



Pricing Offer

Category Discounts: Our North American offer encompasses significant discounting across 21 MRO categories. These category discounts are applied to Grainger North America's Contract Reference Price (CRP). For Sourcewell Members, CRP is found on Grainger.com and Acklands-Grainger.com when Members log into their account. The CRP at the time of purchase will be the price to which any contract discounts will be applied. The offered category discounts are fixed through the life of the contract across 21 MRO categories.

Grainger North America MRO Category Discounts:

Sourcewell MRO Categories (US & Canada)	Current CRP Discount
Air Filters	40%
Batteries	19%
Cleaning Equipment & Supplies	22%
Electrical Supplies	23%
Fasteners	30%
HVAC Supplies	17%
Lab Supplies	15%
Lighting/Lamps/Ballast	22%
Lubricants, Adhesives, Sealants & Tape	10%
Material Handling, Storage & Packaging	15%
Measuring Tools & Test Instruments	6%
Motors & Power Transmission	19%
Outdoor Equipment	12%
Paint	10%
Plumbing	20%
Pumps & Pneumatics	6%
Safety	19%
Security	15%
Hand Tools	14%
Power Tools	11%
Welding, Machining & Cutting	10%

North American Market Basket: This offer is comprised of the highest volume and most frequently purchased products by a broad mix of government agencies. Additionally, it represents an intentional effort to include a significant number of items identified as:

- Sustainable and Green Certified
- Grainger Choice or "house brand" lower cost substitutes
- Safety focused products

The North American Market Basket pricing is aggressive and will be held firm for 12 months. To keep the Market Basket meaningful throughout the life of this contract, the product selection will be evaluated and updated each year to ensure relevant product selections.

Member Market Baskets: In addition to the Grainger North America Market Basket, we offer the ability for each Member to create a custom market basket of up to 250 items. To drive additional cost savings while enhancing procurement stability, Members can select a custom market basket consisting of products the individual Member most frequently procures. The Grainger North America Sales team will work with Member's seeking to consolidate, standardize and to identify a product list and price.

General Catalog Discounting: Grainger recognizes the operational importance to provide members access to MRO items that fall outside the market basket which may not be aligned to a category. **North America Grainger provides a 5% discount off its CRP Price on products that fall outside market baskets and defined category discounts.**

Large Order and Volume Discounts: Grainger has years of experience working with Sourcewell Members on individual projects and discounted pricing. Grainger North America will continue to work with Sourcewell Members to leverage additional discounts for large, single orders, based on size and scope.

Customer Specific Pricing (CSP): Grainger North America recognizes the importance of providing Members with relevant pricing for specific products in special circumstances. Deeper discounted pricing can be sought in the form of Customer Specific Pricing (CSP) as it relates to specific opportunities.

Grainger North America reserves the right to adjust pricing to reflect market conditions, as provided in Section 11 (Sourcewell's Vendor Price & Product Change Form, referenced in RFP #121218). These adjustments may include unforeseen significant increases in supplier's costs resulting from changes in laws or regulations, impositions of tariffs, currency fluctuations, increases in commodity prices, or other changes in conditions not reasonably foreseeable to Grainger North America.