

# directResource Inc.

Medical Janitorial Hardware Personal Care

CERTIFIED MBE - EDGE - DBE • WWW.DIRECTRESOURCEINC.COM

## Government and Private Industry Purchasing Solutions

- Medical Supplies • Janitorial & Maintenance • Electrical
- Plumbing • Clothing • Hardware • Personal Care

Ohio Minority Business Enterprise (MBE) & Edge Self Certified Federal Disadvantaged Business

### CAPABILITY STATEMENT

#### Company Background:

Direct Resource is a small minority business that was established in 1989 with annual sales between \$8M and \$10M. Direct Import, Inc. was incorporated in Columbus, Ohio July 31<sup>st</sup> 1992 to import and distribute exam gloves. The company's name was changed December 30, 1997 to Direct Resource, Inc.

Direct Resource, Inc. was certified as a Minority Business Enterprise with the State of Ohio in 1996. In 1997, Direct Resource, Inc. was awarded its first state contract and in 2002 its first Federal contract.

Direct Resource, Inc. holds multiple contracts with the State of Ohio, three Federal contracts and several University contracts. As part of our relationships, Direct Resource participates on the Ketera, Sciquest and Ariba platforms for university catalogs as well as gsaadvantage.gov and our own website. Direct Resource strives to build purchasing partnerships with both its customers and suppliers to provide reasonable pricing, superior service and one-stop purchasing support through its extensive product offering.

#### Facilities:

20,000 square foot integrated office and warehouse facility with over 25 distribution sites located throughout United States

#### Products:

Over 500,000 items covering a full line of janitorial, maintenance, hardware, electrical, plumbing equipment and supplies; medical equipment and supplies, personal care products as well as clothing/uniforms.

Direct Resource is also a small business partner with Fisher Scientific providing a full line of scientific equipment and supplies.

**DUNS:** 619139058  
**FED ID:** 31-1356609  
**CAGE:** 3CHL6  
**CCR/ORCA:** Registered  
**WAWF:** Registered  
**Corp Status:** Small Business



Minority Business Enterprise  
 Edge  
 Disadvantaged Business Enterprise (DBE)

**GSA** GS07F0214N, GS21F0029T

**Contracts:** V979P4442A  
**State Contracts:** over 20 contracts

- NAICS:**
- 423220 - Home Furnishing Merchant Wholesalers
  - 423390 - Other Construction Material Merchant Wholesalers
  - 423450 - Medical, Dental, and Hospital Equipment and Supplies
  - 423610 - Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers
  - 423710 - Hardware Merchant Wholesalers
  - 423720 - Plumbing and Heating Equipment and Supplies
  - 423820 - Farm and Garden Machinery and Equipment Merchant Wholesalers
  - 423840 - Industrial Supplies Merchant Wholesalers
  - 424120 - Stationery and Office Supplies Merchant Wholesalers
  - 424210 - Drugs and Druggists' Sundries Merchant Wholesalers
  - 424950 - Paint, Varnish, and Supplies Merchant Wholesalers

#### FSC Codes Under Contract:

- 41-Hardware Superstore
- 61-Electrical Wire & Power Eqmt,
- 65-Medical, Dental Eqmt, 83- Carts, Medical Supplies
- 68-Chemicals,
- 72-Household / Comm'l Furniture & Appliances,
- 73-Food Prep,
- 79-Cleaning Supplies,
- 85-Toiletries

Medical	Janitorial	Electrical	Plumbing	Hardware	Personal / Safety	Safety/Misc
Convatec Baxter Hollister Kendall Tendasoft Coloplast Invacare Skincare Glove & More	Energizer Rayovac Rubbermaid Pullman Holt Kimberly Clark GoJo Am Rep Boardwalk & More	GE Hubbell Square D Cutler Hammer Eaton 3M Bussman Levitron & More	American Stand Sexauer Sloan Chicago Willoughby Zurn Delta Crane & More	Precisionaire 3M Klein Arrow DeWalt Greenlee Stanley Leatherman Tools & More	Fisher Scientific Colgate P&G Unilever J&J Playtex AoSafety Dial & More	Jerzee Stanley Vidmar AKRO-MILS Bayhead / Meco Buckhorn / Orbis Durham / Lista Edsal / Justrite Hallowell / Penko Relius & More

• 2121 CityGate Drive

• Columbus, OH 43219

• Fax: 614-337-1313



**800-888-1928** (8:00 a.m. – 5 p.m. EST)



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cs@directresourceinc.com

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**Think GREEN**

For a Safe and Healthy Environment  
 Call Us for Green Solutions!

## CURRENT FEDERAL, STATE AND UNIVERSITY CONTRACTS

Title	Type	Index	Contract	Effective	Expiration	Min Order
Athletic, Workwear Clothing & Outerwear	RA	GDC053	RS908406	5/1/2006	10/31/2010	
Batteries, Dry; Flashlights, Lanterns & Lamps	ITB	GDC048	RS901910	5/1/2010	4/30/2013	\$25.00
Breast Pumps/Kits & Shields	ITB	MAC017	RS900810	10/1/2009	9/30/2012	n/a
Cleaning Equipment & Supplies	STS	STS539U	7753900208	4/1/2008	3/31/2012	\$100.00
Drawer Slides	ITB	OPI054	OT906608	4/1/2008	3/31/2011	n/a
General Hardware - Tools, Plumbing, Electrical & Related Items (Incom)	STS	STS511	7751100309	8/15/2008	7/13/2013	\$100.00
General Hardware, Tools, Plumbing & Electrical (J.A. Sexauer)	STS	STS511	7751100307	12/1/2006	11/30/2012	\$25.00
Germicidal Disinfectant & Sanitizer Detergents	ITB	DMH017	OT902411	10/1/2005	9/30/2013	n/a
Medical Supplies (Gloves)	STS	STS652	800031	7/1/2009	4/30/2013	\$0.00
Medical Supplies	STS	STS652	7765200308	2/1/2008	1/31/2013	\$15.00
Radio Repair Parts	ITB	MAC038	RS902705	5/1/2005	4/30/2011	\$50.00
Pharmaceutical	ITB	LDC101	OT901311	10/01/2010	03/31/2011	N/a
Undergarments, Thermals, Socks, Outerwear	RA	GDC054	Sr900510	2/1/2010	1/31/2013	
Cleaning Equipment/Supplies/Chemicals	Federal	73	GS07F0214N	1/14/2003	1/14/2013	\$100.00
Industrial Supplies (Incom)	Federal	51V	GS21F0029T	8/6/2007	8/5/2012	\$100.00
Medical Supplies	Federal	65 II A	V979P4442A	7/1/2003	4/30/2013	\$100.00
The Ohio State University Ink Contract	OSU	OSU	06-51640612A	5/1/2006	8/30/2010	n/a
The Ohio State University Paper Contract	OSU	OSU	07-516407221A	5/1/2008	4/30/2011	n/a
The Ohio State University Estores (Fisher Scientific, Hardware, Electrical, Plumbing)	OSU	OSU	N/A	Ongoing	Ongoing	
Bowling Green / Ohio University Sciquest Vendor			N/A	Ongoing	Ongoing	

### Contacts:

**Alvin Lai, President**

*alvin@directresourceinc.com*

**Jack Weaver, Customer Service Mgr.**

*jack@directresourceinc.com*

**Cheryl Marcia, Controller**

*cheryl@directresourceinc.com*

### Facilities:

- 20,000 square foot integrated office and warehouse facility
- Over 25 distribution sites located throughout the United States

### Customers:

State of Ohio agencies, Federal agencies, Universities, dental offices.

### Company Expertise:

- Significant experience in government contracts and sales with many State of Ohio contracts, three GSA/VA contracts.
- Import and international experience
- Strategic supplier partnerships providing expertise in all product lines covered.



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State of  
Ohio  
Contracts