



LAWSON Products

Lawson Products Names Matthew Brown Vice President of Field Sales

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CHICAGO--(BUSINESS WIRE)--Jan. 12, 2016-- [Lawson Products, Inc. \(NASDAQ:LAWS\)](#), a distributor of products and services to the MRO marketplace, today announced the appointment of Matthew Brown as Vice President of Field Sales, reporting to President and Chief Executive Officer, Michael DeCata. Brown will set strategy and oversee the field sales team with regional sales directors reporting to him.

Brown, 52, has nearly 30 years of sales experience. He has been serving as Senior Director of Sales and previously held the role of Senior Director of Sales for Kent Automotive, a brand of Lawson Products. Brown joined Lawson Products as a Regional Manager for Kent Automotive in 2001 as part of an acquisition.

"This change helps position our company for growth as we continue to open untapped markets across North America," said DeCata. "Matt has delivered substantial results and revenue growth since joining Lawson. He's strategic and understands the talent needs of the organization now and in the future."

Under Brown's leadership, sales for the company's Kent Automotive brand have increased significantly over the last five years with a sales force that continues to grow. Kent Automotive currently represents nearly 20 percent of Lawson sales. Brown's ability to secure key national accounts and ensure successful account implementation has resulted in successful long-term relationships. He will continue to work closely with both Lawson and Kent strategic customers.

"Lawson's compelling value proposition sets us apart in the markets we serve," said Brown. "No other company has such a committed and talented sales staff. We're advancing our strategy to add sales reps and increase their productivity as we continue to help our customers operate more efficiently and profitably."

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, visit www.lawsonproducts.com or www.kent-automotive.com.

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