



Solutions for K-12: Everything you need to Support your School's Maintenance, Repair, and Operations Needs and More

As the leader in the industrial supply market, Grainger offers exceptional value and deep discounts on all of the products and services you need to meet your K-12 institution's maintenance needs.

The E&I Grainger Program provides value-focused access to over 1.2 million products and replacement parts in a deep range of categories including maintenance, repair, operations, and more, as well as hand and power tools, lighting, electrical, plumbing equipment and more.

The E&I Grainger agreement was competitively-solicited and recently enhanced, meaning it's now comprised of **More Categories with Deeper Discounts** along with a Streamlined Market Basket, thereby providing the **greatest overall value** for any K-12 institution.

Key Member Benefits:

- A single premium E&I Grainger contract – everything in one place
- No complex RFP process for your K-12 institution – the contract is competitively-awarded and E&I does all the work up front
- A total of 35 categories represented with a minimum discount of 3% off of Grainger Contract Reference Price (CRP)
- Fast, **free** shipping
- Key product **Core Market Basket** of items most commonly used by educational institutions
- Beyond the Core Market Basket, members can custom-develop their own **Hot List of up to 1000 items** to meet their school's specific needs
- Incremental **growth incentive** for Program users (2-4%) who satisfy certain growth criteria
- Exclusive **e-commerce incentives** for Program users who satisfy certain throughput criteria
- **Distributor Alliance Program** to promote and satisfy minority and women-owned business enterprise requirements
- **No charge value-added services** including inventory solutions, environmental responsibility programs, product training, sourcing and consulting services

To learn more about this contract, please contact your [E&I Market Development Executive](#), or David Ott, *Portfolio Support Executive - Facilities*, at dott@eandi.org. You can also visit us at www.eandi.org.

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.

Contract Number: CNR-01248



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.