

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported):

November 10, 2016

LAWSON PRODUCTS, INC.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of
incorporation)

0-10546

(Commission File Number)

36-2229304

(I.R.S. Employer Identification No.)

8770 W. Bryn Mawr Ave., Suite 900, Chicago, Illinois

(Address of principal executive offices)

60631

(Zip Code)

(Registrant's telephone number, including area code)

(773) 304-5050

Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 7.01 Regulation FD Disclosure.

Lawson Products, Inc. (the "Company") has updated its Investor Presentation (the "Presentation") which is furnished as Exhibit 99.1 to this Report on Form 8-K. A copy of the Presentation is also available on the Company's website at www.lawsonproducts.com.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits:

99.1 Investor Presentation November 2016

SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

LAWSON PRODUCTS, INC.

(Registrant)

Date: November 10, 2016

By: /s/ Ronald J. Knutson

Name: Ronald J. Knutson

Title: Executive Vice President, Chief Financial Officer, Treasurer and Controller

EXHIBIT INDEX

Exhibit Number

99.1

Description

Investor Presentation November 2016



LAWSON Products



Investor Presentation

November 2016

USA: 866.LAWSON4U (866.529.7664) | Canada: 800.563.1717 | lawsonproducts.com

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Lawson Products, Inc.

"Safe Harbor" Statement under the Securities Litigation Reform Act of 1995:

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. The terms "may," "should," "could," "anticipate," "believe," "continues," "estimate," "expect," "intend," "objective," "plan," "potential," "project" and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. These statements are based on management's current expectations, intentions or beliefs and are subject to a number of factors, assumptions and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Factors that could cause or contribute to such differences or that might otherwise impact the business include: failure to retain a talented workforce including productive sales representatives; the inability of management to successfully implement strategic initiatives; failure to manage change; the ability to adequately fund our operating and working capital needs through cash generated from operations; the ability to meet the covenant requirements of our line of credit; disruptions of the Company's information and communication systems; the effect of general economic and market conditions; inventory obsolescence; work stoppages and other disruptions at transportation centers or shipping ports; changing customer demand and product mixes; increases in commodity prices; violations of environmental protection regulations; a negative outcome related to tax matters; and, all other factors discussed in the Company's "Risk Factors" set forth in its Annual Report on Form 10-K for the year ended December 31, 2015.

The Company undertakes no obligation to update any such factors or to publicly announce the results of any revisions to any forward-looking statements contained herein whether as a result of new information, future events or otherwise.

Lawson Products: At a Glance

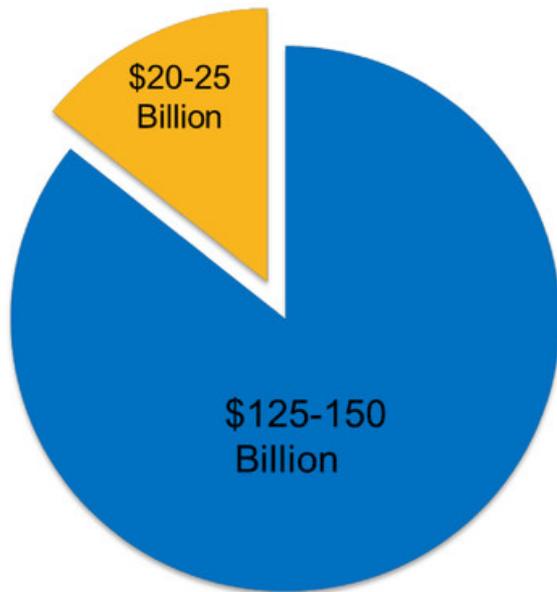
- **Leading service based provider of consumables in MRO market**
- **Serves industrial, commercial, institutional and government markets in all 50 states, Canada, Mexico, Puerto Rico and the Caribbean**
- **Headquartered in Chicago, IL**
 - 5 strategically located distribution centers
 - Workforce ~1,500 (over 1,000 sales reps)
- **Supplies a comprehensive line of products to the MRO marketplace**
- **VMI and private label drives high gross margins**



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Competitive Advantages and Differentiators

“Not the Typical MRO Distributor”



■ Broad Based MRO Market ■ Service Based VMI Market

What differentiates Lawson:

- Service intensive “high touch” value proposition
- Vendor managed inventory or “keep fill”
- Deep product knowledge
- Broad geographic sales and service coverage throughout the US and Canada
- Leverage investments in sales team, facilities and technology to enable outstanding customer service
- Lowest total cost

Our Commitment to our 70,000 Customers

High touch service and technical expertise drives customer relationships

Before



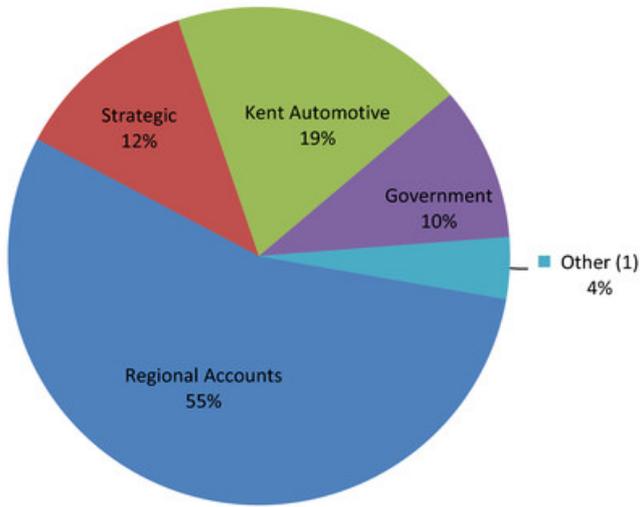
After



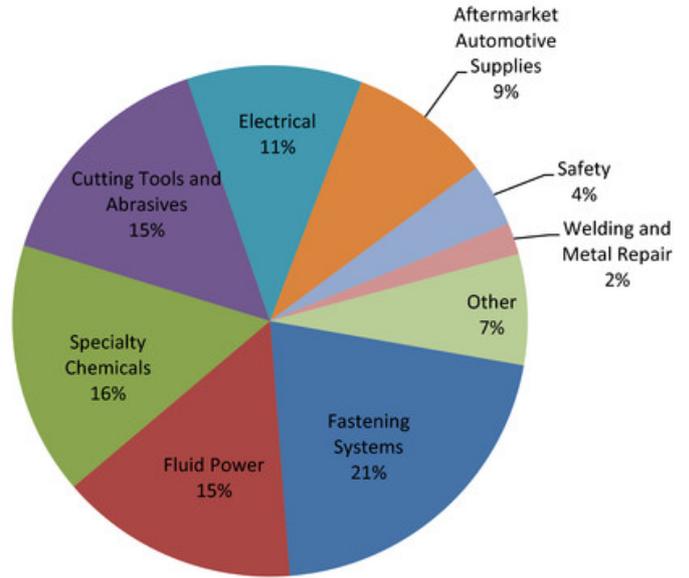
One Company, Zero Headaches	Inventory Management Options	Access to Industry Knowledge & Expertise
<ul style="list-style-type: none"> Comprehensive line of products 	<ul style="list-style-type: none"> Lawson Managed Inventory 	<ul style="list-style-type: none"> Product recommendations from your Lawson Representative
<ul style="list-style-type: none"> Hundreds of pre-built assortments 	<ul style="list-style-type: none"> Industrial vending 	<ul style="list-style-type: none"> Application advice from our test and application engineers
<ul style="list-style-type: none"> Unlimited sourcing of hard-to-find items 	<ul style="list-style-type: none"> Self-service inventory management 	<ul style="list-style-type: none"> Complimentary on-site safety & product usage training

Customer and Product Profile

Customer Mix



Product Mix

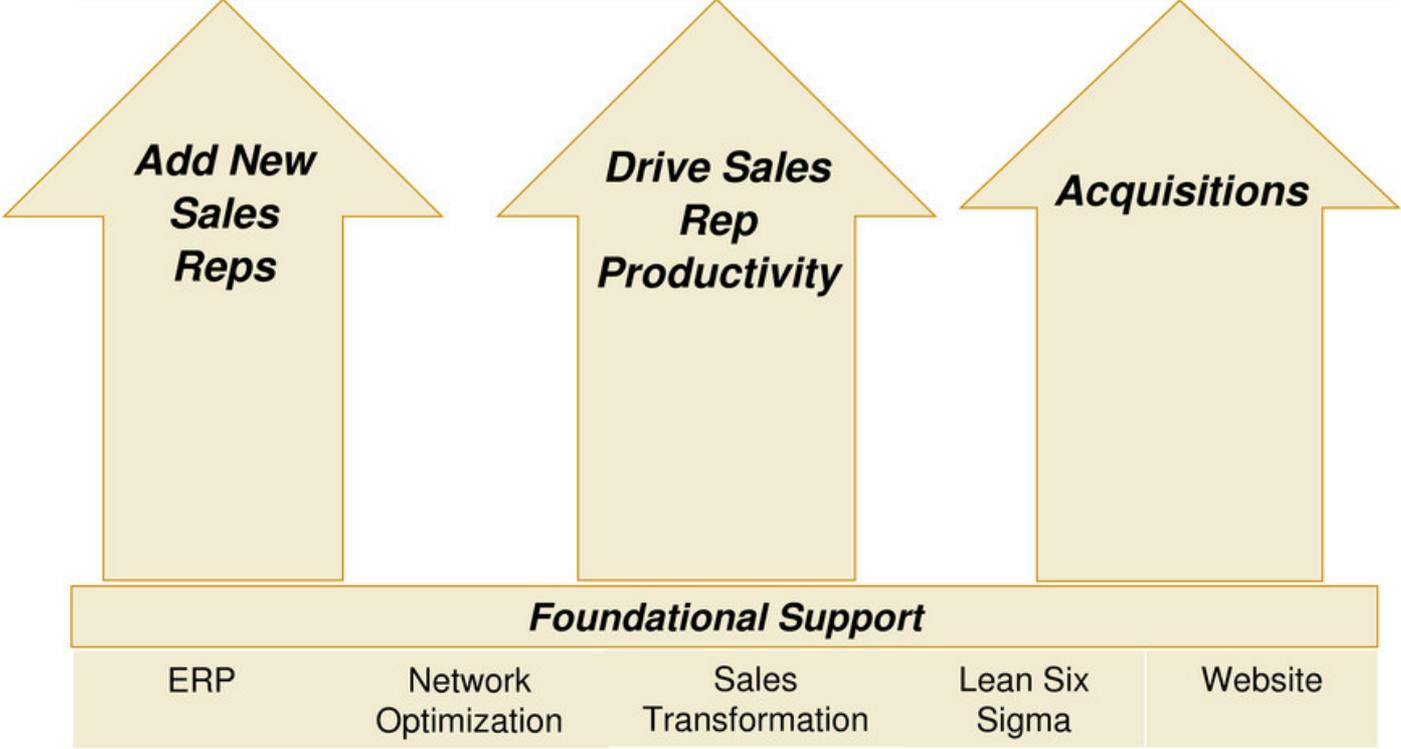


(1) Other consists primarily of freight revenue offset by rebates



Lawson Growth Strategy

Sales Growth Driven By



2016 Focus: Actions Across the Value Chain Driving Growth

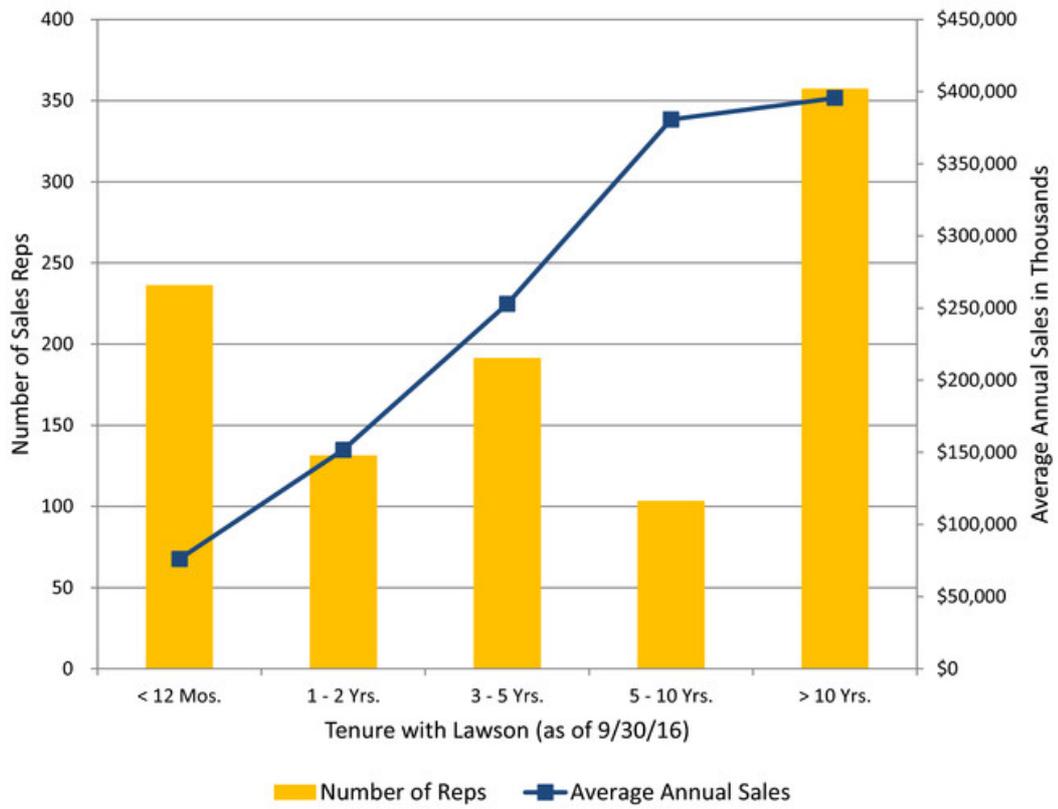
Add New Sales Reps and Drive Rep Productivity



Sales Process / Sales Reps	Customer Service / Order Entry	Product Management / Pricing	DC Operations	Sourcing / Purchasing
<ul style="list-style-type: none"> • Increase sales rep count • Onboarding process/training • Sales Management dashboard • EDI with customers 	<ul style="list-style-type: none"> • Reduction of cycle times • Order pad • Consolidation of shipments • Sales service reps 	<ul style="list-style-type: none"> • Leverage vendor drop-ship programs • Fleet maintenance focus • Pricing enhancements • Website 	<ul style="list-style-type: none"> • Reduce cycle time • Refine "Pull" strategy • Freight enhancements • Minimize backorders • Improve service levels • Forecasting tool 	<ul style="list-style-type: none"> • Supplier negotiation process • Vendor metrics • Electronic communication

Information Technology – Integration of Web and SAP
Lean Six Sigma

Longer Sales Rep Tenure Drives Rep Productivity



Financial Highlights for Third Quarter 2016

- **Ended Q3 2016 with 1,006 sales reps, up net 69 YTD**
- **Strong gross margins** – 60.6% in Q3 2016, 61.0% YTD
- **Adjusted EBITDA margin improving**
 - ✓ 5.8% in Q3 v. 4.2% in Q2
 - ✓ Continued investment in new sales reps
 - ✓ Cost control measures in place
- **Continued expansion through acquisitions**
 - ✓ March 2016 Acquired Perfect Products Company of Michigan
 - ✓ May 2016 Acquired F.B. Feeney
- **Strong balance sheet**
 - ✓ Net cash position of \$10.7 million
 - ✓ Significant capital investments completed to support growth
 - ✓ \$40 million credit facility in place – Recently extended

Lawson Products: Poised for Growth

- **Foundational Investments Completed**
- **Operational Excellence**
- **Leverage Current Infrastructure**
- **Continued Sales Force Expansion**
- **Large Fragmented Market**



For More Information

Contact:

Ronald J. Knutson

EVP, CFO

Investor Relations

(773) 304-5665

ron.knutson@lawsonproducts.com



And see our Website at

<http://www.lawsonproducts.com/company-info/investor-relations.jsp>





Appendices

Significant Activities

August 2011	➤ Implemented SAP
October 2011	➤ Commenced construction of new McCook, Ill distribution center
May 2012	➤ Relocated corporate headquarters
June 2012	➤ Restructured senior team. Announced \$20M cost savings plan
August 2012	➤ Transitioned packaging facility to McCook, Ill distribution center ➤ Entered into new five-year \$40M credit facility
October 2012	➤ Announced new CEO and President, Michael G. DeCata ➤ Consolidated Vernon Hills distribution center into McCook, Ill
November 2012	➤ Rolled out new website to existing web customers
December 2012	➤ Completed transition of U.S. independent agents to employees
April 2013	➤ Roll-out of new website to new web customers
April/May 2013	➤ McCook DC begins to ship customer orders
November 2013	➤ Entered into sub-lease of headquarters space to generate \$2.9M of future cash savings
December 2013	➤ Ended year with over 800 sales reps – First increase in 8 years
February 2014	➤ Closed on Automatic Screw Machine Products sale for net proceeds of \$12.1M
June 2014	➤ Entered into sale-leaseback of Reno distribution facility for net proceeds of \$8.3M
December 2014	➤ Ended year with over 900 sales reps
February 2015	➤ Held North American sales meeting
September 2015	➤ Completed West Coast Fasteners acquisition
March 2016	➤ Completed Perfect Products of Michigan acquisition
May 2016	➤ Completed F. B. Feeney acquisition
June 2016	➤ Expanded sales team to over 1,000 sales reps
September 2016	➤ Extended credit facility to August, 2020

Regulation G – GAAP Reconciliation

Appendix P-2

Non GAAP Reconciliation of Adjusted EBITDA to Sales Percentage

The Company reports its financial results in accordance with U.S. generally accepted accounting principles (GAAP). However, the Company's management believes that certain non-GAAP financial measures may provide users of this financial information additional meaningful comparisons between current results and results in prior operating periods. Management believes that these non-GAAP financial measures can provide additional meaningful reflection of underlying trends of the business because they provide a comparison of historical information that excludes certain non-operational, non-recurring or intermittently recurring items that impact the overall comparability. See the table below for supplemental financial data and corresponding reconciliations to GAAP financial measures for quarterly adjusted EBITDA as a percentage of net sales. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP.

(\$ in thousands)	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Net Sales	\$74,128	\$70,281	\$69,904	\$ 70,726	\$ 70,243	\$ 64,961	\$ 69,711	\$ 69,348	\$ 70,199
Operating Income (Loss)	678	(2,169)	(947)	3,243	2,810	(2,985)	1,169	29	2,389
Depreciation & Amortization	2,160	2,133	2,096	2,126	2,119	2,202	2,187	2,226	1,973
EBITDA	2,838	(36)	1,149	5,369	4,929	(783)	3,356	2,255	4,362
<u>Excluded Costs</u>									
Severance	(328)	(59)	571	50	372	280	204	143	367
Stock Based Compensation (Benefit)	2,423	2,443	(541)	971	(30)	1,693	(1,217)	515	(630)
Loss/(Gain) on Disposal of Property	97	45	-	-	(2)	9	-	-	-
Legal Settlement	(688)	-	-	-	-	-	-	-	-
Remediation expense	-	340	-	-	-	931	-	-	-
North American sales meeting	-	-	1,889	-	-	-	-	-	-
Property Impairment Loss	-	-	-	-	-	-	-	-	-
Adjusted EBITDA	\$ 4,342	\$ 2,733	\$ 3,068	\$ 6,390	\$ 5,269	\$ 2,130	\$ 2,343	\$ 2,913	\$ 4,099
Adjusted EBITDA % of Sales	5.9%	3.9%	4.4%	9.0%	7.5%	3.3%	3.4%	4.2%	5.8%

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Quarterly Results

Appendix P-3

	(Dollars in thousands)				
	Three Months Ended				
	Sep. 30, 2016	Jun. 30, 2016	Mar. 31, 2016	Dec. 31, 2015	Sep. 30, 2015
Number of business days	64	64	64	61	64
Average daily net sales	\$ 1,097	\$ 1,084	\$ 1,089	\$ 1,065	\$ 1,098
Sequential quarter increase (decrease)	1.2%	(0.5)%	2.3%	(3.0)%	(0.6)%
Average active sales rep. count	1,007	981	949	931	917
Period-end active sales rep. count	1,006	1,020	960	937	925
Sales per rep. per day	\$ 1.089	\$ 1.105	\$ 1.148	\$ 1.144	\$ 1.197
Sequential quarter increase (decrease)	(1.4)%	(3.7)%	0.3%	(4.4)%	(1.2)%
Net sales	\$ 70,199	\$ 69,348	\$ 69,711	\$ 64,961	\$ 70,243
Gross profit	42,573	42,526	42,459	39,091	43,342
Gross profit percentage	60.6%	61.3%	60.9%	60.2%	61.7%
<u>Operating expenses</u>					
Selling, general & administrative expenses	\$ 40,184	\$ 42,497	\$ 41,290	\$ 41,145	\$ 40,532
Other expenses, net	—	—	—	931	—
	<u>40,184</u>	<u>42,497</u>	<u>41,290</u>	<u>42,076</u>	<u>40,532</u>
Operating income (loss)	<u>\$ 2,389</u>	<u>\$ 29</u>	<u>\$ 1,169</u>	<u>\$ (2,985)</u>	<u>\$ 2,810</u>

Consolidated Balance Sheet

Appendix P-4

	September 30, 2016	December 31, 2015
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 10,657	\$ 10,765
Restricted cash	800	800
Accounts receivable, less allowance for doubtful accounts	31,637	27,231
Inventories, net	41,347	44,095
Miscellaneous receivables and prepaid expenses	4,292	3,667
Total current assets	88,733	86,558
Property, plant and equipment, net	31,989	35,487
Cash value of life insurance	9,985	10,245
Goodwill	2,074	319
Deferred income taxes	51	51
Other assets	1,024	434
Total assets	\$ 133,856	\$ 133,094
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Revolving line of credit	\$ —	\$ 925
Accounts payable	11,340	9,370
Accrued expenses and other liabilities	21,378	26,048
Total current liabilities	32,718	36,343
Security bonus plan	14,321	14,641
Financing lease obligation	7,812	8,539
Deferred compensation	4,832	4,626
Deferred rent liability	3,803	3,912
Other liabilities	4,430	3,769
Total liabilities	67,916	71,830
Stockholders' equity:		
Preferred stock, \$1 par value:		
Authorized - 500,000 shares, issued and outstanding — None	—	—
Common stock, \$1 par value:		
Authorized - 35,000,000 shares		
Issued - 8,824,385 and 8,796,264 shares, respectively		
Outstanding - 8,798,273 and 8,771,120 shares, respectively	8,824	8,796
Capital in excess of par value	10,765	9,877
Retained earnings	46,586	43,572
Treasury stock - 26,112 and 25,144 shares, respectively	(533)	(515)
Accumulated other comprehensive income	298	(466)
Total stockholders' equity	65,940	61,264
Total liabilities and stockholders' equity	\$ 133,856	\$ 133,094

