

## Maintenance, Repair, and Operations (MRO) Pricing Matrix

Categories	Suppliers and Percentages Off Catalog Pricing								
<b>Category 1: Electrical Equipment</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
Electrical Equipment		35%	19%		10%	50%	37%		25%
Motors and Accessories		35%	23%		10%	50%	41%		25%
Batteries and Flashlight		35%	15%		10%	50%	37%		25%
<b>Category 2: HVAC</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
HVAC		30%	18%	17%	10%				20%
Air Filters		30%	15%	45%	10%				45%
Plumbing		30%	21%	17%	10%				25%
<b>Category 3: Material Handling</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
Material Handling: Movement, Storage and Materials Protection equipment		27%	19%			50%		15%	20%
<b>Category 4: Hardware</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
Hardware		40%	12%					20%	25%
Lubricant and Adhesives		30%	12%					15%	25%
All Other Related Items		25%	5%					10%	25%
<b>Category 5: Outdoor Gardening Supplies and Equipment</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
Outdoor Gardening Supplies and Equipment		28%	13%	15%				15%	20%
<b>Category 6: Safety and Security</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
Safety Equipment		30%	21%						25%
Security Equipment		30%	20%						25%
<b>Category 7: Tools</b>									
	<b>Acuity</b>	<b>Fastenal</b>	<b>Grainger</b>	<b>HD Supply</b>	<b>Home Depot</b>	<b>Kipper Tools</b>	<b>Lowe Electric</b>	<b>Miller</b>	<b>MSC</b>
Pneumatic Tools		30%	15%			50%		12%	21%

Hand Tools		40%	22%			50%		10%	25%
Power Tools		25%	20%			50%		8%	20%
Welding and Soldering Tools		30%	13%			50%		10%	15%
<b>Category 8: Cleaning</b>									
	Acuity	Fastenal	Grainger	HD Supply	Home Depot	Kipper Tools	Lowe Electric	Miller	MSC
Chemical	38%		25%	25%	10%	50%			
Non Chemical	25%		25%	25%	10%	50%			