



Master Agreement

W.W. Grainger, Inc.
MRO Supplies
Master Agreement Number CNR01496
January 01, 2020

Attachment A

Grainger Pricing and Category Discount Programs

This Agreement provides E&I Members access to all Grainger General Catalog Products and Services as found at www.grainger.com, as well as all Products and Services available through Grainger Sourcing. Their product depth & breadth, reliable service & support as well as their Value-Added Services are all available to members through this Agreement.

- 1. Market Basket Program** – The Market Basket Program is based upon the most frequently purchased items from historic member purchases. The number of items in the Market Basket and pricing for each item will vary each year. E&I and Grainger will review the list annually and update the items and pricing upon mutual agreement. Market Basket Prices will be held firm during each contract year. The initial Market Basket pricing, effective January 01, 2020, will remain firm until December 31, 2021, thereafter the products and pricing will be reviewed by the Parties annually to keep the Market Basket relevant and competitive. Market Basket price increase requests shall be submitted forty-five (45) days in advance of the effective date of the increase. The maximum allowable increase is not to exceed 3% or NPPI on an aggregate annual basis for all Products and Services in the Market Basket, whichever is lower. Supplier is authorized to offer members enhanced pricing (deeper discounts, if available) on a case-by-case basis or under a Member Specific Agreement (“MSA”) and both shall be considered part of this Agreement. Market basket price reductions will be immediately passed on to E&I and its Members.
- 2. Member Specific Hot List Program (Hot List)** – A Hot List may contain up to 1,000 items and pricing will be held firm during each contract year. Any additions/deletions and price changes shall be reviewed and mutually agreed upon between the Supplier and the Member on an annual basis. The pricing on Hot List items will be at least a half percent lower than the discount available for the item in its respective category (excluding Market Basket Items), unless the discounted price on the Hot List item is below Grainger’s cost for that item. If the discounted Hot List item is priced below Grainger’s cost, then Grainger and the Member will mutually agree upon a solution that may include adjusting the product price or identifying a substitute product. Each individual member, with a Hot List, has full approval authority over the pricing and content of their institution’s Hot List.
- 3. Category Discount Program** - Category Discounts, listed below, shall remain firm for the life of this Agreement unless improved for the benefit of E&I members.

Product Category	Category Discount %	Product Category	Category Discount %
Abrasives	5%	Material Handling	15%
Adhesives, Sealants and Tape	5%	Motors	19%
Batteries	7%	Office Supplies	5%
Cleaning: Consumables	22%	Outdoor Equipment	12%
Cleaning: Other	22%	Paint, Equipment and Supplies	10%
Electrical	23%	Plumbing: Other	20%
Electronics, Appliances, and Batteries	19%	Plumbing: Pipe, Valves, Fittings	20%
Mfg: Fasteners	30%	Pneumatics	5%
Fleet and Vehicle Maintenance	10%	Power Tools	11%
Furniture, Hospitality and Food Service	10%	Power Transmission	5%
Hand Tools	14%	Pumps	10%
Hardware	5%	Safety: Facility Safety	19%
HVAC: Filters	43%	Safety: Footwear	19%
HVAC: Other	17%	Safety: People Safety	19%
Hydraulics	5%	Security	17%
Lab Supplies	15%	Test Instruments	7%
Lighting	22%	Mfg. Welding	15%
Lubrication	5%	All other Categories	5%
Machining	10%		



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4. **K-12 Enhanced Discount Program (available to all members)** – Sub-Category Discounts, listed below, shall remain firm for the life of this Agreement unless improved for the benefit of E&I members.

Product Category	Subcategory	Category Discount %
Adhesives, Sealants and Tape	Tapes	15%
Cleaning	Paper Products and Dispensers	30%
Cleaning	Trash Bags	30%
Cleaning	Receptacles and Containers	30%
Cleaning	Cleaning Chemicals	30%
Cleaning	Personal Care Products	30%
Cleaning	Cleaning Equipment and Vacuum Cleaners	30%
Cleaning	Rags and Wipes	30%
Cleaning	Wet Mops, Squeegees, and Buckets	30%
Cleaning	Brooms, Brushes, and Dust Pans	30%
Cleaning	Floor Care	30%
Cleaning	Dust Mops, Dusters, and Cleaning Pads	30%
Cleaning	Odor Control	30%
Cleaning	Janitorial Carts and Supply Holders	30%
Cleaning	Restroom Equipment	30%
Cleaning	Furniture Care	30%
Cleaning	Recycling Equipment	30%
Electronics, Appliances, and Batteries	Batteries	25%
Furniture, Hospitality and Food Service	Hospitality Uniforms and Workwear	17%
Hand Tools	Wrenches	25%
Hand Tools	Pliers	25%
Hand Tools	Measuring and Layout Tools	25%
Hand Tools	Sockets and Bits	25%
Hand Tools	Screwdrivers and Nut Drivers	25%
Hand Tools	Impact Sockets and Bits	25%
Hand Tools	Clamps	25%
Hand Tools	Pullers and Separators	25%
Hand Tools	Hand Saws and Sawhorses	25%
Hand Tools	Files	25%
Hydraulics	Hydraulic Seals	10%
Motors	HVAC Motors	25%
Motors	General Purpose AC Motors	25%
Motors	Definite Purpose AC Motors	25%
Motors	Motor Supplies	25%
Motors	Speed Controls, Encoders and Soft Starts	25%
Motors	Pump Motors	25%
Motors	DC Motors	25%
Office Supplies	Boards and Easels	12%
Plumbing	Water Coolers, Dispensers and Fountains	32%
Plumbing	Filtration	32%
Safety	Gloves and Hand Protection	30%
Safety	Traffic Safety	26%
Safety	Safety Storage	26%
Safety	Gas Detection	26%
Test Instruments	Electrical Power Testing	15%
Test Instruments	Indoor Air Quality	15%
Test Instruments	Electronic/Bench Testing	15%