May 16th, 2026

Dr. Elaine Wilson-Beverly
Procurement Executive Director

Bibb County School District
4580 Cavalier Drive
Macon, GA 31204

Re Renewal Pricing

Request_FY27_Bid 25-

037_Southeastern Paper

Dear Elaine,

Southeastern Paper Group, LLC, (operating under our brand name BradyPLUS), hereinafter referred to as "BradyPLUS", is pleased to submit this renewal response to Bibb County School District (BCSD) Renewal Pricing Request_FY27_Bid 25-037. Building on our established partnership and service to BCSD, this proposal is designed to ensure continuity of supply, consistent service levels, and ongoing value across all BCSD locations.

Over the course of our partnership with BCSD, BradyPLUS has consistently delivered high service levels, including strong fill rates, dependable on-time delivery, and responsive customer support. Our team remains committed to maintaining these standards while continuously identifying opportunities to improve efficiency, reduce costs, and enhance overall service performance for BCSD's operations.

BradyPLUS is a specialized distributor and solutions provider of facility care (JanSan), foodservice, and industrial packaging supplies and equipment. We serve customers across the United States through a family of leading regional distributors. Our mission is to deliver the right supplies and support to help customers operate more productively, sustainably, and successfully—backed by premium brands, expert guidance, and an exceptional customer experience.

BradyPLUS delivers more than products—we bring dependable distribution, responsive service, and trusted manufacturing partnerships. We build long-term client relationships by understanding operational needs, providing a broad catalog of leading brands, and applying deep industry expertise to develop tailored solutions.

As one of the nation's largest specialty distributors, we serve more than 23,000 customers across public and private sectors, including education, government, healthcare, hospitality, restaurants, building services, food packaging and processing, and grocery. Our scale enables BradyPLUS to combine national purchasing power and logistics capabilities with local expertise, personalized service, and responsive support.

For FY27, BradyPLUS understands the scope of services to include furnishing all labor, materials, and incidentals for School Nutrition Chemical Supplies to BCSD in accordance with the

categories outlined in the Request for Quote. This renewal maintains BCSD's streamlined

procurement approach and supports consolidation opportunities, cost reduction initiatives, and efficiency gains—while sustaining the service standards and responsiveness BCSD expects.

BradyPLUS provides freight-free delivery within our national service footprint. If unstable market conditions (including fuel volatility) or other unforeseen circumstances materially impact transportation costs, BradyPLUS may apply a fuel surcharge or similar adjustment to sustain service levels. Any such adjustment will be communicated in advance and can be reviewed with the BradyPLUS Sales team or National Director.

To support efficient delivery operations, minimum order requirements may apply. Orders that do not meet established minimum thresholds may be subject to a small-order fee. Specific minimums and any applicable fees will be communicated in advance and may be reviewed with the BradyPLUS Sales team or National Director.

Attached, please find BradyPLUS's FY27 renewal response in the Request for Quote spreadsheet, which outlines our capabilities and the services we provide to BCSD.

BradyPLUS appreciates the opportunity to continue supporting BCSD through this FY27 renewal. We remain committed to delivering reliable supplies, responsive service, and ongoing value for BCSD's School Nutrition operations. If you have any questions regarding our FY27 renewal submission, please contact me using the information below.

BradyPLUS offers a robust eCommerce platform designed to streamline and modernize the purchasing experience for our customers. Available 24/7, our digital solution offers access to an extensive catalog of Janitorial, Sanitation, Foodservice, and Industrial Packaging products—complete with real-time inventory, detailed product specs, and intelligent search and recommendation features powered by AI. The platform also supports advanced user management tools, including customizable shopping lists, order history tracking, budget management, multi-level approval workflows, Vendor Managed Inventory (VMI), and punchout integrations, ensuring flexibility for various operational needs.

Tariffs and Extraordinary Cost Factors

We remain committed to providing ongoing communication regarding tariff-related developments and other extraordinary cost factors that may impact your business, including fluctuations in freight, fuel, and unforecasted government-imposed tariffs. We continue to work closely with our global and domestic manufacturing partners to monitor market conditions, mitigate disruptions where possible, and adjust supply strategies accordingly. In addition, we maintain a strong portfolio of locally manufactured products to help reduce exposure to supply chain volatility.

While these conditions remain dynamic and, at times, unpredictable, certain cost changes affecting select product categories may occur. As global supply, transportation, and regulatory environments

evolve, BradyPLUS may receive updated pricing from manufacturing and logistics partners and reserves the right to implement corresponding price adjustments when such increases are unavoidable. Any cost adjustment requests will be communicated transparently and implemented thoughtfully, only when driven by factors beyond our reasonable control.

Our priority remains supporting our customers, maintaining service continuity, and minimizing disruption while responsibly managing extraordinary external cost pressures.

References

Sincerely,

Chad Cannon
Sales Representative
2400 Sullivan Road
College Park, GA 30337
404-606-9313
Chad.Cannon@bradyplus.com