



Overview

Processes & Procedures

.....

List Industries Inc.

Art Metal Products, a div of List Industries Inc.



Purchasing made personal.

WWW.TIPS-USA.COM



WHO IS TIPS?

.....



- The Interlocal Purchasing System is the purchasing cooperative of Region 8 Education Service Center, the **Lead Public Agency**.
- We are public employees, the same as our Membership. Governed by a **Board of Directors**.
- Chapter 8 of the Texas Education Code established Region 8 ESC as a **government entity**.
- TIPS is its own lead agency and has the **legislative authority** to establish contracts.

Purchasing made personal.

WWW.TIPS-USA.COM



WHAT SETS TIPS APART?



- Our Compliance
- TIPS is the **Lead Public Agency**. We're not owned and operated by a 3rd party equity firm and we do not outsource anything to another Lead Public Agency.
- We're **not just marketing contracts**, we manage them ourselves.
- Our Attorney –A former Purchasing Manager, Rick Powell writes all our RFP's. Members can **purchase with a peace of mind**.
- Our **Customer Service** –we answer the phone!
- TIPS Program Managers **in the field**
- TIPS **REWARDS DOLLARS** Program in Texas



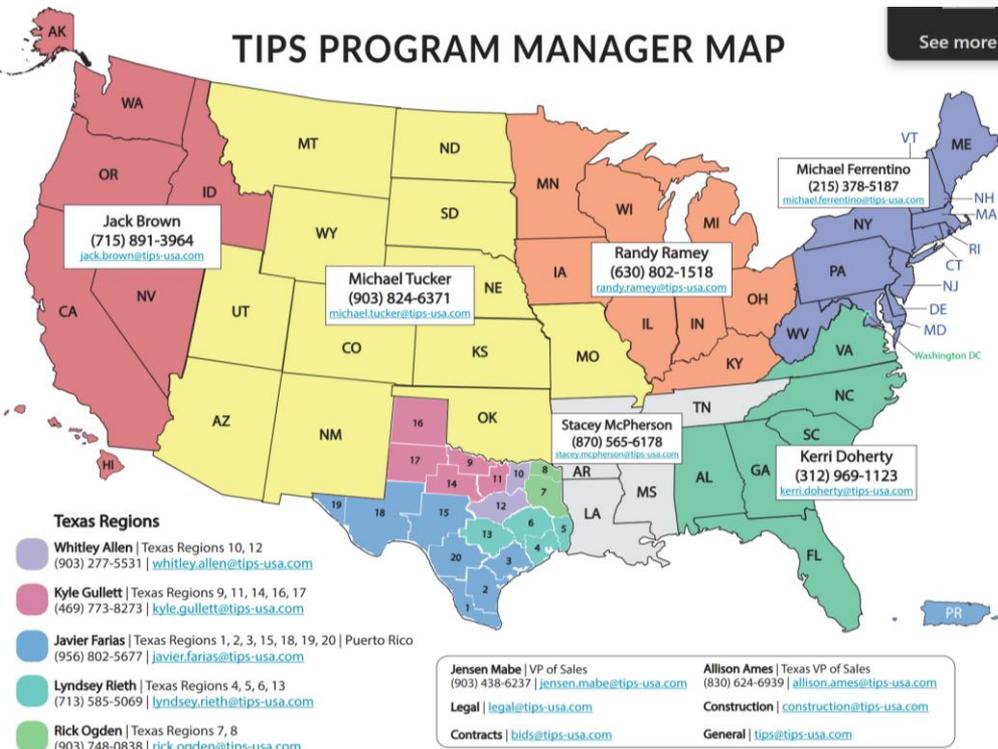
WHAT SETS TIPS APART?



Jensen Mabe

Vice President of Sales & Business Development

- **TIPS Program Managers in the Field**
- **Attend Trade Shows**
- **Meet with Agencies**
- **Meet with Supplier Partners**
- **Grow TIPS nationwide**
- **Vendor/Reseller Trainings**



Purchasing made personal.



TIPS DUE DILIGENCE



- TIPS competitively solicits RFP's where agencies can utilize a TIPS awarded contract without having to complete their own.
- TIPS contracts are solicited nationally and awarded by the Region 8 ESC.
- TIPS completes a “competitive procurement process” on behalf of our Members’ needs and expectations.

Purchasing made personal.



TIPS LEGAL AUTHORITY

- TIPS is its own “Lead Agency” because we are a government agency.
- We follow statutory contracting requirements and processes.
- TIPS has Texas legislative authority to establish contracts for government & education agencies nationally to piggyback on subject to the Member’s jurisdictional requirements.



Purchasing made personal.

GETTING PUSH BACK?

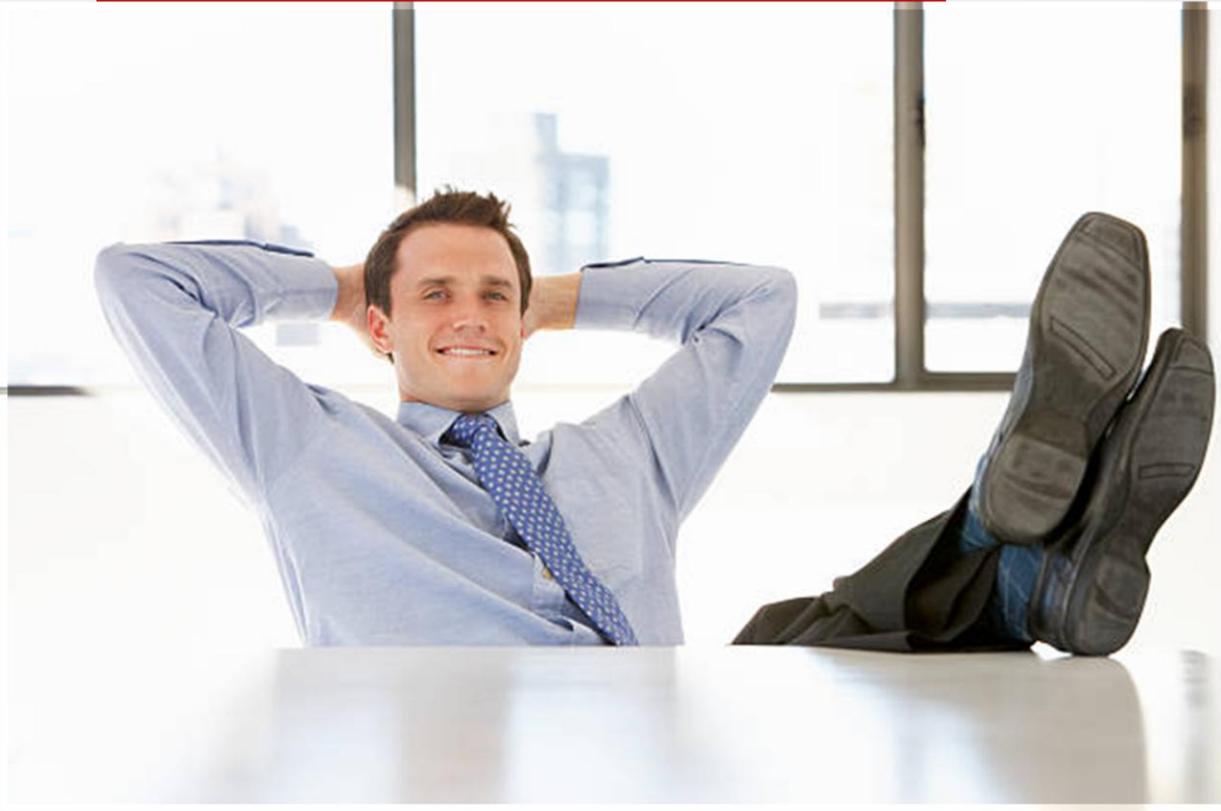
**INDIVIDUAL AGENCIES'
ACCEPTANCE AND COMFORT
COMES DOWN TO THEIR
INTERPRETATION OF APPLICABLE
STATE AND LOCAL LAWS AND
POLICIES**

...AND IT ALWAYS WILL





RELAX



**TIPS has
completed all of
the legwork for
you and the
Member.**

Purchasing made personal.

WWW.TIPS-USA.COM



Memorandum of Understanding Competitive Bidding Process - Formal

WOW

Solicitation
Development

Purchasing Process

Contract Period

Approx. 60-90 days

Need is Determined

Develop Supplier List

Develop Specifications

Determine Award
Criteria

Solicitation Document
Finalized

Publish in Local
Newspaper

Pre-bid Conference if
needed

Opening / Closing

Evaluation Process

Contract Begins

Contract Ends

Restart process if
needed

TIME

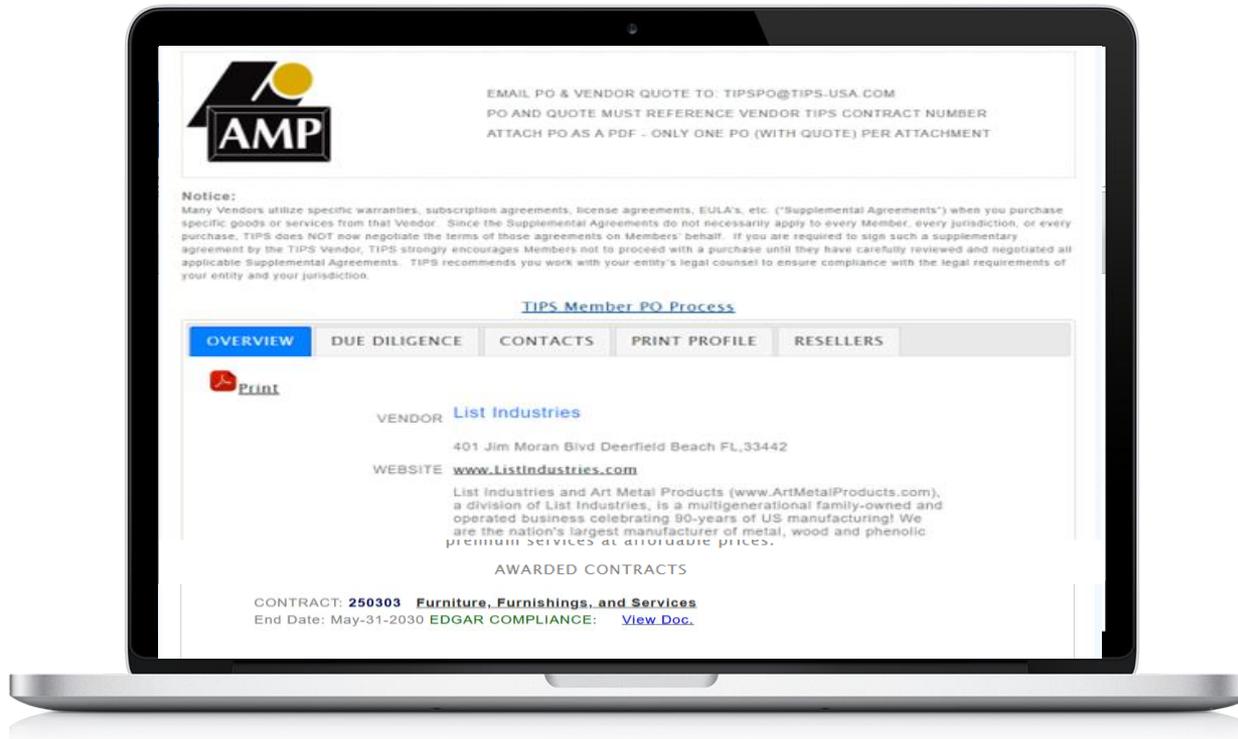
MONEY





KEY CONTRACT INFORMATION

Know Your Contract



Get familiar with your specific company information on your TIPS profile page of our website.

Purchasing made personal.



KEY CONTRACT INFORMATION

OVERVIEW

[TIPS Member PO Process](#)

THE INTERLOCAL PURCHASING SYSTEM
"PURCHASING MADE PERSONAL"

HOME CONTRACTS MEMBERSHIP VENDORS EDGAR & FEDERAL COMPLIANCE PARTNERSHIPS ABOUT US



EMAIL PO & VENDOR QUOTE TO: TIPSP@TIPS-USA.COM
 PO AND QUOTE MUST REFERENCE VENDOR TIPS CONTRACT NUMBER
 ATTACH PO AS A PDF - ONLY ONE PO (WITH QUOTE) PER ATTACHMENT

Notice:

Many Vendors utilize specific warranties, subscription agreements, license agreements, EULA's, etc. ("Supplemental Agreements") when you purchase specific goods or services from that Vendor. Since the Supplemental Agreements do not necessarily apply to every Member, every jurisdiction, or every purchase, TIPS does NOT now negotiate the terms of those agreements on Members' behalf. If you are required to sign such a supplementary agreement by the TIPS Vendor, TIPS strongly encourages Members not to proceed with a purchase until they have carefully reviewed and negotiated all applicable Supplemental Agreements. TIPS recommends you work with your entity's legal counsel to ensure compliance with the legal requirements of your entity and your jurisdiction.

[TIPS Member PO Process](#)

OVERVIEW	DUE DILIGENCE	CONTACTS	PRINT PROFILE	RESELLERS
Print				
VENDOR List Industries 401 Jim Moran Blvd Deerfield Beach FL,33442				
WEBSITE www.ListIndustries.com List Industries and Art Metal Products (www.ArtMetalProducts.com), a division of List Industries, is a multigenerational family-owned and operated business celebrating 90-years of US manufacturing! We are the nation's largest manufacturer of metal, wood and phenolic lockers, metal storage shelving and steel cabinets. All products are AMERICAN MADE from raw steel coil to painted finished goods. All are produced in one of our three Florida manufacturing facilities. We have 5 distribution centers strategically located throughout the US with more than \$10M in finished goods inventory available for Quick-Ship. If Quick-Ship does not fit your application, as America's Most Complete Locker Line, we offer infinite possibilities thru production with industry-best lead-times can competitive pricing allowing you to customize to your specific requirements. We have experienced regional salespersons who work together with our authorized local List Industries and Art Metal Products dealers to insure you receive hands on, knowledgeable sales support thru the entire duration of your project. Many of our dealer relationships date back 50+ years so you can rest assured you are working with the best team in your marketplace. 90+ years of satisfied customers tell the story! Contact us today!				
SERVICE/PRODUCTS DESCRIPTION				
CONTRACT: 250303 Furniture, Furnishings, and Services End Date: May-31-2030 EDGAR COMPLIANCE: View Doc.				

OVERVIEW	DUE DILIGENCE	CONTACTS	PRINT PROFILE	RESELLERS
----------	---------------	----------	---------------	-----------



VENDOR [List Industries](#)

401 Jim Moran Blvd Deerfield Beach FL,33442

WEBSITE www.ListIndustries.com

SERVICE/PRODUCTS DESCRIPTION

List Industries and Art Metal Products (www.ArtMetalProducts.com), a division of List Industries, is a multigenerational family-owned and operated business celebrating 90-years of US manufacturing! We are the nation's largest manufacturer of metal, wood and phenolic lockers, metal storage shelving and steel cabinets. All products are AMERICAN MADE from raw steel coil to painted finished goods. All are produced in one of our three Florida manufacturing facilities. We have 5 distribution centers strategically located throughout the US with more than \$10M in finished goods inventory available for Quick-Ship. If Quick-Ship does not fit your application, as America's Most Complete Locker Line, we offer infinite possibilities thru production with industry-best lead-times can competitive pricing allowing you to customize to your specific requirements. We have experienced regional salespersons who work together with our authorized local List Industries and Art Metal Products dealers to insure you receive hands on, knowledgeable sales support thru the entire duration of your project. Many of our dealer relationships date back 50+ years so you can rest assured you are working with the best team in your marketplace. 90+ years of satisfied customers tell the story! Contact us today!

CONTRACT: **250303 Furniture, Furnishings, and Services**

End Date: May-31-2030 EDGAR COMPLIANCE: [View Doc.](#)

Purchasing made personal.



KEY CONTRACT INFORMATION

DUE DILIGENCE



EMAIL PO & VENDOR QUOTE TO: TIPSP0@TIPS-USA.COM

PO AND QUOTE MUST REFERENCE VENDOR TIPS CONTRACT NUMBER

ATTACH PO AS A PDF - ONLY ONE PO (WITH QUOTE) PER ATTACHMENT

[TIPS Member PO Process](#)

OVERVIEW

DUE DILIGENCE

CONTACTS

PRINT PROFILE

RESELLERS

List Industries

CONTRACT: 250303 Furniture, Furnishings, and Services

End Date: May-31-2030

EDGAR COMPLIANCE : [View Doc.](#)

CONTRACT DOCUMENTS

- [Bid Request](#)
- [Bid Advertisement](#)
- [Bid Responders](#)

VENDOR DOCUMENTS

- [Vendor Contract](#)

Documentation that the Member will need to know if it was a **“competitively solicited bid”** is listed here on the Vendor's profile page on our website.

Purchasing made personal.



KEY CONTRACT INFORMATION

CONTACTS



EMAIL PO & VENDOR QUOTE TO: TIPSPO@TIPS-USA.COM

PO AND QUOTE MUST REFERENCE VENDOR TIPS CONTRACT NUMBER

ATTACH PO AS A PDF - ONLY ONE PO (WITH QUOTE) PER ATTACHMENT

[TIPS Member PO Process](#)

OVERVIEW DUE DILIGENCE **CONTACTS** PRINT PROFILE RESELLERS

List Industries

Print

▼ Furniture, Furnishings, and Services(250303)
Exp.Date 05/31/2030 EDGAR: [View Doc.](#)

	Primary
Contact	Thom Champa
Title	VP
Phone	(800) 776-1342
Email	ThomChampa@ListIndustries.com
	Secondary
Contact	Boyd Wedin
Title	Manager
Phone	(800) 776-1342
Email	BoydWedin@ListIndustries.com

**Sales
Contacts**

Purchasing made personal.



KEY CONTRACT INFORMATION

RESELLERS

TIPS Member PO Process

OVERVIEW

DUE DILIGENCE

CONTACTS

PRINT PROFILE

RESELLERS

List Industries

TIPS Member PO Process for Reseller

Resellers listed below may also hold a current TIPS contract. PO's for quotes provided by a reseller



Reseller Process Guide for TIPS Sale

1. Before quoting as a TIPS Reseller, confirm that you are listed as an **Authorized Reseller** on the **"RESELLER"** tab of the **Awarded Vendor's** profile on TIPS website.
2. The quote to the TIPS Member must include: **(1) the TIPS Contract Number; (2) the Awarded TIPS Vendor's name; (3) the Reseller's name; and (4) the Pricing** specified under the awarded TIPS Contract. **NOTE:** If there are multiple TIPS Awarded Vendors utilized on a single quote, the quote must clearly identify each **TIPS Vendor's name, contract number and dollar subtotal**.
3. Member should be instructed to **submit their PO** (payable to either Vendor or Reseller) and your **TIPS Reseller Quote** (merged into one PDF attachment), **both referencing the TIPS Contract Number** to tipspo@tips-usa.com. **NOTE:** If you are a **Reseller** for an **Automated Vendor**, disregard steps 3 - 5. Go straight to step 6 below.
4. PO and Quote will be verified for contract compliance and forwarded to the **TIPS Awarded Vendor**. The **Vendor is responsible for forwarding PO to their authorized Reseller** if necessary.
5. If the **Reseller** receives a PO directly from the **TIPS Member**, the **Reseller** must forward the **PO, Reseller Quote** and completed **"Reseller Form for TIPS Sale"** to tipspo@tips-usa.com. A copy of the PO documents will be forwarded to the **TIPS Awarded Vendor** if necessary.
6. If the **Reseller** receives a PO directly from the **TIPS Member** for an **Automated Vendor** (www.tips-usa.com/automatedvendors.cfm), please ensure a copy of the PO and TIPS Quote are sent to the **Automated Vendor**. Each **Automated Vendor's PO Instructions** are located at the top of their vendor profile on the TIPS website.



Click to download document





KEY CONTRACT INFORMATION

RESELLERS

[TIPS Member PO Process](#)

OVERVIEW

DUE DILIGENCE

CONTACTS

PRINT PROFILE

RESELLERS

List Industries

[TIPS Member PO Process for Reseller](#)

Resellers listed below may also hold a current TIPS contract. PO's for quotes provided by a reseller that are also awarded in the same category will be processed and sent directly to that reseller. Please check under "ALL VENDORS" before requesting a quote from any listed reseller.

[Reseller Process Guide for TIPS Sale](#)

[Reseller Form for TIPS Sale](#)

Resellers

Address

[Larson Equipment and Furniture Company](#)

<https://LarsonCompany.com>

Contact: ChrisLutz

Contact Phone:(847) 875-7199

Contact Email: Chris@LarsonCompany.com

1000 E. STATE PARKWAY, UNIT F SCHAUMBURG IL
60173

Phone:(847) 705-0460

Fax:



HOW TO BECOME A TIPS MEMBER



TIPS Member Enrollment

Who Can Become A Member of TIPS?

The benefits of using a TIPS contract are available to Education, Government and Non-Profit Agencies.

This includes but is not limited to:

- ✓ K-12 School Districts
- ✓ Charter Schools
- ✓ Private Schools
- ✓ Colleges
- ✓ Universities
- ✓ State Agencies
- ✓ Municipalities
- ✓ Townships
- ✓ Emergency Service Districts
- ✓ Churches
- ✓ Charitable Organizations
- ✓ Housing Authorities
- ✓ Counties
- ✓ Park & Water Districts
- ✓ Special Education Districts
- ✓ Native American Tribes
- ✓ Other entities with legislated purchasing & bidding requirements

Membership Enrollment Process:

1. www.tips-usa.com



2. Click on the appropriate image for your state and fill out the entity specific form



3. Submit the signed Interlocal Agreement to tips@tips-usa.com where your membership will be processed within 24 hours.

Need Assistance? Contact TIPS 866-839-8477



MEMBER BENEFITS



ABOUT TIPS
Purchasing Cooperative

TIPS is a national purchasing cooperative offering competitively solicited contracts to education government and nonprofit agencies, saving them both time and money. TIPS provides a proven, streamlined process that eliminates the purchasing stress for Members.

www.tips-usa.com 866-839-8477



TIPS MEMBERS

are able to save time and money without the delay and expense because TIPS completes the competitive bid process for you

BENEFITS

- Full-Line Contract Solutions**
 - Choose the products & services desired
- Leveraging Relationships**
 - Select the Vendor desired to purchase from & work with
 - TIPS is always available to assist in the process & confirm pricing
- Quality Pricing**
 - Avoid low-bids and low-quality awards.
 - Receive national volume, ceiling-based, discounted pricing
 - Submit your own RFQ and specs through our Member Portal in one easy step

WHO CAN JOIN

The benefits of using TIPS are available to Education, Government and Non-Profit Agencies

-  TIPS is the purchasing cooperative of Region 8 Education Service Center, the **Lead Public Agency.**
-  TIPS has the **legislative authority** to establish contracts for government and education agencies **nationwide.**
-  Membership is **FREE** with no purchasing obligation or liability. Members gain immediate access to our competitively procured contracts with **quality vendors.**



www.tips-usa.com

Purchasing made personal.



MEMBER ENROLLMENT IS EASY



TIPS Member Enrollment

Who Can Become A Member of TIPS?

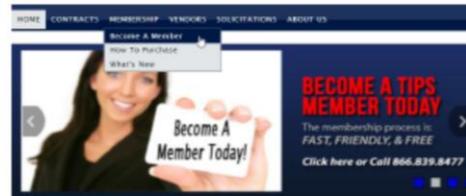
The benefits of using a TIPS contract are available to Education, Government and Non-Profit Agencies.

This includes but is not limited to:

- ✓ K-12 School Districts
- ✓ Charter Schools
- ✓ Private Schools
- ✓ Colleges
- ✓ Universities
- ✓ State Agencies
- ✓ Municipalities
- ✓ Townships
- ✓ Emergency Service Districts
- ✓ Churches
- ✓ Charitable Organizations
- ✓ Housing Authorities
- ✓ Counties
- ✓ Park & Water Districts
- ✓ Special Education Districts
- ✓ Native American Tribes
- ✓ Other entities with legislated purchasing & bidding requirements

Membership Enrollment Process:

1. www.tips-usa.com



2. Click on the appropriate image for your state and fill out the entity specific form



3. Submit the signed Interlocal Agreement to tips@tips-usa.com where your membership will be processed within 24 hours.

Need Assistance? Contact TIPS 866-839-8477

Purchasing made personal.



RESELLER & MEMBER PO PROCESSES



The Seller Process guide for TIPS Sale

1. Before quoting as a TIPS reseller, confirm that you are listed as an **Authorized Reseller** on the **"RESELLER"** tab of the **Awarded Vendor's** profile on TIPS website.
 2. The quote to the TIPS Member must include:
 - 1) the **TIPS Contract Number**
 - 2) the **Awarded TIPS Vendor's name**
 - 3) the **Reseller's name**; and
 - 4) the **Pricing** specified under the awarded TIPS Contract.
- Note:** If there are multiple TIPS Awarded Vendors utilized on a single quote, the quote must clearly identify each **TIPS Vendor's name, contract number and dollar subtotal.**
3. Member should be instructed to **submit their PO** (payable to either Vendor or Reseller) and your **TIPS Reseller Quote** (merged in one PDF attachment), **both referencing the TIPS Contract Number to tipspo@tips-usa.com**. **Note:** If you are a **Reseller for an Automated Vendor**, disregard steps 3-5. Go straight to step 6 below.
 4. PO and Quote will be verified for contract compliance and forwarded to the **TIPS Awarded Vendor**. The **Vendor is responsible for forwarding PO to their Authorized Reseller** if necessary.
 5. If the Reseller receives a PO directly from the **TIPS Member**, the **Reseller must forward the PO, Reseller Quote** and completed **"Reseller Form for TIPS Sale"** to tipspo@tips-usa.com. A copy of the PO documents will be forwarded to the **TIPS Awarded Vendor** if necessary.
 6. If the **Reseller** receives a PO directly from the **TIPS Member for an Automated Vendor** (www.tips-usa.com/automatedvendors.cfm), please ensure a copy of the PO and TIPS Quote are sent to the **Automated Vendor**. Each **Automated Vendor's PO Instructions** are located at the top of the vendor profile on the TIPS website.

Important Things to Note:

1. **Reseller quote** must adhere to **TIPS Awarded Vendor's** contract pricing, products, services and process. This information will come directly from the **TIPS Awarded Vendor**.
2. A **"Reseller Form for TIPS Sale"** must be completed for each **TIPS Vendor** quoted. The dollar amount should reflect the charge to the TIPS member less any shipping or taxes. This is NOT the dollar amount of the purchase between the TIPS Awarded Vendor and Authorized Reseller.



Purchasing Made Personal
Need Assistance? 866-839-8477



KV250501



TIPS Member PO Process for Reseller

1. Before proceeding with a TIPS Reseller purchase, confirm that the desired Reseller is listed as an **Authorized Reseller** on the **"RESELLER"** tab of TIPS Vendor's profile on TIPS website.
2. The TIPS Member must request a TIPS Quote from the Reseller which includes: (1) the **TIPS Contract Number**; (2) the **Awarded TIPS Vendor's name**; (3) the **Reseller's name**; and (4) the **Pricing** specified under the awarded TIPS Contract.
3. Member should submit their PO (payable to either Vendor or Reseller) and the **TIPS Reseller Quote** (merged into one PDF attachment), **both referencing the TIPS Contract Number to tipspo@tips-usa.com**. **NOTE:** If you use a **Reseller for a TIPS Automated Vendor**, disregard steps 3 - 5. Go straight to step 6 below.
4. PO and quote will be verified for contract compliance and forwarded to the **TIPS Awarded Vendor**. The **Vendor is responsible for forwarding PO to their authorized Reseller** if necessary. The **TIPS Member** will receive a compliance letter for their files. **NOTE:** If you wish to receive a compliance letter, **do not copy** the reseller or vendor when you email your PO and quote to tipspo@tips-usa.com.
5. If you elect to send a PO directly to a **Reseller that is NOT a Reseller for an Automated Vendor**, send a copy marked **"For Recording Purposes Only"** to tipspo@tips-usa.com. **TIPS will confirm receipt of PO but no compliance letter will be provided.** PO should be sent within 30 days of issue date.
6. If using a **Reseller for a TIPS Automated Vendor** (www.tips-usa.com/automatedvendors.cfm), please send PO and TIPS Quote directly to the **Automated Vendor of Reseller** to complete your TIPS purchase. Each vendor's PO instructions are located at the top of their vendor profile on the TIPS website. The **Vendor is responsible for forwarding PO to their authorized Reseller** if necessary.

Important Things to Note:

1. **All vendor instructions must be included on the PO.** Emails sent to tipspo@tips-usa.com are not seen by the reseller or vendor.



Purchasing Made Personal
Need Assistance? 866-839-8477



kv250501

Purchasing made personal.

WWW.TIPS-USA.COM



2025 TIPS Price Book



SUPERIOR
AMERICA'S MOST COMPLETE LOCKER LINE
LIST INDUSTRIES INC.
LOCKERS • SHELVING • CABINETS • WORKBENCHES • PORTABLE GATES
WWW.LISTINDUSTRIES.COM

ILLUSTRATED PRICE BOOK 2025 PAGES 1-216

Nationwide Distribution Centers

TIPS

AMP
Art Metal Products
ART METAL PRODUCTS
LOCKERS • SHELVING • CABINETS • WORKBENCHES • PORTABLE GATES
WWW.ARTMETALPRODUCTS.COM

ILLUSTRATED PRICE BOOK 2025 PAGES 217-402

3 MANUFACTURING FACILITIES
NATIONAL DISTRIBUTION CENTERS
100+ DEALERS NATIONWIDE

LAPB2025-1WD1TIPS

Combined Price Book

Purchasing made personal.



Q & A



Purchasing made personal.

WWW.TIPS-USA.COM