

SWC# 235 Industrial Supplies Contract Information and Usage Instructions

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Summary/Background Information:

The intent of this statewide contract is to provide Industrial Supplies to State Agencies and local governments at a discounted rate. The contract covers ten product categories, each offering a percentage off catalog items by subcategory. Core items were bid by each awardee, with exact items and pricing available on the Edison contracts. Note that the new contract pricing excludes freight; when using the TNSmartShop, estimated freight charges will be added, like public ordering websites.

Non-Exclusive Contract: Agencies may source industrial supplies elsewhere if it benefits the State of Tennessee. This applies when:

- Pricing is better,
- faster local delivery is needed, or
- there's an emergency.

Otherwise, the CPO requests State agencies to please use contracted supplies.

Contract Period:

Start Date: June 1, 2024

Initial End Date: May 31, 2026

Renewal Options: Three (3) one-year renewal options

End date if all renewal options are exercised: May 31, 2029

CPO State Contract Administrator:

Michael Neely

Category Specialist

Central Procurement Office

615-741-5971

Michael.T.Neely@tn.gov

TNSmartShop Additional Information:

Please note: Only products within the specified categories are considered contract items. Any item outside these contract categories must be purchased through another appropriate contract or via Local Purchase Authority procedures, as applicable. Please consult the contract administrator to confirm coverage.

TNSmartShop cannot be used to procure goods managed in the Inventory or Asset Management modules. Items valued over \$5,000 may be considered assets and are not listed on TNSmartShop but may still be covered by the contract. These require Edison Catalog item IDs (10-digit IDs starting with 10-). Requisitions and purchase orders for such goods must use these Item IDs (Special Request items are not appropriate). The CPO Systems Management team manages these IDs, and requests for additional or updated items should be sent to content.group@tn.gov and the Contract Administrator, [Michael T. Neely](mailto:Michael.T.Neely).

If placing an order for goods that will be managed in Inventory from a Supplier who maintains a Punchout Catalog within the TNSmartShop, the purchase order must be adjusted before submission as follows:

- The Doc Type must be changed from GEN to an appropriate doc type for the purchase. Please see the Job aid on **Requisition and Purchase Order Doc Types**.
- The Dispatch Method must be changed from EDX to PRINT.
- Once dispatched, the purchase order should be delivered to the Supplier via email or fax, per the Supplier's preferred method.

Contract Awards by Category:

Category	Award Winner
Cleaning & Janitorial	Alabama Industrial, MSC, Kelsan
Industrial Supplies	Fastenal, Alabama Industrial
HVAC	Fastenal, MSC
Hand Tools	MSC, Brighter Days & Nites, Inc. (BDNI)
Electrical	Fastenal, MSC
Security	Fastenal, MSC
Plumbing	Fastenal, MSC
Plumbing Fixtures	Fastenal, Benefast
Safety	Fastenal, Alabama Industrial
Lighting	Alabama Industrial, MSC

Categories and Catalog Discount Listing:

The CPO advises comparing final net pricing on all items, as the discounts listed below are based on catalog prices, which vary by vendor. If users need assistance in determining if an item is covered, please contact the CPO State Contract Administrator listed in Section 3.

Commercial Cleaning Sub-Categories	Kelsan	MSC	Alabama Industrial
Air Fresheners	25%	47%	45%
Bathroom Cleaners	25%	52%	45%
Brooms, Mops, and Accessories	25%	61%	45%
Carts and Hand Trucks	25%	62%	45%
Floor Buffing Machines	25%	41%	45%
Cleaning Hand Tools	25%	61%	45%
Cloth Wipers and Rags	25%	61%	45%
Dust Mops and Accessories	25%	61%	45%
Floor Care Chemicals	25%	61%	45%
Indoor and Outdoor Trash Cans	25%	61%	45%
Industrial Chemicals	25%	61%	45%
Liquid Hand Soap and Dispensers	25%	51%	45%
Urinal Screens	25%	61%	45%
Wet Mops and Accessories	25%	61%	45%



Industrial Supplies Sub-Categories	Alabama Industrial	Fastenal
Abrasives	45%	35%
Batteries	45%	35%
Cable and Wire Rope	45%	45%
Cargo Tie Downs	45%	35%
Carts and Hand Trucks	45%	40%
Ceiling Tiles	45%	45%
Clear Plastic Bags	45%	32%
Portable Generators	45%	28%
Hydraulic Supplies	45%	35%
Lubricants	45%	37%
Machining Supplies	45%	25%
Packaging Wrap and Accessories	45%	32%
Shelving	45%	32%
Storage Bins	45%	32%
Test Instruments	45%	28%
Welders and Accessories/Equipment	45%	35%
Work Benches	45%	32%

Hand Tools Sub-Categories	BDNI	MSC
Bolt Assortment Kits	25%	72%
Chains and Ratchet Sets	25%	59%
Concrete Repair Products	25%	65%
Drill Bits	25%	59%
Fasteners	25%	72%
Hand Tools	25%	59%
Portable Ladders	25%	62%
Landscaping Tools	25%	59%
Power Tools and Accessories	25%	40%
Saw Blades	25%	40%



Sealants and Cements	25%	65%
Tapes	25%	59%
Pneumatic Compressors, Tools, and Accessories	25%	35%

HVAC Sub-Categories	Fastenal	MSC
Air Conditioner Accessories	35%	60%
Electric Fans	30%	70%
HVAC Parts and Supplies	30%	70%
HVAC Thermostats and Controllers	30%	70%
Pleated Filters	40%	70%
Refrigeration Supplies	30%	70%
Power Transmission belts	28%	60%
Window AC Units	30%	70%

Electrical Sub-Categories	Fastenal	MSC
Circuit Breakers and Fuses	38%	63%
Clamp Meters	28%	63%
Electric Motors and Accessories	30%	55%
Electrical Safety Accessories (Lock out/Tag out)	36%	63%
Extension Cords	38%	63%
Flashlights	30%	60%
General Purpose AC Motors	30%	55%
Plugs	38%	63%
Solenoids	40%	63%
Switches	38%	63%
Tapes	35%	55%
Terminals	38%	63%
Test Instruments	28%	35%
Wire, Conduit, Cables, and Accessories	38%	63%



Lighting Sub-Categories	Alabama Industrial	MSC
Ballast and Lamp Recycling Kits	45%	63%
Fixtures	45%	58%
Fluorescent Lamps	45%	63%
LED Lamps and Bulbs	45%	63%
Metal Halide Lamps	45%	63%
Security Lights	45%	63%

Plumbing Sub-Categories	Fastenal	MSC
Ball Valves	40%	50%
Copper Pipes and Accessories	40%	55%
Diaphragm Pumps	30%	50%
Faucet/Valve Replacement Parts	40%	50%
Galvanized Pipes and Accessories	40%	55%
Gas Engine Water and Trash Pumps	30%	50%
Plumbing Gasket Materials	40%	50%
Hose Couplers and Accessories	35%	55%
Hydronic Heating	30%	50%
PVC Pipes and Accessories	40%	55%
Sewage Ejectors, Submersible and Sump Pumps	30%	50%
Shut-off Valves	40%	50%
Sink drains	40%	50%
Solenoids	40%	63%
Test Instruments	28%	35%
Thermostatic Mixing Valve	40%	50%
Toilet and Urinal Repair Parts	40%	50%
Valve Caps	40%	50%
Water Filters	40%	50%



Plumbing Fixture Sub-Categories	Fastenal	Benefast
Faucets	40%	25%
Plumbing Fixtures	40%	25%
Porcelain Sinks, Wall/Counter Mount w/o Faucet	40%	25%
Toilets and Accessories	40%	25%
Tubs and Showers	40%	25%
Water Fountains	40%	25%
Bathroom Hardware	40%	25%
Water Heaters up to 150 Gallons	40%	25%

Safety Sub-Categories	Fastenal	Alabama Industrial
Hydration Drink mixes	36%	45%
Detection and Alarm Devices	36%	45%
Disposable Gloves	40%	45%
Hearing Protection	36%	45%
Environmental and Industrial Oil Sorbents	36%	45%
Ergonomic Supplies	36%	45%
Eye Wash and Drench Shower Products	36%	45%
Fall Protection	36%	45%
Hard Hats and Accessories	36%	45%
Marking and Safety Tape	36%	45%
Non-Disposable Gloves	40%	45%
Respirator Mask	36%	45%
Safety Cans	36%	45%
Interior Safety Signs	36%	45%
Safety Eyewear	36%	45%
Security Lights and Signs	37%	45%
Tarps	45%	45%

Security Sub-Categories	Fastenal	MSC
Dead Bolt Locks	45%	60%
Door Handles, Locks, and Accessories	45%	60%
Lock Boxes and Key Cabinets	36%	60%
Padlocks	36%	60%
Safety Tape	36%	53%

Vendor Contact Information:

Company Name: **Benefast, Inc.**
 Contract Number: 82575
 Contact Person: Tawnee Bennett
 Position: Contract Administrator
 Phone Number: 615-331-3747
 Email Address: Tawnee@Benefast.com

Company Name: **Fastenal Company**
 Contract Number: 82572
 Contact Person: Chad Wampler
 Phone Number: 615-838-3470
 Email Address: Cwampler@fastenal.com

Company Name: **Alabama Industrial Supplies & Services, LLC**
 Contract Number: 82544
 Contact Person: Will Taylor
 Phone Number: 205-578-0403
 Email Address: wtaylor@alabamaindustrial.com

Company Name: **Kelsan Inc. & Subsidiaries**
 Contract Number: 82574
 Contact Person: Tillman Keller
 Phone Number: 865-809-4084
 Email Address: tillman.keller@kelsan.biz or Chris.Hodges@kelsan.biz

Company Name: **MSC Industrial Supply**
 Contract Number: 82573
 Contact Person: Neal Davis
 Phone Number: 303-638-0905
 Email Address: Nealja@mscdirect.com

Company Name: **Brighter Days & Nites, Inc.**

Contract Number: 83512

Contact Person: Chanel Sallie

Phone Number: 901-775-1905

Email Address: csallie@bdnincorp.com

Ordering Instructions for State Agencies:

To purchase from SWC 235 Industrial Supplies, a special request can be created in Edison, or purchasing can be made through the punch-out in TNSmartShop.

"Punch-out" refers to the process where items purchased from the TNSmartShop online catalog are automatically linked to the vendor's e-commerce website. The TNSmartShop interface is designed to offer buyers a user-friendly shopping experience.

After finalizing the order, send the contract release order to the contractor and follow all applicable purchasing procedures.

Benefast:

- Direct Contact: Amanda Wiese at contracts@benefast.com
- Fax Orders: Amanda Wiese @ 888-304-5678
- Phone Orders: Kellen Bennett @ 615-331-3747
- Catalog: Hosted Spreadsheet Catalog on the [CPO Website](#).

Fastenal:

- Direct Contact: Chad Wampler at 615-838-3470 or Cwampler@fastenal.com
- Customer Service: 833-790-9932 or tngovsales@fastenal.com
- [Fastenal TNSmartShop Link](#)
- TNSmartShop: Live as of August 12, 2024

MSC:

- Direct Contact: Nealja@MSCdirect.com or TNState@mscdirect.com
- Phone Orders: 888-495-0682
- TNSmartShop: Live as September 5, 2024

Alabama Industrial:

- Direct Contact: wtaylor@alabamaindustrial.com
- Catalog: Hosted Spreadsheet Catalog on the [CPO website](#).

Kelsan:

- Direct Contact: tillman.keller@kelsan.biz
- Catalog: Hosted Spreadsheet Catalog on the [CPO website](#).

Ordering Instructions for Local Governments:

Orders should be placed using your local applicable purchasing procedures.

Requisition and Purchase Order Generation:

For information on how to create a requisition and/or purchase order, please see the job aids under the Purchase Orders and Requisitions section found on this page: <https://www.teamtn.gov/cpo/learning-development/cpo-job-aids.html>

Billing and Payment Instructions:

Follow your agency-specific rules for bills and payments.