



John S. Richard
Director

Brad Henry
Governor

STATE OF OKLAHOMA
DEPARTMENT OF CENTRAL SERVICES

March 31, 2005

RE: Statewide Contracts - SW 400 Grainger Industrial Supply

The Department of Central Services, Central Purchasing Division has signed a participating addendum with the Western States Contracting Alliance (WSCA) for the industrial supplies and equipment master price agreement with Grainger Industrial Supply.

All State Departments, Boards, Commissions, Agencies and Institutions, Counties, Local Governments, School Districts and Municipalities may use this contract.

Grainger Industrial supply offers over 600,000 items from more than 1,000 manufacturers in a nationwide network of 380+ branches in all 50 states; two are in Oklahoma (Tulsa and OKC). Grainger is a pioneer in electric commerce and conducting business over the Internet. This flexibility will allow agencies and institutions to place orders over the Internet, or by way of a purchase order or the P-Card. The contract provides just in time (JIT), one-stop-shopping for industrial MRO supplies. The contract will expedite the purchase and delivery of the majority of industrial supplies while providing substantial commodity and administrative savings. Please consider the concept of "total cost of acquisition" when utilizing this contract. Since Grainger offers next day, freight-free delivery on the majority of Maintenance, Repair and Operating (MRO) supplies, agencies should re-evaluate existing inventory levels and any central warehousing and distribution programs

Please go to the web page: www.dcs.ok.gov, Central Purchasing, StateWide Contracts, SW400.

The Grainger web site is <http://www.grainger.com/>. The Grainger representative will provide an application to obtain a log-in and password to see the state contract pricing for all Maintenance, Repair and Operating (MRO) Supplies and Equipment. You must have this information before you can access the State of Oklahoma pricing. Agency staff must verify their account number and register as an on line customer by contacting the Grainger representative in order to access the discount pricing; otherwise they have only access to non discount pricing. Once there, browse around for the equipment lists for your jurisdiction.

Grainger Representatives: Charlotte Sutton

Telephone No.: 405-229-1895 (OKC, Cell No.: 405-945-1740 Fax No.: 405-943-1671

Susan Heck 512-266-2325, Voice Mail: 800-994-2343, Box 84526, 512-266-0853

NOTE: Central Purchasing retains the authority and option to negotiate with Grainger quantity discount pricing for volume purchases.

Questions concerning this contract may be directed to:

PRIMARY CONTACT

Florian Giza, Telephone No.: 405-522-3428, Email: florian_giza@dcs.state.ok.us

SECONDARY CONTACT

Lisa Martin Telephone No.: 405-521-3705 Email: lisa_martin@dcs.state.ok.us

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