



LAWSON Products

Lawson Products Awarded National TCPN Contract

May 5, 2015

CHICAGO--(BUSINESS WIRE)--May 5, 2015-- Lawson Products, Inc. (NASDAQ: LAWS) ("Lawson" or the "Company") has partnered with The Cooperative Purchasing Network (TCPN) to provide Maintenance, Repair and Operations (MRO) supplies to government entities nationwide. TCPN's lead government agency, Region 4 Education Service Center, uses a competitive solicitation process consistent with all applicable procurement laws and regulations.

Lawson's TCPN contract offers discounts on Lawson's entire MRO product offering, including products within the following categories: Fasteners, Safety, Electrical, HVAC, Cutting Tools, Fluid Power, Shop Supplies, Welding, Chemicals, Material Handling, Hand Tools and Automotive. Lawson Products industry leading service is centered around its Vendor Managed Inventory (VMI) for all customers. Importantly, this will be included as part of the partnership between TCPN and Lawson Products.

"Lawson is excited to combine our innovative products and top-level service with TCPN's cooperative purchasing network. Our partnership with TCPN will enable Lawson to better serve the public sector and will allow Lawson to bring much needed product and service standards to our new partners, helping them to be even more efficient and productive. Lawson is committed to implementing innovative solutions to build upon our strategic partnership," said Jodi Peterson-Cooper, Director, Government Contracts.

"TCPN is pleased to be able to build a new partnership with Lawson. This contract will allow public sector entities to save the soft costs associated with the competitive bid process, while reaping the benefits of nationally leveraged pricing. We look forward to helping Lawson serve agencies with solutions that best fit their needs," said Tray Moses, Director of Business Development, TCPN.

To learn more about Lawson's newly awarded TCPN contract, please contact the Lawson Government Sales Team at govsales@lawsonproducts.com or call us at 800-890-8198.

About The Cooperative Purchasing Network (TCPN)

TCPN is a national governmental purchasing cooperative, established in 1997 whose contracts have been competitively bid and awarded, by a governmental entity serving in the lead agency role, to national vendors for commonly purchased products and services, including facilities, furniture, office supplies and equipment, security systems and technology. Entities that must comply with purchasing procedures mandated by state laws and regulations such as public and private schools, colleges, universities, cities, counties, nonprofits and all government entities use TCPN contracts to increase their efficiency and economy when procuring goods and services. As a national purchasing cooperative, TCPN leverages one of the largest pools of purchasing potential and allows agencies to receive a combined buying power regardless of the entity's size. For more information about TCPN, or to become a member, please visit www.tcpn.org.

About Lawson Products Inc.

Founded in 1952, Lawson Products (NASDAQ: LAWS) is an industrial distributor of approximately 300,000 maintenance and repair products. Lawson Products serves the industrial, commercial, institutional and government maintenance, repair and operations (MRO) market. The Company ships products to customers in all 50 states, Puerto Rico, Canada, Mexico and the Caribbean from five strategically located distribution centers in North America. Under its Kent Automotive brand, the Company supplies products to collision and mechanical repair shops as well as automotive OEMs. For additional information, please visit www.lawsonproducts.com.

Lawson representatives manage customers' inventory using our time-tested, customer-trusted approach to small parts organization and replenishment. Simply work with your dedicated representative to design an organized system of drawers and cabinets and establish a re-stocking process. For more information about Lawson Products, please contact the Lawson Government Sales Team at govsales@lawsonproducts.com or call us at 800-890-8198.

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