June 02, 2025

Elaine M. Wilson
Procurement Director
Bibb County School District
4580 Cavalier Drive
Macon, GA 31204

Re: RFP # 25-036 Paper Products

Dear Elaine,

BradyPLUS, [and Southeastern Paper Group, LLC] is pleased to submit this response to the Bibb County School District ("BCPS") RFP for Paper Products. We recognize that BCPS is looking to form a long-term strategic partnership with a single JanSan distributor that can cost-effectively service all BCPS's locations.

BradyPLUS is a specialized distributor and solution provider of Facility Care (JanSan), Foodservice, and Industrial Packaging supplies and equipment serving the US market through a family of the nation's best regional distributors. We serve and delight customers by delivering the right **SUPPLIES + SUPPORT** to ensure their businesses are more productive, more sustainable and more successful every day. We provide premium brands, expert advice, and exceptional customer experiences. Our 6,000 associates have a passion for delivering innovative solutions for the business challenges of today and tomorrow. We listen, roll up our sleeves, and do the heavy lifting.

BradyPLUS delivers more than just products—we bring excellence in service, distribution, and trusted manufacturing partnerships. We create high-value, lasting client relationships by gaining a deep understanding of our customers' operations, providing a broad catalog of leading brands and products, and leveraging extensive industry expertise to develop tailored solutions.

As one of the largest specialty distributors in the nation, we serve over 23,000 customers across both public and private sectors in end markets, including education, government, healthcare, hospitality, restaurants, building services, food packaging & processing, and grocery. Our scale enables BradyPLUS to leverage the purchasing power, infrastructure, and logistical flexibility of a national distributor—combined with local expertise, personalized service, and responsive support.

The scope of services, as BradyPLUS understands it, is to furnish all labor, materials, and incidentals in the provision of Paper Products to BCPS in accordance with the Supplies categories as outlined in the RFP. BradyPLUS further understands and acknowledges the need to streamline procurement practices, identify consolidation opportunities, reduce the number of suppliers, explore price reduction opportunities, look for solutions to reduce operational costs, and increase efficiencies.

Attached please find BradyPLUS's response to the RFP spreadsheet along with any Exhibits relevant to BCPS in understanding BradyPLUS's capabilities and the services we provide.

BradyPLUS appreciates being included in BCPS's solicitation process. We look forward to the opportunity to further discuss our value proposition and ultimately supply BCPS should we be invited

to the next round of this process. If you have any questions regarding our submitted information, please contact me at Chad.Cannon@bradyplus.com or 404-606-9313.

Sincerely,

Chad Cannon
Sales Representative

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Company Overview

BradyPLUS, established in 2023, is the nation's premier specialty distribution company supplying customers with a diverse selection of essential products including Facility Care (JanSan, Foodservice, and Industrial Packaging supplies and equipment. BradyPLUS has a robust infrastructure with over 180 locations across the U.S., 6000 associates and 9+ million sq ft of warehouse space to service our customers. BradyPLUS and its growing family of Affiliates are strategically positioned to help businesses thrive through a multi-faceted approach to ensure they are more productive, more sustainable and more successful every day. With 61 Affiliates and a growing footprint, we have combined annual sales of over $5B.

Though BradyPLUS is a newly established company, the affiliates that make up the company have a long business history ranging from 20 to over 130 years of service in this industry. This history comes with a wealth of experience as long-time distributors of public sector clients. Our key deliverables to our public sector customers are contract compliance, competitive pricing, and a robust product offering. We pride ourselves on our ability to offer onsite solutions and services through our expert and seasoned sales team.

Through our network of affiliates, BradyPLUS brings deep expertise in serving public sector customers, including long-standing partnerships with national purchasing cooperatives. We have successfully served numerous educational institutions, like Stetson University (since 2008) and University of Florida (Since 2013) to understand the unique challenges they face and have tailored our products and services to meet their specific needs. Our engagement with public entities has been focused on providing comprehensive solutions that enhance the quality of their environments to the benefit of all that use public resources. We take pride in our ability to establish long-term partnerships with public entities, consistently providing high-quality products, reliable customer support, and innovative solutions. Our track record demonstrates our commitment to this sector and our ability to adapt to evolving demands in our rapidly changing and unpredictable industry landscape.

Executive Summary



Kenneth D. Sweder

Chairman & CEO of BradyPLUS

As Chairman and CEO of BradyPLUS, Ken brings decades of experience leading high-growth distribution businesses. Prior to this role, he served as CEO of BradyIFS, SouthernCarlson, and Interline Brands. His career has been rooted at the intersection of strategy, finance, and operations, with earlier roles at The Home Depot, Equity Residential, Bain & Company, and PNC Bank.

Ken has served on multiple boards for Kelso & Company and Goldman Sachs portfolio companies and is currently a member of the Kelso Executive Network and an Operating Advisor at Goldman Sachs. He also shares his expertise as a guest lecturer at Harvard Business School.

Ken holds a BSB from Miami University (Ohio) and an MBA from the University of Chicago Booth School of Business. A self-proclaimed adrenaline junkie, he enjoys collecting, driving, and racing cars in his spare time.



Travis Brady

President of BradyPLUS

Founded in 1947 by Feurman J. Brady, Brady Industries has been part of the Brady family legacy for over 75 years. Travis Brady grew up in the business, beginning in the warehouse during high school and working in various roles after college. In 2006, he succeeded his father, Bill Brady, as President & CEO and led the company's transformation from a single-location distributor into a national leader in JanSan distribution. Travis played a pivotal role in the company's merger with Individual Foodservice in 2020 and with Envoy Solutions in 2023. He now serves as President of the combined company, BradyPLUS.

Travis attended Brigham Young University, where he studied International Relations and Business Management. He has served on several industry and community boards and remains a passionate advocate for youth and education-focused organizations. He currently sits on the board of Network Distribution and the Advisory Board of the Las Vegas Area Council of the Boy Scouts of America.

Travis and his wife, Laura, have been married for 33 years and are the proud parents of three children and grandparents to three grandchildren.

Locations and Key Contacts

- **Regional Distribution Center:** Lakeland Florida 7080 Havertys Way Lakeland, Florida 33805
- **Regional Distribution Center:** Jacksonville Florida. 3850 – 7 Port Jacksonville Pkwy. Jacksonville, Florida 32226
- **Regional Distribution Center: Dania Beach.** 4040 S. State Rd 7 Ste #100. Dania Beach, Florida 33314
- **Regional Distribution Center:** Atlanta 2400 Sullivan Rd. Atlanta, Ga 30337
- **Regional Distribution Center:** Albany 1626 Liberty Expressway SE Albany, GA 31705
- **Regional Distribution Center:** Spartanburg 50 Old Blackstock Rd. Spartanburg, SC 29301
- **Regional Distribution Center:** Browns Summit/Greensboro. 6201 Corporate Park Dr. Browns Summit, NC 27214

Key Contacts

Chad Cannon- Senior Account Manager
With over 17 years of industry experience, Chad is the primary point of contact for Bibb County Schools . He brings deep knowledge of product integration, customer support, and large-scale school system rollouts.
Phone: 404-606-9313

Justin Hutchinson- Regional Sales Manager
With more than 20 years in the industry, Justin oversees strategic implementation across the region and ensures that all service commitments are delivered effectively and on time.

Ben Westmoreland- General Manager
Ben brings over 25 years of leadership experience to the team, directing overall operations, logistics coordination, and ensuring customer satisfaction at every level.

Crystal Jenkins- Assistant Credit Manager
Crystal supports financial account management, invoicing, and credit services. She plays a key role in maintaining smooth transactions and addressing any account-related concerns.
Phone: 800-858-7230 ext. 3305

Ryan Banks – Executive Vice President Southeast Region.
(800) 858-7230

Execution Strategy

Delivery

BradyPLUS has local distribution capabilities with a regional DC located in nearby College Park, Georgia. Once a confirmed PO is received delivery will be within 72 hours. If an unforeseen emergency same day order is necessary, BradyPLUS offers convenient will call or same day delivery. (Volume Restrictions may apply).

Training

To support the ongoing development of the Bibb County Schools, BradyPLUS can provide on-site training to all custodial staff surrounding basic custodial operations training and testing online. The program allows supervisors to track and archive employee performance. All modules are available in English and Spanish. Our dedicated field sales team is also available to support the college by educating staff on innovative products and solutions to help the staff achieve healthy, clean and safe environments for your students and staff.

BradyPLUS offers the most knowledgeable and well-trained consulting capacity of any facility supply distributor. BradyPLUS affiliates employ Equipment and Chemical Specialists at most of our locations to provide answers and best practices regarding utilization and efficacy of the equipment and chemical products we sell.

Customer Service

BradyPLUS has a dedicated customer service team is available Monday – Friday from 8:00am – 5:00pm via phone or email to support the needs of Bibb County Schools.

In addition to our customer service team, Bibb County Schools will have a dedicated field sales professional to assist with order inquires, backorder status, and any ordering questions your team may have.

Capabilities

Essential 8 and Site Assessments

Essential 8 is a comprehensive approach that identifies opportunities in a facility to help our customers achieve cleaner, healthier, safer, more productive, and more sustainable facility management and operations.

BradyPLUS prides itself on having outside Sales Consultants that provide the human element to distribution. Through site assessments our sales team provides solutions and suggestions for providing a clean, healthy, safe, and sustainable environment. We then provide feedback both from our sales Consultant and the customer on how to improve on the current condition throughout the facility. Our facility assessments can focus on the entirety of the property or be a continuous effort between the customer and our team by tackling one area of the facility at a time. This approach really

allows our sales team to become familiar with your facility and take the guess out of the products you need. This ultimately allows us to be the solution providers and allows customers to focus on other aspects of their business.

Green Partner Support

Campuses interested in working with BradyPLUS to investigate all areas of sustainability in their buildings can utilize our GPS Program. The program is designed to survey and recommend product and process changes that have a lasting positive effect on the environment. The program allows for tracking green product spend as well as employee training on the proper products and processes to reduce the overall impact on the environment of cleaning operations.

Equipment Repair

BradyPLUS has a Service and Repair team here in Atlanta, Georgia. Once an inquiry is made, an onsite mobile service technician will be dispatched within 48-72 hours. We provide both warranty and non-warranty work for all major branded equipment providers including Tennant, Nilfisk, Karcher, ProTeam, Nacecare, Taski to name a few. We also provide preventative maintenance programs to ensure your investments are available for your custodial teams.

eCommerce

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.

Partnership Statement – RFP #25-036 Paper Products

We are proud to have served Bibb County Schools for over 25 years, building a trusted and collaborative partnership grounded in dedicated account management, reliable delivery, responsive customer service, and timely fulfillment of both standard and emergency orders.

For this RFP #25-036 Paper Products, we have worked closely with our vendor partners to identify cost-saving opportunities across core product categories, while also introducing new items designed to support evolving district needs. These additions reflect ongoing collaboration with the Bibb Schools team, including feedback from vendor showcases and product evaluations.

We are committed to continuing our long-standing partnership with Bibb County Schools and look forward to supporting the district's success for many years to come.

References

Client References

DeKalb County School District

- Janet Stone, M.S., R.D., SNS – Assistant Director
(678) 676-1782 | janet_v_stone@dekalbschoolsga.org
- Hilliard Creath – Procurement and Nutrition Specialist
(678) 676-1769 | hilliard_creath@dekalbschoolsga.org
- Cam Humphrey – Custodial Facilities Manager
(678) 485-1678 | cambe_humphrey@dekalbschoolsga.org
- Kelvin Thornton – Supply Chain Manager III
(678) 676-1742 | kelvin_thornton@dekalbschoolsga.org

Gwinnett County Public Schools

- Ann-Marie Serafin – Procurement Coordinator
(678) 301-6337
- Helene Baker – Facilities & Operations
(770) 513-6709 | helene.baker@gcpsk12.org
- Lisa Kilgore McElhannon – Assistant, Facilities & Operations
(770) 513-6709 | lisa.mcelhannon@gcpsk12.org

Cherokee County Schools

- Scott Krug – Director, Facility Support Services
(404) 606-5933 | scott.krug@cherokeek12.net
- Tina Farmer, MBA, SNS – Executive Director of School Nutrition
(770) 721-8419 | www.cherokeek12.net/schoolnutrition

Marietta City Schools

- Cindy Kanarek Culver, MS, RDN, LD – Director of School Nutrition
(678) 695-7227 | cculver@marietta-city.k12.ga.us

Fulton County Schools

- Melissa Van Norden, MDA, RD, LD, SNS – Coordinator, Menus and Wellness
(470) 254-9029 | vannordenm@fultonschools.org