

## 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](http://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%                 |                                  |                     |

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%                 |

Deeper discounted pricing may be available to Members in the form of Customer Specific Pricing (CSP) as it relates to specific opportunities. Grainger's ability to offer enhanced or additional discounts on product that exceed contract negotiated discounts is based on several factors such as, but not limited to, size of the opportunity, product mix, Supplier cost support, and inventory availability. Grainger will continue to work with E&I Members to leverage opportunities for additional Discounts.