



**Multiple Award Schedule Contractor**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!<sup>™</sup>, a menu-driven data-base system. The INTERNET address for GSA Advantage!<sup>™</sup> is <http://www.gsaadvantage.gov>

# HAGEMEYER NORTH AMERICA, INC.



## Hardware SuperStore Contract

FEDERAL SUPPLY SCHEDULE FSC GROUP 51, PART V,  
HARDWARE SUPERSTORE, DEPARTMENT 3 HARDWARE STORE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE

"Prices Shown On The Catalog Items Herein Are Net"

**CONTRACT NUMBER: GS-06F-0013N**

CONTRACT PERIOD: DECEMBER 9, 2007 - DECEMBER 8, 2012

NAIC CLASS (ES): 444130, 332510, and 421710 SIC CODES: 5251, 5072, 3499, 3429

SIN, Special Item Number 105-002, Catalog Service

## HAGEMEYER NORTH AMERICA, INC.

1460 Tobias Gadson Blvd.  
Charleston, SC 29407  
TOLL FREE: 866.817.4706

24/7 Emergency Numbers: 843.696.5621 OR 866.817.4706 FAX: 800.745.4374  
E-MAIL: [govcenter@hagemeyerna.com](mailto:govcenter@hagemeyerna.com)

**BUSINESS SIZE: LARGE**

**Supplement No. 4**

Effective December 9, 2007



**HAGEMEYER NORTH AMERICA, INC.**

Corporate Website: [www.hagemeyerna.com](http://www.hagemeyerna.com)

**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE**

**FSC Group 51, Part V, Hardware SuperStore, Department 3, Hardware Store**

**NAIC CLASS (ES): 444130, 332510, and 421710**

**SIC CODES: 5251,5072,3499,3429**

**CONTRACT NUMBER: GS-06F-0013N**

**CONTRACT PERIOD: December 9, 2007 - December 8, 2012**

**Industrial - Electrical - Electronic - Plumbing - Safety - Leasing**

**CONTRACTOR'S NAME, ADDRESS, PHONE AND FAX NUMBER,  
E-MAIL AND/OR WEBSITE ADDRESS:**

**HAGEMEYER NORTH AMERICA, INC.**

**Government Sales Center  
1460 Tobias Gadson Blvd.  
Charleston, SC 29407**

**CUSTOMER SERVICE AND SUPPORT**

**TOLL FREE: 886.817.4706**

**E-MAIL: [govcenter@hagemeyerna.com](mailto:govcenter@hagemeyerna.com)**

**24/7 EMERGENCY NUMBERS: 866.817.4706 or 843.696.5621**

**CONTRACT ADMINISTRATION**

**Darrell Hinshaw  
Phone: 866.817.4706  
Fax: 803.705.8526  
E-mail: [dhinshaw@hagemeyerna.com](mailto:dhinshaw@hagemeyerna.com)**

**BUSINESS SIZE: LARGE**

**Government Sales Center  
1460 Tobias Gadson Blvd., Charleston, SC 29407  
Toll Free: 866.817.4706 Fax: 800.745.4374  
E-Mail: [govcenter@hagemeyerna.com](mailto:govcenter@hagemeyerna.com)**

# HAGEMEYER NORTH AMERICA, INC.

Corporate Website: [www.hagemeyerna.com](http://www.hagemeyerna.com)

1. **TABLE OF AWARDED SPECIAL ITEM NUMBERS (SIN'S):**  
105-002, Catalog Service
2. **MAXIMUM ORDER\*: \$300,000**  
\*If the "best value" selection places your order over the Maximum Order, identified in this catalog/price list, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404.
3. **MINIMUM ORDER: \$25.00 (Must meet standard package quantity)**
4. **GEOGRAPHIC COVERAGE: 48 contiguous states and Washington DC. Prepaid freight.**  
\*See Attachment "A" for further requirements.
5. **POINT(S) OF PRODUCTION: HAGEMEYER NORTH AMERICA, INC. (HNA). Please contact HNA for the most convenient location.**
6. **BASIC DISCOUNT: Net prices**
7. **QUANTITY DISCOUNT(S): Five Percent (5%) discount on orders exceeding \$ 5,000.00 from HNA Part Number GSA catalog pricing**
8. **PROMPT PAYMENT TERMS: 1% 20, Net 30 DAYS**
9. **GOVERNMENT PURCHASE CARD ACCEPTED: YES**
10. **FOREIGN ITEMS: None**
11. **TIME OF DELIVERY AFTER RECEIPT OF ORDER (ARO): SIN 550-002**
  - 11.a Normal: "48 to 72 hours on local stock items"
  - 11.b Normal: "72 to 96 hours company stock in 48 Contiguous States See Attachment "A" for Special Orders."
  - 11.c Emergency: "Shipment within 24 to 48 hours ARO on GSA cataloged items for in stock at time of order in 48 Contiguous States. Every attempt is made to deliver emergencies overnight and/or 2 day delivery, as requested."
  - 11.d Expedited: "Contact HNA for any expediting requirements. GSA customers can be set up to receive instant notification of all editing and/or changes to their orders via fax. Expediting is a standard operating procedure, however, any additional requests are welcome."
  - 11.e Urgent Requirement: "Clause I-FSS-140-B of the contract applies. Agencies can contact contractor's representative to possibly affect a faster delivery. When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, as time permits, to contact Hagemeyer North America, Inc. for the purpose of obtaining accelerated delivery. See Attachment "A" for further details and support."

## Government Sales Center

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# HAGEMEYER NORTH AMERICA, INC.

Corporate Website: [www.hagemeyerna.com](http://www.hagemeyerna.com)

12. **FOB POINT: Destination. Freight pre-paid on orders exceeding \$900.00 stock material**

13. **ORDERING ADDRESS:**

**HAGEMEYER NORTH AMERICA, INC.**

1460 Tobias Gadson Blvd.,

Charleston, SC 29407

Toll free: 866.817.4706 or

Direct: 843.745.6989

Facsimile: 800.745.4374

GSA Advantage!™ <http://www.gsaadvantage.gov>.

\*Local HAGEMEYER NORTH AMERICA, INC. are listed in this document.

14. **PAYMENT ADDRESS(S):**

Electronic Fund Transfer

**HAGEMEYER NORTH AMERICA, INC.**

**CONTACT: William Hutchins**

Phone: 678.746.2719

[whutchins@hagemeyerna.com](mailto:whutchins@hagemeyerna.com)

**BANK: LaSalle Bank/ABN Amro**

**Account Name: Hagemeyer North America, Inc.**

**Bank Account #: 5590082318**

**MAIL PAYMENT CENTER**

**HAGEMEYER NORTH AMERICA, INC.**

PO Box 404753

Atlanta, GA 30384-4753

15. **WARRANTY PROVISION: Manufacturer's Commercial Warranty**

\*See Attachment "A". Contact your HNA representative on return policies.

16. **EXPORT PACKING CHARGES: See Attachment "A"**

17. **TERMS AND CONDITIONS OF GCCC ACCEPTANCE: "HNA accepts government credit cards and offers no restraints or dollar limitations. HNA does not offer any cash additional discounts for use of government credit card."**

18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):**

"Contact HNA directly for further information and details for ancillary services."

19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE): "Contact HNA directly for further**

**information and details for ancillary services."**

20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE-LISTS AND ANY**

**DISCOUNTS FROM LIST PRICES (IF APPLICABLE): "Contact HNA directly for further information and details."**

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# HAGEMeyer NORTH AMERICA, INC.

Corporate Website: [www.hagemeyerna.com](http://www.hagemeyerna.com)

21. LIST OF SERVICE AND DISTRIBUTION POINTS: "Please contact HNA for these locations."
22. LIST OF PARTICIPATING DEALERS: "Please contact HNA for these locations."
23. PREVENTIVE MAINTENANCE: "Contact HNA directly for further information and details for ancillary services."
24. ENVIRONMENTAL ATTRIBUTES, e.g., RECYCLED CONTENT, ENERGY EFFICIENCY, AND/OR REDUCED POLLUTANTS: HNA carries alternative sources of non CFC chemicals and non-pollutants. HNA carries energy saving lamps and ballasts. HNA offers mercury free fluorescent lamps. HNA supplies MSDS sheets on shipments of HazMat material and technical data sheets, upon request. HNA also provides lamp and ballast disposal services. HNA does free energy audits and analysis. Contact HNA for your requirements and solutions.
25. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER: DUNS: 78-280-7804
26. NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE: CAGE 48348 - GOVERNMENT SALES CENTER, CHARLESTON, SC.

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## **WARRANTY STATEMENT**

- a) Any warranty issued by the manufacturer of products shall be solely that of the manufacturer and not of the Seller. Seller hereby assigns to Customer, as of the date that title passes to Customer for such product, all of the manufacturer's or vendor's warranties, express or implied, if any and if assignable, with respect to the product, and Seller hereby authorizes Customer to make or settle any claims under such warranties directly with any such manufacturer or vendor.
- b) SELLER MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED (INCLUDING, WITHOUT LIMITATION, ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE) NOT SPECIFIED HEREIN WITH RESPECT TO PRODUCTS FURNISHED OR SERVICES PERFORMED HEREUNDER. CUSTOMER'S EXCLUSIVE REMEDY FOR BREACH OF ANY WARRANTY HEREUNDER SHALL BE LIMITED TO REPAIR OR REPLACEMENT OF THE PRODUCT OR REPERFORMANCE OF THE SERVICE OR RETURN OF THE PURCHASE PRICE, AT THE OPTION OF SELLER. IN NO EVENT SHALL SELLER BE LIABLE FOR ANY SPECIAL, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, INCIDENTAL OR INDIRECT DAMAGES, INCLUDING WITHOUT LIMITATION DAMAGES TO PROPERTY, FOR LOSS OF PROFITS OR INCOME, LOSS OF USE OR LOSS OF TIME, WHETHER IN CONTRACT, TORT, OR OTHERWISE RESULTING FROM ITS PERFORMANCE, NON-PERFORMANCE OR DELAY IN PERFORMANCE OF ITS OBLIGATIONS HEREUNDER WHETHER OR NOT SELLER HAD NOTICE OF THE POSSIBILITY OF SUCH DAMAGES OCCURRING.
- c) In the event that a court of competent jurisdiction should hold that the limitations of warranties, liabilities and remedies contained herein, or in any portions thereof, are unenforceable for any reason, Customer expressly agrees that under no circumstances shall the total liability of Seller to Customer exceed the value of the specific product or service at issue.
- d) Seller is not liable, for alleged defects in products sold or services performed, to third parties or anyone with whom it does not have a direct contractual relationship. Seller is not liable for defects in information vided by secondary sources.
- e) The Customer acknowledges that Seller has neither created nor contributed to the creation or existence of any hazardous or otherwise dangerous substances or conditions at the site, and Seller's compensation hereunder is not commensurate with the potential risk of injury or loss that may be caused by exposure to, contamination by, or the presence of such substances or conditions.
- f) Customer recognizes and agrees that Seller provides no warranty or guarantee of the outcome of its testing or servicing methods and that all such testing and servicing methods have reliability limitations, that no method nor number of sampling locations can guarantee that a hazard will be discovered if contamination or other evidence of the hazard is not encountered within the performance of the services as authorized. Customer further acknowledges and agrees that reliability of testing or servicing varies according to the sampling frequency and other service variables selected by Customer and that factors other than reliability, including cost, have been considered in the Customer's selection of services. Customer agrees that it has knowledgeably accepted these limitations and the risks attendant thereon and that Seller shall be considered to be at fault (but not necessarily liable) only to the extent that the services selected by the Customer are not performed in accordance with, and subject to the limitations on, the warranties provided above.
- g) All documents, including reports, drawings, plans, designs and specifications, prepared by Seller or its subcontractors are not intended or represented by Seller to be suitable for use by or relied upon by anyone but the Customer or for uses beyond the scope of the specific uses or purposes set forth in the contract documents.

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## **ATTACHMENT "A"**

### **REORDER POLICY:**

*Items offered on this GSA contract have a \$25.00 minimum order and standard package quantities, including reorders.*

### **RETURN POLICY:**

HNA Customer Service should be contacted prior to returning material and an RGA number must be obtained before return. This will insure proper credit and disposition of the material. Items may be returned to HNA within ten (10) business days of receipt. Returns may be made after ten (10) business days on a basis mutually agreed at such time. If the reason for returning material is the fault of HNA or that of the manufacturer, HNA will rectify the situation promptly without expense to Customer. If the cause for return lies with Customer, customer may return for full credit, standard stocked store items provided they are in new resalable condition, in the original manufacturer's packaging and do not exceed ninety (90) days usage.

Non-standard items may be subject to freight and restocking charges from HNA or that of our manufacturers. Customer will be responsible for the freight costs of returns made for convenience. Again, HNA Customer Service should be contacted prior to returning the material to obtain an RGA number, which will insure proper credit and disposition of the material.

Special Made to Order items or items noted in manufacturers catalogs, as special, are to be considered non-returnable, non-cancelable. HNA will negotiate to the best of its abilities with the manufacturer/vendor to help HNA GSA customers to return Special products.

### **SOURCING and OUTSOURCING EXPERTISE:**

#### **SOURCING**

*HAGEMeyer NORTH AMERICA, INC. represents over 10,000 manufacturers/vendors and has over 400,000 SKU's in inventory. The HNA Sales Team is experienced in sourcing and outsourcing stock and hard to find materials across all product lines.*

*HAGEMeyer NORTH AMERICA, INC. Core Items: Industrial, Electrical, Electronic, Safety, and Plumbing Products  
Abrasives, Automated Products, Bearings, Coatings, Cutting Tools, Data Communication Supplies,  
Electrical Supplies. Janitorial Supplies, Lubricants, Power Tools, Power Transmission, Shelving & more.*

#### **OUTSOURCING**

*As a result of HNA's vast experience with integrated supply and storeroom management, HNA has developed extensive expertise in outsourcing product outside of HNA's normal core business. HNA can offer technical expertise and products from over 10,000 outsourced vendors.*

### **PREVENTIVE MAINTENANCE:**

*HAGEMeyer NORTH AMERICA, INC. is contracted to perform ancillary services and work with vendors and sub-contractors to provide the material and expertise to handle preventative maintenance needs and requirements. Contact HNA Government Sales Center for further information.*

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**GEOGRAPHIC COVERAGE (contract):** 48 contiguous states and Washington DC. Prepaid freight.

- HAGEMEYER NORTH AMERICA, INC. will ship anywhere in the world that carriers are available to deliver. HNA will help with container loading and shipments. HNA will work with you to find a solution to your requirements. We are able to provide competitive pricing, shipping and handling obtainable to support GSA customers.

**EXPORT PACKING CHARGES:** Not on Contract

- Contact HNA for special requirements for export needs. HNA will work to find a solution to meet your requirements. We are able to provide competitive pricing, shipping and handling to support GSA customers.

**URGENT or SURGE REQUIREMENTS:** Clause I-FSS-140-B of the contract applies. Agencies can contact contractor's representative to possibly affect a faster delivery.

- *When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, time permitting, to contact Hagemeyer North America, Inc. for the purpose of obtaining accelerated delivery. When urgent requirements are needed, HNA will work with the customer on special ordered non-cataloged or stocked items from manufacturer stock to provide additional services and needs as requested. We are able to provide competitive pricing, shipping and handling to support GSA customers. This is especially valuable during SURGE, or times of emergency."*

**OVERVIEW:**

Government Customer Service Center of Excellence

7:30 AM to 6:00 PM EST. - 24/7 Emergency Number - Twenty-four hour normal response on Request for Quotes.

Two hour Government Emergency and Surge Response on Request for Quotes for Spot Buys/Non Catalog Items.



## VALUE PLUS AND CONTINUOUS IMPROVEMENT PROGRAM

HNA is committed to bringing measurable cost savings and productivity results to customers. HNA's Value Plus Program® (VPP) is a method by which HNA can document all value-added cost savings provided for its customer's. VPP breaks down and reports cost savings in different categories: price reduction, inventory reduction, energy savings, labor savings, freight savings, cost avoidance and other. VPP can also track and report cost savings by category: safety, electrical, industrial, electronic, and out-sourced products.

Contact HAGEMEYER NORTH AMERICA, INC. for information on this valuable program available for large users.

Product Cost Savings Banking (MPV)  
Inventory Reduction Plan  
Productivity Improvement Project  
Value Day  
Substitution Project  
Standardization Project  
Company Wide Database Site Driven

### Government Sales Center

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# GENERAL LISTING

## ABRASIVES

3M Superabrasives & Microfinishing Systems  
Amplex Diamond  
ARC Abrasives  
Everett Industries  
Graystar  
Grier Abrasives  
Internal Honing  
Kay Industrial Diamond  
Norton Company  
Norton Superabrasives  
Radiac

## ADHESIVES, SEALANTS, & GASKETS

3M  
Devcon  
Dow Corning Loctite  
GE Silicone

## BATTERIES & FLASHLIGHTS

Big Beam Emergency Systems  
Duracell  
Eveready Battery  
Koehler Brightstar  
Mag-Lite Products  
Pelican  
Power-Sonic  
Ray-O-Vac  
Stewart R. Browne  
Streamlight, Inc.

## BEARINGS - ACCESSORIES

Cone Mounting  
Federal Mogul  
Industrial Retaining Ring  
James Morton Co.  
JM Clipper  
MRC Bearings  
National Seal  
NTN Bearing OTC  
Power Team  
Rose Eng.  
Rotor Clip  
SKF Bearing  
Standard Locknut and Lockwasher  
Transcom/TCM

## BEARINGS - MOUNTED

AMI Bearing  
Arguto  
BCA  
Boston Gear  
Browning  
Craft  
FYH  
General Bearing  
HubCity  
Link-Belt  
M.B. Mfg.  
Meither  
MRC Bearing  
NTN Bearing  
Pacific Bearing  
Poly Hi Solidur  
Randall  
Rexnord/Brook Hanson  
SKF Bearing  
Thompson Industries

## BEARINGS - UNMOUNTED

Alignabal  
Arguto  
Aurora Bearing  
BCA Bearing  
Boston Gear  
Bower/BCA  
Browning  
Bunting Bearing  
Consolidated  
Bearing General Bearing  
IKO Bearing  
Isostatic  
Link-Belt  
MRC Bearing  
National  
Nice  
NTN Bearing  
Oilite  
Poly Hi Solidur  
Rollway  
Schatz  
SKF Bearing  
Smith Bearing

## BRUSHES, POWER, & HAND

Anderson  
Osborn Mfg. Co.

## BUILDING PRODUCTS - ELECTRICAL/LINE CONSTRUCTION

3M  
AB Chance  
Airmaster Fan Co.  
Aitken Radiant Heaters  
American Electric  
Anchor  
Anderson  
Arrow Fastener  
Baldwin  
Bashlin Industries  
Breezemaker Fan Co.  
BRK Industries  
Broan Builders Products  
Casablanca Fans  
Chelsea Fans  
Comair Rotron  
Cooper DOT  
Cooper Power Systems  
Cully Enterprises  
Delta  
Easy Heat Heating Products  
Elastimold  
Emerson Electric  
Envirofan  
Erico Inc.  
Excel Wire & Cable  
Fasco (div. Patton)  
Homac Mfg. Co.  
Honeywell  
Hubbell  
Hubbell Power Systems  
Intermatic Products  
Kidde Fyrnetics  
King Heaters  
Lambro Industries  
Lasko Fans  
Louisville Ladder  
MAC  
Maple Chase  
Markel Heaters  
Marley Electric Heating  
Metallics  
Milbank Industries  
Nutone  
Ohio Brass  
Patton Electric  
Porcelain Products  
Q Mark  
Reiker  
Rotron Sangamo  
Simplex  
Thomas & Betts  
Time Mark  
Touchplate  
TPI  
Underground Devices  
Voltarc  
Walker  
Werner  
Wiremold

## CHEMICALS & LUBRICANTS

3M ESM  
ACL  
Alemite  
American Lubrication  
ARO  
Bel-Ray  
Bystat International  
Chemtronics  
CRC Chemicals DAP Inc.  
Desco  
Devcon  
Dow Corning  
Dykem Co.  
Foamseal/Novaguard  
GC Electronics  
GE Silicones  
ITW Devcon  
Kester Solder  
Keystone Lubricants  
Loctite/Nordbak  
LPS Research  
LubeSite  
Lubriplate  
Master Chemical  
Osborn Mfg.  
Simple Green  
Sprayon Products  
Static Control Components  
Stewart Warner Co.  
Tech Spray  
W D-40

## CLEANROOM PRODUCTS

3M  
ACL  
Advance Tabco  
Alma  
American Threshold  
Ansell  
Becton Dickinson  
Berkshire  
Best Mfg.  
Biofit  
Brick Container  
Chemtronics  
Cleanwear-USA  
Cooper Group  
Coventry Desco  
Dycem  
Eagle MHC  
EFD  
Erem Excellta  
Fab Lab  
Fibrotek  
Geepres  
Hakko  
Hardwood Products  
Intermetro  
Interworld  
Kahnetics  
Kappler  
Kimberly Clark  
Lindstrom  
Mapa  
Menda  
Micronova  
Niifisk  
North (Hauser)  
Oak Technical  
Omni-tech  
Portafab  
Production Industries  
Protective Industrial  
Products  
RP

## BUZZERS, ALARMS, CONTROLS, RELAYS, CABINETS, PROXIMITY SENSORS, COUNTERS, ENCLOSURES, & SWITCHES

Altech Balluff  
Budd Industries  
Carlingswitch  
Danaher Controls/Dynapar  
Danaher Controls/Eagle Signal  
Danaher Controls/Veeder-Root  
Flambeau  
IDEC  
Mallory  
NKK  
Red Lion Controls  
SSAC  
Time Mark  
TYCO/Agastat  
TYCO/Alco Switch  
TYCO/Potter & Brumfield

## CAPACITORS, RESISTORS, POTENTIOMETERS, RHEOSTATS, & OPTO ELECTRONICS

American Bright  
Chicago Miniature

## CAPACITORS, RESISTORS, POTENTIOMETERS, RHEOSTATS, & OPTO ELECTRONICS (cont.)

Elna  
GE Capacitors  
IDLI  
Mallory  
NTE  
Ohmite  
Yageo

## CASES

C.H. Ellis  
Flambeau  
Pelican  
Platt Luggage

## CHEMICALS & LUBRICANTS

3M ESM  
ACL  
Alemite  
American Lubrication  
ARO  
Bel-Ray  
Bystat International  
Chemtronics  
CRC Chemicals DAP Inc.  
Desco  
Devcon  
Dow Corning  
Dykem Co.  
Foamseal/Novaguard  
GC Electronics  
GE Silicones  
ITW Devcon  
Kester Solder  
Keystone Lubricants  
Loctite/Nordbak  
LPS Research  
LubeSite  
Lubriplate  
Master Chemical  
Osborn Mfg.  
Simple Green  
Sprayon Products  
Static Control Components  
Stewart Warner Co.  
Tech Spray  
W D-40

## CLEANROOM PRODUCTS

3M  
ACL  
Advance Tabco  
Alma  
American Threshold  
Ansell  
Becton Dickinson  
Berkshire  
Best Mfg.  
Biofit  
Brick Container  
Chemtronics  
Cleanwear-USA  
Cooper Group  
Coventry Desco  
Dycem  
Eagle MHC  
EFD  
Erem Excellta  
Fab Lab  
Fibrotek  
Geepres  
Hakko  
Hardwood Products  
Intermetro  
Interworld  
Kahnetics  
Kappler  
Kimberly Clark  
Lindstrom  
Mapa  
Menda  
Micronova  
Niifisk  
North (Hauser)  
Oak Technical  
Omni-tech  
Portafab  
Production Industries  
Protective Industrial  
Products  
RP

## CONVEYORS & EQUIPMENT

AFC  
Allied Locke  
Budd Industries  
Conveyors, Inc.  
Chantland  
Conveyor Equipment  
Dura-Bucket  
Econo Mfg  
Endura Max  
Flexicon  
FMC  
Industrial Screw  
Lewco  
Linkbelt  
Martin Sprocket and Gear  
Maxlift  
Omni Metalcraft  
Pacline  
Rexnord/Brook Hanson  
Roach Conveyor  
Rapid Industries  
Screw Conveyor Corp. Tapco  
Universal Industries

## CLEANROOM PRODUCTS (cont.)

Rubbermaid Commercial Products  
Safeskin  
Simco  
Simplex  
Solon  
Tech Stray  
Texwipe  
VPI  
Wearwell  
Wells Lamont  
White Knight  
Worklon

## CLOSE CIRCUIT TV, COMMUNICATIONS-SOUND & TWO-WAY RADIO

Atlas-Soundolier  
Bogen  
Burle  
Electro-Voice  
Motorla  
Panasonic

## CONVEYOR BELTING & CONVEYOR BELTING ACCESSORIES

Alligator  
Apache  
Belt Concepts/Goodyear  
Belt Service  
Chemprene  
Clipper Belt Lacer Co.  
Flexco  
Goodyear  
HBD Thermoid  
Goro  
Mulhern  
Siegling America

## CONVEYOR COMPONENTS

AFC  
Allied Locke  
Apache  
Arch  
Cambar  
Chantland  
Conveyor Equipment  
Douglas  
Dura-Bucket  
Flexco Flexicon  
FMC  
Linkbelt  
Marbett/Rexnord  
Martin Engineering  
Martin Sprocket and Gear  
Mesco  
Morse  
PCI  
Pobco  
Poly Hi Solidur  
Precision Pulley  
Rexnord/Brook Hanson  
Uni-Chain  
Universal Industries  
Value Guide  
Van Gorp

## CONVEYORS & EQUIPMENT

AFC  
Allied Locke  
Budd Industries  
Conveyors, Inc.  
Chantland  
Conveyor Equipment  
Dura-Bucket  
Econo Mfg  
Endura Max  
Flexicon  
FMC  
Industrial Screw  
Lewco  
Linkbelt  
Martin Sprocket and Gear  
Maxlift  
Omni Metalcraft  
Pacline  
Rexnord/Brook Hanson  
Roach Conveyor  
Rapid Industries  
Screw Conveyor Corp. Tapco  
Universal Industries

## COOLANTS, COATINGS, LUBRICANTS, HIGH PRESSURE SYSTEMS, RUST PREVENTATIVE & CLEANERS

Batzers  
CoolJet Systems  
CRC  
Fluid Management  
LPS Research  
Master Chemical  
Monroe  
Multiarc  
Niagara  
SP3  
Spray On  
W D-40

## CORDS, WIRE, & CABLE ACCESSORIES

3M ESM  
AIW  
Alpha Wire  
Belden Wire & Cable  
Brady  
Camb ar Custom Assembly  
Carol  
Comm scope, Inc.  
Dearbo m Wire & Cable  
Olflex  
Panduit  
Pomona  
Qualtek  
TYCO/AMP  
Wieland

## CUTTING TOOLS, INDEXABLE TOOLING, INSERTS, HIGH PERFORMANCE TOOLS, & SPECIAL SHAPES

Aloris Tool  
Borite  
Botek Gun Drills  
Caro Carbide  
Circle Cutting Tools  
Corman  
Criterion  
Dorian Tool Duramet  
Engis  
Eldorado  
Elliot Technologies  
Everede Tool  
Fette  
Gaylee Co.  
George Whalley Co. HB  
Rouse-  
Arno J&M Diamond M. Curry  
Metcut  
Michigan Drill Millstar  
Muskegon Tool  
New Tech Cutting Tools  
North American Carbide  
Ohio Drill  
OTM  
Parlec  
Rigibore Limited  
Sandvik  
Spec Tool  
Tooling Systems Div.  
Devlieg-Bullard  
TTI Carmex Victor  
Whitney Tool

## CUTTING, ROTARY, HSS, SOLID CARBIDE, CARBIDE TIPPED & SPECIAL TOOLS

Aber Tools  
Amamco  
American Carbide Tool  
Atrax Corp.  
B&S Special Tools  
Balax Taps  
Besley Products  
Bitner Brothers  
Brubaker Tool  
Cardinal Cutting Tools  
Carr Tool  
CNC Grinding  
Contox  
Craig Tools  
Crucible Steel  
Cutting Edge Technologies  
Dayton Progress  
Desert Carbide

## CUTTING, ROTARY, HSS, SOLID CUTTING TOOL HOLDERS, CARBIDE, CARBIDE TIPPED & COMPONENTS, & FIXTURES SPECIAL TOOLS (cont.)

Dieco  
Dormer Tools  
Dumont Broach  
E-Z Burr  
F&D Tool  
Fette  
Fullerton Carbide  
Greenfield Industries  
Hannibal Carbide  
Hanson-Whitney  
Hassay Savage  
Hayden Twist Drill  
International Minicut  
Jancy Engineering  
Jasco Tools  
KEO Cutter  
L&I ReamerTecnara  
Le xington Cutter  
Link Industries  
Little Rock Tool Service  
M. Curry  
MA Ford  
Melcut Tool  
Metcut  
Melin Tool  
Menlo Tool  
Metal Removal  
Micro 100  
Milwaukee Broach  
Moeller  
Monster Tool Co.  
Moon Cutter  
National Twist Drill  
New England Tap  
Niagara  
Nobur  
North American  
Onsrud Cutter  
OSG/Sossner  
Parker Industries Inc.  
Precision Twist Drill  
Prototype  
Quality Carbide Tool  
Quality Chaser  
Quinco  
Regal-Beloit  
Relton  
Rico Tool  
Riverside Tool & Cutter  
Sandvik  
Scientific Cutting Tools  
Sevcal  
Severance Tool  
SGS Tool  
Super Tool  
Taurus Tool & Eng.  
Thurston  
Titex  
Union Butterfield  
Weldon  
Widell Industries  
Yankee  
YG 1

## DATA ACQUISITION & SENSING DEVICES

Balluff  
Danaher  
Intermec  
Leuze-Lumiflex  
Square D  
RFID  
Telemecanique

## DATA COMMUNICATIONS & SIGNALING

3M  
Aeromotive  
AFC  
AIM  
Alpha Wire  
American Electric  
B-Line  
Berk-Tek  
Bogen  
Brand-Rex  
Brite Star  
Caddy  
Channel Master  
Chromatic Technologies  
Commscope, Inc.  
CSI-Speco  
Eagle Signal  
Eazy/Black Box  
Edwards Signaling Devices  
Electro-Voice  
Eppo  
Essex Group  
Failsafe  
Federal Signal  
Fiber Instrument Garrett  
Electronics GEI  
Global Electronics Hitachi  
Homaco  
Hubbell Data Systems  
ICC  
Interlink Tech.  
International  
Korns  
Leviton Data Systems  
Mac Products  
Methrode Electronics  
Mohavk  
Mono-systems  
Multi Systems  
Nevada Western  
Omni  
Ortronics  
Pass & Seymour  
Philmore Radiant  
Ray-O-Vac  
Remeo Products  
Shaxon  
Siecor  
Siemon  
Si-Tech  
Southwest  
STI  
Suttle  
T & B Data Systems  
Technology Research

## CUTTING TOOL HOLDERS, COMPONENTS, & FIXTURES

Albrecht  
All American  
Aloris Tool  
American Drill Bushing  
Atlas Chucks  
AWD  
Big Shepard  
Buck Chuck  
Carr Lane  
Centaur Precision  
Collis  
Corman  
Cushman Dapra  
De-Sta-Co Corp.  
Dillon Mfg.  
Dorian Tool  
Enerpac Workholding  
Glenszer  
Global CNC  
Hardinge  
Huron Machine Products  
Jacobs  
J&S Tool  
Kelch, Inc.  
Kurt



# PRODUCTS & SERVICES

## DATA COMMUNICATIONS & SIGNALING (cont.)

Timemark  
Trompeter  
TYCO  
Unicom  
US Fiber Optics & Telecomm  
Waldom  
Wavetek  
Weed Instruments  
Wiremold

## ELECTRIC MOTORS & DRIVES

ABB  
Baldor  
Boston Gear  
Emerson Power Transmission  
Emtron  
Fincor  
Leeson Electric Co.  
Marathon Electric  
Minarik  
Rexnord Corp.  
Square D

## ELECTRICAL TEST EQUIPMENT/TOOLING

A.E.G. Power Tools  
Adjustable Clamp Co.  
AEMC  
Allen Mfg. Co.  
Allpax Co. Inc.  
American Gas & Chemical Co.  
American Polywater  
American Saw  
American Tool Co.  
Ames Tools  
Amprobe  
Apex (Cooper Industries)  
Armstrong Brothers Tool Co.  
ASG  
B & K Precision  
Bacharach Instruments  
Bausch & Lomb  
Bernz-o-Matic Torches  
Berylco Safety Tools  
Bidle Instruments/AVO  
Big Beam Products  
Black & Decker  
Boker U.S.A. Inc.  
Bolen Leather Products  
Bondhus Tool Co.  
Bosch Power Tool Co.  
Bright Star Industries  
Brooks Products  
Brown & Sharpe Mfg. Co.  
Burndy  
Bystat  
C H Ellis Calculated Ind.  
Camillus Cutlery Co.  
Channellock Inc.  
Chicago Rawhide Mfg. Co.  
Clarostat  
Claus Cutlery Co.  
Cobra  
Commscope Inc. Cook  
Hammer Co. Cooper  
Electronics Cooper Tools  
Crescent (Cooper Industries)  
Council Tool Co.  
Crowe Rope  
Cully Enterprises  
Curtis-Toledo  
Danaher Tool Group  
Delsteel Inc.  
De-Sta-Co Corp.  
DeWalt Power Tools  
Digital Techniques  
Dip Seal Plastics  
Diversified Electronics  
Dixie Logging Tool Co.  
Dre mel  
Durant Digital Instruments  
Dynasco  
Eklind Tool & Mfg. Co.  
Erem  
Etcon Corp.  
Extch  
Fein Power Tools  
Fluke  
Fowler (Fred V. Fowler Co. Inc.)  
Gardco  
Garland Mfg. Co.  
GB  
GC Electronics

## ELECTRICAL TEST EQUIPMENT/TOOLING (cont.)

General Tool Mfg. Co. Inc.  
Gerber  
Gingher Scissors  
Goldblatt Tool Co.  
Grand Tool Co.  
Gray Hand Tool Co.  
Greenfield Steel Stamp Co.  
Greenlee Tool  
Hackett Brass Foundry  
Hanson (C.H. Hanson Co.)  
Heritage Cutlery  
Hexacon Electric Co.  
Hiiti Inc.  
Hioki  
H.K. Porter (Cooper Industries)  
Hougen Mfg. Co.  
Hyde Mfg. Co.  
I.A.C. Industries Ideal  
J.H. Williams Industrial Products Div.  
Jabro Batteries  
Jackson Mfg. Co.  
James Morton Co.  
Kelley Mfg. Co.  
Kennedy Mfg. Co.  
Kester Solder  
Kett Tool Co.  
King Mfg. Co.  
Klein Tools  
Knaack  
Knopp Testers  
Kurt Mfg. Co.  
Leader Instruments  
Leatherman Tool  
Leontonia Tool Co.  
Lenox (American Saw & Mfg. Co.)  
Lixie Hammer Div.  
Lowell Corp.  
Lufkin (Cooper Industries)  
Lutz File & Tool Co.  
Luxo Lamps  
M.T.I.  
MAG Instruments  
Makita U.S.A.  
Master Appliance  
Matco Tools  
Metabo Corp.  
Metallics  
Milwaukee Electric Tool Co.  
Mitutoyo  
Mohawk Tools Inc.  
MP Husky  
Multi-Systems  
National Meter  
Newton  
Nicholson (Cooper Industries)  
North American Tool  
Nupla Corp.  
O.K. Industries  
Ohmite  
Omega Engineering  
Osaki Meters  
Owatonna Tool Corp. (OTC)  
Panasonic  
Panavise  
Panduit  
Patlon Industries  
Peterson Mfg. Co. Inc.  
(Vice Grips)  
Plumb (Cooper Industries)  
Porter Cable Corp.  
Precision Brand Products  
Precision-Marshall Co.  
Primark-Magna Tool  
Protok  
Proto Tool Div. (Stanley)  
Rawl  
Ray-O-Vac  
Ready Tool Co.  
Red Devil Inc.  
Redington  
Reelcraft Industries  
Dynacomp  
Ridge Tool Co.  
Robo Hand Inc.  
Roper Whitney Inc.  
Santronics  
Sargent  
S-B Power Tool  
Seatek  
Sequatichie Handle Works  
Shop Vac Corp.  
Simpson Electric

## ELECTRICAL TEST EQUIPMENT/TOOLING (cont.)

S-K Hand Tools  
Skill Corp.  
Snow & Nealley Co.  
Sperry (A.W. Sperry Inst.)  
Stanley Tools  
Stanley-Proto Ind. Tools  
Starrett (L.S. Starrett Co.)  
Steinel  
Stilson Corp.  
Streamlight Inc.  
Sturtevant-Richmont  
Swanstrom  
Swiss Precision Instrument Co.  
Tech Spray  
Techwear  
Tegam  
Tektronix  
Thomas & Betts  
TIF Instruments  
Triplet  
True Temper Corp.  
Ullman Devices Ungar  
Union Tools  
Universal Instruments  
Vermont Precision  
Vise-Grip  
Vlier Enerpac  
W.L. Fuller Tool Co.  
Wahl  
Wall Lenk  
Warren Industrial Group  
Waterloo Industries  
Wavetek  
Weller Torches (Cooper Industries)  
Weller Electronics (Cooper Industries)  
Werner  
Williams (J.H. Williams)  
Wilton Corp.  
Wirewrap  
Wiss (Cooper Industries)  
World Dyer  
Wright Tool Co.  
Xacto  
Xcelite (Cooper Industries)  
Xuron

## ELECTROMECHANICAL: CONNECTORS, TERMINATIONS, & WIRING DEVICES

3M  
Adalet Products  
AIM  
Altech  
Amerace  
American  
AMP  
Amphenol RF  
Anderson Power Products  
Appleton Electric  
Arlington Industries  
Arrow Fastner  
Arrow Hart Wiring Devices  
Black Box/Easy  
Blackburn/Thomas & Betts  
Brad Harrison  
Bridgeport Fittings  
Buchanan Products  
Budd Industries  
Burndy  
Cadweld  
Carlton  
Catamount  
Chemelex  
Cinch  
Clic  
Cobra  
Contact Electronics  
Crouse-Hinds  
Daniel Woodhead Products  
DDK  
Desco  
Dynacomp  
Eagle  
Edsyn  
EGS Electrical Group  
Elastimold  
Electrical Insulation  
Electrimold  
Electro-Line  
Entrelec  
Erico Inc.

## ELECTROMECHANICAL: CONNECTORS, TERMINATIONS, & WIRING DEVICES (cont.)

Flambeau  
Furon/Dekorin  
GC Electronics  
GE Silicone  
Gibo-Kodama  
Grayhill  
Harting Elektronik  
Hollingsworth  
Howe  
Hubbell Wiring Devices  
Ideal Industries  
Idec  
IlSCO Connectors  
Insul-8  
Intermatic Products  
ITT Cannon  
ITT Pomona  
Jefferson Electric  
Joy Mfg. (Crouse Hinds)  
Kearney  
Kellems Grips  
Kester Solder  
Keystone  
Killark  
King  
Kraloy  
Lem Products  
Leviton Wiring Devices  
Loctite  
Luxo Electronics  
M & W  
Mineralac  
Molex  
Mueller  
Mulberry Metal  
Myers Electric  
Nashua Corp.  
Neer Mfg. Co.  
NSI  
O-Z/Gedney  
Panduit  
Pass & Seymour  
Penn Union  
Phoenix  
Picoma  
Plymouth  
Pomona  
Porcelain Products  
Power-Sonic  
Pyle National  
Pyromation  
Rab Electric  
Raco  
Rawlplug  
Raychem  
Red Dot  
Rees  
Regal Conduit Fittings  
Russellstoll Products  
Solder Removal  
Stahlin Enclosures  
Steel City  
Strombergs Products  
Switchcraft  
Taymac  
Thomas & Betts  
Triplet  
TYCO  
Tyton  
Underground Devices  
Underwriters Safety Devices  
Wago  
Walker  
Walther Electric  
Weller (Cooper Industries)  
W. H. Brady  
Wiegman Enclosures  
Wieland  
WW Cross

## ENERGY/BUILDING MANAGEMENT SYSTEMS

Advance  
Airmaster Fan Co.  
Aitken  
BRK Industries  
Chelsea Fans

## ENERGY/BUILDING MANAGEMENT SYSTEMS (cont.)

Chromalox  
Eagle Signal  
Easy Heat Heating Products  
Edwards  
Emerson Electric  
Emon-Dmon  
Etcon Corp.  
Federal Signal  
Globe  
Honeywell  
Interfan  
Intermatic Products  
Intertherm  
Janmar  
Kidde Fyrmetrics  
Litecontrol  
Lutron Products  
Markel Heaters  
Motorola  
Novitas  
Osram Sylvania  
Paragon  
Penn Ventilator  
Powercell  
Q Mark  
Quozile  
Reiker  
Scientific Components  
Square D  
Tork  
Universal  
Valmont  
Watt Stopper  
Wilshire  
World Imports

## ENVIRONMENTAL SAFETY

3M-Environmental Safety  
Advanced Containment Systems  
Air Liquide  
Aircscan Environmental Technology  
Alnor Instrument  
Bios International  
Blackburn Sampling  
BW Technologies  
Casella/CEL  
Chlorine Institute  
Complete Environmental Products (CEP)  
Compur Monitors Crowcon  
Davis Instrumentation  
Draeger Safety  
Eagle  
Edwards & Cromwell  
Enpac  
Fisher M-Scope  
Grayling Industries  
Industrial Scientific Corporation  
J.T. Baker  
J.V. Manufacturing Justrite  
K & M Environmental  
Metrosonics  
Minuteman International  
MSA  
Oakton Oil-Dri  
Rae Systems Remco  
RMC Medical  
Scott/Bacharach  
Sensidyne/Gillan  
Skolnik Industries  
Sorbent Products Co. (SPC)  
Sper Scientific  
Stewart R. Browne  
Team Equipment  
Texas Research Institute

## FANS, BLOWERS, HEATERS, & ACCESSORIES

Browning  
Fast Heat  
Pyromation

## FASTENING HARDWARE

Bandit Co.  
Campbell Chain  
(Cooper Industries)  
Crosby Group  
Loctite

## FIBER OPTICS & NETWORKING SOLUTIONS

ASI  
Data-Linc  
Dymec  
Harbenaux  
Idec  
Microwave Data Systems  
RFI  
Seriplex  
Square D  
Weed Instruments

## FIRE

Akron Brass Amerex  
Angus  
Ansul  
Circul-Air  
Clifford B. Hannay & Son  
Duo Safety Ladder  
E.D. Bullard  
Elkhart Brass Fire Dex  
Fol-Da-Tank Flexline  
Glove Corporation  
Hale Fire Pump  
Imperial Fire Hose  
Janesville  
Larsen's Manufacturing  
Lion Apparel MSA  
Magnum Fire & Safety Systems  
National Foam  
Paratech  
Quaker Safety  
Ranger Firefighter Footwear  
Red Head Brass  
Shelby Glove  
Singer Safety  
Snap-Tite Hose  
Walter Kidde  
Wells Lamont  
Ziamatic  
Zipnut

## FLUID POWER PRODUCTS

Air Guard  
Air Power Airco  
Ai r-Dro  
Apache  
ARO/Ingersol-Rand  
Boston Gear  
Coilhose Pneumatics  
Dixon  
Duff Norton Co.  
Enerpac  
Goodyear  
Power Team (Otc)  
Schrader Bellows

## FUSES, FUSE/TERM & VARISTORS

Altech  
Bussmann  
Ferraz Shawmut  
Littelfuse  
Magnum  
Marathon Electric  
Phoenix Contact  
TYCO/RDI  
Wieland

## HAND TOOLS

American Tool Co.  
Apex (Cooper Industries)  
Bondhus Tool Co.  
Channellock Inc.  
Claus Cutlery Co.  
Cooper Electronics  
Cooper Tools  
Danaher Tool Group  
Enerpac  
Gingher, Inc.  
Hyde Tools  
Klein Tools  
Leatherman Tool  
Lenox (American Saw & Mfg. Co.)  
Lufkin (Cooper Industries)  
Power Team (OTC)  
Proto Tool Div. (Stanley)  
Red Devil  
Ridge Tool  
Stanley-Proto Industrial Tools  
Stanley Tools  
True Temper



# GENERAL LISTING

## HAND TOOLS (cont.)

Vise-Grip  
Warren  
Wilton Corp.  
Wiss (Cooper Industries)  
Xcelite  
Young Brothers Stamp

## HARDWARE, CONNECTORS, REPAIR COMPONENTS, & HEAT SHRINK TUBING

3M ESM  
AIM  
Alcoa Fujikura Ltd.  
Alpha Wire  
Altech  
Amphenol  
Concord  
DDK  
Dennison  
HH Smith  
Mueller  
Panduit  
Pomona  
Qualtek  
RAF Electronic Hardware  
Switchcraft  
The Parker Group  
TYCO/AMP  
Trompeter  
Wieland

## HAZMAT STORAGE & HANDLING

Advanced Containment  
Systems  
Blackburn Sampling  
Chlorine Institute  
Eagle Mfg.  
Edwards & Cromwell  
Enpac  
Grayling Industries  
Haz Stor  
J.T. Baker  
Justrite  
Minuteman International  
Protectoseal Co.  
Remco  
RMC Medical  
Skolnik Industries  
Stewart R. Browne  
Team Equipment  
Texas Research Institute  
Ultra-Tec

## HUMAN MACHINE INTER- FACE, INDUSTRIAL WORK- STATIONS, & SOFTWARE

Advantech  
Concept KEP  
KEPware  
Magelis  
Maple Systems  
Nematron  
Nortech Engineering  
OPC Servers  
PC Control  
SGADA  
Square D  
Steeplechase  
Taylor  
Think-N-Do  
Touch Controls  
Uticor/AVG

## INDUSTRIAL AUTOMA- TION/MOTOR CONTROL

ABB  
Agastat  
Arrow Hart Wiring Devices  
Augat  
Automatic Switch  
Baldor Electric Co.  
Balluff  
Balogh Banner  
Bardac  
Bauer Gearmotors  
Bison  
Bitronics  
Bodine  
Boston Gear  
Burgess Switch  
Carlingswitch  
Chelsea Fans  
Clarostat

## INDUSTRIAL AUTOMATION/MOTOR CONTROL (cont.)

Continental Ind.  
Cooper Electronics  
Crouzet  
Cutler-Hammer  
Danaher Controls  
Diversified Electronics  
Dolan Jenner  
Dynapar  
Eagle Signal  
EATON/C-H  
Electrical South  
Emotron Exergen Corp.  
Fincor  
Gems Sensors  
General Electric  
Gordos  
Grasslin  
IBM  
ID EC  
Indelec  
Industrial Computers  
Inotec  
Intellution  
Intercolor  
ISSC  
ITE/Siemens  
Joslyn Clark  
KEP/Kessler Ellis  
Klockner Moeller  
Landis & Gyr  
Lesson Electric Co  
Logical  
Lundahl  
Lutze  
Manufacturing Solutions  
Maple Systems  
Marathon Electric  
McGill  
Metra  
MGE  
Microswitch  
Migration  
Minarik  
Modicon/Square D  
MTE  
Nanco Controls  
NCC/National Controls  
Nematron Corp.  
Nordic  
Object Automation  
Ohmite  
Ormec Motion Control  
Panasonic  
Panelogic  
Pass & Seymour  
Phoenix Contact  
Photoswitch  
Potter & Brumfield  
Power control Corp.  
Pulnix  
Red Lions Controls  
Rees  
Schmersal  
Schneider Automation  
Seco  
Sensorswitch  
Sick Optics  
Siemens Energy &  
Automation  
Smith Gates Corp  
Spectrum  
Speed Control Inc.  
SPI  
Sprint Electric  
Square D  
SSAC  
Static Control  
STI  
Struthers-  
Dunn/Dynatronics  
Sumitomo Machinery  
Corp.  
Syrelec-Crouzet  
Tape Switch  
Taylor Industrial Software  
Teledyne Big Beam  
Telemecanique/Square D  
Thern Inc.  
TimeMark  
Tork Tine Controls  
Triad Controls

## INDUSTRIAL AUTOMATION/MOTOR CONTROL (cont.)

Tritronics  
Ungar  
US Data  
Uticor  
Veeder-Root  
Vision Engineering  
Von Ruden  
Warner Seco  
Westinghouse  
W.H. Brady  
(Identification Solutions)  
Yokagawa

## INDUSTRIAL ELECTRIC MOTORS, VARIABLE SPEED MOTOR CONTROLS, & SOFT STARTERS

Alstom  
Baldor Electric  
Boston Gear  
Brooke Hansen  
Emotron  
Fincor  
Leeson  
Marathon Electric  
Minarik  
Square D

## INDUSTRIAL HOSE, COUPLINGS, & FITTINGS

Accuflex  
Apache  
Coihose  
Goodyear  
HBD Thermoid  
Kuriyama

## INDUSTRIAL RUBBER PRODUCTS

Goodyear Industrial  
Products  
Rubbermaid Commercial  
Products

## INDUSTRIAL SAFETY

Accuform Mfg  
All Weave Webbing & Tape  
American AllSafe  
American Lock Co.  
American Safety  
Technologies (Morgan)  
ARI  
Arkon (North)  
Big Beam Emergency  
Systems  
BLR  
Con-Space  
Communications  
David Clark  
Earmark  
Edwards Medical  
Emergi Lite  
Econ Safety Products  
Eveready Battery  
Federal Signal  
Ferno Washington  
Fred Silver & Co., Inc.  
Frommelt Safety  
Go-Jo Industries Inc.  
Igloo Corp.  
Harris Industries Inc.  
Junkin Safety Appliance  
Koehler Brightstar  
Laerdal Medical  
Louisville Ladder  
Marcom  
Master Lock Co.  
Maxi Signal Products  
MSA/Rose  
Noise Cancellation  
Technology  
North Safety Products  
OmniGlow  
Osborn Manufacturing  
Otis Clapp  
Panduit  
Pearlweave  
Pelican  
Pigeon Mountain  
Industries  
PSE/Lectric Lites  
Quaker Oats Co.  
(Gatorade)  
Ram Fan

## INDUSTRIAL SAFETY (cont.)

Services & Materials  
Simple Green  
Singer Safety  
Sipco Products  
Snap-Tite Hose Inc.  
Stewart R. Browne  
Streamlight Inc.  
Stockhausen  
Stonehouse  
Sqwincher  
Superior Manufacturing  
Swift First Aid  
Tennessee Mat/Wearwell  
Textalease Medique  
U.O. Equipment  
W.H. Brady (Signmark)  
Whelen Engineering  
Whitehall-Robbins  
Windcone Sales

## JANITORIAL SUP PLIES

Debus Inc.  
Drackett Products  
Fort James Corp.  
Go-Jo Industries Inc.  
Kimberly Clark  
Rubbermaid Commerical  
Products  
Rochester Midland  
Scott Paper Co.  
The Clorox Company  
Tennessee Mat/Wearwell  
Zellerbach

## LIGHTING SYSTEMS

Abolite Lighting  
Adjusta-Post  
Advance Ballast  
Airey-Thompson  
Alkco Lighting  
Alladdin  
ALP Lighting  
American Electric/Lighting  
American Louver  
Angelo Bros.  
Architectural Lighting  
Area Lighting Research  
Astralite  
Bartco  
Bega  
Benjamin Lighting  
Products  
Bodine  
Boyd  
Bright Star Bronzelite  
Brownlee Bruck  
Bulbtronics Capri Lighting  
Cew Lighting  
Chicago Miniature  
Chloride Systems  
Circle D Lights  
Cobra  
Columbia Lighting  
Cooper Lighting  
Cooper Power Systems  
Craflite  
Crenshaw  
Crescent Lighting  
Crouse-Hinds  
Crouse Hinds Airport Ltg.  
CSL  
Daniel Woodhead Products  
Day-Brite Lighting  
Dazor  
Delray  
Devine  
Devoe/Focus  
Diversified Electronics  
Dual-Lite Emergency  
Lighting  
Dura-Light  
Edison Price  
Eiko  
Electronic Lighting  
Systems  
Emergi-Lite  
Engineered Lighting  
Excel  
Eye Lighting  
Failsafe

## LIGHTING SYSTEMS (cont.)

Fisher Pierce Photo  
Controls  
Focal Point  
Forecast Lighting  
Fostoria  
Framburg  
Fred Ramond  
Frederick Cooper  
Gardco  
GE Lamps  
GE Lighting  
General Electric Genlyte  
Globe  
Glowlite  
Gotham Lighting  
Gross  
Guardian Light  
Guth Lighting  
Haco Lighting  
Halo Lighting  
Hanover Lantern  
Hartford Industries Inc.  
Hazlux Lighting  
Hi-Lite  
Hinley Lighting  
Holophone Lighting  
Holkoetter  
Hubbel Lighting  
Illuminating Experiences  
Imperial Bronzelite  
Industrial Devices  
Indy Lighting  
Intermatic Products  
ITT Outdoor Lighting  
Janmar  
Juno  
Keene Lighting  
Kenall Lighting  
Keystone Lighting  
Kichler Lighting  
Kim Lighting  
Kirin  
Kurt Verson  
Lavery & Company  
Ledtronics  
Leiter-Lites  
Light Concepts  
Lightalarms Emergency  
Lighting  
Lightguard  
Lightolier  
Lightron  
Lithonia Lighting  
Litteltes  
Lumark Lighting  
Lumax  
Lutron Products  
Luxe Lamps  
Lyte Poles  
Major  
Mark  
Matuzas  
Maxim Lighting  
McFadden  
McGill  
McPhilbern Lighting  
Melison Lighting  
Mercury  
Metalux Lighting  
Miller Lighting  
Minka Lighting  
Mobern  
Moldcast  
Motorola Ballast  
Motorola Lighting  
Murray Feiss  
NL  
Norman Lamps  
North Star Lighting  
Northstar  
Norwell  
Nulco  
Nulite  
O.C. White  
Omega Osram/Sylvania  
Mini Lamps  
Panasonic  
Pauluhn Industries  
Peerless  
Phillips ECG  
Phillips Lighting  
Phoenix  
Plastics South  
Poulsen  
Power Light  
Prescolite

## LIGHTING SYSTEMS (cont.)

Progress Lighting  
Prolight Lighting  
Prudential  
Puritan  
Quozel  
Quorum  
Rab Lighting  
Regency Lighting  
Regent Lighting  
Rig-A-Lite  
Royal Lite  
Ruud  
Sanders  
Satco  
Schonbek  
Scientific Components  
Scientific Technologies  
Seagull  
Seatek  
Shakespeare  
Shat-R-Shield  
Silttron  
Simkar  
Southeast Lighting  
Spaulding Lighting  
Spectrum  
Spero  
Staff  
Sterner Lighting  
Stiffel  
Stonco Lighting  
Strand  
Sturdy Lantern  
Sun West Lighting  
Sunbelt  
Sunray Lighting  
Superior Lighting  
Supreme  
Sure-Lites  
Swiveler Lighting  
Teledyne Big Beam  
Teron  
Thomas Lighting  
Tiffany  
Timely Lighting  
Tivoli  
Trans Globe Lighting  
Trend  
Tri-Lite  
Universal  
Ushio  
USI  
Valmont  
Venture Lamps  
Versa/Tech  
Verson, Kurt  
Visa Lighting  
Vista Lighting  
W.F. Harris Lighting  
WAC  
Waterford  
Whiteway  
Wide-Lite  
Wiko

## LINEAR MOTION PRODUCTS

Duff Norton Co.  
IKO Bearing  
Lee Controls  
MMB  
Nook  
Pacific Bearing  
SKF Linear  
Star Linear  
Templeton Kenley  
Thomson Industries

## MATERIAL HANDLING EQUIPMENT

Abell-Howe  
Albion Industries  
American Lifts  
Bassick Casters  
B.J. Company  
Budgit Hoist  
Caldwell  
Caster Pro  
Chester  
Coffing Hoist  
Colson Casters  
Columbus McKinnon Corp.  
Crane Mart  
Duff Norton  
Faultless Casters  
FMC Corp. (Syntron)  
FMC Corp. (Systems Div.)

## MATERIAL HANDLING EQUIPMENT (cont.)

FMC Corp. (Material  
Handling Equipment Div.)  
Hamilton Casters  
Ingersoll-Rand  
Lift-All Co. Inc.  
Nutting Tork & Caster  
Shaw Box  
Spanco Yale

## PAINT & COATINGS

DuPont  
Duromar  
ITW Devcon  
Krylon Div.  
Krywin-Williams  
Rust-Oleum Corp.

## PANEL INSTRUMENTS & PROCESS CONTROL INSTRUMENTATION

Danaher Controls  
KEP  
Precision Digital  
Pyromation  
Rosemount  
Thermo Electric  
Wilkinson Instruments

## PERSONAL PROTECTIVE EQUIPMENT (PPE)

3M-Safety Products  
32 North  
Air Systems International  
Aearo  
Aldon  
Allegro  
Alta Industries  
American Allsafe Co.  
Ansell Protective Products  
Bata Shoe Co.  
Bausch & Lomb Best Mfg.  
Billy Pugh  
Bullard, E.D.  
Bauer Compressors  
Carhartt  
Carolina Glove Co.  
Checkers  
Chicago Protective Apparel  
Chums  
Comasec  
Crews  
Dalloy Fall Protection  
Dalloy Safety  
DBI/Sala  
Deltech  
Dickies Industrial Wear  
Draeger Safety  
Ellwood Safety  
Encon  
ERB Safety  
Ergodyne  
Falcon Safety Products  
Fibre Metal  
Georgia Steel & Chemical  
Guard-Line Inc.  
Haws Corp.  
Hornell Speedglass  
Howard S. Leight  
Ironage Protective  
J.E. Morgan Knitting Mills  
J.I. Morris  
Jomac  
Jordan David Safety  
Products  
Kappler  
Kedman Co.  
Keystone CAP  
Kimberly Clark  
Kunz Glove  
LaCrosse-Rainfair  
Lakeland Industries  
Lehigh Safety Shoe  
Mapa Professional  
Mar-Mac Mfg. Co.  
Memphis Glove Co.  
Miller Products  
Mine Safety Appliance  
(MSA)  
O.H. & E.S.D.  
Moldex Metric  
Mustang Survival  
Nasco Inc.  
National Safety Apparel  
Neese  
Newtux Industries



# PRODUCTS & SERVICES

## PERSONAL PROTECTIVE EQUIPMENT (PPE) (cont.)

Noise Cancellation  
Technology  
Norcross  
Norris Cylinders  
North Safety Products  
Oberon  
Olympic Optical  
Paulson Manufacturing  
Perfect Fit  
QRP  
Red Kap Industries  
Refrigiwear  
Rehab Plus Therapeutic  
Reliable High  
Performance  
Products  
River City Rainwear Co.  
Russell and Associates  
Safewear Technologies  
Scott Health and Safety  
Shelby Specialty Glove  
Standard Safety  
Stearns Manufacturing  
Steel Grip  
Steele Incorporated  
Survivair  
Tasco  
Tec-Labs  
Tempshield  
Tingley  
Topps Safe  
United Glove  
Universal Overall  
Uvex  
Vallen Backbelts  
Vallen Face  
Vallen Gloves  
Vallen Head Protection  
Vallen Hearing Protection  
Vallen Lenscleaning  
Vallen Rainwear  
Vallen Respirator  
Vallen Traffic Vests  
Vallen Winterliners  
Well Lamont Corp  
West Chester Marketing  
Wilkuuro Safety Toes  
Workrite

## POSITION CONTROL/MOTION

Balluff  
Dynapar/Danaher  
I2T  
Kawaski  
Minarik  
Modicon  
Robotech  
Sercos  
Thomson

## POWER QUALITY/MONITORING

Bitronics  
EMON-DMON  
Innovative Technology  
MTE  
Sprague  
Square D PowerLogic  
TCI

## POWER SOURCES: CONDITIONING, DISTRIBUTION, PROTECTION, & TRANSFORMING

ABB  
ACME Electric  
Advanced Protection  
Altech  
American Circuit Breaker  
American Power  
Appleton  
Asco  
Best Mfg.  
B & K Precision  
Brush Fuses  
Bussmann  
Controlled Power  
Cooper Power Systems  
Curlee  
Cutler-Hammer Marine  
Cutler  
Hammer/Westinghouse  
Duracell  
Eaton Corp.

## POWER SOURCES: CONDITIONING, DISTRIBUTION, PROTECTION, & TRANSFORMING (cont.)

Emon-Dmon  
Energizer  
Etech  
Eveready Battery  
Ferraz-Shawmut  
G & W  
GEC  
Gould Shawmut  
Hevi-Duty  
Hubbell  
Intermatic Products  
International Power  
Joslyn Clark  
Keystone Electronics  
Killark  
Lambda  
Leviton  
Liebert  
Littelfuse  
McGraw-Edison  
Merlin Gerin  
MGE  
Midwest  
Minuteman International  
Nnational Power  
North America  
Transformer  
O-Z/Gedney  
Phoenix Contact  
Powercon  
Powerare  
Ray-O-Vac  
Robertson  
S & C  
Siemens/ITE  
S-L Waber  
Sola  
Sola/Hevi-Duty  
Square D  
Staco  
Stahlin  
Stancor  
Static Control Components  
Tektronix  
Telemecanique  
Topaz  
Tork  
Triad  
Triad/Magnatek  
Trico Fuse Mfg. Co.  
Tripp-Lite  
Waber  
Wiremold  
Zenith

## POWER TOOLS

ARO  
Burr King  
Chicago Pneumatic  
Cleco  
Cooper Power Tools  
De-Sta-Co Corp.  
DeWalt Power Tools  
Dotco  
Dynabrade  
Ingersoll-Rand  
Makita U.S.A.  
Milwaukee Electric Tool Co.  
Sioux Tools  
Skil Bosch

## POWER TRANSMISSION COMPONENTS-ELECTRICAL

Autogard/Dynacorp  
Baldor Electric  
Boston Gear  
Brooke Hanson  
Dings  
Electroid  
Emerson Power  
Transmission  
Leeson Electric  
Marathon Electric  
Rexnord/Brooke Hanson  
Saftronics  
Sterns

## POWER TRANSMISSION COMPONENTS-MECHANICAL

Allied Locke  
American Metric

## POWER TRANSMISSION COMPONENTS-MECHANICAL (cont.)

Apache  
AtraFlex  
Bando  
Baldor  
Boston Gear  
Boston Gear/Ameridrives  
Browning  
Collar and Coupling  
Curtis  
Daido  
David Brown EPT  
Fairchild  
Foote Jones Globe  
Goodyear Rubber Products  
Hansen  
Hi Lo  
Jason Industrial  
KopFlex  
Leeson  
Link-Belt  
Linn Gear  
Lovejoy Inc.  
Martin Sprocket and Gear  
Morse  
Optibelt  
Peer Chain  
Rexnord/Brook Hanson  
Speed Selector  
Stafford  
Stober  
Sumitomo  
Thermoid  
Thomas Coupling  
US Tsubaki

## PRECISION MEASURING, GAGING, SHOP EQUIPMENT, & TOOLS

Allen Manufacturing  
American Saw-Lenox  
Bondhus Tool Co.  
Brown & Sharpe  
Buckeye  
Burr King  
Chicago Pneumatic  
Clausing  
Cleco  
Cooper Tools  
Cress Heat Treat  
Dake Industries  
Dapra  
Dayton Progress  
De-Sta-Co Corp.  
DeWalt  
Dotco  
Dundick  
Dykem  
Dynabrade  
Eklind Tool & Mfg. Co.  
Equipto  
Fowler  
Gardner Denver  
Glastonbury/Southern  
Gage  
Greenfield Industries  
Grob  
Haas  
Huot  
Ingersoll-Rand  
Jacobs Mfg. Co.  
(Jacobs Chuck)  
Jancy Engineering  
Jet Equipment  
Kool Mist  
Lista International  
La-Co (Markal)  
Loc-Line  
Lyon Metal Products  
Malco Saw  
Marvel  
Mercury Gage  
Metro  
Meyer Gage  
Mitutoyo  
Palmgren  
Precision Brand  
Press Brake Tooling  
Rem Grit (Rule Ind.)  
Republic Lagun  
Sandvik Saws & Tool  
Scherr-Tumico  
Scienscope  
Scotchman

## PRECISION MEASURING, GAGING, SHOP EQUIPMENT, & TOOLS (cont.)

Setco Spindles  
SPI  
Starrett  
Stanley Proto  
Stanley-Vidmar  
Suburban Tool  
Su-Matic  
Susta-Kennedy  
Tecnara  
Tennsco  
Trico  
Van Keuren  
Vermont Gage  
Vertex  
Wells Mfg. Co.  
WF Wells  
Willis Drill Press  
Wilton Corporation  
Winware/Cribmaster

## RACKS, SHELVING, & FURNITURE

Akro-Mils  
Hollaender  
Lista International  
Louisville Ladder  
Lyon Metal Products  
National Partition  
Paltrier  
Republic Storage Systems  
Stanley-Vidmar

## REGRINDING, CUTTING TOOL MODIFICATIONS, REBUILD SERVICES, & RECYCLE SERVICES

AWD  
Carr Tool  
Carbide Tool Service  
Cindex  
Clover Tool Grinding  
CNC Grinding  
Fluid Management  
GKI, Inc.  
Little Rock Tool Service  
PM Recovery

## SPECIALTY ELECTRICAL PRODUCTS & SERVICES

ACL Staticide  
American Gas & Chemical Co. Banner  
Beltraction Co.  
Castrol Metalworking Fluids  
Chemex Chem-Trend Inc.  
Chemtronics  
Cling-Surface Co.  
Code Books  
Cortec  
CRC Chemicals  
DAP Inc.  
Dual-Lite  
Dykem Co.  
Edwards Signaling  
Elgene Chemicals Inc.  
(Fabulene)  
Eureka Chemical  
Fel Pro Inc.  
Graymills Corp.  
Greenlee Tool  
Helena Chemical  
Henderson Chemical  
ITW Devcon  
Kano Laboratories  
Kenway Chemical  
Klein Tools  
Lebanon Chemical  
LPS Research  
Magnaflex  
Master Chemical  
Mega Chemical  
Monroe Fluid Technology  
National Brands Neptune  
Chemical Novamax  
Parker Amchem  
Permatex  
Polaroid Co  
OMI Inc.  
Quaker Chemical Corp.  
Radiator Specialty Co.  
(Liquid Wrench)  
Raychem  
Rectorseal Corp.

## SPECIALTY ELECTRICAL PRODUCTS & SERVICES (cont.)

Relton  
Rapid Tap  
Rochester Midland  
Rock Island Lub & Chemicals  
Rohr Chemical Inc.  
Selig Chemical Industries  
Seymour of Sycamore Inc.  
Simple Green  
Sprayon Products  
State Chemical  
Steco Corp. (Tap Magic)  
Stern Chemical Corp.  
Tapticorp Corp.  
Tech Spray  
Theo Chem Inc.  
Three Bond U.S.A.  
Tri Chem Corp.  
Ugly Books  
WD-40  
ZEP Manufacturing

## TASK LIGHTING & MAGNIFIERS

Dazor  
Luxo  
OC White  
Waldman

## TEST/MEASUREMENT EQUIPMENT, TOOLS, & SOLDERING PRODUCTS

Amprobe  
ASG Jergens  
AVO  
B & K Precision  
Cooper/Weller  
Cooper/Xcelite  
Edsyn  
Erem  
Excelta  
Extech  
Fluke  
GC Electronics  
Hakko  
Harris Corporation  
Kester Solder  
Master Appliance  
Mueller  
OK Industries  
Paladin  
Panavise  
Pomona  
Qualtek  
Simpson  
Superior  
Swanstrom  
Techtronics  
Tektronix  
Triplet  
Wavetek  
Xuron

## TOOL BOXES

Stanley Proto  
Kennedy Mfg. Co.  
Lyons Metal Products

## WIRE MANAGEMENT & CONDUCTORS

3M  
Academy  
Aetna  
AFC  
Aitken  
Alan  
Alcan Wire  
Alcatel  
Aliflex  
Allied  
Allied Molded  
Allied Tube  
Alpha Wire  
Altech  
American Dynamics  
American Insulated Wire  
American Polywater  
Anamet  
Apex  
Arrow Fastner  
Austin  
Belden Wire & Cable  
BIW Cable

## WIRE MANAGEMENT & CONDUCTORS (cont.)

B-Line Cable Tray  
B-Line Systems  
Brad Harrison  
Brand Rex Company  
Bud  
BWF  
Cablec  
CamBar Custom Cable  
Assemblies  
Canada Wire & Cable  
Cantex Pipe  
Capitol  
Carlton  
Carol Cable  
Cerro  
Champion Fiberglass  
Circle Wire  
Cole  
Coleman Cable Systems  
Colonial Wire & Cable  
Columbia  
Conduit Pipe  
Continental Wire & Cable  
CRC  
Dearborn Wire & Cable  
Dearborn/CDT  
Delta Lightning Arrestors  
Dennison  
Dixon Ticonderoga Co.  
Esco  
Eastern Wire & Conduit  
Electra-Mate  
Electri-Flex  
Electromate Enclosures  
Electromatic  
Encore Wire  
Engineered Products Co.  
Eppo  
Ericson  
Essex Wire & Cable  
Excel Wire & Cable  
Fedrail  
Fiber Options  
Fred Silver & Co. Inc.  
Futronix Systems Corp.  
General Cable  
GS Metals  
Guardian  
Hammond Enclosures  
Hoffman Enclosures  
Houston Wire & Cable  
Hunt Electronics  
Husky  
Iboco  
Ideal  
Index  
Intermec  
Kaf-Tech  
Kellems  
Kerite  
Keystone  
Korndorf  
Kraloy  
Lambro Industries  
Lee  
Lee Products  
LTV  
Manhattan Wire & Cable  
Markal Co.  
Marsh Stencil Machine Co.  
Mohawk Wire  
Mono Systems

## WIRE MANAGEMENT & CONDUCTORS (cont.)

Nehring  
NEK  
Nelson  
Ocal Conduit & Fittings  
Okonite  
Olflex  
Olympic  
Omni  
Optical Cable  
P W Southern Cable Tray  
Pacific Electriccord  
Panduit  
Paranite  
Pauluhn Industries  
Perfect-Line  
Permacote  
Philmore  
Pirelli Cable  
Power-Strut  
P-W Tray Cable  
Pyle National  
Quabbin  
Quazite  
Queen City  
Raco  
Red Dot  
Republic  
Rittal  
Rob-Roy Industries  
Rome Cable  
Royal  
Scan Wire  
Schroff  
Seal  
Senator Wire & Cable  
Service Wire  
Shamrock  
Sola/Hevi-Duty  
Southwire  
Spectrum  
Stahlin Stancor  
Steel City  
Superstrut  
Tamaqua  
Tappen Wire  
Taylor  
Thomas & Betts  
TJ Cope  
Tripp-Lite  
Tyton  
Unistrut  
United Copper  
Unity  
VAW  
Vernitron  
Versabar  
Viking  
Vinkier  
Vynckier  
Waber  
Walker  
Weigman  
West Penn  
Wheatland  
Wiegmann  
Wiremold  
W.H. Brady  
(Identification Solutions)  
W.H. Brady  
(Signmark)  
Woodhead



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**Hardware SuperStore Products**

**Contract # GS-06F-0013N**

# HAGEMEYER NORTH AMERICA

Headquartered in the Netherlands, Hagemeyer offers global solutions which include Integrated Supply, e-business and global supply contracts. Hagemeyer worldwide operations are organized into six regions. Each region serves individual market segments with products and value-added services that are targeted to meet national, regional and local customer demands.

Our North America region, headquartered in Charleston, SC, includes Canada, Mexico and the United States of America. Hagemeyer North America, Inc. is a distributor of products and services focusing on business-to-business markets in industrial, safety and electrical products and services. The following provides deeper insight into our Hagemeyer North America (HNA) operations:

- \$1.5 billion in sales
- Approximately 4,200 associates
- 400+ locations including 150 on-site customer locations
- 100,000+ customers
- 1,600,000 available SKUs

## INDUSTRIAL

Our Industrial and National Accounts sales teams, approximately 600 strong, deliver deep product knowledge and broad geographical coverage to our expanding industrial customer base. This team of associates focuses on industrial plants, OEM/production facilities and manufacturing plants and MRO, Safety and Electrical customers.



Typically, our industrial customers are in the following segments: Government, Transportation Services, Paper, Petrochemical, Transportation Management, Chemical Process & Pharmaceutical, Metals, Rubber and Plastics, Utilities, Tele and Data Communication, Electrical Machinery, Automotive, Heavy Equipment, Aviation and Marine.

## GOVERNMENT SALES

Hagemeyer Government Sales provides first responders the equipment and services they need to respond quickly, safely and effectively. Government Sales serves Federal, State and Municipal governments as well as community emergency response teams and hospitals. In addition to a complete product offering, Hagemeyer also provides consulting services such as grant application writing, emergency planning and risk assessment.



## CONTRACTORS AND INSTALLERS



HNA focuses on selling to electrical contractors who install electrical, voice, data or video products. We offer products, services and solutions to commercial/ industrial and residential contractors, including voice-data-video (VDV) and energy management services (EMS).



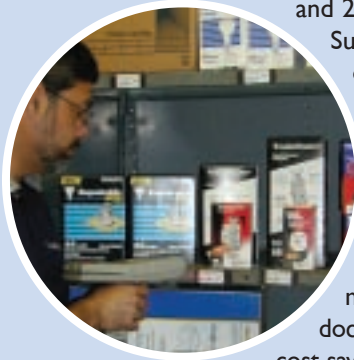
## TECHNICAL SERVICES

Hagemeyer Technical Services (HTS) provides the broadest range and highest level of service in the safety industry. Over 200 Technicians deliver one-stop shopping capabilities and documented cost savings. We provide inspection, repair and maintenance of instrumentation, respiratory, fire, fall protection, safety shower and eyewash equipment. In addition, HTS meets customer needs for protective clothing programs, shower and eyewash surveys, ladder and emergency lighting inspections, electrical glove testing, prescription eyewear, safety shoes, work clothing and sorbents.



## INTEGRATED SUPPLY

Integrated Supply is a business relationship designed to reduce procurement and inventory costs. Hagemeyer North America's in-house specialists and 20+ years of Integrated Supply experience provide our customers unequaled expertise in automated procurement processes, sourcing of non-stock items, outstanding customer service, customized storeroom management and documented cost savings.



## E-COMMERCE

Experience shows that you need to do more than simply implement an e-procurement solution to deliver true customer value and an acceptable return on investment. Business processes have to be redesigned, products and services standardized, and paper-based activities automated.

In addition, each customer and each supplier tend to have unique requirements that



require flexibility yet, if not properly engineered, can add cost. Hagemeyer's e-business proposition and other e-procurement solutions are designed around the needs of our industrial customers. These solutions are all engineered to reduce transaction costs, improve order quality (fewer errors) and eliminate unauthorized purchasing and billing errors.

## *Exceeding Your Expectations!*

Every Hagemeyer Account Representative is dedicated to one thing — the customer. Whether you need consultative solutions, services, products, pricing, lead times or submittals, we have more than 300 Account Representatives nationwide supported by a team of Customer Service Representatives to provide continuous availability.

Our National Accounts team focuses on multi-location facilities. We also cover contractors and installers with trained industry representatives to provide specific solutions. Direct-served accounts are covered by our state-of-the-art call center. We represent more than 10,000 companies and premium brands from top-tier suppliers, supported with \$150 million of local inventory and the ability to obtain any specialty items that your business may require.

Process evaluation for plant turnaround safety, automated order entry and a web-based procurement system are a few of the innovative solutions at your disposal to make your business stronger. Let us show you how we can help your company save time and money.

## GOVERNMENT SALES DIVISION

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