



LAWSON Products

Lawson Products Announces Appointment of Brian Hoekstra as Vice President of Mergers and Acquisitions

September 4, 2019

CHICAGO--(BUSINESS WIRE)--Sep. 4, 2019-- **Lawson Products, Inc. (NASDAQ: LAWS) ("Lawson" or the "Company")**, a distributor of products and services to the MRO marketplace, today announced the appointment of Mr. Brian Hoekstra as vice president of mergers and acquisitions, a newly created position. Mr. Hoekstra will report directly to Michael DeCata, president and chief executive officer.

"A key aspect of our growth strategy involves growing revenues and earnings through acquisitions. Brian comes to us with excellent experience and a unique skill set that will help us drive additional acquisition opportunities and lead to accelerated growth for the organization," commented Mr. DeCata.

Mr. Hoekstra is joining Lawson from W.W. Grainger where he served as Sr. Director, Mergers & Acquisitions. In his previous position, he led cross-functional acquisition teams in identifying and screening potential targets as well as leading the due diligence process, performing financial modeling and negotiations, and coordinating integrations. Additionally, he helped establish the company's merger and acquisitions capability from the ground up by organizing the strategic framework, developing and training a team of functional experts, and instituting standard processes.

Prior to Grainger, Mr. Hoekstra served as Manager, Mergers & Acquisitions with Clark Retail Enterprises and has held financial planning roles at AT&T and the Dial Corporation. He holds an MBA from the University of Chicago, Booth School of Business and a Bachelor's Degree in Finance from Bradley University.

About Lawson Products, Inc.

Founded in 1952, Lawson Products, Inc., headquartered in Chicago, IL, sells and distributes specialty products to the industrial, commercial, institutional and government maintenance, repair and operations market (MRO). The Company is dedicated to helping customers in the U.S. and Canada lower their total cost of operation by increasing productivity and efficiency. The combination of Lawson Managed Inventory and the Company's problem-solving professionals ensures customers always have the right parts to handle the job. Through The Bolt Supply House, customers in Western Canada have access to products at several branch locations. Under its Kent Automotive brand, the company provides collision and mechanical repair products to the automotive aftermarket.

Lawson Products ships from several strategically located distribution centers to customers in all 50 states, Puerto Rico, Canada, Mexico, and the Caribbean.

For additional information, please visit <https://www.lawsonproducts.com> or <https://www.kent-automotive.com>.

This Release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. The terms "may," "should," "could," "anticipate," "believe," "continues," "estimate," "expect," "intend," "objective," "plan," "potential," "project" and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. These statements are based on management's current expectations, intentions or beliefs and are subject to a number of factors, assumptions and uncertainties that could cause or contribute to such differences or that might otherwise impact the business and include the risk factors set forth in Item 1A of the December 31, 2018, Form 10-K filed on March 4, 2019. The Company undertakes no obligation to update any such factor or to publicly announce the results of any revisions to any forward-looking statements whether as a result of new information, future events or otherwise.

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Source: Lawson Products, Inc.

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