

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 seven (7) product categories which receive a percentage off catalog items by subcategory. The contracts by category are listed below.

**Please note:** Only products that fall under the categories mentioned in these instructions are considered to be contract items. Any item outside these contract categories should be purchased from another appropriate contract, or using Local Purchase Authority procedures, as applicable.

Category	Award Winner
Commercial Cleaning	Fastenal, W.W. Grainger, Benefast Inc.
General Industrial	Fastenal, W.W. Grainger, Benefast Inc.
HVAC	Fastenal, W.W. Grainger, Better Days & Nites
Lighting & Electrical	Fastenal, W.W. Grainger, Benefast Inc.
Plumbing	Fastenal, W.W. Grainger, Better Days & Nites
Safety	Fastenal, W.W. Grainger, Benefast Inc.
Security	Fastenal, W.W. Grainger, Benefast Inc.

**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	Grainger	Fastenal	Benefast
Air Fresheners	40.0%	35.0%	15.0%
Bathroom Cleaners	45.0%	35.0%	15.0%
Brooms, Mops, and Accessories	52.0%	35.0%	15.0%
Carts and Hand Trucks	50.0%	25.0%	15.0%
Cleaning Tools	50.0%	40.0%	15.0%
Cloth Wipers and Rags	50.0%	35.0%	15.0%
Dust Mops and Accessories	55.0%	35.0%	15.0%
Floor Care	50.0%	40.0%	15.0%
Indoor and Outdoor Trash Cans	45.0%	30.0%	15.0%

Industrial Chemicals	50.0%	35.0%	15.0%
Urinal Screens	40.0%	30.0%	15.0%
Wet Mops and Accessories	53.0%	40.0%	15.0%

<b>Industrial Supplies Sub-Categories</b>	<b>Grainger</b>	<b>Fastenal</b>	<b>Benefast</b>
Abrasives	35.0%	30.0%	15.0%
Batteries	50.0%	30.0%	15.0%
Bolt Assortment Kits	55.0%	60.0%	15.0%
Cable and Wire Rope	47.0%	45.0%	15.0%
Cargo Tie Downs	50.0%	35.0%	15.0%
Carts and Hand Trucks	50.0%	25.0%	15.0%
Ceiling Tiles	45.0%	30.0%	10.0%
Chains and Ratchet Sets	50.0%	40.0%	10.0%
Clear Plastic Bags	47.0%	30.0%	10.0%
Concrete Repair Products	55.0%	30.0%	10.0%
Fasteners	55.0%	60.0%	15.0%
Generators	35.0%	25.0%	10.0%
Hand Tools	35.0%	35.0%	10.0%
Hydraulics	30.0%	30.0%	10.0%
Ladders, Platforms and Scaffolding	50.0%	27.0%	15.0%
Landscaping Tools	47.0%	35.0%	10.0%
Lubricants	35.0%	30.0%	10.0%
Machining	30.0%	25.0%	10.0%
Packaging Wrap and Accessories	50.0%	25.0%	10.0%
Pneumatic Compressors, Tools, and Accessories	37.0%	30.0%	10.0%
Power Tools and Accessories	27.0%	32.0%	10.0%
Push Mower Parts	25.0%	25.0%	10.0%
Racks, Shelving, and Pallet Racks	47.0%	30.0%	10.0%
Saw Blades	38.0%	32.0%	15.0%
Sealants and Cements	45.0%	30.0%	10.0%

Storage Bins, Lockers and Tanks	47.0%	30.0%	10.0%
Tapes	47.0%	30.0%	10.0%
Test Instruments	25.0%	25.0%	10.0%
Welders and Accessories/Equipment	32.0%	35.0%	10.0%
Work Benches	47.0%	25.0%	10.0%

<b>HVAC Sub-Categories</b>	<b>Grainger</b>	<b>Fastenal</b>	<b>Brighter Days&amp; Nites</b>
Air Conditioner Accessories	40.0%	35.0%	8.0%
Electric Fans	40.0%	30.0%	8.0%
HVAC Parts and Supplies	40.0%	35.0%	11.0%
HVAC Thermostats and Controllers	35.0%	30.0%	11.0%
Pleated Filters	55.0%	40.0%	11.0%
Refrigeration Supplies	35.0%	30.0%	5.0%

<b>Lighting Sub-Categories</b>	<b>Grainger</b>	<b>Fastenal</b>	<b>Benefast</b>
Ballast & Lamp Recycling Kits	50.0%	30.0%	10.0%
Circuit Breakers and Fuses	55.0%	35.0%	10.0%
Clamp Meters	30.0%	30.0%	10.0%
Electric Motors and Accessories	40.0%	30.0%	10.0%
Electrical Safety Accessories	45.0%	35.0%	10.0%
Extension Cords	40.0%	35.0%	10.0%
Fixtures	50.0%	30.0%	10.0%
Flashlights	50.0%	30.0%	10.0%
Fluorescent Lamps	57.0%	30.0%	10.0%
General Purpose AC Motors	40.0%	30.0%	10.0%
Head Lamps	50.0%	30.0%	10.0%
LED Lamps	53.0%	30.0%	10.0%
Metal Halide Lamps	45.0%	30.0%	10.0%
Plugs	55.0%	35.0%	10.0%
Security Lights	46.0%	30.0%	10.0%
Solenoids	45.0%	40.0%	10.0%
Switches	50.0%	35.0%	10.0%
Tapes	45.0%	30.0%	10.0%

Terminals	47.0%	35.0%	10.0%
Test Instruments	25.0%	25.0%	10.0%
Wire, Conduit, Cables, and Accessories	45.0%	35.0%	10.0%

<b>Plumbing Sub-Categories</b>	<b>Grainger</b>	<b>Fastenal</b>	<b>Brighter Days &amp; Nites</b>
Ball Valves	40.0%	25.0%	18.0%
Bathroom Hardware	50.0%	30.0%	12.0%
Copper Pipes and Accessories	50.0%	35.0%	12.0%
Diaphragm Pumps	40.0%	20.0%	12.0%
Faucet/Valve Replacement Parts	50.0%	40.0%	18.0%
Faucets	43.0%	40.0%	17.0%
Fixtures	45.0%	30.0%	17.0%
Galvanized Pipes and Accessories	40.0%	35.0%	17.0%
Gas Engine Water & Trash Pumps	33.0%	20.0%	17.0%
Gasket Materials	35.0%	35.0%	17.0%
Hose Couplers & Accessories	43.0%	40.0%	17.0%
Hydronic Heating	45.0%	25.0%	17.0%
Levels	30.0%	25.0%	17.0%
PVC Pipes and Accessories	47.0%	35.0%	11.0%
Sewage Ejectors, Submersible & Sump Pumps	38.0%	30.0%	11.0%
Shut-Off Valves	45.0%	25.0%	11.0%
Solenoids	45.0%	40.0%	11.0%
Test Instruments	25.0%	25.0%	11.0%
Thermostatic Mixing Valve	45.0%	25.0%	11.0%
Toilets and Accessories	40.0%	40.0%	11.0%
Tubs and Showers	45.0%	35.0%	18.0%
Valve Caps	35.0%	25.0%	11.0%
Water Filters	45.0%	40.0%	11.0%
Water Fountains	45.0%	35.0%	8.0%
Water Heaters up to 100 Gallons	45.0%	40.0%	5.0%

<b>Safety Sub-Categories</b>	<b>Grainger</b>	<b>Fastenal</b>	<b>Benefast</b>
Cooling Products	37.0%	35.0%	10.0%
Detection and Alarm Devices	30.0%	25.0%	10.0%
Disposable Gloves	53.0%	40.0%	15.0%
Earplugs	47.0%	30.0%	15.0%
Electrical Safety Accessories	45.0%	30.0%	10.0%
Environmental and Industrial Oil Sorbents	50.0%	35.0%	10.0%
Ergonomics	47.0%	30.0%	10.0%
Eye Wash & Drench Shower Products	47.0%	30.0%	10.0%
Fall Protection	42.0%	30.0%	15.0%
Hard Hats and Accessories	50.0%	30.0%	15.0%
Marking and Safety Tape	45.0%	30.0%	15.0%
Non-Disposable Gloves	50.0%	40.0%	15.0%
Respirator Mask	45.0%	35.0%	10.0%
Safety Cans	50.0%	30.0%	10.0%
Safety Signs	47.0%	30.0%	15.0%
Safety Eyewear	55.0%	30.0%	15.0%
Security Lights and Signs	47.0%	30.0%	10.0%
Tarps	40.0%	30.0%	10.0%

<b>Security Sub-Categories</b>	<b>Grainger</b>	<b>Fastenal</b>	<b>Benefast</b>
Dead Bolt Locks	40.0%	50.0%	10.0%
Door Handles, Locks, and Accessories	40.0%	50.0%	10.0%
Lock Boxes & Key Cabinets	30.0%	55.0%	10.0%



Department of  
**General Services**

Padlocks	25.0%	55.0%	10.0%
Safety Barriers and Tape	30.0%	40.0%	10.0%

**State Contract**

**Administrator:**

Michael Neely  
Category Specialist  
Central Procurement Office  
(615) 741-5971

[Michael.T.Neely@tn.gov](mailto: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 62707  
Vendor Number 0000000499  
Name of contact person Nate Nevala  
Position of contact Government Sales Manager  
Phone number(s) of contact 763-232-0245  
Email address of contact [Nare.Nevala@Grainger.com](mailto:Nare.Nevala@Grainger.com)

Company name Benefast  
Contract Number 62715  
Vendor Number 0000220488  
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](mailto:Tawnee@Benefast.com)

Company name Fastenal  
Contract Number 62716  
Vendor Number 0000000594  
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](mailto:Wfransse@fastenal.com)

Company name Brighter Days & Nites  
Contract Number 62718  
Vendor Number 0000000317  
Name of contact person Chanel Sallie  
Position of contact Contract Administrator  
Phone number(s) of contact 901-775-1902  
Email address of contact [csallie@bdnincorp.com](mailto:csallie@bdnincorp.com)

Placing an order- The various methods of placing an order by vendor is listed below.

W.W. Grainger:

Direct Contact: Nate Nevala @ 763-232-0245 or [Nate.Nevala@Grainger.com](mailto:Nate.Nevala@Grainger.com)

Customer Email: [CustomerSupport@Grainger.com](mailto:CustomerSupport@Grainger.com)

Phone: 800-472-4643

Fax Number: 615-255-0311

TN Smart Shop: Available 6/3/19

Benefast:

Direct Contact: Amanda Wiese at [contracts@benefast.com](mailto:contracts@benefast.com)

Fax orders: Amanda Wiese@ 888-304-5678

Phone Orders: Kellen Bennett @ 615-331-3747

Fastenal:

Direct Contact: Chad Wampler @ 615-838-3470 or [Cwampler@fastenal.com](mailto:Cwampler@fastenal.com)

Customer Service: 833-790-9932 or [tngovsales@fastenal.com](mailto:tngovsales@fastenal.com)

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

TN Smart Shop: Available 8/12/19

Brighter Days & Nites:

Direct Contact: Chanel or Dorothy @ 901-619-3829 or [dlsinclair@bdnincorp.com](mailto:dlsinclair@bdnincorp.com)

Fax Number 901-775-1905

TN Smart Shop: Now Has a Hosted Catalog

**Contract Period:**

Total number of years if all options are exercised: 5

- Initial one year contract term with four, one-year options to renew
- Start date: June 1, 2019
- Initial end date: May 31, 2020
- Final end date: May 31, 2024



**Special Instructions:**

To purchase from SWC 235 – MRO and 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.

**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.