



PARTNERSHIP



Current Contract Benefits



Pricing

Category Pricing:

16 categories discounted range 10-35%

Category	Discount	# of Skus
Cleaning: Consumables	20%	6,000
Cleaning: Other	20%	10,000
Electrical	15%	62,000
Electronics, Appliances & Batteries	11%	7,000
Fleet & Vehicle Maintenance	10%	24,000
Furniture, Hospitality & Food Service	11%	23,000
Hand Tools	10%	37,000
HVAC: Filters	35%	3,000
HVAC: Other	17%	37,000
Material Handling	15%	92,000
Outdoor Equipment	10%	9,000
Plumbing: Other	15%	20,000
Plumbing: Pipe, Valves, Fittings	17%	38,000
Safety: Facility Safety	17%	132,000
Safety: Footwear	17%	26,000
Safety: People Safety	17%	34,000
Adhesives Sealants And Tape	10%	8,000
Paint, Equipment & Supplies	7%	55,000
Power Tools	7%	19,000
Security	7%	6,000
Welding	7%	12,000
Lighting	15%	11,000
Base Discount	5%	All others

Cost Savings



Prepaid Freight:

Standard ground freight shipments are paid by Grainger on all Catalog Products orders* terms and conditions apply



Extended Payment Terms:

Net 30 days after invoice

Ordering Made Easy

Call / Email

- 24/7 Customer Support
- Technical Product Support
- 1-800-GRAINGER (1-800-472-4643)
- customersupport@grainger.com



Mobile App

- iPhone and Android devices
- Account Management Tools
- Ordering From the Field



Web

- www.grainger.com
- Chat Customer Support
- Account Management Tools



Branch

- 250 U.S. Branches
- Local Stocking Options
- Emergency After- Hours Access



Partnership Opportunities & Successes!!

FACILITIES SERVICES

How are you maintaining your aging buildings?
Grainger can help with:

Before

After



Audits & Assessments
Assembly & Installation
Building Envelope
Flooring
Paving
And more!



Before and After photos are from an actual flooring project Grainger completed for one of The Salvation Army's Facility

Prepared for Emergencies

Like the Salvation Army Grainger is proactive about its ability to be prepared for and ready to respond during emergencies. Grainger is committed to serving local communities in their time of greatest need!

- Grainger proactively develops preparedness-focused relationships with federal, state, and local first responders and related government agencies
- Each year, Grainger's Supply Chain and Inventory Management teams collaborate to forecast and create inventory strategies to fulfill the spikes in demand that can occur in large-scale disasters such as hurricanes, floods, wildfires, and winter storms
- An incremental inventory investment is made, and critical supplies and equipment are strategically prepositioned within Grainger's U.S. network



Hurricanes



Floods



Communicable Diseases



Wildfires & Droughts



Winter Preparedness



Active Shooter



Tornadoes



Earthquakes



Extreme Heat



Fire Protection



Power Outages



Mosquito-borne Diseases



Hazardous Materials

Grainger's online Emergency Preparedness page has resources about products and services that can help Salvation Army prepare for potential threats. Grainger's Emergency Preparedness website can be viewed at

<https://www.grainger.com/content/emergency-preparedness>

Product Breadth and Depth

CATEGORY	RANGE OF PRODUCTS	
Abrasives	Blasting, Brushes & Wheel Kits, Dressing Products, Rolls & Kits, Sharpening Stones, Cut-Off & Grinding Wheels, Deburring Tools, Flap Wheels, Mounted Points & Kits, Polishing, Replacement Parts, Sanding Belts & Kits, Sanding Discs & Kits, Sanding Hand Pads & Sponges, Sandpaper & Kits, Specialty Abrasives & Kits, Surface Conditioning Wheels, Tumblers & Media	
Adhesives, Sealants & Tape	Dispensing Equipment, Adhesives & Glues, Caulks, Sealants & Fillers, Concrete & Asphalt, Putties, Replacement Parts, Tapes, Threadlockers & Gasket Sealants	
Cleaning & Janitorial	Cleaning Chemicals, Cleaning Supplies, Floor Cleaning Machines, Hand & Personal Care, Paper Products & Dispensers, Replacement Parts, Trash & Recycling	
Electrical	Electrical Supplies, Industrial Controls, Automation & Machine Safety, Motor Controls, Power Management—Circuit Protection & Distribution, Replacement Parts, Voice & Data, Wire, Cable & Carrier Systems	
Electronics, Appliances & Batteries	Dishwashers, Dryers, Ranges, Refrigerators, Freezers, Ice Dispensers, Batteries, Communications, Electronics, Intercoms & Speakers, Replacement Parts	
Fasteners	Anchors, Bolts, Hardware, Hooks, Key Stock, Lanyards, Manuals, Measuring Equipment, Nails, Nuts, Pins, Retaining Rings, Rivets, Rods & Studs, Screws, Socket Screws & Set Screws, Spacers & Standoffs, Staples, Thread Inserts, Washers	
Fleet & Vehicle Maintenance	Auto Body Tools, Chemicals, Diagnostics, Automotive Exterior & Interior, Lifting Tools, Lighting, Lubricants, Maintenance Tools, Tires & Wheels, Towing, Storage	
Furniture, Hospitality & Food Service	Flooring, Food Processing, Beds, Office & Outdoor Furniture, Guest Room Amenities, Uniforms, Laundry Supplies, Sports & Recreational Equipment	
HVAC & Refrigeration	A/C Refrigeration & Accessories, Air Filters, Air Treatment, Cooling Fans & Air Circulators, Fan Blades & Propellers, Heaters, HVAC Controls, HVAC Motors, Test Instruments, Replacement Parts, Ventilation Supplies	
Hand Tools	Benders, Clamps, Cutting Tools, Drywall Tools, Electrical Tools, Files, Hammers, Hand Saws, Pliers, Pullers, Punches, Screwdrivers, Sockets, Wrenches	
Hardware	Braces & Brackets, Door Hardware, Drawer & Cabinet Hardware, Garage Door Openers, Hardware Supplies, Hook & Loop Fasteners, Hooks, Magnets & Magnetic Strips, O-Rings & O-Ring Kits, Replacement Parts, Springs, Tarps & Tarp Accessories, Wall & Hand Rail Hardware, Window Hardware	
Hydraulics	Filtration, Hoses & Fittings, Motors, Seals, System Components, Tools, Oil Coolers, Pumps, Replacement Parts, Valves	
Lab Supplies	Testing Equipment, Chemicals, Consumables, Diagnostics, Filtration, Fume Hoods, Lab Ovens, Utensils, Labware, Soil Testing, Water Quality	
Lighting	Bulbs & Lamps, Ballasts, Flashlights, Exit & Emergency Lighting, Indoor & Outdoor Lighting	
Lubrication	Fittings & Hose Systems, Grease Feeders & Precision Metering Pumps, Grease Guns, Greases, Lubricant Pumps, Lubricants & Penetrants, Lubricator Accessories, Oilers, Reservoirs & Sprayers, Oils, Replacement Parts, Storage & Dispensing Systems	

Product Breadth and Depth

CATEGORY	RANGE OF PRODUCTS	
Machining	Cutting Tool Blanks, Drilling & Holemaking, Finishing Supplies, Indexable Inserts, Lathe Tool Posts & Holders, Tool Accessories, Machinery, Machining Supplies, Metalworking Fluids, Milling, Precision Measuring Tools, Replacement Parts, Shop Supplies, Threading, Turning Tools	
Material Handling	Cabinets, Carts & Trucks, Casters, Conveyors, Cranes, Dock Equipment, Dollies, Drum Handling, Forklifts, Hoists, Ladders, Packaging & Shipping, Pallet Jacks, Ropes, Shelving & Storage Racks, Storage Containers	
Motors	DC Motors, Definite-Purpose AC Motors, General-Purpose AC Motors, HVAC Motors, Motor Supplies, Pump Motors, Replacement Parts	
Office Supplies	Audio Visual Equipment, Binders, Clipboards, Easels, Calendars, File Folders, Ink & Toner, Cleaners, Office Machines, Office Paper & Notebooks, Retail Supplies, Staplers, Standard Batteries, Tape Dispensers & Hole Punchers	
Outdoor Equipment	Cutting & Pruning Tools, Fencing, Generators, Hoses & Sprinkler Systems, Landscaping, Mowers & Trimmers, Pressure Washers, Rakes, Shovels, Snow & Ice Removal	
Paint, Equipment & Supplies	Automotive Paints, Brushes & Rollers, Exterior & Interior Paints, Paint Mixers, Sprayers, Spray Paints, Primers	
Plumbing	Bathroom Hardware, Drains, Faucets, Filtration, Fixtures, Garbage Disposals, Gaskets, Insulation, Pipes, Tubing, Fittings, Valves, Sinks, Toilets, Water Heaters	
Pneumatics	Air Compressors, Compressed Air Treatment, Hose Clamps, Hose Reels, Pneumatic Hoses & Motors, Pneumatic Tools, Replacement Parts, Valves	
Power Tools	Cordless Tools, Demolition Tools, Finishing Tools, Heat Guns, Masonry, Pipe Threading, Drills, Saws, Shears, Power Tool Storage, Replacement Parts, Routers	
Power Transmission	Bearings, Belts, Brakes & Clutches, Bushings, Chain, Couplings, Gearing, Gearmotors, Speed Reducers, Sprockets, Tensioners, Vibrators	
Pumps	Aeration, Centrifugal Pumps, Chemical Pumps, Coolant Pumps, Drum & Barrel Pumps, Filtration, Fuel Pumps, Pool & Spa Pumps, Rotary Pumps	
Raw Materials	Alloy Steel, Aluminum, Brass, Bronze, Carbon Steel, Cast Iron, Ceramic, Copper, Cork, Felt, Fiberglass, Foam, Plastics, Rubber, Stainless Steel, Tin, Vinyl	
Reference & Learning Supplies	Books, Classroom Supplies, Decorations, Games, Incentives, Toys	
Safety	Arc Flash, Eye Wash & Showers, Eye & Face Protection, Fall Protection, First Aid, Gloves, Lockout/Tagout, Signs, Spill Control, Traffic Safety, Workwear	
Security	Barriers & Crowd Control, Detectors, Key Control, Mailboxes, Padlocks, Safes, Security Alarms, Specialty Locks, Two-Way Radios, Video Surveillance	
Test Instruments	Air Movement, Automotive Testing, Data Recording, Electrical Power Testing, Indoor Air Quality, Pressure Measuring, Temperature & Humidity Measuring	
Welding	Arc Cutting & Gouging, Filler Metals, Gas Welding, MIG Welding, Plasma Cutting, Soldering, Spot Welding, Stick Welding, TIG Welding, Helmets	

Safety Products and Services

Field Safety Specialists



- **Over 55 Field Safety Specialists**
- Safety Expertise – Several Certified Safety Professionals, Experienced Safety leaders, minimum STS certification
- **Site Safety Assessment** Capability
- Problem Solving (**Hierarchy of Controls**) & **Benchmarking**
- Drive **Standardization** resulting in reduced risk & cost

Technical Safety Specialists



- Certified Safety Professionals on technical staff
- **Pre-Application & Post Application Product Support**
 - Is product working correctly?
 - How do I assemble?
- **Regulatory Compliance Questions: OSHA, ANSI, ASTM, NFPA**
- **Easy access, quick response**
 - 1-800-GRAINGER
7 a.m.-7 p.m. Mon-Fri

24/7 Tools



- **Grainger.com®**
- **Safety Solutions Center**
- **Safety KnowHow® Site**
 - Timely safety & health news and articles
 - Emerging safety information for EHS & other leaders
 - Videos and interactive content
 - Insights to help support & grow your program

Personal Protective Equipment

- Body Protection
- Eye & Face Protection
- Foot Protection
- Head Protection
- Hand Protection

