

ENHANCED JUST FOR YOU



GRAINGER/E&I CONTRACT ENHANCEMENTS

You asked and we listened! **More categories with deeper discounts** along with a **Streamlined Market Basket** structure make this newly enhanced contract the **greatest overall value** for any educational institution!

Member Benefits through Contract Enhancements

- **One Premium E&I Grainger Contract version**
- **A total of 35 categories** represented with a minimum discount of 3% off of Grainger Contract Reference Price (CRP)
- **Key Product Core Market Basket** of commonly used items by educational institutions
- **Ability to develop your own Local Hot List** of up to 1000 items, outside of the **Core Market Basket** to meet your institution's specific needs
- **Incremental Growth Incentive for ALL Member Program Users**
 - Members enrolled in the Enhanced E&I Grainger Program can earn an Incremental Growth Incentive, based on growing contract utilization. Eligible purchases are those member purchases made directly with Grainger that exceed the direct member purchases made during the immediately preceding 12 month period (February 1 - January 31).
 - For eligible purchases between **10% and 19.99%** growth, Grainger will pay a **2%** percent Incremental Growth Incentive on those growth dollars
 - For eligible purchases that meet or exceed **20%** growth, Grainger will pay a **4%** Incremental Growth Incentive on those growth dollars
- **Exclusive E&I Member E-Commerce Incentive for ALL Member Program users**
 - E-Commerce Incentive for all Member Program participants that meet or exceed the eligibility requirements for the program. The E-Commerce Incentive will be paid to members enrolled in the E&I Grainger Member Program on an annual basis for all qualifying purchases made by the member directly from Grainger between the contract year of February 1 through January 31.
 - To be eligible, member must utilize an E-Commerce procurement vehicle (e.g. Grainger's website, SciQuest, ESM, ePS, etc.) for a minimum of **50%** of its qualifying Grainger purchases each contract year and grow a minimum of **10%** over the previous contract year.
 - Members who meet these eligibility requirements will receive an E-Commerce Financial Incentive equal to one-half percentage point (**0.50%**) toward all purchases.



NEW DISCOUNTS Now Available in these KEY CATEGORIES

Grainger Catalog Category	E&I Contract Category Discount off CRP
Air Filters	35%
Adhesives, Sealants, Tapes	3%
Cleaning Consumables	11%
Cleaning Other	11%
Electrical Supplies	11%
Electronics, Appliances, and Batteries	3%
Fasteners	3%
Fleet and Vehicle Maintenance	3%
Furniture, Hospitality, and Food Service	3%
Hand Tools	5%
Hardware	3%
HVAC Others	11%
Hydraulics	3%
Lab Supplies	5%
Lighting	17%
Lubrication	3%
Machining	3%
Material Handling	3%
Motors	15%
Office Supplies	3%
Outdoor Equipment	5%
Paint Equipment and Supplies	3%
Plumbing Other	9%
Plumbing; Pipe, Valves, Fittings	9%
Pneumatics	3%
Power Tools	5%
Pumps	3%
Raw Materials	3%
Reference & Learning Supplies	5%
Safety - Facilities	11%
Safety - Footwear	11%
Safety - People	11%
Security	3%
Test Instruments	3%
Welding	5%

Valid as of 8/21/2017

WHAT TO DO NEXT - SIGN UP NOW!

If you are currently signed up for E&I's Grainger program, you will automatically begin receiving the new program enhancements.

If your institution is not currently using the E&I Grainger program, or if you are not sure which program your institution is utilizing, please complete this quick **Member Program Participation Form**. This will ensure your institution will begin enjoying even greater savings through the enhanced E&I Grainger contract.

Questions?

To learn more about how this greatly enhanced program can further benefit your institution, please visit www.eandi.org or contact David Ott, E&I Portfolio Support Executive - Facilities, at dott@eandi.org.



Category discounts are subject to the following terms:

- (i) Discounts applied to Contract Reference Price. You must sign in to your Grainger.com[®] account to see your Contract Reference Price. Category discounts will not apply to: (a) sourced products; (b) items in any other discount programs; (c) promotional, lot and commodity items; d) special pricing programs offered for certain Catalog Products from time to time; or (e) web prices.
- (ii) If, after applying the category discount above, the price of an individual Catalog Product is below Grainger's cost, Grainger reserves the right to reduce the category discount for that Catalog Product. If at any time a Catalog Product is discontinued for any reason, such Catalog Product will be removed from the category discount program.
- (iii) Grainger reserves the right to determine the appropriate category for a particular Catalog Product.