

to

SWC# 235 Industrial Supplies Contact Information and Special Instructions

Summary/Background Information: The intent of this statewide contract is to provide Industrial Supplies to State Agencies and local governments. It is a discount from catalog contract that consists of ten (10) product categories which receive a percentage off catalog items by subcategory. The contracts by category are listed below. **There are core items bid by each award winner. Please reference the Edison contracts for exact items and pricing. The new contract pricing does not include freight and when using Smartshop, an estimated freight charge will be added like any public ordering website.**

Please note: Only products that fall under the categories mentioned in these instructions are considered to be contract items and Smartshop must be used for ordering items off of this contract. **Items over \$5000 in value may be considered assets and are not listed on Smartshop, but still may be covered by the contract. Please check with the contract administrator for covered and non-covered items.** Also, any item outside these contract categories must be purchased from another appropriate contract, or using Local Purchase Authority procedures, as applicable.

The TN SmartShop cannot be used to procure goods that will be managed in the Inventory or Asset Management modules. These modules require the use of Edison Catalog item IDs (10-digit item IDs starting with 10-). Requisitions and purchase orders for such goods must be created using these Item IDs (note - Special Request items are not appropriate. An Edison Item ID is required). The CPO Systems Management team creates and maintains Edison Catalog Item IDs, and requests for additional or updated items should be directed to content.group@tn.gov and the Contract Administrator, Michael T Neely [or other Contract Administrator mentioned here].

If placing an order for goods that will be managed in Inventory from a Supplier who maintains a Punchout Catalog within the TN SmartShop, 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.
- 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 Supplier's preferred method, as indicated in the Statewide Contract Usage Instructions for that Supplier's contract.

Non-Exclusive Contract: Agencies are advised that this contract is non-exclusive. Agencies may obtain industrial supplies from other sources if determined to be in the

best interests of the State of Tennessee. This is meant for emergency purchases and please pass along any price comparisons for review when buying from a non-contract vendor.

Category	Award Winner
Cleaning & Janitorial	Alabama Industrial, MSC, Kelsan
Industrial Supplies	Fastenal, W.W. Grainger, Alabama Industrial
HVAC	Fastenal, W.W. Grainger, MSC
Hand Tools	
Electrical	Fastenal, W.W. Grainger, MSC
Security	Fastenal, W.W. Grainger, MSC
Plumbing	Fastenal, W.W. Grainger, MSC
Plumbing Fixtures	Fastenal, W.W. Grainger, Benefast
Safety	Fastenal, W.W. Grainger, Alabama Industrial
Lighting	W.W. Grainger, Alabama Industrial, MSC

Categories and Catalog Discount Listing- It is advised that you compare final net pricing on all items since the discount listed below is based off the catalog price which varies by vendor.

Commercial Cleaning Sub-Categories	Kelsan	MSC	Alabama Ind
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 & Dispensers	25%	51%	45%
Urinal Screens	25%	61%	45%
Wet Mops and Accessories	25%	61%	45%

Industrial Supplies Sub-Categories	Alabama Ind	Fastenal	Grainger
Abrasives	45%	35%	35%
Batteries	45%	35%	50%
Cable and Wire Rope	45%	45%	45%
Cargo Tie Downs	45%	35%	50%
Carts and Hand Trucks	45%	40%	45%
Ceiling Tiles	45%	45%	35%
Clear Plastic Bags	45%	32%	47%
Portable Generators	45%	28%	28%
Hydraulic Supplies	45%	35%	35%
Lubricants	45%	37%	38%



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Machining Supplies	45%	25%	35%
Packaging Wrap and Accessories	45%	32%	43%
Shelving	45%	32%	38%
Storage Bins	45%	32%	38%
Test Instruments	45%	28%	25%
Welders and Accessories/Equipment	45%	35%	25%
Work Benches	45%	32%	35%

Hand Tools Sub-Categories			
Bolt Assortment Kits			
Chains and Ratchet Sets			
Concrete Repair Products			
Drill Bits			
Fasteners			
Hand Tools			
Portable Ladders			
Landscaping Tools			
Power Tools and Accessories			
Saw Blades			
Sealants and Cements			
Tapes			
Pneumatic Compressors, Tools, and Accessories			

HVAC Sub-Categories	Grainger	Fastenal	MSC
Air Conditioner Accessories	38%	35%	60%
Electric Fans	32%	30%	70%
HVAC Parts and Supplies	32%	30%	70%
HVAC Thermostats and Controllers	32%	30%	70%
Pleated Filters	50%	40%	70%
Refrigeration Supplies	37%	30%	70%
Power Transmission belts	45%	28%	60%
Window AC Units	36%	30%	70%

Electrical Sub-Categories	Grainger	Fastenal	MSC
Circuit Breakers and Fuses	50%	38%	63%
Clamp Meters	34%	28%	63%
Electric Motors and Accessories	42%	30%	55%
Electrical Safety Accessories (Lock out/Tag out)	35%	36%	63%
Extension Cords	42%	38%	63%
Flashlights	50%	30%	60%
General Purpose AC Motors	33%	30%	55%
Plugs	50%	38%	63%
Solenoids	35%	40%	63%
Switches	45%	38%	63%
Tapes	47%	35%	55%
Terminals	50%	38%	63%
Test Instruments	30%	28%	35%
Wire, Conduit, Cables, and Accessories	45%	38%	63%

Lighting Sub-Categories	Grainger	Alabama Ind	MSC
Ballast & Lamp Recycling Kits	42%	45%	63%
Fixtures	35%	45%	58%
Fluorescent Lamps	52%	45%	63%
LED Lamps & Bulbs	42%	45%	63%
Metal Halide Lamps	56%	45%	63%
Security Lights	40%	45%	63%

Plumbing Sub-Categories	Grainger	Fastenal	MSC
Ball Valves	43%	40%	50%
Copper Pipes and Accessories	44%	40%	55%

Diaphragm Pumps	43%	30%	50%
Faucet/Valve Replacement Parts	45%	40%	50%
Galvanized Pipes and Accessories	44%	40%	55%
Gas Engine Water & Trash Pumps	33%	30%	50%
Plumbing Gasket Materials	44%	40%	50%
Hose Couplers & Accessories	44%	35%	55%
Hydronic Heating	44%	30%	50%
PVC Pipes and Accessories	44%	40%	55%
Sewage Ejectors, Submersible & Sump Pumps	44%	30%	50%
Shut-Off Valves	44%	40%	50%
Sink drains	44%	40%	50%
Solenoids	44%	40%	63%
Test Instruments	44%	28%	35%
Thermostatic Mixing Valve	44%	40%	50%
Toilet & Urinal Repair Parts	44%	40%	50%
Valve Caps	44%	40%	50%
Water Filters	44%	40%	50%

Plumbing Fixture Sub-Categories	Grainger	Fastenal	Benefast
Faucets	42%	40%	25%
Plumbing Fixtures	42%	40%	25%
Porcelain Sinks, Wall/Counter mount w/o faucet	42%	40%	25%
Toilets and Accessories	42%	40%	25%
Tubs and Showers	42%	40%	25%
Water Fountains	42%	40%	25%
Bathroom Hardware	44%	40%	25%
Water Heaters up to 150 Gallons	42%	40%	25%

Safety Sub-Categories	Grainger	Fastenal	Alabama Ind
Hydration Drink mixes	40%	36%	45%
Detection and Alarm Devices	33%	36%	45%
Disposable Gloves	50%	40%	45%
Hearing Protection	45%	36%	45%
Environmental and Industrial Oil Sorbents	47%	36%	45%
Ergonomic Supplies	47%	36%	45%
Eye Wash & Drench Shower Products	44%	36%	45%
Fall Protection	40%	36%	45%
Hard Hats and Accessories	38%	36%	45%
Marking and Safety Tape	45%	36%	45%
Non-Disposable Gloves	42%	40%	45%
Respirator Mask	35%	36%	45%
Safety Cans	40%	36%	45%
Interior Safety Signs	43%	36%	45%
Safety Eyewear	42%	36%	45%
Security Lights and Signs	40%	37%	45%
Tarps	42%	45%	45%

Security Sub-Categories	Grainger	Fastenal	MSC
Dead Bolt Locks	47%	45%	60%
Door Handles, Locks, and Accessories	47%	45%	60%
Lock Boxes & Key Cabinets	47%	36%	60%
Padlocks	50%	36%	60%
Safety Tape	50%	36%	53%

State Contract

Administrator:

Michael Neely

Category Specialist

Central Procurement Office

(615) 741-5971

Michael.T.Neely@tn.gov

Please contact me with any questions about additional volume discounts, or pricing concerns.

Vendor Contact Information:

Company name Grainger
Contract Number 82571
Name of contact person Jake Harrison
Position of contact Government Sales Manager
Phone number(s) of contact 636-439-1069
Email address of contact Jake.Harrison@Grainger.com

Company name Benefast
Contract Number 82575
Name of contact person Tawnee Bennett
Position of contact Contract Administrator
Phone number(s) of contact 615-331-3747
Email address of contact Tawnee@Benefast.com

Company name Fastenal
Contract Number 82572
Name of contact person Bill Franssen
Position of contact Director of Sales
Phone number(s) of contact 757-342-6123
Email address of contact Wfransse@fastenal.com

Company name Alabama Industrial
Contract Number 82544
Name of contact person Will Taylor
Position of contact Contract Administrator
Phone number(s) of contact 205-578-0403
Email address of contact wtaylor@alabamaindustrial.com

Company name Kelsan
Contract Number 82574
Name of contact person Tillman Keller
Position of contact Contract Administrator
Phone number(s) of contact 865-809-4084
Email address of contact tillman.keller@kelsan.biz

Company name MSC
Contract Number 82573
Name of contact person Neal Davis
Position of contact Contract Administrator
Phone number(s) of contact 303-638-0905



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Email address of contact Nealja@mscdirect.com

Placing an order- The various methods of placing an order by vendor is listed below. State agencies must use Smartshop or special request in Edison.

W.W. Grainger:

Direct Contact: jake.harrison@Grainger.com Customer Email:

CustomerSupport@Grainger.com

Phone: 800-472-4643

Fax Number: 615-255-0311

TN Smart Shop: Link to be updated soon, request quotes for now.

Benefast:

Direct Contact: Amanda Wiese at contracts@benefast.com

Fax orders: Amanda Wiese@ 888-304-5678

Phone Orders: Kellen Bennett @ 615-331-3747

Hosted Catalog

Fastenal:

Direct Contact: Chad Wampler @ 615-838-3470 or Cwampler@fastenal.com

Customer Service: 833-790-9932 or tngovsales@fastenal.com

Fastenal Link: <https://www.fastenal.com/en/4172/tennessee>

TN Smart Shop: Link to be updated soon, request quotes for now.

MSC:

Direct Contact: nealja@MSCdirect.com

TN Smart Shop: Link to be updated soon, request quotes for now.

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Alabama Industrial:

Direct Contact: wtaylor@alabamaindustrial.com

TN Smart Shop: Now Has a Hosted Catalog

Kelsan:

Direct Contact: tillman.keller@kelsan.biz

TN Smart Shop: Hosted catalog to start.

Contract Period:

Total number of years if all options are exercised: 5

- Initial two year contract term with three, one-year options to renew
- Start date: June 1, 2024
- Initial end date: May 31, 2026
- Final end date: May 31, 2029

Ordering Instructions 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 TN SmartShop.

Punch-out refers to the process by which items purchased from the online catalog in TN SmartShop are automatically linked to the vendors' e-commerce website, hence the term "punch-out." The TN SmartShop user interface is designed to provide buyers with a user-friendly shopping experience.

Send the contract released order to the Contractor and follow all applicable purchasing procedures.

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 click on the "Agency Upgrade User Guide" link on the following page: <https://www.teamtn.gov/cpo/learning-development/cpo-job-aids.html>

Billing and Payment Instructions:

Follow your agency specific rules for bill and payments.