search time". To determine if a customer is eligible the Lawson sales team upon award will provide the locations an in depth analysis of the locations needs and requirements and provide that location with an overall estimation of what is needed and any potential costs incurred.

A local Lawson Products Sales Representative - Personally maintains the integrity of your storage system. In addition, the sales person will write recommended orders, and stock the previous order in the proper location.

There is no question that this storage system--with its built-in customer service--will help your locations achieve their uptime goals. As part of our continued improvements efforts as an ISO organization, Lawson Products is enhancing our inventory management systems, software crib management systems, and state-of-the-art cabinets that offer scales and RFID to provide real time inventory management and help improve costs and efficiencies within an organization.

Ongoing Support

Lawson Products believes customer service is critical to conducting a mutually beneficial business partnership to meet the needs of our valued customers. Lawson Products is poised to provide Jefferson Parish Government members with three different support levels depending on the nature of each member's need:

- 1) Customer Service Team
- 2) Technical and Engineering Support Team
- 3) Government Customer Support Team



Unified Support Team

Customer Service Team

Jefferson Parish Government members will be supported by a highly-trained and empowered Customer Service Team. Each customer service representative is equipped for one-touch resolution, resulting in limited to no hold times or call transfers for Jefferson Parish Government members. They also have full access to Jefferson Parish Government members' order history, order status, delivery information, back-order information, contract pricing, category discounts, product availability, product information, account and billing information, and contract compliance requirements. Because e-commerce is a requirement of today's consumer and business customers we have a subset of our Customer Service Team that specializes in web support.



Our Call Center Service capabilities include:

Inbound Services	
<ul style="list-style-type: none">• Order taking, processing, questions or tracking• Product Knowledge• Technical Support• Hot transfer• Product Inquires• TPV (Third party verification)	<ul style="list-style-type: none">• Returns Processing• Pre/post sales service• Level 1 and 2 Tech Support• Credit Card Sales Support• Help Desk

The primary goal of our vendor managed inventory business model is for our customers to have, “the right part, in the right place, at the right time” and customer satisfaction is of primary importance to Lawson. The Lawson Products Customer Service Team consistently meets the service level goal of answering phone calls in less than 45 seconds 90.32% of the time.

Four metrics/pillars: Each Customer Service Representative (CSR) is accountable for shaping the overall customer experience and maintaining their performance metrics.

- Daily Ready/Not Ready Report (Timeliness Metric) – YTD average 94%
 - Measures each CSR is available to answer the phones for 6.5 hours a day
 - Lists the number of calls each CSR takes on a daily basis
 - Gauges how much “offline” time a CSR spends
- Login/Logout Report (Timeliness Metric) – YTD average 98%
 - Displays the login and logout times for each CSR
 - Attendance is key to make sure each phone call that is handled in a timely manner
- Transaction Audits (Accuracy Metric) – YTD average 91%
 - Each CSR has 8 transactions audited on a weekly basis and the goal is to score 75% or above on first-time resolution
 - Producing error free work is our purpose with weekly transactional audits
- Call Coaching & Development (Quality Metric) – YTD average 90%
 - Each CSR has 1 call monitored on a weekly basis and the goal is to score 90% or above
 - Scorecard has 20 marks they have to hit during the call
 - Measures the greeting, solution, soft skills, and ending during a call

Done-in-one calls: Customer Service Representatives are trained and equipped to answer all inquiries and handle every task without having to transfer callers to other departments. As a point of contact for Jefferson Parish Government, the Lawson Products Customer Service Team will address any questions, issues or concerns in regards to catalog inquires, orders or order inquiries, special order requirements, special delivery requirements, emergency ordering, and product returns.

Lawson Products’ Customer Service Team can also provide a large offering of safety brochures, charts, and useful information to improve shop operations, productivity, and safety. Lawson’s Customer service representatives will serve as Jefferson Parish Government’s single point of contact for your locations. Lawson’s Customer Service Team will be responsible for ensuring that Jefferson Parish Government receive an impeccable level of service to help with your questions and inquiries. Lawson’s customer service representatives will interact via 800 #, email, fax, etc. to provide information in response to inquiries about products or services and to handle and resolve concerns.

Lawson’s Customer Service Team will also coordinate any Product Training and application needs as required by the Jefferson Parish Government by determining what types of products or services would best suit their needs. Lawson’s Customer Service Team can also provide a large offering of safety brochures, charts, and useful information to improve shop operations, productivity, and safety.



Lawson is capable of accepting order via phone, fax, online or directly through Jefferson Parish Government's dedicated local Lawson's Sales Representative.

Lawson's Customer Service Team is available during the following times to Jefferson Parish Government members: 7:00 AM to 7:00 PM, CST; Monday-Friday at 1-866-Lawson-4U (866-529-7664) or via email and fax.

Technical and Engineering Support Team

Lawson's Technical and Engineering Support Team is available to answer any product application or usage questions. They can also address safety requirements and concerns. Consider them the ultimate MRO product experts when enhanced technical experience and knowledge is needed.

To ensure they have "the right part" Lawson offers product application and safety training to all customers, including Jefferson Parish Government members. Training is offered by one of two individuals or teams: 1) our industry-seasoned Lawson sales representatives or 2) our Technical and Engineering personnel. Training can be offered on-site in an interactive, hands-on format or virtually depending on each customer's unique needs.

Some popular topics for product application and safety training are:

Fastener Safety Seminar	Pneumatic Safety Seminar
Cutting Tool Safety Seminar	Electrical Safety Seminar
Hydraulic Safety Seminar	Custom Requests

Additionally, Lawson offers various other forms of training and safety documentation and reference materials for customers free of charge. These include SDS sheets, product selection and safe use brochures and wall charts, and how-to videos.

When products are appropriately selected and safely used based on their application and operating environment not only is the life of the product extended, but the safety and security of maintenance personnel is further ensured.

Lawson's Technical and Engineering Support Team is available during the following times to Jefferson Parish Government members: 7:00 AM to 7:00 PM, CST; Monday-Friday at 1-866-Lawson-4U (866-529-7664) or via email and fax.

Government Customer Support Team

Government Customer Support Team is available to help answer specialized contract and compliance questions. They are available to Jefferson Parish Government members to ensure the requirements of the contract are met by both Lawson and member entities.

Lawson's Government Customer Support Team is available during the following times to Jefferson Parish Government members: 6:00 AM to 5:30 PM, CST; Monday-Friday at 1-800-890-8198 or via email and fax.

Unified Support Team

Over the years of implementing hundreds of government contracts, Lawson has honed our ability to thoroughly and efficiently train our internal teams in order to prepare them to effectively service Jefferson Parish Government members. Our government sales and operations team, comprised of 10 individuals dedicated to managing and growing Lawson's government contracts, creates and rolls out contract training programs that include the following teams:

- Sales representatives (off-site team)
- District sales managers (off-site team)
- Regional sales managers (off-site team)
- Technical and engineering support (corporate team)



- Customer service (corporate team)
- Marketing (corporate team)
- Accounting (corporate team)

Additionally a district-level Lawson rep will be appointed as their district's local Jefferson Parish Government "expert" and ambassador available to assist their peers with any ongoing day-to-day questions.

The government sales and operations team is ultimately responsible for ensuring the Jefferson Parish Government contract award is successfully created and implemented in a timely fashion. The sales and operations team implements the same roll-out strategy as with our large nationwide contracts to ensure all customers and contracts are roll-outed and implemented within the first 7 days of contract award successfully. Lawson implementation goals for customer of equivalent size:

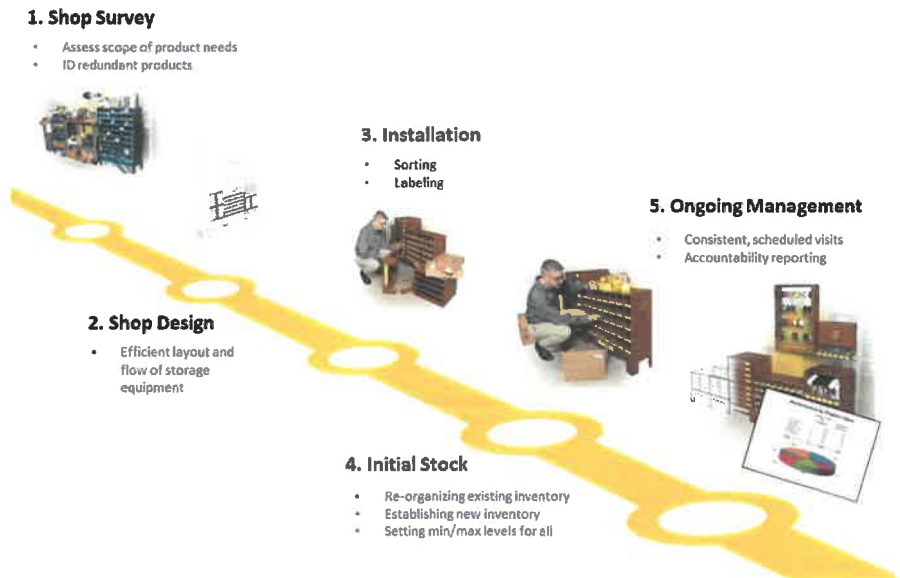
- Pre-work upon award – online and system loads fully completed to contract spec within 7 business days
- Contract and Catalog Loads
- Review Scope of Work
- Draft an implementation strategy
- Determine number of sites and locations in each location
- Identify internal resources
- Determine customer contacts
- Identify suppliers needed if there are special requests by individual locations
- Planning Session
- Confirm implementation strategy with planning team
- Develop implementation checklist including dates with customer and team
- Develop communication documents
- Align internal and external resources
- Develop site workshop agenda
- Key Actions put in place
- Fully engage overall field teams and get all contract detail and requirements in their hands with required timelines
- Conduct implementation workshop at customer location sites
- Assign workshop objectives and timelines unique to that location
- Conduct customer location site assessments
- Establish team barrier removal process
- Identify functional process
- Engage Lawson cross-referencing at customer sites, if necessary
- Reports built by Lawson cross-referencing of SKU level data
- Deliver data back to customer
- Monitoring
- Implementation Project Manager and Government Sales Manager reviews
- Measure compliance
- Develop Standardization Strategy
- Identify gaps / remove barriers
- Weekly Call Cycle reviews at each location
- Weekly and Monthly reporting, review, and Best Practices

Lawson has nationwide contracts currently with other cooperative agencies that include: Omnia Partners, Kinetic, Health Systems and many other contracts around the USA and oversees with GSA, the Navy, the Airforce, and the Department of Defense. Lawson Products also has 100's of contracts with large strategic customers around the USA and in Canada and include: Schlumberger, United Rentals, Delta, Ameriquest, Motion Industries, Camping World and more. The government sales and operations team will retain this award with the same momentum and attention to detail for Jefferson Parish Government.



Lawson's Team Commitment

- The local Lawson representative will meet with the District's Team to establish an agreed upon cadence for field visits
- Lawson will handle all labor necessary to transition to the Lawson storage system (if needed)
- Reduce your capital output for supplies while increasing your service levels
- Provide reporting and visibility into your purchase trends
- Product demonstrations, safety seminars
- Access to product engineers and chemists
- Focus on inventory turns
- Single Government Account Management contact for the Jefferson Parish Government locations
- Site surveys, savings analysis reports, and best practice sharing



The Jefferson Parish Government understands Lawson Products' Value Proposition: we maintain your inventory levels and turns as part of our "smarter maintenance" strategy – which leads to less time and money maintenance for the District.



5) Quality

Lawson Products Family of Businesses has developed a quality management system to better satisfy the needs of our customers and to improve management of our operations. The scope of our Quality System encompasses the distribution of expendable maintenance repair and replacement supplies including Lawson Products, Kent Automotive, and Find MRO Group (Special Sourcing), to orders specified by field sales. This includes the purchasing, inspection, warehousing and order processing of catalogued and special order items.

Lawson incorporates the 5S process into our site assessments which minimizes inventory cost and provides a consistent, efficient and organized environment for our customers. Lawson is ISO certified. The International Organization for Standardization establishes processes and practices intended to ensure compliance with the requirements of ISO 9001:2015.



ISO 9001:2015 is an important piece of Lawson's Quality Management System which also includes Lean and Six Sigma methodologies. One of the key functions in scope of our ISO registration is quality control. Although Lawson is not a manufacturer, we understand the importance of validating products against set specifications. To ensure that procedures developed from our Lean and Six Sigma methodologies are being followed correctly, internal and external audits are performed at regular intervals. Lawson has a trained staff of internal auditors that perform monthly audits on all quality-related procedures. External audits are performed by our registration company (UL/DQS) twice a year.

Lawson's Quality Manual addresses each section of the quality system requirements of the ISO 9001 standard. Within the Quality Manual, procedures and work instructions are referenced when appropriate. This Quality Manual has been reviewed and approved by the management of Lawson Products who are committed to implementing the policies stated, striving for total customer satisfaction, identifying areas for improvement, and encouraging communication between ourselves, our customers and our suppliers.

In addition to ISO certification, Lawson Products has trained over 100 employees to meet black and green belt levels of Six Sigma certification in order to improve our processes and affect better efficiencies and outcomes. It has streamlined and reduced process variation leading to improved customer experiences and customer retention.

Return Policy

Lawson has a standardized return policy. Returns must have a Return Material Authorization (RMA), which can be obtained through email, Customer Service, or you're local Sales Rep. RMA's and Pre-Paid Shipping labels will be provided to the customer. Once the products are returned, Lawson will credit the customer immediately.

Warranty

Limited warranty: all products sold are warranted by Lawson only to customers for: (i) resale; or (ii) use in business, government or original equipment manufacturer. Lawson warrants products against defects in materials and workmanship under normal use for a period of one (1) year after the date of purchase from Lawson, unless otherwise stated. Provided that Lawson accepts the product for return during the limited warranty period, Lawson may, at its option: (i) repair; (ii) replace; or (iii) refund the amount paid by customer. Customer must return the product to the appropriate Lawson location, as designated by Lawson, shipping costs prepaid. Lawson's repair, replacement, or refund of amounts paid by customer for the product, shall be customer's sole and exclusive remedy.



Warranty disclaimer: (a) no warranty or affirmation of fact, express or implied, other than as set forth in the limited warranty statement above, is made or authorized by Lawson. Lawson disclaims any liability for claims arising out of product misuse, improper product selection, improper installation, product modification, miss-repair or misapplication. Lawson expressly disclaims any warranty that the products: (i) are merchantable; (ii) fit for a particular purpose; or (iii) do not and will not infringe upon other's intellectual property rights. (b) Lawson makes no warranties to those defined as consumers in the magnuson-moss warranty-federal trade commission improvement act.

Limitation of liability: Lawson expressly disclaims any liability for consequential, incidental, special, exemplary, or punitive damages. Lawson's liability in all circumstances is limited to, and shall not exceed, the purchase price paid for the product that gives rise to any liability.

Documentation Requirements

The quality system uses three levels of documentation. The top level, the quality manual, describes the policies, objectives and interaction between processes of our quality system. The second level, the procedures, defines specific steps, instructions, authorities and responsibilities for implementing activities. The third level, the work instructions explain in detail how to perform certain tasks. Procedures govern the issue, approval and revision of all documentation. Lawson has the ability to create any kind of report for the Jefferson Parish Government. Reporting can include the following:

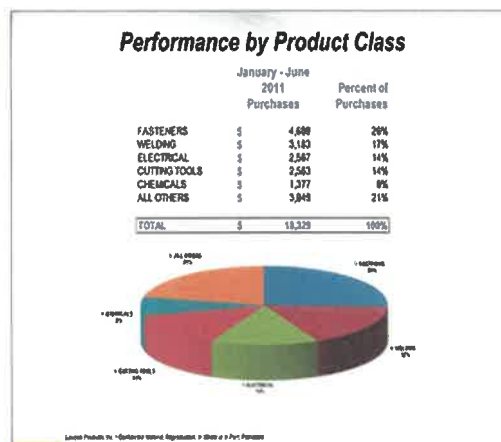
- #1 – Cost Savings Reports monthly & quarterly
- #2 – Performance by Product Class monthly & quarterly
- #3 – Year-Over-Year / Month-Over- Month monthly, quarterly & annually
- #4 – Fill Rate Report

Sample Report #1: Cost Savings Reports:

Unit of Measure	2015	2016	%
Purchases	\$ 877,396	\$1,044,681	19.07%
Avg Order	\$ 69.46	\$117.58	69.28%

Cost Savings Reports			
Category	2015	2016	2 Year Investment
Bins/Cabinets/Crimpers	\$30,594	\$36,305	\$66,899
Freight	\$52,644	\$62,681	\$115,325
TOTAL	\$83,238	\$98,986	\$182,224

Sample Report #2: Performance by Product Class:



Sample Report #3: YOY Comparison Reporting:

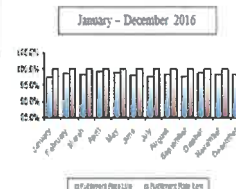
2014 Sales	2015 Sales	2016 Sales	Change
\$911,032	\$877,396	\$1,044,681	+19.07



Sample Report #4: Fill Rates

Monthly Fulfillment Rate

2016	Lines Ordered	Lines Back Ordered	Items	Fulfillment Rate Line	Fulfillment Rate Item
January	152	4	4,583	97.4%	99.9%
February	298	4	10,331	98.6%	100.0%
March	178	3	6,932	98.3%	100.0%
April	250	2	13,030	99.2%	100.0%
May	230	3	8,833	98.7%	100.0%
June	281	5	10,804	98.1%	100.0%
July	210	5	9,228	97.6%	99.9%
August	241	4	8,277	98.3%	100.0%
September	280	6	11,545	97.9%	99.9%
October	257	3	11,509	98.8%	100.0%
November	228	4	9,214	98.2%	100.0%
December	187	3	7,999	98.4%	100.0%



Lawson has multiple abilities to provide reporting at the high level and drill down into a local member level/line item level reporting. Upon award of this contract, Lawson will immediately begin working with the District's needs, desires and wants on a monthly, quarterly and annually.



Below, a typical example of a Lawson initial setup (before/after) :

Before and After



Assessment & Shop Design

- Priority of products and frequency of turnover
- Space allocation
- Ease of identifying parts
- Integrity of storage
- Quotation for all recommended parts
- Shows ideal flow to work area and quantifies your potential savings



Before

Install, Stock & Manage

- Install new bins and cabinets
- Label all holes for fast and easy identification
- Unpack and put away orders
- Re-stock when new order is delivered
- Review inventory regularly
- Adjust orders based on usage



After

Lawson Assortment Selection Lawson can accommodate any custom parts and supplies that meet your special needs.

Mix Assortments to Fit Your Needs Pre-packaged drawers have been assembled to accommodate commonly used sizes and styles or customized assortments can be built to suit your maintenance operation.





Pre-stocked Storage Systems Built for Use & Abuse Lawson Storage Systems are constructed of heavy gauge steel and designed to assemble easily and use a minimum amount of floor space.

Easy to Identify Parts Back-plates conveniently identify parts. Bins are clearly marked with easy to read labels.




On-line Presence

Lawson has a full and complete on-line system. Lawson Products has a full functional state of the art website that offers our customers, and the Jefferson Parish Government, access to over 350,000 items and 60,000 Kent Automotive items. Immediately upon award of the Jefferson Parish Government, Lawson Products will update our existing website for all locations on the Jefferson Parish Government contract to offer each location access to their own Jefferson Parish Government Online Customer Catalog so each location may have the ability to log onto www.lawsonproducts.com sign in with their account number and see all items awarded on this contract, specific price points offered on this contract, and all other necessary requirements needed to successfully fulfill all terms of this contract with Jefferson Parish Government and each location.

Lawson Products also offers a full virtual catalog that replicates our print-based catalog and lists all of our products. Our virtual catalog is located on our website at www.lawsonproducts.com. Lawson Products ability to reduce transactional cost and control spend has become increasingly important to our customers in today's economy.

Lawson's full functional web capabilities allow users to develop personal lists and save their own profiles. Lawson has a true B2B/B2G website where multiple users can be associated with the same account number if requested. For the safety and security of our customer's procurement cards information, Lawson Products does not currently store credit cards information on our website. Purchases can be made on our e-commerce sites however; all credit card information is submitted to a secure third party credit card company for safe keeping and to preserve the integrity of our customer's data.

Catalog Information via www.lawsonproducts.com:

- The catalog is available in print, online or digital formats.
- The updated online catalog includes sections for updated Body Hardware products, New Products and Product Information Reports.
- You can browse products, including proprietary brands, core-stock items and select core non-stock products for Safety and Material Handling.
- New Products are featured with these icons  and .
- Search lawsonproducts.com for our complete line of products when you see this icon  in the catalog.
- View the updated online catalog today.
- Download a digital copy to your PC, Mac or mobile device.

IN PRINT - on your desk

Quickly find the products you use most by marking them with the convenient adhesive flags located at the back of the book.

HOW TO GET IT

Contact your Lawson Representative or customer service at 866-529-7664. Add it to your order from the product page. Contact us with any questions or comments.





ONLINE - interactive flipbook

Search for products by category, keyword or page number and click to the website to order.

HOW TO GET IT

Browse the digital catalog online by clicking “View Catalog” on the homepage and footer of the website, or by selecting the catalog page number links on the product detail pages.



DOWNLOADED - to your laptop or mobile device*

Access our catalog anytime, anywhere, on the device of your choice* – no internet connection necessary to search and browse.

HOW TO GET IT

Download the digital catalog to your PC or Mac by clicking “View Catalog” on the website home page, then selecting the download button from the catalog menu.



Lawson Products is able to provide an electronic catalog to the Jefferson Parish Government specifications (excel, CSV, etc.). Catalogs can be provided via FTP (File Transfer Protocol) or other methods. Updates can be provided in a timely manner.

Lawson will maintain the contract system consistently to reflect any changes in our product line, or within the awarded terms of Jefferson Parish Government and its member’s proposal. Lawson’s printed catalog is revised annually, and can be provided to Jefferson Parish Government and its locations anytime upon request. However, for the most up-to-date catalog information, look towards our website, www.lawsonproducts.com.

Lawson is able to provide up-to-date order information when the Jefferson Parish Government and its locations register online. Additionally, tracking information can be provided through contacting customer service at 866-529-7664. Customers can also track orders by logging onto: www.lawsonproducts.com. Lawson offers both keyword and browse search capabilities with attributes filters to narrow search results. www.lawsonproducts.com also affords our customer the ability to search by brand, items description, trademarks, attributes, filters, sizing, environmental products, and many other search criteria to make their customer experience on www.lawsonproducts.com easy and user friendly.

When placing an order through the Lawson website, the buying entity will log into Lawson’s website using their customer user ID and password. Each location has custom attributes tied to their log in profile which includes identifying contract items and contract prices tied to the Jefferson Parish Government Award. Once logged in, the participating location customer will have the capability to search Lawson’s full contracted catalog, review awarded contracted prices for each item as deemed by the Jefferson Parish Government contract, review all appropriate detail of each item for the customer to make an educated buying decision (such as description, technical specs, restrictions set forth by any state, MSDS sheets, etc.). The customer will also have the ability to place the Jefferson Parish Government contracted items in a shopping cart and will be able see the items within the market basket “contract” items and can acknowledge and check off items that are that are appropriate to their on-line purchase.

Through the use of Workflow Management System (WfMS), a system that defines, creates and manages the execution of workflows through the use of software, Jefferson Parish Government users can build carts, hold carts, and approve online shopping carts by designated users.

Immediately upon award of the Jefferson Parish Government Contract, Lawson Products will update our existing website for all locations on the Jefferson Parish Government contract to offer each customer access to their own Online Customer Catalog so each customer may have the ability to log onto www.lawsonproducts.com sign in with their account number and see all items awarded on this contract, specific price points offered on this contract, and all other necessary



requirements needed to successfully fulfill all terms of this contract with the Jefferson Parish Government and each customer.

Ordering online with Lawson is easy, seamless, traceable and tractable and offers reduced costs to the customer. Lawson state-of-the-art website provides full web order status for orders placed online, as well as order tracking for all orders. Order status and order tracking can be done on www.lawsonproducts.com by each customer logging into the website with their unique customer number and ID. This will take them to their dedicated online custom catalog page where they may view contracted pricing, status of their order, and track orders.

Lawson website provides full web order history for orders placed online, as well as order tracking for all orders. Order history can be done on www.lawsonproducts.com by each customer logging into the website with their unique customer number and ID. This will take them to their dedicated online custom catalog page where they may view contracted pricing, track orders and view order history. Orders history may also be tracked by working with Sales Reps who have state-of-the-art Order Pad tracking capabilities for each customer through Lawson's full and comprehensive SAP System.

Lawson's web capabilities allow users to develop personal lists and save their own profiles. Lawson has a true B2B website where multiple users can be associated with the same account number if requested. For the safety and security of our customer's procurement cards information, Lawson Products does not currently store credit cards information on our website. Purchases can be made on our e-commerce sites however; all credit card information is submitted to a secure third party credit card company for safe keeping and to preserve the integrity of our customer's data.

Lawson Products e-commerce site is available to our customers 24 hours a day 7 days a week. Lawson has a Web Customer Care team available during the extended working hours of 6:00 AM – 7:00 PM central standard time. This Web Customer Care team is available to answer and assist with all questions pertaining to registrations, on-line ordering, etc.

Lawson Products virtual web catalog offers a complete description page, a technical specifications page and the Material Safety Data sheets, for all items within Lawson's catalog. MSDS Sheets can also be requested by calling the dedicated The Jefferson Parish Government 800 Number: 866-529-7664, customer service, and/or provided by The Jefferson Parish Government' dedicated sales representatives 24 hours a day 7 days a week.

Lawson's state-of-the-art on-line ordering site offers the ability to see stock status within Lawson's Distribution Center Network which includes Lawson's 6 Distribution strategically locations throughout the USA and in Canada. This on-line ability to check for stocked items availability around the USA is accessible and available to all state locations using this contract.

Lawson Products' ability to reduce transactional cost and control spend has become increasingly important to our customers in today's economy. Along with Lawson's overall state-of-the-art ability to offer a full custom catalog to each customers and each contract that includes contract pricing for those registered customers, we also have the ability to

Track Order®

Track any order that has shipped within the last 12 months. Enter up to 10 different numbers (one per line per section).

☒ Reference Order Number |

☐ Purchase Order Number

☐ Tracking Number

REF# / PO#	SHIP TO COMPANY	SHIP DATE	SERVICE	TRACKING#
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Web Order History®

Account #: LAWSON PRODUCTS()

Search Orders

Search: Web #, Order #, Item #, or PO # Shipping Address: All Shipping Addresses

Start Date: mm/dd/yyyy End Date: 12/26/2017

Results per Page: 15

<input type="checkbox"/> WEB CONFIRM	ORDER#	PO#	DATE	SUBTOTAL	STATUS	TRACK
<input checked="" type="checkbox"/>	0004754714	550 E ST.	12/12/17	\$11.34	Submitted	Track Order

Conforms to HazCom 2012/United States

DRUMMOND™
A LAWSON BRAND

SAFETY DATA SHEET

Section 1. Identification

GHS product identifier : Third Power Multi-Purpose Cleaner/Degreaser
Other means of identification : DL4680
Product type : Liquid

Identified uses
Not available

Supplier's details : Drummond, A Lawson Brand
Lawson Products, Inc.,
8770 West Bryn Mawr Avenue
Chicago, IL 60631-3515



block items and/or categories for each customer as needed at the site level request to meet that customer's contractual, state and local obligations.

It is Lawson's policy to invoice orders within 24-48 hours of the complete shipment of the order. In the event of an incomplete order shipment, Lawson offers a combined invoice solution that consolidates invoices. In these cases, an invoice will be generated when the final items of the order ship within ten days after the order is processed. In instances where a backorder takes longer than the holding period, a unique invoice will be generated for that backorder. Invoices can be mailed or sent electronically via email to any and all Jefferson Parish Government and its locations. Payments can be remitted electronically and the customer can benefit with a 1% discount if payment is made within 10 days; otherwise, net due in 30 days.

Conclusion

Lawson Products is very versed in the Government Sales/Public Sector space. With over \$40 million dollars in Government Sales spend annually and over 250 contracts within the USA, overseas and with several cooperatives around North America, Lawson is looking forward to a long-term partnership with the Jefferson Parish Government. Helping the Jefferson Parish Government hit their strategic goals with our partnership is something we are excited to take on. By working with Lawson, Jefferson Parish Government can be assured a real partnership - grounded in organization, satisfaction, and service.

Industry Press & Recognition





6) Required Documents

- Bid Form Page 5
- Item List / Pricing Pages
- Standard Insurance Requirements for Bidding Purposes (Pgs. 1 – 2)
- Corporate Resolution / Assistant Secretary Certificate
- Non-Public Works Bid Affidavit

BID FORM
Non Public Works**All Public Work Projects are required to use the Louisiana Uniform Public Work Bid Form**

All prices must be held firm unless an escalation provision is requested in this bid. Jefferson Parish will allow one escalation during the term of the contract, which may not exceed the U.S. Bureau of Labor Statistics National Index for all Urban Consumers, unadjusted 12 month figure. The most recently published figure issued at the time an adjustment is requested will be used. A request must be made in writing by the vendor, and the escalation will only be applied to purchases made after the request is made.

Are you requesting an escalation provision?

YES X NO _____MAXIMUM ESCALATION PERCENTAGE REQUESTED 1.9 %INITIAL BID PRICES WILL REMAIN FIRM THROUGH THE DATE OF 1 year from date of award.

For the purposes of comparison of bids when an escalation provision is requested, Jefferson Parish will apply the maximum escalation percentage quoted by the bidder to the period to which it is applied in the bid. The initial price and the escalation will be used to calculate the total bid price. It will be assumed, for comparison of prices only, that an equal amount of material or labor is purchased each month throughout the entire contract.

DELIVERY: FOB JEFFERSON PARISH

INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES

2-4 Days ARO (After Receipt
of Order)

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable)

N/A**THIS SECTION MUST BE COMPLETED BY BIDDER:**FIRM NAME: Lawson Products, Inc.ADDRESS: 8770 W. Bryn Mawr Ave., Suite #900CITY, STATE: Chicago, ILZIP: 60631TELEPHONE: (800) 890-8198FAX: (312) 267-1734EMAIL ADDRESS: govsales@lawsonproducts.com

In the event that addenda are issued with this bid, bidders MUST acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: N/A

NUMBER: _____

NUMBER: _____

NUMBER: _____

TOTAL PRICE OF ALL BID ITEMS: \$ _____

AUTHORIZED

SIGNATURE: Shane McCarthyShane McCarthy

Printed Name

TITLE: SVP Supply Chain, Product Management & Marketing

SIGNING INDICATES YOU HAVE READ AND COMPLY WITH THE INSTRUCTIONS AND CONDITIONS.

NOTE: All bids should be returned with the BID NUMBER and BID OPENING DATE indicated on the outside of the envelope submitted to the Purchasing Department.

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	200.00	EA	<p>TWO YEAR CONTRACT FOR SAFETY SUPPLIES TO BE ORDERED ON AN AS NEEDED BASIS FOR ALL DEPARTMENTS AND AGENCIES WITHIN JEFFERSON PARISH</p> <p>0010 Hardhat Lawson Part #: SF11470 Helmet, Safety, Slotted,</p> <p>Fas-Trac Suspension Type 1 MSA V-Gard Number 475362 Colors: White, Green</p> <p>SESS Number 14110</p> <p>TWO (2) YEAR CONTRACT FOR THE SUPPLY OF SAFETY SUPPLIES TO BE ORDERED ON AN AS NEEDED BASIS FOR ALL DEPARTMENTS AND AGENCIES WITHIN JEFFERSON PARISH.</p>	\$18.50	\$3,700.00
2	80.00	EA	<p>0020 Winter Hat Liners Jackson 3000442 Winter-liners</p> <p>Color: Green Medium/Heavy Weight, Quilted, Flame Retardant</p> <p>SESS Number 679/WLQEN</p>	No Bid	No Bid
3	40.00	EA	<p>0030 High Visibility Hat Lawson Part # SF10895 Olgan Number 1271</p> <p>Booney Hat with Adjustable Neck Strap Color: Lime Green</p>	\$11.06	\$442.40
4	30.00	PR	<p>0040 Flexible Frame Goggles Lawson Part #DH2010 Must Comply With ANSI Z87.1, Soft Frame</p> <p>Perforated On Top And Side For Maximum Ventilation. May Be Worn With Prescription Glasses, Fog Free, 6 Ounce PYRAMEX C204</p>	\$1.60	\$48.00
5	30.00	EA	<p>0050 Earmuffs Lawson Part #:SF10832 Comfort-Designed Industrial Earmuffs</p> <p>Feature Wider Ear Cushions That Spread Pressure Over A Larger Area NRR 29 DB Over The Head, 28 DB Behind The Neck. RADIANS EL30 HL1 1010970</p>	\$52.25	\$1,579.50
6	180.00	EA	<p>0060 Knee Pads - Allegro 7100 Lawson Part #: Heavy Duty Black Molded Rubber SF10639</p>	\$22.11	\$3,979.80
7	10.00	BX	<p>0070 Disposal Gloves Lawson Part #: SF12869 Medium, Blue, Powder Free</p> <p>*Lawson packs 100 per box.</p>	<p>\$12.62*</p> <p>\$12.10</p> <p>For 500 (5 Boxes)</p>	\$631.00

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
8	10.00	BX	Length: 11 Inch Package of 500 MEMPHIS 6015M 0080 Disposable Gloves Lawson Part #: SF12870 Large, Blue, Powder Free *Lawson packages 100 per box.	\$ 12.62*	\$631.00
			Length: 11 Inch Package of 500 MEMPHIS 6015L	\$63.10 FOR 500 (5 Boxes)	
9	160.00	PR	0090 Gloves, Russet Split Leather Memphis OG91310L Wing Thumb, Gunn Cut, All Seams Welted, One Piece Back, Fully Lined, Thumb Strap Sewn With Kevlar Thread Size: Large	No Bid	No Bid
10	500.00	PR	0100 Gloves, Russet Split Leather Memphis OG91310XL Wing Thumb, Gunn Cut, All Seams Welted, One Piece Back, Fully Lined, Thumb Strap Sewn With Kevlar Thread Size: X-Large	No Bid	No Bid
11	750.00	PR	0110 Cowhide Leather Driver's Gloves Unlined, X-Large Model Number: SESS # OG87XL Lawson Part #: SF12558	\$6.98	\$5,235.00
12	30.00	PR	0120 Gloves, Gauntlet Tanned Lawson Part #:P16051 MEMPHIS Red Ram Number OG94300 Welding Gloves by Elliott Made Of Number 1 Selected Chrome Tanned Leather, Full Wool Back Lining For Maximum Heat Protection. Reinforcing Leather Back Patch Extending From The Side Seam To The Index Finger. Gauntlet Of Fine Leather To Act As A Stiffener	\$40.59	\$1,217.70
13	2.00	EA	0130 Auto Darkening Welding Helmet Black, Classic Series, 8 to 12 Lens Shade MILLER ELECTRIC 251 292	No Bid	No Bid
14	100.00	EA	0140 Performance Faceshield Replacement Window, Injection Molded Propionate, Standard Size 11-1/4 Inch Wide X	No Bid	No Bid

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
15	100.00	EA	8 Inch Deep x .060 Inch Thick, To Fit JM-103 Faceshields, Meets ASSI-Z87.1 MCR/CREWS 8/54/840C		
			0150 High Performance Ratcheted Headgear	No Bid	No Bid
16	600.00	ROLL	Certified ANSI-Z87.1, MCR/CREWS JM-103		
			0160 Caution Tape - Barricade Lawson Part #: 97877 TYCO 701455	\$15.40	\$9,240.00
17	200.00	BX	Caution Barrier Tape National 3 Inch Wide x 1,000 Feet Long Rolls Tough Abrasion Resistant, Low Density With Continuous Black Imprint Caution - Caution - Caution Meets OSHA Specifications 1910.144 RAD 64055720		
			0170 Dust/Mist Respirator Lawson Part #: SF12000 Gerson Brand Disposable	\$0.95	\$190.00
18	120.00	EA	Elastic Headband, Adjustable Nosepiece, 20 Per Box NIOSH/MSHA Approved GATEWAY SAFETY Number 80301-R8210		
			0180 Protective Eyewear Lawson Part #: SF10936 PYRAMEX SB 18205	\$3.93	\$471.16
19	120.00	EA	SESS #0112 Gray Lens, Black Frames, Anti-Fog Lens Scratch Resistant Lens, Ratchet Action Temples, Non-Slip Rubber Head Grips, Meets ANSI Z87.1-1989		
			0190 Protective Eyewear Lawson Part #: SF11309 PYRAMEX SB 18105	\$3.93	\$471.16
20	10.00	CS	SESS #0110 Clear Lens, Black Frames, Anti-Fog Lens Scratch Resistant Lens, Ratchet Action Temples, Non-Slip Rubber Head Grips, Meets ANSI Z87.1-1989		
			0200 Coverall SESS #412	No Bid	No Bid
21	10.00	CS	Lakeland 1412-M, 25 Per Case, Protects Against Asbestos, Serged Seams, And Static Free, Full Cut Seat, Wide Leg, Extended Torso Length Size: Medium		
			0210 Coverall Lakeland 1412-S, 25 Per Case,	No Bid	No Bid

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
22	100.00	CS	Protects Against Asbestos, Serged Seams, And Static Free, Full Cut Seat, Wide Leg, Extended Torso Length Size: Large DPPTY120SWHLGOO		
			0220 Coverall Lakeland 1412-XL, 25 Per Case,	No Bid	No Bid
23	700.00	EA	Protects Against Asbestos, Serged Seams, And Static Free, Full Cut Seat, Wide Leg, Extended Torso Length Size: X-Large DPPTY120SWHXLOO		
			0230 Coverall Collared SMS, White, Elastic Size: 2X-Large CVL-SMS-E-2XL	No Bid	No Bid
24	2,000.00	EA	0240 Coverall Collared SMS, White, Elastic Size: 3X-Large CVL-SMS-E-3XL	No Bid	No Bid
			0250 Coverall Collared SMS, White, Elastic Size: 4X-Large CVL-SMS-E-4XL	No Bid	No Bid
25	25.00	EA	0260 Coverall Collared SMS, White, Elastic Size: 5X-Large CVL-SMS-E-5XL	No Bid	No Bid
			0270 Safety Can - Type II Safe Squeeze Trigger Mechanism	No Bid	No Bid
26	1,000.00	EA	Natural Grasp, Lift Latch For Single Handed Filling, Internal Flame Arrestor Automatic Venting Between 3 And 5 Psig Guards Size: 1 Gallon SAFEWAY 2010	No Bid	No Bid
			0280 Safety Can - Type II Safe Squeeze Trigger Mechanism Natural Grasp, Lift Latch For Single Handed Filling, Internal Flame Arrestor	No Bid	No Bid

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
29	160.00	EA	Automatic Venting Between 3 And 5 Psig Guards Size: 2 Gallon SAFEWAY 2020	No Bid	No Bid
			0290 Safety Can - Type II Safe Squeeze Trigger Mechanism Natural Grasp, Lift Latch For Single Handed Filling, Internal Flame Arrestor Automatic Venting Between 3 And 5 Psig Guards Size: 5 Gallon SAFEWAY 2050		
30	10.00	EA	0300 Safety Can - Type II Eagle US2-51-SY	No Bid	No Bid
			Yellow, 15-7/8 Inch High Galvanized Steel, Flexible Metal Pour Spout Size: 5 Gallon 2050-Y		
31	600.00	EA	0310 Eyewear, Safety, Clear Lens, SESS #0110AFNC Ironwear Lawson Part #: 1142327*	\$10.30	\$6,180.00
			Frame/Temple Color: Black Frame/Temple Material: Nylon Size: Universal Lens Material: Polycarbonate Lens Coating: Anti-Fog Lens Style: Dual Temple Style: Wraparound 99.9 Percent UV Protection Includes Neck Cord *DOES NOT INCLUDE CORD*		
32	300.00	EA	0320 Eyewear, Safety, Smoke Lens SESS #0112AFNC Ironwear Lawson Part #: 1142328*	\$11.20	\$3,360.00
			Frame/Temple Color: Black Frame/Temple Material: Nylon Size: Universal Lens Material: Polycarbonate Lens Coating: Anti-Fog Lens Style: Dual Temple Style: Wraparound 99.9 Percent UV Protection Includes Neck Cord *DOES NOT INCLUDE CORD*		
33	25.00	EA	0330 Eyewear, Safety, Amber Lens SESS #0113AFNC Ironwear Lawson Part #: 1142329*	\$11.20	\$280.00
			Frame/Temple Color: Black Frame/Temple Material: Nylon Size: Universal *DOES NOT INCLUDE CORD*		

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
34	20.00	EA	Lens Material: Polycarbonate Lens Coating: Anti-Fog Lens Style: Dual Temple Style: Wraparound 99.9 Percent UV Protection Includes Neck Cord Lawson Part #: CW5405*	\$9.80	\$196.00
35	2,000.00	EA	PYRAMEX VENTURE 2 SB45 10DP Frame/Temple Color: Silver/Black Frame/Temple Material: Nylon Soft Nose Bridge Lens Material: Polycarbonate Lens Coating: Anti-Fog Adjustable Temples Lens Style: Single 99.9 Percent UV Protection Contoured Design Frame Three Lens Angles *DOES NOT INCLUDE CORD* Lawson Part # SF10984*	\$9.52	\$19,040.00
36	50.00	PR	PYRAMEX VENTURE 2 SB 4520 DP Frame/Temple Color: Silver/Black Frame/Temple Material: Nylon Soft Nose Bridge Lens Material: Polycarbonate Lens Coating: Anti-Fog Adjustable Temples Lens Style: Single 99.9 Percent UV Protection Contoured Design Frame Three Lens Angles *DOES NOT INCLUDE CORD* Lawson Part #: SF13061	\$1.47	\$73.50
37	50.00	PR	0360 Glove, String Knit, Blue/Gray MEMPHIS 9688L Seamlss String Knit Large 100 Percent Cotton Shell Full Latex Palm Dip Lawson Part #: SF13062	\$1.47	\$73.50
38	150.00	PR	0370 Glove, String Knit, Blue/Gray MEMPHIS 9688XL Seamlss String Knit Extra Large 100 Percent Cotton Shell Full Latex Palm Dip 0380 Glove, Nylon Grip CONTOUR NMF-506-9 Oil Resistant Palm Coating Lawson Part #: 1144495	\$2.58	\$387.00

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
39	45.00	EA	Size: Large/X-Large		
			0390 Ratchet Tie Down, 2 Inch Long Handle, 2 Inch Strap	No Bid	No Bid
40	10.00	PK	Width, Working Load Limit 3,333 Pound, Braking Strength 10,000 Pound, Polyester Strapping Fabric, Alloy Steel Plate Ratchet Material 5-Line 557-227		
			0400 Ratchet Tie Down, S Hook 1 Inch Strap Width,	No Bid	No Bid
41	10.00	PK	Working Load Limit 400 Pound, Braking Strength 2,000 Pound, Polyester Strapping Fabric, Alloy Steel Plate Ratchet Material 2 Per Package 1 Tie Down Lifts All 60-106 Hook PLT 5-Line 557-130		
			0410 Tarp Strap Assortment Black, EPDM Rubber Hardened Steel Hooks,	No Bid	No Bid
42	10.00	EA	Includes (4) 10 Inch, (2) 15 Inch, (2) 21 Inch, (2) 31 Inch 10 Per Package D1655E 10, 15, 21, 31		
			0420 Web Strap, Ratchet, Strap Length 40 Feet	No Bid	No Bid
43	600.00	EA	Strap Width 2 Inch Load Capacity 3,333 Pound, Working Load Limit 3,333 Pound Working Load Limit 3,333 Pound Braking Strength 10,000 Pound Polyester Strapping Fabric yellow Webbing, DBL J Hook Fitting Style, Steel Ratchet Material Length 30 Feet S-Line 557-240		
			0430 Wasp And Hornet Killer, Aerosol, 14 Ounce Lawson Part #: DR8222	\$4.55	\$2,730.00
44	5.00	EA	CRC 14010 SESS Number 95715		
			0440 Yellow Beverage Cooler, 5 Gallon Plastic, Lid Color: Red	No Bid	No Bid

DATE: 11/19/2019

Page 13

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00128846

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
45	30.00	EA	Exterior Length: 14-1/2 Inch Exterior Width: 13 Inch Exterior Height: 20-1/3 Inch Exterior Diameter: 13 Inch IGLOO 48153 SESS #SQ3 0450 Yellow Beverage Cooler, 3 Gallon Plastic, Lid Color: Red Exterior Height: 14 Inch Exterior Diameter: 13-1/2 Inch IGLOO 431 SESS #SQ3	No Bid	No Bid

STANDARD INSURANCE REQUIREMENTS FOR BIDDING PURPOSES

All required insurance under this bid shall conform to Jefferson Parish Resolution No. 113646 or No. 113647, as applicable. Contractors may not commence any work under any ensuing contract unless and until all required insurance and associated evidentiary requirements thereto have been met, along with any additional specifications contained in the **Invitation to Bid**. Except as where otherwise precluded by law, the Parish Attorney or his designee, with the concurrence of the Director of Risk Management or his designee, may agree on a case-by-case basis, to deviate from Jefferson Parish's standard insurance requirements, as provided in this Section. Vendors requesting deviation therefrom shall submit such requests in writing, along with compelling substantiation, to the Purchasing Department prior to the bid's due date. Any changes to the insurance requirements will be reflected in the bid specifications and addenda. Prior to contract execution and at all times thereafter during the term of such contract, contractors must provide and continuously maintain all coverages as required by the foregoing Resolutions, and the contract documents. Failure to do so shall be grounds for suspension, discontinuation or termination of the contract.

For bidding purposes, bidders must submit with bid submission a current (valid) insurance certificate evidencing the required coverages. Failure to comply will cause bid to be rejected. The current insurance certificate will be used for proof of insurance at time of evaluation. Thereafter, and prior to contract execution, the low bidder will be required to provide final insurance certificates to the Parish which shall name **the Jefferson Parish, its Districts Departments and Agencies under the direction of the Parish President and the Parish Council** as additional insureds regarding negligence by the contractor for the Commercial General Liability, Workmen's Compensation Insurance and the Comprehensive Automobile Liability policies. Additionally, said certificates should reflect the name of the Parish Department receiving goods and services and reference the respective Jefferson Parish bid number.

JEFFERSON PARISH REQUIRED STANDARD INSURANCE

☒ WORKER'S COMPENSATION INSURANCE

As required by Louisiana State Statute, exception; Employer's Liability, Section B shall be \$1,000,000 per occurrence when Work is to be over water and involves maritime exposures to cover all employees not covered under the State Worker's Compensation Act, otherwise this limit shall be no less than \$500,000 per occurrence.

Note: If your company is not required by law to carry workmen's compensation insurance, i.e. not a Louisiana company, sole employee of the company, then bidders must request a workmen's compensation insurance declaration affidavit prior to the bid opening date. This insurance declaration affidavit must be fully completed, signed, properly notarized and submitted with the bid. A scanned copy may be submitted with the bid; however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being

rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.

☒ **COMMERCIAL GENERAL LIABILITY**

Shall provide limits not less than the following: \$1,000,000.00 Combined Single Limit per Occurrence for bodily injury and property damage.

☒ **COMPREHENSIVE AUTOMOBILE LIABILITY**

Bodily injury liability \$1,000,000.00 each person; \$1,000,000.00 each occurrence.
Property Damage Liability \$1,000,000.00 each occurrence.

Note: This category may be omitted if bidders do not/will not utilize company vehicles for the project or do not possess company vehicles. Bidder must request an automobile insurance declaration affidavit prior to the bid opening date. This insurance declaration affidavit must be fully completed, signed, properly notarized and submitted with the bid. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid; however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.

DEDUCTIBLES - The Parish Attorney with concurrence of the Director of Risk Management have waived the deductible section of the Terms and Conditions for all Invitations to Bid, until further notice.

UMBRELLA LIABILITY COVERAGE

An umbrella policy or excess may be used to meet minimum requirements.

FOR CONSTRUCTION AND RENOVATION PROJECTS:

The following are required unless otherwise specified in the bid. Such insurance is due upon contract execution.

1) **OWNER'S PROTECTIVE LIABILITY**

To be for the same limits of liability for bodily injury and property damage liability established for commercial general liability.

2) **BUILDER'S RISK INSURANCE**

The contractor shall maintain Builder's Risk Insurance at his own expense to insure both the owner (Parish of Jefferson) and contractor as their interest may appear.

CORPORATE RESOLUTION

EXCERPT FROM MINUTES OF MEETING OF THE BOARD OF DIRECTORS OF

INCORPORATED.

AT THE MEETING OF DIRECTORS OF _____
INCORPORATED, DULY NOTICED AND HELD ON _____,
A QUORUM BEING THERE PRESENT, ON MOTION DULY MADE AND SECONDED. IT
WAS:

RESOLVED THAT _____, BE AND IS HEREBY
APPOINTED, CONSTITUTED AND DESIGNATED AS AGENT AND ATTORNEY-IN-
FACT OF THE CORPORATION WITH FULL POWER AND AUTHORITY TO ACT ON
BEHALF OF THIS CORPORATION IN ALL NEGOTIATIONS, BIDDING, CONCERNS
AND TRANSACTIONS WITH THE PARISH OF JEFFERSON OR ANY OF ITS AGENCIES,
DEPARTMENTS, EMPLOYEES OR AGENTS, INCLUDING BUT NOT LIMITED TO, THE
EXECUTION OF ALL BIDS, PAPERS, DOCUMENTS, AFFIDAVITS, BONDS, SURETIES,
CONTRACTS AND ACTS AND TO RECEIVE ALL PURCHASE ORDERS AND NOTICES
ISSUED PURSUANT TO THE PROVISIONS OF ANY SUCH BID OR CONTRACT, THIS
CORPORATION HEREBY RATIFYING, APPROVING, CONFIRMING, AND ACCEPTING
EACH AND EVERY SUCH ACT PERFORMED BY SAID AGENT AND ATTORNEY-IN-
FACT.

I HEREBY CERTIFY THE FOREGOING TO BE
A TRUE AND CORRECT COPY OF AN
EXCERPT OF THE MINUTES OF THE ABOVE
DATED MEETING OF THE BOARD OF
DIRECTORS OF SAID CORPORATION, AND
THE SAME HAS NOT BEEN REVOKED OR
RESCINDED.

PLEASE SEE ATTACHED "SECRETARY CERTIFICATE"
SECRETARY-TREASURER

DATE

ASSISTANT SECRETARY'S CERTIFICATE

The undersigned Assistant Secretary of Lawson Products, Inc., an Illinois corporation (the "Company"), hereby certifies that:

1. Matt Brown is the duly appointed Senior Vice President, Sales of the Company.
2. As Senior Vice President, Sales, Matt Brown is authorized and empowered to sign and deliver in the name and under the seal of the Company, such documents as are necessary to participate in the Jefferson Parish Bid # 50-00128846 for safety supplies.
3. The authority of Mr. Brown as Senior Vice President, Sales remains in full force and effect on and as of the date of this Certificate and has not been rescinded or repealed.

IN WITNESS WHEREOF, this Certificate is executed and delivered as of the 3rd day of December, 2019.

Lawson Products, Inc.

By: Richard D. Pufpaf
Richard D. Pufpaf, Assistant Secretary



AFFIDAVIT

PARISH/COUNTY OF Cook

Updated: 02.27.2014

Debt Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B X There are NO debts which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

[The remainder of this page is intentionally left blank.]

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Shane McCarthy

Signature of Affiant

Shane McCarthy

Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE 4 DAY OF Dec., 2019.

Penny Giovanni
Notary Public

Penny GIOVANNI
Printed Name of Notary

876208
Notary/Bar Roll Number



My commission expires 6/5/22



7) Conformance Documents

- **W9**
- **ISO Certificate**
- **Warranty Policy**
- **Mission Statement**
- **Certificates of Insurance**

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
LAWSON PRODUCTS INC. Remit To: P.O. BOX 809401, Chicago, IL 60680-9401

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ►

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see Instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see Instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

8770 W BRYN MAWR AVE, SUITE 900

Requester's name and address (optional)

6 City, state, and ZIP code

CHICAGO, IL 60631-3515

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

____ - ____ - ____

OR

Employer identification number

8 0 - 0 4 9 6 6 0 3

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign
Here

Signature of
U.S. person ►

TL E. SE

Date ►

1/3/2019

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

CERTIFICATE



This is to certify that

Lawson Products, Inc.

Kent Automotive

8770 W. Bryn Mawr

Suite 900

Chicago, IL 60631

United States of America

with the organizational units/sites as listed in the annex

has implemented and maintains a **Quality Management System**.

Scope:

The distribution of hardware and industrial supplies to orders specified by field sales.

Through an audit, documented in a report, it was verified that the management system fulfills the requirements of the following standard:

ISO 9001 : 2015

Certificate registration no. 10000865 QM15

Date of original certification 1996-01-05

Date of certification 2018-08-31

Valid until 2021-08-30



DQS Inc.

Brad McGuire
Managing Director



Annex to certificate
Registration No. 10000865 QM15

Lawson Products, Inc.

Kent Automotive

8770 W. Bryn Mawr
Suite 900
Chicago, IL 60631
United States of America

Location

Scope

10003649
Lawson Products, Inc.
Kent Automotive
1381 Capital Boulevard
Reno, NV 89502
United States of America

Warehouse Distribution.

10009745
Lawson Products, Inc.
Kent Automotive
1197 Satellite Blvd NW
Suwanee, GA 30024
United States of America

Warehouse Distribution.

10011461
Lawson Products, Inc.
Kent Automotive
7315 Rapistan Court
Mississauga, ON L5N 5Z4
Canada

Warehouse Distribution.

Remote Location

Scope

10004219
Lawson Products, Inc.
Kent Automotive
8801 W 47th Street
Mc Cook, IL 60525
United States of America

The remote location at McCook, IL performs the following functions: warehouse.



LAWSON Products

Lawson Products Warranty Policy

LIMITED WARRANTY: ALL PRODUCTS SOLD ARE WARRANTED BY LAWSON ONLY TO CUSTOMERS FOR: (i) RESALE; OR (ii) USE IN BUSINESS, GOVERNMENT OR ORIGINAL EQUIPMENT MANUFACTURE. LAWSON WARRANTS PRODUCTS AGAINST DEFECTS IN MATERIALS AND WORKMANSHIP UNDER NORMAL USE FOR A PERIOD OF ONE (1) YEAR AFTER THE DATE OF PURCHASE FROM LAWSON, UNLESS OTHERWISE STATED, PROVIDED THAT LAWSON ACCEPTS THE PRODUCT FOR RETURN DURING THE LIMITED WARRANTY PERIOD, LAWSON MAY, AT ITS OPTION: (i) REPAIR; (ii) REPLACE; OR (iii) REFUND THE AMOUNT PAID BY THE CUSTOMER. CUSTOMER MUST RETURN THE PRODUCT TO THE APPROPRIATE LAWSON LOCATION, AS DESIGNATED BY LAWSON, SHIPPING COSTS PREPAID. LAWSON'S REPAIR, REPLACEMENT, OR REFUND OF AMOUNTS PAID BY THE CUSTOMER FOR THE PRODUCT, SHALL BE CUSTOMER'S SOLE AND EXCLUSIVE REMEDY.

WARRANTY DISCLAIMER: (A) NO WARRANTY OR AFFIRMATION OF FACT, EXPRESS OR IMPLIED, OTHER THAN AS SET FORTH IN THE LIMITED WARRANTY STATEMENT ABOVE, IS MADE OR AUTHORIZED BY LAWSON. LAWSON DISCLAIMS ANY LIABILITY FOR CLAIMS ARISING OUT OF PRODUCT MISUSE, IMPROPER PRODUCT SELECTION, IMPROPER INSTALLATION, PRODUCT MODIFICATION, MISREPAIR OR MISAPPLICATION. LAWSON EXPRESSLY DISCLAIMS ANY WARRANTY THAT THE PRODUCTS: (i) ARE MERCHANTABLE; (ii) FIT FOR A PARTICULAR PURPOSE; OR (iii) DO NOT AND WILL NOT INFRINGE UPON OTHER'S INTELLECTUAL PROPERTY RIGHTS. (B) LAWSON MAKES NO WARRANTIES TO THOSE DEFINED AS CONSUMERS IN THE MAGNUSON-MOSS WARRANTY – FEDERAL TRADE COMMISSION IMPROVEMENT ACT.

LIMITATION OF WARRANTY: LAWSON EXPRESSLY DISCLAIMS ANY LIABILITY FOR CONSEQUENTIAL, INCIDENTAL, SPECIAL, EXEMPLARY, OR PUNITIVE DAMAGES. LAWSON'S LIABILITY IN ALL CIRCUMSTANCES IS LIMITED TO, AND SHALL NOT EXCEED, THE PURCHASE PRICE PAID FOR THE PRODUCTS THAT GIVES RISE TO ANY LIABILITY.



LAWSON

At Lawson Products, safety is an important component of our Vision, Mission and Values commitment.

We promise to:

- 1. Create and maintain a safe and healthy work environment, free of hazards for all our employees;
Minimise the possibility of injury;**
- 2. Protect our equipment and other assets from accidental losses;
Protect the public and environment from injury or damage as a result of our operations.**

Safety is a shared responsibility. Each employee must take ownership of his or her own safety, as well as the safety of co-workers and guests.

*Michael DeCata
President & CEO*

*Shaun McCarthy
SVP Operations*



LAWSPRO-01

SPINCHCOFSKY

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/26/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Associated Agencies, Inc 1701 Golf Road #3-700 Rolling Meadows, IL 60008	CONTACT NAME:	FAX (A/C, No): (847) 427-3430
	PHONE (A/C, No, Ext): (847) 427-8400	
INSURED Lawson Products Inc 8770 West Bryn Mawr Avenue Chicago, IL 60631-3515	E-MAIL ADDRESS: assocagencies@associated.cc	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A : Sentinel Insurance Company	NAIC # 11000
	INSURER B : James River Insurance Company	12203
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input type="checkbox"/> OCCUR <input type="checkbox"/> GEN'L AGGREGATE LIMIT APPLIES PER: POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COM/POP AGG \$ \$
A	AUTOMOBILE LIABILITY X ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/>		83UECAR9925	3/1/2019	3/1/2020	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below					PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
B	Hired Non Owned Auto		CA4360032903	3/1/2019	3/1/2020	Limit 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: Bid #500128846

CERTIFICATE HOLDER

CANCELLATION

Jefferson Parish 200 Derbigny Street Gretna, LA 70053	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/26/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh USA Inc. One Towne Square Suite 1100 Southfield, MI 48076 Attn: DetroitGroupCaptive.CertRequest@marsh.com	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS:	FAX (A/C, No):
INSURED Lawson Products Inc 8770 W Bryn Mawr Avenue Chicago, IL 60631	INSURER(S) AFFORDING COVERAGE INSURER A : National Union Fire Insurance Co. of Pittsburgh, PA INSURER B : New Hampshire Insurance Company INSURER C : INSURER D : INSURER E : INSURER F :	
		NAIC # 19445 23841

COVERAGES **CERTIFICATE NUMBER:** CHI-009410599-01 **REVISION NUMBER:** 2

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		GL5180102	03/01/2019	03/01/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 25,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED \$ RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N <input checked="" type="checkbox"/> N / A	WC080756238 (AOS) WC080756237 (CA) Excludes ND, OH, WA, WY, P.R. or V.I.	03/01/2019 03/01/2019	03/01/2020 03/01/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Re: Bid #500128846

CERTIFICATE HOLDER

Jefferson Parish
200 Derbigny Street
Gretna, LA 70053

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE
of Marsh USA Inc.

John C Hurley

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