



ATTACHMENT 02 CATEGORIES OF PRODUCTS and EPP

I. GEOGRAPHIC AVAILABILITY

Identify the geographic area(s) in which your products will be available to Participating Entities and Purchasing Entities by checking one of the following:

- Nationwide (including the District of Columbia and U.S. territories)
- Nationwide (including the District of Columbia)
- The following specific states (to include the entire state): _____

II. EXCLUSIONS

The Master Agreements resulting from this solicitation are not intended to replace or materially overlap in scope with other NASPO ValuePoint contract portfolios, including the following:

- [Automatic External Defibrillator \(AED\) and Accessories](#)
- [Ground Maintenance Equipment](#)
- [Automotive Parts](#)
- [Professional Grade Tools and Diagnostic Equipment Master Agreements.](#)
- [Office Furniture](#)
- [Office Supplies](#)
- [Audio Video Equipment and Supplies](#)
- [Computer Equipment, Peripherals & Related Services](#)
- [Copiers & Managed Print Services](#)
- [Laboratory Equipment and Supplies](#)

Offerors may include equipment, accessories, and services available under these portfolios only to the extent that such solutions are complementary to the equipment, products, or services being proposed by Offeror. The Lead State may, at its sole discretion, reject products and services from an Offeror's proposal, or remove products and services from a Contractor's Master Agreement, if the Lead State determines that such products and services exceed the intended scope of this solicitation or do not comply with this requirement.

Other Exclusions:

- Electric vehicle charging station and/or installation
- Public safety electronic equipment or any first responder electronic equipment
- Drones, drones' maintenance, and parts
- Software or SaaS solutions

III. CATEGORIES



Identify the category(ies) for which you are submitting a proposal response by checking one or more of the following (the products listed for each category below are only examples and are not intended to be exhaustive):

- Category 1: Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals** includes but not limited to cleaning chemicals, hand soaps, paper products, trash can liners, adhesives.
- Category 2: Fasteners** includes but is not limited to thread fasteners, anchors, bolts, cables, clips, hose couplings, inserts, lock nuts, pins, plates, rivets, screws, studs, and washers.
- Category 3: Material Handling** includes but is not limited to hand trucks, ladders, welding supplies, shop supplies, containers, cabinets, chains, wire rope, pails/drums. Motor rider forklifts, reach trucks, order pickers, pallets jacks, stackers, and tow tractors.
- Category 4: Plumbing Equipment** includes but is not limited to facets, fittings, pipes, water filters, drains, pumps, and plumbing tools.
- Category 5: Power Sources** includes but is not limited to electric power grid, such as an electrical outlet, energy storage devices such as batteries or fuel cells, generators or alternators, solar power converters, or another power supply, other batteries, electric vehicle charging stations and parts, solar energy, and AC and DC power supply.
- Category 6: Landscaping and Outdoor Supplies and Equipment** includes but is not limited to seasonal lawn and grounds maintenance supplies.
- Category 7: Lamps, Lighting, Ballasts, and Equipment** includes but is not limited to lamps, ballasts, fixtures, bulbs, diodes, and tubes.
- Category 8: Heating, Ventilation, Air Conditioning (HVAC)** includes but is not limited to air filters, blowers, diffusers, fans, coolant, small heaters, air conditioning units (window and portable), foam coil cleaners, filters, and valves.
- Category 9: Hand Tools** includes but is not limited to hammers, pliers, rakes, screw drivers, shoves, hand saws, and measuring tools.
- Category 10: Power Tools** includes drills, saws, table saw, air compressor, band saw, sander.
- Category 11: Electrical Supplies and Equipment** includes but is not limited to circuit breakers, conduits, electrical boxes, fuses, switches, outlets, cords, and plugs.
- Category 12: Paint and Related Supplies** includes but is not limited to paint interior and exterior, primers, coatings, brushes, paint pans, fire retardant sealants, and stirrers.
- Category 13: Security** includes but is not limited to cameras, strobes, safes, locks.
- Category 14: Safety** includes personal protective equipment and related building safety equipment, eye protection, protective clothing, barricades, fire escape



ladders, master lock, hearing protection and head and face protection, hand sanitizer, gloves, and sorbents.

- Category 15: Other** Contractor is allowed to sell other items related to MRO but not specifically listed above. Products that are included in the Exclusion Section II, may not be sold.

Offeror is limited to selling products and services in the category(ies) awarded to Offeror.

IV. ENVIRONMENTALLY PREFERABLE PRODUCTS

Many of the Participating States have indicated that sourcing Environmentally Preferable Products (EPP) is important and may become more important in the future with legislative mandates to comply with for sustainable and climate preferable products being used in their state.

Indicate below if the Offeror can offer EPPs (see Specifications for EPP Products in Each Category listed below). If the Offeror is not able to meet the Environmental Specifications listed below, indicate no. If yes, Offeror must fill out the rest of this attachment in full which will be included in the Master Agreement if awarded.

- No, the Offeror will not be able to sell Environmentally Preferable Products, no need to proceed with this Attachment (this attachment must be submitted with the NO checked)**
- Yes, Offeror would like to sell Environmentally Preferable Products and has filled out all sections below:**

1. Does the Offeror have any sustainability policies or programs (e.g., adoption of a sustainability policy, climate action plan, using clean fuel vehicles or sustainable packaging to deliver products, powering your facilities with renewable energy, etc.)? If yes, describe and attach supporting documentation. If no, describe any plans the Offeror may have to do this in the future.

Lawson Products believes the incorporation of sustainable business practices increases our operational effectiveness, can decrease costs and promotes a positive corporate culture. Lawson Products sustainability core team includes Rick Pufpaf, VP, Compensation & Benefits and Chief Compliance Officer, Heather Buck, Senior Director, Technical Services and Product Information Management, and Nick Del Vecchio, Manager, Safety.

Through a broad mix of initiatives, Lawson Products is increasingly focused on how to operate more visibly as a "green" company. Lawson Products has introduced an environmentally friendly product line, employed innovative reclamation techniques and products to keep hazardous materials out of landfills, and promoted recycling and environmentally friendly cleaning practices across its business locations.

Over a six-month period, Lawson Products disposed of 2,000 boxes of old files that were shredded and recycled. That spared 150 skids worth of material from going to the landfill and avoided waste removal costs. Lawson Products also took part in the removal of 60 dumpsters of

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materials at no cost to the company. Lawson Products' warehouses established three major recycling projects:

1. Corrugate: removing 12 tons from one location in less than four months and loading this material into bins that Receiving then unloaded and recycled in the Corporate Warehouse;
2. Paper: removing 36 skids from the old print shop that were hauled away (for free) by a local recycling company;
3. Miscellaneous items: disposing of thousands of old files, papers, boxes, and obsolete or unused equipment and aluminum and plastic recycling.

Lawson Products has partnered with UPS for inbound and outbound shipping and transportation practices. UPS has an established documented Environment Policy. In an effort to maintain a leadership role in protecting the environment, UPS continually strives to improve technology and environmental performance. All their people are responsible for pollution prevention, resource conservation and compliance with applicable environmental laws and regulations. Lawson Products selected UPS as our preferred carrier because of their position on environmental practices.

Lawson Products complies with current regulatory and government agency requirements and follows a documented environmental policy and guidance statements in order to meet specific sustainability objectives.

Lawson Products is cognizant and endeavors to promote environmental sustainability goals that help position our company to succeed in an increasingly resource-constrained world. Lawson Products is versed in the Government Sales/Public Sector space. Lawson Products' sustainability standards for products are based on life cycle research and are developed in an open and transparent stakeholder process.

2. Does the Offeror identify products with any of the following environmental certifications in catalogs and/or price sheets (print and online)?

US EPA ENERGY STAR Yes No

US EPA Safer Choice Yes No

US EPA WaterSense Yes No

Biodegradable Products Institute (BPI, certified compostable) Yes No

Design Lights Consortium (DLC) for LED lighting products Yes No

Forest Stewardship Council (FSC) Yes No

Green Seal Yes No

UL ECOLOGO Yes No

UL GREENGUARD, SCS Indoor Advantage, etc. (certified low emitting) Yes No

Other(s): please list None

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3. Does the Offeror identify products with any of the following environmental attributes in catalogs and/or price sheets (print and online):

Percentage of post-consumer recycled content Yes No

RoHS-compliance (for electrical equipment) Yes No

Rechargeable batteries Yes No

Prop 65 Warning Yes No

Identified in online catalog? Yes

4. Describe how a buyer finds environmental products in your online ordering catalog. Does it show the ecolabels and environmental attributes that the Offeror recognizes? Include whether there are filters for EPP's in the online catalog. Provide examples.

Lawson Products has the capability to sort EPP chemicals and cleaners with a filter on www.lawsonproducts.com. Customers can simply select the product type named "Eco-friendly Cleaner" under Type to display those products.

Please see the screenshot below of Lawson Products' EPP filter.

The screenshot shows the Lawson Products website interface. At the top, there is a search bar with the text "Keyword, Item Number" and a search icon. To the right of the search bar are links for "My Account" (Log In | Register) and a "Cart" icon showing "0 Items". Below the search bar is a navigation menu with "Products", "Services", "Resources", and "Special Offers". On the right side of the navigation menu are "Customer Service" and "Quick Order" links. The main content area shows a breadcrumb trail: "Home > Chemicals > Cleaners > Multi-Purpose Cleaner/Degreasers". There are "email" and "Print" icons. A "Refine Results (59 Items)" sidebar is on the left, with "Type (56)" selected. The main product grid is titled "Multi-Purpose Cleaner/Degreasers" and shows 5 products. Each product has an image, a title, a description, an item number, a price, a "Log In" link, a "Compare" checkbox, and an "Add to Cart" button with a quantity of 1. The products listed are: Acrysol-WB Cleaner, Liquid Form, 0% VOC, 32oz Bottle (Pack of 1); Acrysol-WB Cleaner, Liquid Form, 0% VOC, 1gal Bottle (1 US Gallon); Drummond™ - Whallop Heavy-Duty Industrial Foam Cleaner/Degreaser, White, 18oz Aerosol (Pack of 3); Drummond™ - Breakthrough Steam Cleaner and Power Wash Concentrate, Red, Liquid Form, Flor... (Pack of 1); and Drummond™ - Breakthrough Steam Cleaner and Power Wash Concentrate, Red, Liquid Form, Flor... (Pack of 1).

In addition, Lawson Products has an Eco-Friendly page on its website that outlines earth-friendly products and processes at www.lawsonproducts.com/resources/eco-friendly. This outlines products that are:

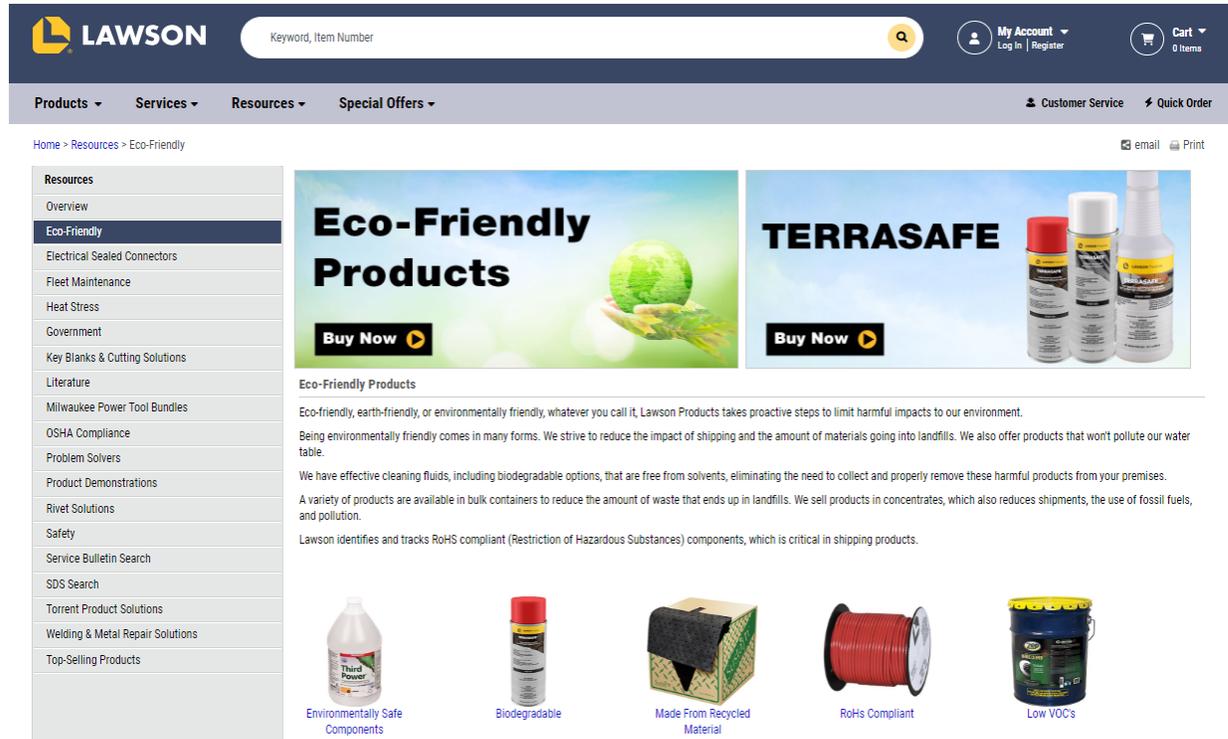
- Environmentally Safe Components
- Biodegradable
- Made From Recycled Material
- RoHs Compliant
- Contain Low VOCs

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See a screenshot of the Eco-Friendly webpage below:



5. Does the Offeror offer any product take-back or recycling services? If yes, describe what services are available. If not, describe if the Offeror has any plans for the future:

At this time, Lawson Products does not offer a product take-back or recycling service. As a distributor, Lawson Products does not currently, unlike a manufacturer, have the infrastructure in place to accommodate that type of program.

6. Using the check boxes below, indicate what categories of products the Offeror offers that includes *at least* one of the listed required Environmental Specifications for the sub-category. If awarded, the subcategories will be included in the Master Agreement.

Specifications for EPP Products in Each Category

Environmental Product Specifications

Offeror has the ability to provide product with the following environmental certifications or attributes, as identified below:

Category #1: Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals

A. Cleaning chemicals

1. *Cleaning and floor maintenance chemicals* have at least one of the following certifications: Green Seal, US EPA Safer Choice, UL ECOLOGO, or Cradle to Cradle (Silver level or higher).



This product category includes, but is not limited to general-purpose cleaners, floor cleaners, glass cleaners, degreasers, non-disinfecting restroom cleaners, carpet and upholstery cleaners, deodorizers, dish and laundry detergents, wood and metal polishes, floor polish and strippers, air conditioner coil cleaners, etc. It also includes onsite generators of cleaning chemicals such as aqueous ozone.

2. *Hand sanitizers* have at least one of the following certifications: Green Seal, UL ECOLOGO or Cradle to Cradle (Silver level or higher). This product category includes liquids, gels and wipes.

In addition, the product contains at least 60% ethanol per the Centers for Disease Control (CDC) guidance, does not contain any active ingredients other than ethyl alcohol or isopropyl alcohol, and is not on the US Food and Drug Administration's (FDA's) Hand Sanitizer Do-Not-Use List which may be viewed at: <https://www.fda.gov/drugs/drug-safety-and-availability/fda-updates-hand-sanitizers-consumers-should-not-use>. This list includes products that are dangerous because they are found or likely to be contaminated with methanol or 1-propanol or that are packaged in food or drink containers.

3. *Hand soaps, body washes, and hair shampoos* have at least one of the following certifications: Green Seal, US EPA Safer Choice, UL ECOLOGO or Cradle to Cradle (Silver level or higher).
4. *Keyboard cleaners* are EITHER mechanical or a chemical formulation that is free of chlorinated and fluorinated compounds (e.g., air dusters containing HFC-134a: 1,1,1,2-Tetrafluoroethane or HFC-152a: 1,1-Difluoroethane)
5. *Surface disinfectants and sanitizers* are US EPA-registered and contain only the following active ingredients: Citric acid, Ethanol, Hydrogen peroxide, Isopropanol, Lactic acid, Octanoic acid (Caprylic acid), or Thymol OR are certified by either Green Seal or EPA's Design for Environment Program.

- B. Janitorial paper products EITHER have one of the following third-party certifications: Green Seal, UL ECOLOGO or Forest Stewardship Council (FSC); OR comply with the US EPA's Comprehensive Procurement Guideline (CPG), including:

- *Paper Towels and Industrial Wipers*: 40% post-consumer recycled content (PCRC)
- *Toilet Tissue and Toilet Seat Covers*: 20% PCRC
- *Facial Tissue*: 10% PCRC
- *Paper Napkins*: 30% PCRC

In addition, they do not contain intentionally added antimicrobial ingredients, fragrances, or dyes.



C. Waste, Recycling and Trash Supplies

1. *Organic waste bags* have at least one of the following compostability certifications: Biodegradable Products Institute (BPI) or OK Compost (Industrial or Home). In addition, they are labeled with the certification. This includes bags that are made of bioplastic or paper lined with bioplastic.
2. *Paper bags* are unlined and EITHER have at least 20% post-consumer recycled content (PCRC), which complies with the US Environmental Protection Agency's Comprehensive Procurement Guideline for Paper Bags, have 100% total recycled content, or are certified by the Forest Stewardship Council (FSC).
3. *Plastic trash can liners* have at least 10% post-consumer recycled content (PCRC) OR are certified by UL ECOLOGO or Green Seal. In addition, the product does not contain any intentionally added antimicrobial ingredients, chlorinated compounds such as vinyl (PVC), fragrances, or PFAS (e.g., polytetrafluoroethylene (PTFE) and is not labeled "oxo-degradable" or "oxo-biodegradable".
4. *Waste receptacles and recycling containers* comply with the applicable US EPA Comprehensive Procurement Guideline (CPG) for this category, which means it contains:
 - At least 20% post-consumer recycled-content plastic;
 - At least 25% post-consumer recycled-content corrugated cardboard; OR
 - 100% steel.

In addition, the product is free of vinyl (PVC) and fiberglass.

D. Janitorial Supplies

1. *Cleaning cloths* are reusable and are made of EITHER microfiber, reused material or recycled-content fabric with at least 10% post-consumer recycled content. In addition, they do not contain antimicrobial ingredients, fragrances, cleaning chemicals, or other chemical treatments.
2. *Floor pads used with powered janitorial equipment* EITHER contain at least 30% post-consumer recycled content (PCRC) OR are certified by Green Seal.
3. *Gloves (including disposable and reusable products)* are free of PVC (vinyl) and latex. Gloves that are labeled compostable must be certified by the Biodegradable Products Institute (BPI) or Vincotte OK Compost.
4. *Entryway, anti-fatigue and safety floor mats are PVC-free AND:*
 - Contain at least 30% post-consumer or 50% total recycled content (e.g., rubber or PET); OR



- Are 100% biobased (e.g., coir)
5. *Mops, mop heads and dusters* are reusable and EITHER contain microfiber or are certified by Green Seal. In addition, the product does not contain vinyl (PVC), antimicrobial ingredients, fragrances, or cleaning chemicals (e.g., dust mop treatments).
 6. *Sorbents and other dust-control products*, including but not limited to loose and granular formulations as well as pads, socks and booms, meet one of the following criteria:
 - Contain at least 89% total recycled content (which complies with the US EPA's Comprehensive Procurement Guideline (CPG) for this product category);
 - Contain at least 30% post-consumer recycled content; OR
 - Have one of the following certifications: Cradle to Cradle (Silver or higher), Green Seal, UL ECOLOGO, US EPA's Safer Choice or USDA Certified Biobased.
 7. *Sponges and scrubbers* are made of 100% cellulose and/or other plant-based fiber OR at least 20% post-consumer recycled material. In addition, the product does not contain antimicrobial ingredients, fragrances, cleaning chemicals, or other chemical treatments.

E. Powered Janitorial Equipment

1. *Vacuum cleaners, carpet extractors, and deep cleaning equipment* are certified by the Carpet and Rug Institute (CRI) under its Seal of Approval Program.

A list of CRI-certified vacuum cleaners can be accessed at: <https://carpet-rug.org/testing/seal-of-approval-program/certified-vacuums>.

A list of CRI-certified carpet extractors can be accessed at <https://carpetrug.org/testing/seal-of-approval-program/certified-deep-cleaning-extractors>.

A list of CRI-certified deep cleaning equipment can be accessed at <https://carpet-rug.org/testing/seal-of-approval-program/certified-deep-cleaning-extractors/>.

2. *Powered floor maintenance equipment (e.g., burnishers and polishers)* are electric-powered AND are equipped with controls or other devices for capturing and collecting particulates.
3. *Hand dryers* meet all of the following criteria:
 - a. UL or ETL listed.
 - b. RoHS-compliant



- c. Energy consumption does not exceed 1500 watts.
- d. Operate at a sound level of less than 80 dBA (decibels)

Category #4: Plumbing Equipment

1. *Bathroom sink faucets and showerheads* are WaterSense-certified.
2. *Toilets and urinals* are EITHER WaterSense-certified or waterless.
3. *Water bottle refill stations* are UL listed, certified to NSF/ANSI Standard 61-G & 372 and conform with the lead content requirements for "Lead Free" plumbing by the State of California.
4. *Water coolers, bottled water dispensers, and pool pumps* are ENERGY STAR-certified.
5. *Water filters* (e.g., carbon filtration and reverse osmosis systems) meet applicable NSF standards.

Category #5: Power Sources

1. *Batteries (AAA, AA, C, D and 9V only)* are rechargeable and uses nickel-metal hydride chemistry.
2. *Battery chargers* are UL Listed and compatible with nickel-metal hydride rechargeable batteries.
3. *Electricity generators* are battery-powered, and the battery does not contain lead.
4. *Flashlights, lanterns, or headlamps* use LEDs as the light source OR have a built-in rechargeable battery.
5. *Motors* are variable speed or labeled NEMA Premium Efficiency.
6. *Solar powered-generating equipment* is UL or ETL listed.

Category #6: Landscaping and Other Outdoor Products Supplies and Equipment

1. *Compost, mulch, and soil amendment products* are certified by the Organic Materials Research Institute (OMRI).
2. *Deicers and snowmelt products for facilities maintenance* are certified by either Safer Choice or Green Seal, OR are on the Clear Roads Qualified Products List, which can be found at <https://clearroads.org/qualified-product-list/>. All products that contain sodium chloride have a corrosion inhibitor. These products are not intended for use on roads



and include products in bags only up to 50 pounds as well as liquids only up to 55 gallons.

3. *Fertilizers and pesticides* are certified by the Organic Materials Research Institute (OMRI) or the product is a mechanical pest management product such as a bait or trap. A list of OMRI-certified products can be found at <https://www.omri.org/us-list>.
4. *Garden hoses* are free of vinyl (PVC).
5. *Irrigation equipment*, including spray sprinkling bodies and irrigation controllers, is WaterSense certified.
6. *Powered landscaping equipment* (e.g., chain saws; edgers, lawn mowers; leaf blowers, shredders and vacuums; mulchers, snow blowers, trimmers, wood chippers) emits zero emissions, which means it is powered by a battery or an electrical cord.

Category #7: Lamps, Lighting, Ballasts and Equipment

1. *Lamps, luminaires and retrofit kits* use LEDs as their only light source and have at least one of the following lighting efficiency certifications: DesignLights Consortium (Standard, Premium or Luna), ENERGY STAR, or International Dark Sky Association.
2. *LED drivers and lighting controllers* (e.g., occupancy sensors) are RoHS compliant AND UL or ETL listed.

Category #8: Heating, Ventilation and Air Conditioning (HVAC)

Air conditioners, air purifiers, dehumidifiers, and ventilating fans are ENERGY STAR-certified. Products that have the ENERGY STAR Most Efficient label or use refrigerants that have a "lower impact on global warming" (e.g., R-32) are preferable. Use ENERGY STAR filter to find preferable products.

1. *Refrigerants* are considered "climate friendly" by US Environmental Protection Agency (US EPA) because they have a lower global warming potential. This includes:
 - R-32 (used in air conditioners)
 - R-290 (used in ice machines and refrigerators)
 - R-600a (used in freezers and refrigerators)
2. *Thermostats* are digital and EITHER programmable or ENERGY STAR-certified.

Category #12: Paint and Related Supplies

1. *Interior latex wall and ceiling paints and primers* have at least one of the following multi-attribute green certifications: Cradle to Cradle Certified or Material Health Certificate: at the Gold level or higher, Green Seal, Greenwise Gold, or Master Painters Institute (MPI) Extreme Green.

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2. *Specialty paints, primers and coatings* comply with the applicable South Coast Air Quality Management District (SCAQMD) limit on volatile organic compounds (VOCs); OR have a VOC content that does not exceed 100 grams/liter; OR have at least one of the following environmental and/or health third-party certifications:
 - Multi-attribute green certifications: Cradle to Cradle Certified or Material Health Certificate Silver level or higher, Green Seal, MPI Green Performance Standard (Extreme Green, GPS-2 or GPS-1), or Safer Choice (covers spray paint only)
 - OR single-attribute green certifications: SCS Indoor Advantage Gold (low emitting), UL GREENGUARD Gold (low emitting), USDA Certified Biobased, or ENERGY STAR (for roof coatings)
3. *Paint thinners and removers* do not contain any chemicals on the [CA Prop 65 List](#), which are known to the State of California to cause cancer, birth defects or other reproductive harm (such as methylene chloride or n-methyl pyrrolidone).

Category #15: Other

If there are other products that meet third party environmental certifications or standards that the Offeror offers that are not listed above, provide, similar to the above, the product type and the specific third-party certification or standard.