



LAWSON Products



Think outside the bin.





“Do I have the right bolt to fix this machine?”

“Stainless steel stock, somewhere in the plant – not sure where.”

“The teeth keep burning off the holesaw in this thin metal.”

“Gotta be a penetrant for extreme loads and high temps.”

“I don’t need a **catalog**. I need a **partner.**”

Now you’re thinking **outside the bin.**

Now you're thinking **Lawson.**

With Lawson Products, it all starts with your sales representative. We make sure you have stainless steel fasteners in stock – right where you need them. We recommend a cutting-edge lubricant even before you know you need it. We're seasoned experts in maintenance and repair – backed by the best engineers and a company that knows that **maintenance is productivity.**

And one more thing: We can spend a lot of time at your facility. When we're not there, our support team is one call or click away.

Anyone can drop off a catalog. But only Lawson can deliver a partnership.

We think **outside the bin.**



Outside the bin for Smarter Maintenance.SM

“I want to make it easier for my guys to do their jobs better. We need to work smarter.”

This is our strength. We partner with you to know your business, predict your product usage and anticipate your needs.

Our application engineers do a full evaluation to identify problem areas and solve the toughest maintenance and repair challenges. The work we do up front saves you time and money over the long term.

The industry’s best product support team is always one call away, at 1.866.529.7664 (866.LAWSON4U). And we offer complimentary on-site seminars, so you’re smarter about best practices, best products and safety.

It’s about **resolving**, not just solving.
It’s a **smarter** kind of technical expertise.

Smarter Maintenance – your story.

“We were spending \$6,000 a year using a bacteria-based drain opener. But we still had blockages. Lawson showed us that when housekeeping disinfected the sinks, it was killing the bacteria in the drain opener. Our rep suggested a switch to Drummond’s drain maintenance program, and now we save almost \$4,000 a year in patient rooms. We started using Lawson’s product for kitchens, and our drains are where we want them for the first time in 20 years. Our rep came in nights and whenever we did monitoring. He worked as a team with us.”

– Kevin W. Graham, P.E., Director of Plant Operations, Princeton Community Hospital

**Veteran sales reps,
invested in Lawson and in you**



Full application engineering staff

Online customer support

Technical training

Customer service

Our keys to Smarter Maintenance

Analytical approach to your business

Real-time support and ordering

Product demos and safety seminars

Outside the bin for at-hand productivity.

“I’m coming up short on important parts, and spending too much on parts I don’t end up using.”

We can fix that. We start by listening, then consider your order history and usage patterns to help you plan for seasonal needs and unusual demands. We recommend smarter placement of bolt bins, cabinets and supplies throughout your facility. We identify opportunities to resolve your operation’s day-to-day and recurring maintenance challenges. And when your order is delivered, we put everything away, too. It’s all about using our expertise to help you perform and drive productivity – all the way to your bottom line. That’s Lawson’s approach.

It’s a **smarter** kind of inventory management.



At-hand productivity – your story.

“One of our large, 18-foot rotary kilns had a catastrophic failure that required replacement of stainless steel plates and parts in the feed end of the kiln. We secured the critical plates and components, but the supplier couldn’t provide the nuts, bolts and washers. At about 9 p.m. Friday, our Process Engineer called me at home, desperate to find some 310 stainless steel bolts. I reached our Lawson rep at his home, and he had a solution. We placed an expedited order by 10 p.m. and he delivered the parts directly to our maintenance crews by 1 p.m. the next afternoon, on a Saturday. This was an incredible effort. Lawson saved us hours – if not days – of downtime.”

– Joe Hatfield, Director of Purchasing, Mississippi Lime Company

Better organization





Our keys to at-hand productivity.

Easy reordering

Fewer suppliers to track

No inventory shortages

99% of products shipped within 24 hours

Improved efficiency



On-site inventory management



Outside the bin for superior performance.

**“I thought this fastener would work.
But it shears off once a week at least.
I need something that lasts.”**

We have it. We deliver industry-best products at every price point and performance level, including our proprietary Tru-Torq®, Falcon Tools™, Regency™, Drummond™ and Cronatron™ brands. Our business is as dynamic as yours: our application engineers consistently test products and raise the bar to deliver the quality-engineered products you need for tough maintenance applications.

And here’s the most important part: **We back every product we provide.**

The product lines we offer.



Fastening systems



Battery maintenance



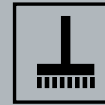
Brass, iron and steel fittings



Hydraulics



Abrasives



Shop supplies



Cutting tools



Hand tools



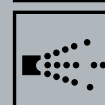
Electrical



Welding



Safety products



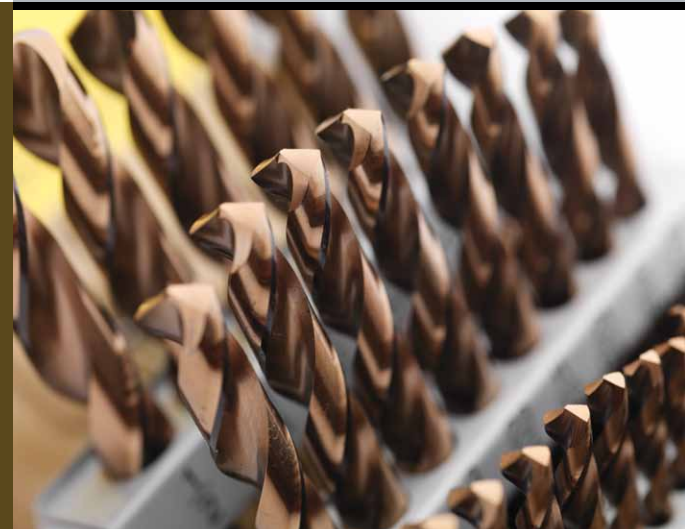
Specialty chemicals

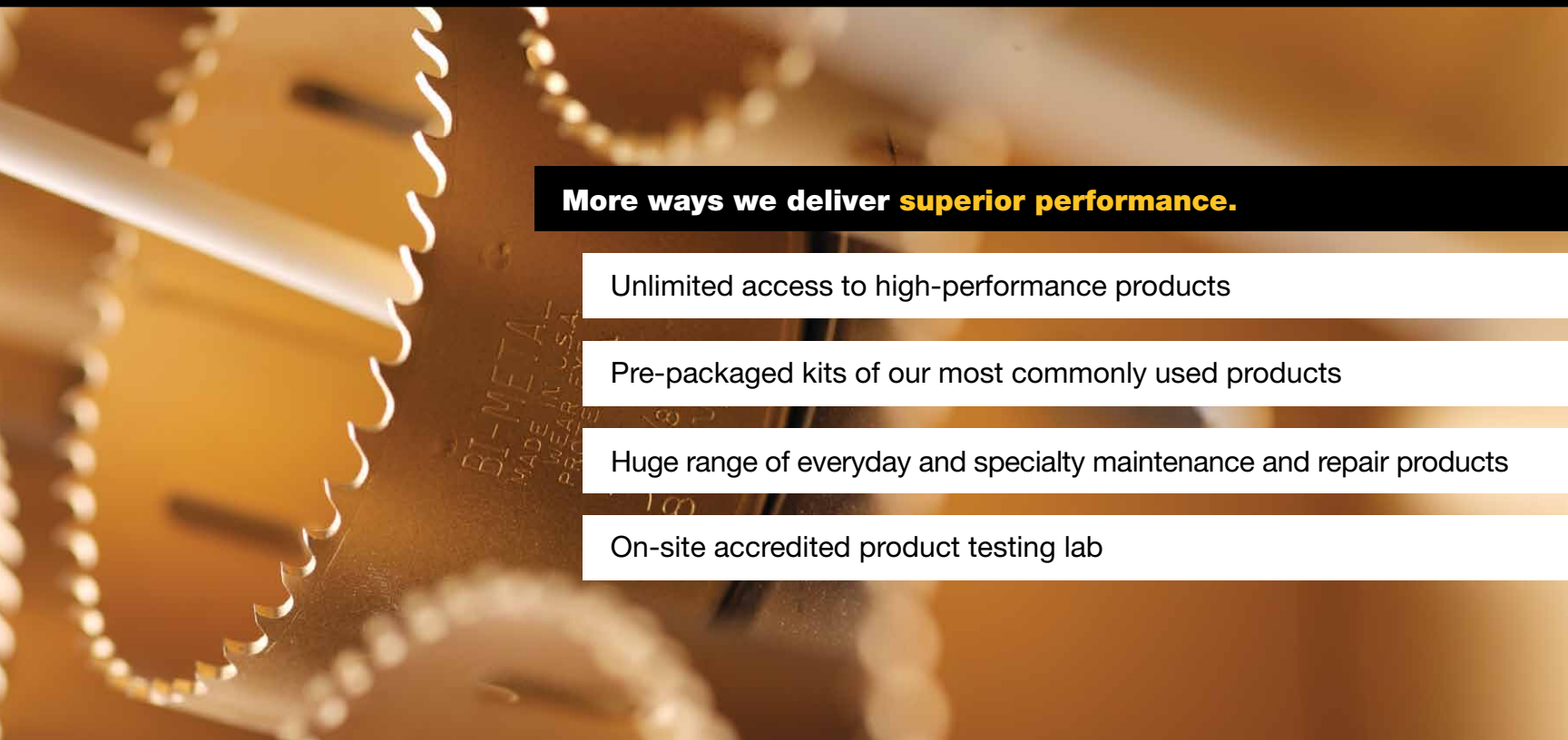
And many more, plus unlimited sourcing.

Superior performance – your story.

“Replacing the set screws on our Moba machine was a three-hour operation because they had to be drilled out. Plus, we were burning up drill bits like crazy. We switched to a Regency drill bit. Our bit cost dropped by half because Regency bits last longer. But the biggest change was in the time it took to switch out the set screws – from three hours down to one. All because of Lawson Products.”

– John Culver, General Manager Wilcox Farms, Wilsonville, Oregon





More ways we deliver superior performance.

Unlimited access to high-performance products

Pre-packaged kits of our most commonly used products

Huge range of everyday and specialty maintenance and repair products

On-site accredited product testing lab



Work smarter.

You want the right parts, when you need them, where you need them, and you want them to perform, to make your job easier. That's what we deliver, right to your facility. It's Smarter Maintenance. Together, we call it **thinking outside the bin.**



Contact your local representative
to learn how we can save you time and money.

Our investment in you.

Maintenance is productivity. This drives Lawson Products and the services we provide every day. Our approach to maintenance and repair is process-wide: we anticipate your needs and resolve issues long-term. Solving them for today isn't enough.

This means inventory management based on close analysis. Technical expertise backed by application engineers and industry-leading support. And quality-engineered products that we test and approve – or spec ourselves.

We view maintenance the way you do: as a process built on efficiency and committed to productivity. This insight is key. It's the link between your complex operation and our comprehensive solution. It's how Lawson invests in you.

It's **Smarter Maintenance.**



LAWSON Products

For more information call: 1.866.529.7664 (866.LAWSON4U)
or email: info@lawsonproducts.com

*Smarter Maintenance*SM

www.lawsonproducts.com

Corporate Headquarters: 1666 E. Touhy Ave., Des Plaines, IL 60018

Copyright © 2010 Lawson Products, Inc. All rights reserved. Printed in U.S.A. (1/10) E724