



Pricing Offer

Public Safety & Emergency Management “Hot List”: Grainger North America, through decades of serving government customers, has captured purchasing data reflecting current and relevant product needs to compile its Hot List offer. Grainger North America presents a Public Safety & Emergency Management Hot List to all US and Canada Sourcewell Members who complete the affiliation process to access the Sourcewell/Grainger contract award. The offer is comprised of the highest volume and most frequently purchased products by a broad mix of government agencies.

Member Market Baskets: In addition to the Grainger Public Safety & Emergency Management Hot List, we offer the ability for each affiliated Member to create a custom Member Market Basket of up to 100 items. To drive additional cost savings while enhancing procurement stability, Members can select a custom Market Basket consisting of public safety or emergency management-related products the individual Member most frequently procures. The Grainger North America Sales Team will work with Members seeking to consolidate, standardize, and identify a product list and price.

General Catalog Discounting: Grainger recognizes the operational importance to provide members access to items that fall outside the market basket which may not be aligned to a specific category. North America Grainger provides a 5% discount off of CRP on products that fall outside the Hot List, 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.

Category Discounts: In addition to the Hot List of Public Safety and Emergency Management items and the Member Market Basket, Grainger will provide the category discounts aligned to Grainger’s Sourcewell Facility MRO Supplies & Services Agreement #121218-WWG (the MRO Contract), so long as it remains valid, through the term of this Public Safety and Emergency Management agreement. These category discounts are applied to Grainger North America’s Contract Reference Price (CRP). For Sourcewell Members, CRP is found on Grainger.com and Grainger.ca 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%

Sourcewell MRO Categories (US & Canada)	Current CRP Discount
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%

Sourcewell “Enhanced Discount” Incentive Program: Grainger North America proposes a 3% increased discount on each of the defined 21 MRO categories for the following contract year for members who:

- Purchase at least \$25,000.00 in Total Member Purchases* during the Contract Year AND
- Grow Total Member Purchases at least 12% over the preceding Contract Year

Purchases by a Participating Member under any Sourcewell Agreement with W.W. Grainger, Inc., are eligible to qualify for the Enhanced Discount Incentive Program.

Sourcewell Plus Program: Grainger North America may propose a Sourcewell Plus Program and creation of a custom incentive and rebate program, defined through a participating addendum and approved by Sourcewell.

Grainger North America reserves the right to adjust pricing to reflect market conditions, as provided in Section 4 (Sourcewell’s Vendor Price & Product Change Request Form, referenced in RFP #080922). 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.