



October 27, 2022

Mr. Michael DeCata  
[govsales@lawsonproducts.com](mailto:govsales@lawsonproducts.com)  
President and Chief Executive Officer  
Lawson Products, Inc.  
8770 W. Bryn Mawr Ave., Suite #900  
Chicago, IL 60631

Re: Renewal Award of Contract #R192005

Dear Mr. DeCata:

Per official action taken by the Board of Directors of Region 4 Education Service Center on October 25, 2022, Region 4 ESC is pleased to announce that Lawson Products, Inc. has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on December 9, 2019, and subsequent performance thereafter:

**Contract**

Maintenance, Repair and Operations (MRO)  
Supplies & Related Services

The contract will expire on March 31, 2024, completing the fourth year of a five-year term contract. The contract is available through OMNIA Partners, Public Sector. Your designated OMNIA Partners, Public Sector contact is Jessica Goforth, at (210) 729-0281 or [jessica.goforth@omniapartners.com](mailto:jessica.goforth@omniapartners.com).

The partnership between Lawson Products, Inc., Region 4 and OMNIA Partners, Public Sector can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their daily course of business.

Sincerely,

DocuSigned by:



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Robert Zingelmann

Chief Financial Officer, Finance and Operations Services



Maintenance, Repair and Operations (MRO) Supplies & Related Services  
Executive Summary

**Lead Agency:** Region 4 ESC

**Solicitation:** 19-20

**RFP Issued:** October 28, 2019

**Pre-Proposal Date:** November 12, 2019

**Response Due Date:** December 9, 2019

**Proposals Received:** 9

**Awarded to:**



**LAWSON** Products

**Contract #** R192005

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 19-20 on October 28, 2019, to establish a national cooperative contract for Maintenance, Repair and Operations (MRO) Supplies & Related Services.

The solicitation included cooperative purchasing language in Section I. Scope of Work:

**NATIONAL CONTRACT**

*Region 4 ESC, as the Principal Procurement Agency, defined in Appendix D, has partnered with OMNIA Partners to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through OMNIA Partners' cooperative purchasing program. The Region 4 is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "Participating Public Agency"). Appendix D contains additional information about OMNIA Partners and the cooperative purchasing agreement.*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- OMNIA Partners, Public Sector website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On December 9, 2019 proposals were received from the following offerors:

- Facility Solutions Group
- Fastenal Company
- W.W. Grainger, Inc.
- Hi-Line Electric, Inc.
- Kimball Midwest
- Lawson Products
- Lowe's
- Northern Safety & Industrial
- Wesco Distribution, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee determined that Lawson Products, Inc. demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

Region 4 ESC executed agreements with a contract effective date of April 1, 2020.

#### Contract Highlights:

Leading distributor of fleet and facility maintenance products in North America serving state and local governments, school districts, colleges, and universities. Offering a broad line of maintenance and repair products, Lawson offers site-level inventory management services and technical support. Committed and supports the growth of businesses owned by minorities and women by giving these businesses the opportunity to compete for our business. Lawson currently has subcontracting goals in place for Historically Underutilized Businesses.

#### Contract includes:

- Core List items available.
- Fasteners, electrical supplies, fluid power fittings and hoses, cutting tools, safety supplies, maintenance chemicals and more.
- Delivers a full range of consumable MRO products coupled with on-site inventory management services that help fleet and facility maintenance personnel
- 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.

#### Term:

Initial three-year agreement from April 1, 2020 through March 31, 2023 with the option to renew for two (2) additional one-year periods through March 31, 2025.

#### Pricing/Discount:

Discount of 38% - 79%; bulk order discounts also available

#### OMNIA Partners, Public Sector Web Landing Page:

<https://www.omniapartners.com/publicsector/contracts/supplier-contracts/lawson-products-inc>