

8-23-24

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DB

Wendy
H. Jones
5010
S. 10th St.
S. 10th St.

Granger

Enrique Aldape III

From: Rodriguez, Richard <Richard.Rodriguez@grainger.com>
Sent: Friday, August 23, 2024 1:59 PM
To: Enrique Aldape III
Cc: Peabody, Elaine
Subject: Grainger
Attachments: Copy of Vending Machine History Estimate.xlsx; PPE Vending Machine Questions 2024 (003) (002) (004).docx; KeepStock_Vending_Customer_Brochure.pdf; KeepStock Inventory Management Customer Brochure L1 .pdf; Screenshot 2024-08-23 095321.png

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Hi Enrique,

Thank you for giving us the opportunity to comprise the proposal above. As you will see, we have a very strong offer that is completely customizable to the needs for each individual department. I wanted to share attachments that ultimately drill into our overall solution, the machine options, and overall benefits to the program.

I also provided some links below: Grainger's Keepstock landing page, and the Youtube video links that we discussed.

Grainger.com Keepstock landing Page

<https://www.grainger.com/content/mc/services-and-solutions/keepstock>

Grainger Keepstock Youtube Videos

https://www.youtube.com/results?search_query=keepstock+Vending

Please do not hesitate to reach out to me for any additional information or questions.

I will work on coordinating a site visit with the Manager of our Keepstock team.

Best Regards,

Richie Rodriguez | District Sales Manager | W.W. Grainger, Inc.

Cell Phone: 847-224-0541 | Richard.Rodriguez@Grainger.com



Over one million products
for the ones who get it done®

Low Sensitivity

PPE Vending Machine Questions.

1). The cost of implementing and maintaining a vending solution.

a). Monthly cost for use of the vending machine? **Grainger does not charge our customers for any of our Inventory Management Solutions, unless it falls within consignment or our Managed MRO solution.**

b). What is the minimum cost for restocking the vending machine? Is there a minimum supply order?

Grainger does not charge any restocking fees. Minimum supply order per machine is dependent on the machine. For example: Our standard Coil Vending Machine has a minimum supply order of \$1,250 per machine per month.

c). What is minimum and maximum term of the contract? **For us to provide exact information here, we would need more information around time frame of contract, understand the total amount of machines needed for program "per our KeepStock Manager's recommendation".**

e). The proposal must reference a cooperative contract.

Examples: Buyboard, HGAC, TIP's, OMNIA, Sourcewell, etc.....

City of Laredo is currently aligned to Omnia COT Cooperative #192163

2). The maintenance and repair services for when the vending machine breaks down and staff are not able to access PPE.

a). **Grainger commits to have a Service Representative to Service the machine out to the property within 24 hours. We always leave a single set of keys with main provider in case of a power outage, or machine mal function.**

3). The size and shape of the PPE items the Utilities Department workforce requires.

a). Is there a difference in cost of the size and shape of the vending machine.

No, we ultimately customize the machine based on the supplies needed within each machine.

4). Stock Control.

a). Software available to track the issuance of safety supplies? Reports available?

KeepStock Web- allows for tracking supplies, All versions of reports are available (Customizable based on needs).

Software reporting provides real time data compared to 1 week delay that most other vendors provide.

5). Queuing for PPE – when staff arrive on shift at the same time it's reasonable to expect them to need vending at the same time, which means factoring in the time and therefore the cost of staff waiting in a line for their turn to get their PPE items.

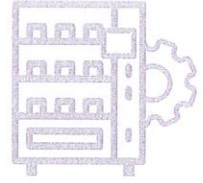
a). We have a lot of customers within Manufacturing, Government, Commercial that ultimately experience similar challenges. If there is only one machine on site for them to pull PPE equipment from, there really is not much that can be done to expedite the extraction of PPE equipment due to each individual needing to sign in to ensure accuracy in tracking for material.

6). Vending machines suffer malfunctions and breakdowns – although good vending supply partners will have a rapid maintenance call-out service, there will inevitably be a delay before an engineer can get to your site and fix the issue. During this time, access to Personal Protective Equipment (PPE) is still required, which means you will need to have a manual contingency solution in place.

a). What is the minimum time to have a machine fixed? **This truly depends on what is needing to be fixed. As stated above, we will commit to having a service representative out within 24 hours.**



KeepStock VENDING



Here's an ideal option when you need to control access to your consumable inventory or durable items that are used and returned. KeepStock Vending offers secure 24/7 access to key items at their point of use. You'll spend less time searching for products and more time getting work done.

We'll help you select the right machine and products to manage. You can set limits by quantity, job, shift and total dollars. Employees simply scan their ID badge or enter their employee code to access authorized items. Plus, you get detailed, real-time reporting to help you better manage your budget.

- **Point-of-use dispensing** reduces time spent going to and from storerooms
- **Increased controls** drive cost savings and product compliance
- **Controlled consumption** reduces unauthorized spend and shrinkage
- **Optimized inventory** helps reduce total inventory and minimize stockouts
- **Improved visibility** to user and spend trends with detailed, real-time reporting

Combine KeepStock Vending with our other inventory solutions to give you even more visibility and control.

Whether you need web-based, do-it-yourself tools or onsite support to manage your inventory for you, we'll create custom solutions to help keep your business running.



CMI

Tools for improved visibility and management of Grainger materials



REPLENISH

Scheduled visits help ensure the right Grainger materials are kept on hand



ONSITE

Dedicated resource with daily presence to manage all Grainger materials



MANAGED

Specialist provides MRO supply chain expertise and multi-supplier support

Put Grainger's Expertise to Work for You

More than 3 million businesses and institutions across a broad range of industries rely on Grainger for maintenance, repair and operating products and services. We help over 12,000 customer facilities manage 14 million storage locations. Coupled with our supply chain expertise, we can help ensure you have the right parts in the right place right when you need them.

Grainger KeepStock solutions are subject to customer eligibility and agreements.

GRAINGER
FOR THE ONES WHO GET IT DONE

KeepStock
Inventory Management

Contact your Grainger rep or visit
grainger.com/keepstock to learn more.

KeepStock **VENDING**



Choose from an Assortment of Machines to Solve Unique Challenges

- **Security:** Low, medium and high security options
- **Dispensing:** Single or multi-item configurations for consumable or durable items
- **Capacity:** Store from 24 unique items or create up to 1,782 individual locking bins
- **Efficiency:** Easy-to-use interface helps get your people the products they need
- **Automation:** Product quantities are auto-adjusted for real-time reporting
- **Visibility:** Data and reporting, down to the user level, give visibility into usage patterns and trends
- **Oversight:** Check-in/out helps keep track of tools and durable goods

More Options



Consignment

Keep on-location stock of your critical, fast-moving items and only be invoiced for materials once they are consumed.



eProcurement

Grainger eProcurement capability integrates KeepStock ordering with your procurement system or marketplace to create an efficient connection and automate processes.

Call Your **Grainger Rep** to Get Started

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GRAINGER
FOR THE ONES WHO GET IT DONE

KeepStock
Inventory Management

Contact your Grainger rep or visit
grainger.com/keepstock to learn more.

Grainger KeepStock® Inventory Management



A Complex Process

Purchasing and managing your maintenance, repair and operations (MRO) inventory can be complex. The process often consists of numerous product categories and many suppliers, making it difficult and time consuming to keep track of. Ultimately, it can be costing you time and money.

Common Challenges

Your facility faces unique MRO inventory challenges. What if there were an easier way to ensure you have the right parts, tools and supplies in the right place right when you need them? Ask your Grainger rep how we can help with:

- **Control and visibility of inventory:** Save time spent searching for what you have on your shelves.
- **Production shutdowns and delays:** Avoid downtime when you don't have what you need where you need it.
- **Unknown consumption rates:** Keep tabs on how much you're using.
- **Keep your people focused on the work that matters most:** Drive down the cost of employee time and effort spent managing products and their storage.
- **Continual pressure to reduce spend:** Take control of your inventory and maximize opportunities for savings across your business.

How Partnering with Grainger Can Help



No matter how big, small or complex your needs, Grainger KeepStock Inventory Management solutions can help take costs out of your facility by increasing visibility, control and insight of your inventory. Our solutions work together to build the best inventory management solution for your business.



CMI

Digital tools for improved visibility and management of Grainger materials



REPLENISH

Scheduled visits help ensure the right Grainger materials are kept on hand



VENDING

Control consumption of Grainger material at the point of use



ONSITE

Dedicated resource with daily presence manages all Grainger materials



MANAGED

Specialist provides MRO supply chain expertise and multi-supplier support

Inventory managed. Space organized. Time and money saved.



To Get Started

Contact your Grainger rep or call **1.888.753.0019** to talk with one of our inventory management specialists.

Industry Insights

Many businesses are buying as much as



20%

more inventory than they need.



On average, MRO inventory items turn one time annually.



of MRO inventory items are inactive for more than 12 months.

DING PORTFOLIO OVERVIEW

Machines require a YesDesk & approval prior to purchase & communication:

							
COIL	For when you need to dispense small, individual products. A simple, familiar, & versatile solution	For when you need to dispense large consumables or durable products & need access control down to each individual door	For when you need to dispense large quantities of consumable items in one visit & check-in/ check-out durable items	For when you need to dispense products in a compact, point-of-use workstation. Can be fitted with castors for mobility	Electronic hub device manages your open stock inventory in a single or multiple locations.	For when you a need a truly effortless vending experience; the machine senses & reports what is taken automatically	For when you need a truly effortless vending experience; the machine senses & reports what is taken automatically
FLIP TOP	"Guys are taking too many safety glasses. I need a way to limit how many they take per week."	"We always lose track of power tools. I need a place to keep them so they don't walk off and need to know who used it last."	"I want to control access to cutting tools. I don't have much space and need to keep track of my test equipment too."	"I need a secure place to store my tools & fasteners. I also need to be able to move it to multiple jobsites."	"I need better visibility to my open stock inventory, with little to no effect on work productivity"	"I need better visibility to my inventory. My crew isn't great about recording what they take... they don't have time."	"I need tighter drill bits & ins should only be what they're have access to"
CONSUMABLE	Small consumables like PPE, abrasives, inserts, batteries, filters, tape, & fasteners. No aerosols	Durables, large consumable, or grouped items, power tools, hand tools, test equipment, some aerosols	MRO, PPE, durables, and cutting tools such as: gloves, inserts, taps, dies, batteries, power tools, hand tools	Tools, fasteners, metalworking products (carbide cutting tools, abrasives, inserts, welding equipment)	CONSUMABLE + DURABLE PPE, hand tools, power tools, drill bits, abrasives, cutting tools, welding	High-value MRO consumables and PPE, fasteners, abrasives, some aerosols, jan/san, apparel, welding	High-value metalworking drill bits, end abrasives, ins items
AL	Maintenance rooms	Maintenance rooms	Maintenance rooms	Production floors (POU)	Maintenance rooms	Maintenance rooms	Production
IS	Warehouse operations	Warehouse operations	Warehouse operations	Assembly or machining cells	Tool cribs	Electrical rooms	Machining & cells
AL	Tool cribs	Tool cribs	Tool cribs	Tool cribs	Storerooms	Tool cribs	Production floors
ITY	Very High	Medium/High	High/Very High	Medium	Low	Medium	High
ITY	Up to 70 unique SKUs	Up to 24 doors	Up to 560 unique SKUs	Standard 8-drawer configuration	500+ SKUs	Up to 96 bins (1-door) Up to 192 bins (2-door)	Up to 31 Up to 1,78 Top)
UT	No	Yes	Yes	Yes	Yes	No	Yes (w/singl
INT	Yes	No	Yes (w/single item dispense)	No	No	No	Yes (w/singl
AL	\$1,250/Month	\$1,250/Month (Standard)	\$2,500/Month	\$1,250/Month	\$1,250/Month	\$4,500/Month (1-door) \$6,000/Month (2-door)	\$4,500/Month (1-door) \$8,500/Month (2-door)
\$	No	No	No	No	No	Yes	Yes

1024037111	LG RainCoat	54231	\$10.00 1
1024044111	XL RainCoat	54238	\$10.00 1
1090036111	CHILL TOWEL	524792	\$4.00 7
1134662111	SM SAFETY VEST	53W954	\$12.00 6
1134663111	VESTS L/M SURVEYOR	53W955	\$20.10 9
1134664111	VESTS 2XL/3XL SURVEYOR	53W957	\$12.00 8
11348181001	M WHITE GLOVE	2VL27	\$12.00 12
11348191001	L WHITE GLOVE	2VL28	\$12.00 23
11348201001	XL WHITE GLOVES	2VL29	\$12.00 18
414338311	2 CYCLE OIL	11C289	\$8.00 4
63116011	CAUTION TAPE	55MPP90	\$25.00 4



610 GALE STREET
LAREDO, TX 78041-6005
www.grainger.com
(800)472-4643

Omnia COT 192163

Customer Information

CITY OF LAREDO
1110 HOUSTON ST
LAREDO TX 78040-8019

Billing Information

CITY OF LAREDO
CITY HALL
1110 HOUSTON ST
LAREDO TX 78040-8019

Shipping Information

CITY OF LAREDO
1110 HOUSTON ST
LAREDO TX 78040-8019

Quotation

Information

Grainger Quote Number 2058739482
Quote Start Date 08/23/2024
Quote Expiration Date 09/22/2024
Creation Date 08/23/2024
Grainger EIN Number 36-1150280
PO #
PO Create Date
PO Release # NONE
Customer Number 831292123
Department Number NONE
Project/Job Number NONE
Requisitioner Name ENRIQUE ALDAPE
Attention ENRIQUE ALDAPE
Caller ENRIQUE ALDAPE
Telephone Number 9567941733
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Freight Forwarder

We will deliver according to the following terms and conditions:

Incoterms® 2020: FOB ORIGIN
Freight Terms: Prepaid + Fee
Carrier: * See line item detail
Payment Terms: Net 30 days after invoice date

Special Instructions: OMNIA Contract # 192163

Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
10	4LN96	Hard Hat, Type 1, Class E, Ratchet, White Manufacturer: MSA Part Number: 475369 Carrier: Origin: US		1.00	EA	18.83	18.83
20	435X21	Industr Mini Flashlight, Yellow, Polym, 60lm Manufacturer: STREAMLIGHT Part Number: 66500 Carrier:		1.00	EA	24.69	24.69



Quotation

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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
		Origin: CN					
30	20JY61	11 oz.,Aerosol,Lubricant Manufacturer: WD-40 Part Number: 490040 Carrier: Origin: US		1.00	EA	7.48	7.48
40	1UFJ5	Sports Drink Mix,Orange Manufacturer: SQWINCHER Part Number: 159016041 Carrier: Origin: US		1.00	EA	4.00	4.00
50	1UFJ6	Sports Drink Mix,Fruit Punch Manufacturer: SQWINCHER Part Number: 159016042 Carrier: Origin: US		1.00	EA	4.00	4.00
60	53YN94	High Visibility Vest,Yellow/Green,M Manufacturer: CONDOR Part Number: 53YN94 Carrier: Origin: CN		1.00	EA	12.00	12.00
70	53YN97	High Visibility Vest,Yellow/Green,2XL Manufacturer: CONDOR Part Number: 53YN97 Carrier: Origin: CN		1.00	EA	12.00	12.00
80	2VLX8	Disposable Gloves,Nitrile,M,PK100 Manufacturer: MICROFLEX Part Number: N962 Carrier: Origin: ZZ		1.00	EA	21.94	21.94
90	36J146	Cable Tie,11 in,Black,PK100 Manufacturer: POWER FIRST		1.00	EA	5.00	5.00



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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
		Part Number: 36J146 Carrier: Origin: CN					
100	783AC7	Line Marking Paint,20oz,APWA CautionBlue Manufacturer: RUST-OLEUM Part Number: 203022V Carrier: Origin: US		1.00	EA	7.00	7.00
110	783AC8	Line Marking Paint,20oz,FluorescentGreen Manufacturer: RUST-OLEUM Part Number: 203023V Carrier: Origin: US		1.00	EA	7.00	7.00
120	2F936	Paint Marker, Permanent, Yellow Manufacturer: MARKAL Part Number: 96821 Carrier: Origin: US		1.00	EA	2.75	2.75
130	45VL29	Mechanics Gloves,M/8,9",PR Manufacturer: IRONCLAD Part Number: EXO-HVP-03-M Carrier: Origin: CN		1.00	EA	7.00	7.00
140	45VL30	Mechanics Gloves,L/9,9",PR Manufacturer: IRONCLAD Part Number: EXO-HVP-04-L Carrier: Origin: CN		1.00	EA	7.00	7.00
150	5U708	Rust Preventative Spray Paint,White,15oz Manufacturer: RUST-OLEUM Part Number: V2192838		1.00	EA	6.67	6.67



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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
		Carrier: Origin: US					
160	6AW35	Leather Gloves,White,M,PR Manufacturer: CONDOR Part Number: 6AW35 Carrier: Origin: ZZ		1.00	EA	4.31	4.31
170	24A948	Drink Mix,Sugar Free,Fruit Punch,PK10 Manufacturer: SQWINCHER Part Number: 159060115 Carrier: Origin: US		1.00	EA	4.03	4.03
180	24A949	Sports Drink Mix,Sugar Free,Orange,PK10 Manufacturer: SQWINCHER Part Number: 159060116 Carrier: Origin: US		1.00	EA	4.45	4.45
190	24A950	Drink Mix,Sugar Free,Strawb-Lemon,PK10 Manufacturer: SQWINCHER Part Number: 159060117 Carrier: Origin: US		1.00	EA	4.45	4.45
200	20KJ46	PR,Coated Gloves,Nitrile,Black/Gray,8 Manufacturer: HYFLEX Part Number: 11-840 Carrier: Origin: ZZ		1.00	EA	5.00	5.00
210	20KJ47	Coated Gloves,Nitrile,Black/Gray,9,PR Manufacturer: HYFLEX Part Number: 11-840 Carrier: Origin: ZZ		1.00	EA	3.50	3.50



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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
220	20KJ48	Coated Gloves,Nitrile,Black/Gray,10, PR Manufacturer: HYFLEX Part Number: 11-840 Carrier: Origin: ZZ		1.00	EA	5.00	5.00
230	2UYF6	Safety Glasses,Amber Manufacturer: KLEENGUARD Part Number: 25659 Carrier: Origin: TW		1.00	EA	6.00	6.00
240	22ED81	Ear Plugs,Corded,Bullet,32dB,PK100 Manufacturer: CONDOR Part Number: 22ED81 Carrier: Origin: TW		1.00	EA	22.00	22.00
250	1AJ23	Leather Gloves,White,L,PR Manufacturer: CONDOR Part Number: 1AJ23 Carrier: Origin: ZZ		1.00	EA	5.00	5.00
260	475P03	Safety Glasses,Anti-Fog,Blue,Nemesis Manufacturer: KLEENGUARD Part Number: 47384 Carrier: Origin: TW		1.00	EA	7.00	7.00
270	100J24	Industrial Flashlight,Plastic,Red,235lm Manufacturer: NIGHTSTICK Part Number: NSP-2422R Carrier: Origin: CN		1.00	EA	28.00	28.00
280	6KWT9	Pipe Cement,16 fl oz,Clear Manufacturer: WELD-ON Part Number: 13972		1.00	EA	12.00	12.00



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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
		Carrier: Origin: US					
290	6KWU5	Primer,Purple,16 Oz,PVC and CPVC Manufacturer: WELD-ON Part Number: 13995 Carrier: Origin: US		1.00	EA	15.00	15.00
300	4UK03	Pipe Thread Sealant,9.6076 fl oz,Yellow Manufacturer: ANTI-SEIZE TECHNOLOGY Part Number: 29010 Carrier: Origin: US		1.00	EA	12.48	12.48
310	2A468	Tie Down Strap,Flat-Hook,Yellow Manufacturer: LIFT-ALL Part Number: 61001 Carrier: Origin: US		1.00	EA	30.00	30.00
320	1UFJ7	Sports Drink Mix,Lemon-Lime Manufacturer: SQWINCHER Part Number: 159016043 Carrier: Origin: US		1.00	EA	4.00	4.00
330	8NCT3	Rain Coat,Unrated,Yellow,M Manufacturer: MCR SAFETY Part Number: 200CM Carrier: Origin: ZZ		1.00	EA	10.00	10.00
340	5AZ31	Rain Coat,Unrated,Yellow,L Manufacturer: CONDOR Part Number: 5AZ31 Carrier: Origin: CN		1.00	EA	10.00	10.00



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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
350	5AD49	Rain Coat,Unrated,Yellow,XL Manufacturer: CONDOR Part Number: 5AD49 Carrier: Origin: CN		1.00	EA	10.00	10.00
360	52HZ92	Evaporative Cooling Neck Band,Blue Manufacturer: CHILL-ITS BY ERGODYNE Part Number: 6603 Carrier: Origin: CN		1.00	EA	4.00	4.00
370	53YN95	High Visibility Vest,Yellow/Green,L Manufacturer: CONDOR Part Number: 53YN95 Carrier: Origin: CN		1.00	EA	10.00	10.00
380	2VLZ7	Disposable Gloves,Nitrile,M,PK100 Manufacturer: MICROFLEX Part Number: N642 Carrier: Origin: ZZ		1.00	EA	12.00	12.00
390	2VLZ9	Disposable Gloves,Nitrile,XL,PK100 Manufacturer: MICROFLEX Part Number: N644 Carrier: Origin: ZZ		1.00	EA	12.00	12.00
400	1UCB9	2-Cycle Engine Oil,Synthetic Blend,1qt Manufacturer: VALVOLINE Part Number: 822384 Carrier: Origin: US		1.00	EA	9.00	9.00
410	55MP90	Barricade Tape, Yellow, 1,000 ft L, 3 in Manufacturer: APPROVED VENDOR Part Number: 9905-01-613-4244		1.00	EA	25.00	25.00



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Item PO-Line	Material	Description	Expected Del Date	Qty	Unit	Price	Total in USD
		Carrier:					
		Origin: US					
420	38EL34	Marking Paint,20 oz,Brilliant Red Manufacturer: KRYLON INDUSTRIAL Part Number: A03911004 Carrier: Origin: US		1.00	EA	5.81	5.81
430	6AT78	Rain Coat,Unrated,Yellow,2XL Manufacturer: CONDOR Part Number: 6AT78 Carrier: Origin: CN		1.00	EA	10.00	10.00
Sub Total							437.39
Estimated Shipping							0.00
Estimated Other Shipping							0.00
Total USD							\$ 437.39

Thank you for the opportunity to provide this quotation.

Please reference our Grainger quote number when you are ready to place your order.

Any changes to the products and/or quantities identified in the quotation may result in different pricing.

Quoted shipping charges and delivery date are subject to change. Upon acceptance of the quotation by customer, Grainger will provide actual shipping charges for the order, if applicable.

This transaction is subject to the current contract between customer and Grainger; or if no contract exists, the Terms of Sale located at <https://www.grainger.com/content/mc/policies/terms-of-sale>.