

GRAINGER SERVICES

YOUR GUIDE TO SOLUTIONS THAT MATTER



Through our network of **qualified, insured and licensed** service providers, we can provide your business with **comprehensive solutions** that help you:

- > Maintain Environmental, Health & Safety Compliance
 - > Increase Worker Productivity
 - > Drive Energy & Facility Efficiency
 - > Reduce & Conserve Operating Costs

A WIDE RANGE OF SERVICES TO **MEET CRITICAL NEEDS**



**ENVIRONMENTAL,
HEALTH & SAFETY**



ENERGY



FACILITY



**BENEFITS
MANAGEMENT**

Inside this guide you'll find a comprehensive overview of Grainger's suite of strategic business solutions. Use it to match the unique needs of your business to our wide range of services. You'll get fast access to our nationwide network of pre-vetted, qualified suppliers. We're your single, convenient source for answers that can truly have an impact on your bottom line—and that means:

- > **You spend less time searching**
- > **You quickly expand capacity to accomplish important work**
- > **You reduce complexity and the number of POs and invoices**

Get started with Grainger Services, today!

1 Key Issues

Looking for ways to identify and implement a wide range of energy-efficient solutions for your business? Through our network of qualified, insured and licensed service providers, the Grainger Energy Services team can help deliver benefits to your business, including:

- Improved use of energy and water
- Strong return on your investments
- Decreased operating costs
- Upgraded infrastructure
- Warranties on new equipment
- Lowered operational risk
- Avoided maintenance expenses
- Reduced facility carbon footprint

2 Solutions that Work



Working closely with you, our service partners will help identify and facilitate the installation of energy-saving and water conservation measures that can help benefit your bottom line with minimal disruption to your business.

Our comprehensive solutions include:

- Energy- and water-saving solutions
- Audit and financial analysis
- Material, contractor and project management
- Installation by qualified, insured and licensed service partners
- Administration of utility rebates
- Disposal and recycling

3 How Grainger Can Help

Take advantage of Grainger's network of licensed service providers to help reduce costs and conserve energy without disrupting your operations. Our Energy Services offering includes:

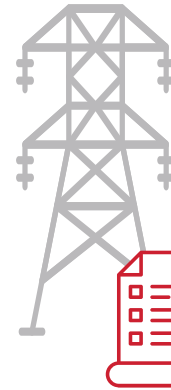
- | | |
|---|--|
| <ul style="list-style-type: none"> • Compressed Air System Studies & Upgrades • Dust Collection System Studies & Upgrades • Electric Vehicle Charging Station Installations • HVAC Filter Change Out & Preventative Maintenance Services • HVAC Optimization & Upgrades • Lighting Retrofits & Upgrades | <ul style="list-style-type: none"> • HVAC Filter Change Out & Preventative Maintenance Services • HVAC Optimization & Upgrades • Lighting Retrofits & Upgrades • Motor & Drive Upgrades • Steam System Assessments & Upgrades • Utility Rebate Incentives • Water Conservation Upgrades |
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For more info on these and other Energy Services:

- > Contact your local Grainger rep
- > Call 1.866.597.1330
- > Visit grainger.com/graingerservices

Fast Facts




30% The portion of the average commercial building's operating costs that is tied to energy¹

51%

A typical hospital facilities department director's annual budget that is related to energy—**more than staffing, supplies and outsourced services combined**²



35-60%

 Return on investment for energy-savings projects, including exhaust fans, HVAC controls, variable frequency drives, boiler controls, motors, steam traps and lighting^a

¹U.S. Department of Energy, "Buildings Energy Data Book," 2011, Chapter 3

²American Society for Healthcare Engineering Survey, 2014

³Based on studies conducted by Grainger Consulting Services at customer locations

Services provided by a third-party provider may be subject to a fee.

LIGHTING SOLUTIONS

1 Key Issues

Upgrade your interior and exterior lighting for maximum energy efficiency without disrupting your business. The Grainger Lighting Solutions team serves as your resource to help implement a comprehensive lighting retrofit of your facility through our network of qualified, insured and licensed service providers. Potential benefits to your business include:

- Reduced operating costs
- Upgraded infrastructure
- Warranties on new equipment
- Lowered operational risk
- Avoided maintenance expenses
- Reduced facility carbon footprint
- Improved quality of light
- Improved payback and ROI targets

2 Solutions that Work



Working closely with you, our service partners will help identify and facilitate the installation of energy-saving lighting measures that can help benefit your bottom line with minimal disruption to your business.

Our service partners will also help you secure applicable incentives and rebates for your energy-saving project.

3 How Grainger Can Help

See how Grainger Lighting Solutions can help improve your bottom line and increase the lighting quality of the interior and exterior of your facility. Our comprehensive lighting solutions include:

- Interior & Exterior Applications
- Audit & Financial Analysis
- Material Contractor & Project Management
- Installation by Qualified, Insured & Licensed Service Providers
- Administration of Utility Rebates
- Disposal & Recycling



For more info on these and other Lighting Solutions:

- > Contact your local Grainger rep
- > Call 1.866.597.1330
- > Visit grainger.com/graingerservices

Fast Facts



About **30%** of a building's **energy usage costs** are tied to lighting.¹



LEDs offer the potential for cutting **general lighting energy use** nearly in half by 2030.²



LED usage is on track to reach **47 to 83%** of the lighting market by **2021** and nearly **100% by 2030**.³

¹Commonwealth Edison ²U.S. Department of Energy ³GE
Services provided by a third-party provider may be subject to a fee.

LIGHTING & ENERGY SERVICES



RETROFITS & UPGRADES

Working closely with you, our service providers can identify and facilitate the installation of energy- and water-saving measures to help benefit your bottom line with minimal disruption to your business.

- HVAC Preventative Maintenance, Filter Change-outs & Upgrades
- Lighting Retrofits/Upgrades
- Motor & Drive Upgrades
- Water Conservation Upgrades



MIDSTREAM UTILITY REBATE INCENTIVES

Grainger can help you meet your energy reduction goals by offering discounted energy-efficient products through Midstream Utility Incentive Programs in various areas across the U.S.

- If eligible, Grainger delivers rebates on approved energy-efficient products
- Once enrolled, the process is automatic with the purchase of eligible energy-efficient products
- Rebate is credited to your Grainger account



ASSESSMENTS & UPGRADES

Any issue within a system can reduce its efficiency and waste energy. Assessments identify problems and identify ways to optimize systems. Upgrades can be made to help immediately reduce operational costs.

- Steam System/Traps
- Compressed Air Systems
- Dust Collection Systems
- Motors & Drives



HVAC FILTER CHANGE-OUT & PREVENTATIVE MAINTENANCE SERVICES

Ensure your HVAC units are functioning properly and efficiently.

- Air Handling and Rooftop Unit Optimization
- Coil and Air Handler Cleaner
- Ductwork Modification
- Heating, Cooling and Refrigeration System Upgrades
- HVAC Restoration Services
- Preventive Maintenance Services
- Filter Changeout & Visual Inspection Services
- Indoor Air Quality Upgrades



ELECTRICAL SERVICES

Electrical system study is offered to determine the present degree of arc flash hazards and apply associated equipment labeling. Includes maintenance of electrical distribution system components and mitigation solutions aimed to lower arc flash energy or exposure.

- Emergency Services & Disaster Recovery
- Engineering Services
- Installation (Turnkey Capabilities)
- Maintenance & Testing
- Medium Voltage/Low Voltage Services



CONSERVATION

Modernize your facility without disrupting your operations. Comprehensive services can identify multiple energy-saving solutions. We can offer site evaluation, product recommendations and installation.

- Electric Vehicle Charging Station Installation
- Water Conservation Projects

FACILITY SERVICES

1 Key Issues

What important steps are you taking to help protect the investment in your physical assets? Working with proven third-party providers, we offer solutions to help prolong the life of your buildings and support your safety initiatives.

STRUCTURAL

- Leaks in roofs, floors and walls
- Surfaces that may cause falls
- Pest infiltration
- Mold
- Regulatory changes and inspections

SYSTEM-RELATED

- Finding parts for older systems
- More efficient energy usage
- Indoor air quality
- Building downtime or unavailability
- Regulatory challenges

2 Solutions that Work



By conducting regular facility audits and staying on top of maintenance and repairs, companies have discovered ways to **get more value from their physical assets**.

Most successful plans for maintaining facilities focus on:

- Creating a multi-year preventive maintenance plan
- Enlisting outside help to evaluate structures and systems
- Taking proactive steps to help prevent future problems

3 How Grainger Can Help

Grainger has the services you need to help solve existing problems and ensure continued use of your facilities for the future. Our Facility Services offering includes:

- Building Maintenance, Roofing & Facade Services
- Electrical Services
- Fire & Smoke Barrier/Door/Damper Services
- Flooring Services
- HVAC Filter Change Out & Preventative Maintenance Services
- KeepStock® Inventory Management Solutions

- Lab Design & Installation Services
- Paving & Concrete Services
- Technician Skill Training
- Tool Reconditioning
- And Much More



For more info on these and other Facility Services:

- > Contact your local Grainger rep
- > Call 1.866.597.1330
- > Visit grainger.com/graingerservices

Services provided by a third-party provider may be subject to a fee.
Grainger KeepStock solutions are subject to customer eligibility and agreements.

Fast Facts

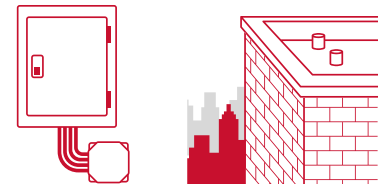


72%

of buildings in the U.S. were built before 2000.¹



Emergency repairs are often the primary reason for building updates or changes.²



Electrical systems and roofing structures are the most problematic of critical areas in older buildings.²

90%+

of roofs are replaced prematurely when they could easily be repaired or restored.³

The cost of deferred maintenance could potentially be 30 times that of early intervention cost.⁴



The average costs of a slip and fall is \$35,000.⁵



15%

A proactive maintenance program can lead to over 15% in savings over the lifetime of a paving asset.⁶

¹The American Institute of Architects ²The State of Aging Buildings: Today's Building Management Challenges - A Grainger Report
³Tremco ⁴The Real Cost of Deferred Maintenance - Maintenance & Operations Magazine ⁵Stonehard Flooring ⁶US Paving

FACILITY SERVICES



ROOFING, FACADE & PARKING GARAGE SERVICES

Roofing and building maintenance solutions designed to help prolong structural life, easily track and manage roof assets, save energy and improve safety.

- Air Barrier Audits
- Inspection Services
- Patch & Repair Services
- Preventative Maintenance Contracts
- Roof & Wall Restoration
- Roof Cleaning
- Rooftop Safety Installation
- Diagnostic Services



FLOORING SERVICES

Durable, long-term flooring solutions for both industrial and commercial properties.

- Epoxy & Urethane Turnkey Install
- Concrete Polishing
- Floor Line Striping
- Patch & Repair Services



PAVING SERVICES

A full line of comprehensive pavement and concrete solutions.

- Line Striping
- Paving
- Pothole Repair
- Sealcoating
- Safety Bollard & Speed Bump Installation



SHELVING & RACKING SERVICES

Keep your facility safe, organized and efficient.

- Racking Assembly & Installation
- Shelving Assembly & Installation
- Fencing Assembly & Installation
- Modular Unit Assembly & Installation
- Sneeze Shield Assembly & Installation
- Barrier Assembly & Installation



HVAC FILTER CHANGE-OUT & PREVENTATIVE MAINTENANCE SERVICES

Ensure your HVAC units are functioning properly and efficiently.

- Air Handling and Rooftop Unit Optimization
- Coil and Air Handler Cleaner
- Ductwork Modification
- Heating, Cooling and Refrigeration System Upgrades
- HVAC Restoration Services
- Preventive Maintenance Services
- Filter Changeout & Visual Inspection Services
- Indoor Air Quality Upgrades



TECHNICIAN SKILL TRAINING SERVICES

Participants receive hands-on safety and industrial skills development that they can apply on the job immediately. Training can be scheduled on-site at customer locations or off-site at scheduled locations across the U.S.

- Compliance
- Electrical
- HVAC
- Mechanical

Contact your Grainger Rep for details, availability and eligibility of these and other services. Services provided by a third-party provider may be subject to a fee agreement between Grainger and the provider.

ENVIRONMENTAL, HEALTH & SAFETY SERVICES



1 Key Issues

Ensuring the health and safety of your employees as well as promoting environmental responsibility to foster a sustainable future is no small task. Our Environmental, Health & Safety Services are designed to help you protect your people, your facilities and the environment.

EHS ISSUES

- Avoid injuries
- Maintain compliance
- Manage safety risk
- Increase productivity
- Protect the environment

TYPES OF EHS SERVICES

- Assessments
- Audits & Testing
- Consulting & Turnkey Solutions
- Program/Procedure Development
- Training
- Online Services

2 Solutions that Work



Our strong relationships in the environmental, health and safety industry enable us to offer hassle-free services, including turnkey product and program solutions from our suppliers and third-party providers. These solutions help you consolidate your services with one trusted partner. Through our network of qualified, insured and licensed service providers, we can provide comprehensive solutions that help you meet your EHS goals.

3 How Grainger Can Help

Focus on environmental, health and safety initiatives in your facility with turnkey product and program solutions from industry-leading safety suppliers and third-party service providers.

Whether consulting and providing a total turnkey solution or focusing on just one aspect or application, we can help you with:

- Assessing Processes
- Auditing or Testing Hazardous Work Areas
- Developing Programs
- Procedures or Training Employees



For more info on these and other Environmental, Health & Safety Services:

Contact your local Grainger rep or visit grainger.com/graingerservices

Fast Facts



\$39,000

Savings potential for each avoided medical-consulted injury

Up to
\$1.15 million

Estimated savings for each avoided occupational fatality



\$40,000

Savings potential for each workers' comp claim

ENVIRONMENTAL, HEALTH & SAFETY SERVICES



ASSESSMENTS

Specific areas are assessed across the worksite in order to identify potential hazards or high-risk areas that may require further actions be taken to remedy.

- Arc Flash/Electrical Safety
- Confined Space
- Fall Protection
- Chemical Reporting & Management
- Crane, Hoist, Rigging & Sling Inspections
- Ergonomics
- Food Safety
- Mock OSHA Audits
- PPE
- Silica Dust Exposure Compliance
- And Many More



PROGRAM & PROCEDURE DEVELOPMENT

Effective programs and procedures help ensure compliance and create a safe workplace for your employees. These programs are developed so that your business operations can be conducted safely, and are provided through online templates or custom on-site development.

- Arc Flash/Electrical Safety
- Confined Space
- Environmental Safety Hazards
- Fall Protection
- Lockout/Tagout
- Spill Prevention & Response Plans
- Medical & First Aid
- Occupational Health Hazards
- Stormwater Pollution Prevention
- And Many More



TRAINING

We offer a wide range of EHS training courses your employees need to help them effectively perform their jobs safely. Training offerings are available through an online experience or through an on-site instructor.

- Aerial & Fork Lift
- Bloodborne Pathogens
- Confined Space Entry & Rescue
- Electrical Safety
- Ergonomics Awareness
- Fall Protection
- First Aid/CPR/AED
- Lockout/Tagout
- Machine Guarding
- OSHA 10/30
- Active Shooter
- And Many More



COMPLIANCE & TESTING

Audits or tests are conducted for identification and/or to monitor hazardous work areas so that controls and safe work practices can be implemented.

- Indoor Air Quality
- Noise Surveys
- Pulmonary Function Testing
- Environmental Compliance Audits
- Online Occupational Health: Audio, Pulmonary & Respiratory
- And Many More



CONSULTING & TURNKEY SOLUTIONS

We offer solutions for unique projects in EHS areas that require design and engineered solutions, installation, or may require additional areas of expertise.

- Arc Flash/Electrical Safety
- Firestop: Barrier, Door & Damper Inspection & Repair
- Turnaround Safety Services
- Lockout/Tagout
- Machine Guarding
- Rooftop Safety Solutions
- And Many More

*Grainger Online SafetyManager® Suite is provided by Grainger Safety Services, Inc., an affiliate of W.W. Grainger, Inc.

BENEFIT MANAGEMENT SERVICES

1 Key Issues

Administering a quality safety program doesn't have to be hard. Let our Benefit Management Services help handle the administrative work to ease the burden of managing your program. We can make your job a little easier, helping you save time and money. See how Grainger can help you:

- Ensure employees order only approved products
- Administer company subsidies
- Manage employee eligibility
- Generate custom reports
- Choose from multiple purchasing channels depending on the solution

2 Solutions that Work



See how easy it is to track employee purchases, review payroll deductions, manage subsidy programs and apply your company contribution subsidies through our exclusive Benefit Management System. Our online tools can help make it easy to manage your programs.

- Allow style restrictions
- Manage eligibility and subsidies
- Track purchase history
- Run customizable reports
- Shop for your employees

3 How Grainger Can Help

Grainger has the services you need to help manage your safety programs and ensure your employees use the correct products to reduce injuries on the job. Program options allow us to help you select the solution best suited to your individual needs and company size. Our current Benefit Management Services offering includes:

Managed Footwear Programs

- Online Safety Footwear Program
- Grainger Safety Footwear Center
- On-Site Safety Footwear Center
- Grainger Shoemobile Program

Prescription Eyewear Programs*

- Online Prescription Eyewear Program
- On-Site Prescription Eyewear Program
- Kiosk-Based Prescription Eyewear Program

**Packages, options and pricing vary by program*



For more info on these and other Benefit Management Services:

- > Contact your local Grainger rep
- > Call 1.866.597.1330
- > Visit grainger.com/graingerservices

Fast Facts



90% of eye injuries

could have been lessened in severity or even prevented by wearing the right eye protection.¹



As many as **75%**

of foot and ankle injuries occur because workers are not in compliance with footwear safety rules.²

OSHA

Failure to comply with OSHA regulations can result in warnings, sanctions and fines **beginning at \$2,300 and climbing to \$70,000** per incident.³



The subsidy process

often involves HR and payroll departments that are typically understaffed for this type of work.

BENEFIT MANAGEMENT SERVICES



PRESCRIPTION SAFETY EYEWEAR SERVICES

A better way to help protect your employees' vision.

Help ensure your employees wear appropriate eye or face protection when they're exposed to hazards. Grainger has options to help your employees with their prescription safety eyewear needs.

CHOOSE FROM OPTIONS WHEN YOU WANT:

- > To order on site through a kiosk or directly online
- > A selection from a full range of options and upgrades
- > An integrated benefit management system
- > All-inclusive package price option
- > Wide network of eyecare providers
- > Self-service
- > No minimum program size
- > A selection of packages, including base price options
- > Available company- or employee-paid upgrades
- > Ordering through an optician (on or off site)
- > A program for companies with 150 or more PPE users

Find out more when you contact your **Grainger rep** or visit: [grainger.com/content/prescription-safety-eyewear](https://www.grainger.com/content/prescription-safety-eyewear)



YOUR SOLE SOURCE FOR SAFETY SHOES

Make Grainger your source for safety footwear.

You'll find a complete collection of shoes to outfit your crew for the variety of work they do. Choose from over 400 footwear styles and more than 40 leading brand names, including one of the largest selections of women's protective toe styles in the industry.

CHOOSE FROM OPTIONS WHEN YOU WANT:

MONTHLY INVOICING PUTS ALL SALES ON ONE INVOICE

- > Shoemobile sales
- > Mail-order catalog sales
- > Local and in-plant store sales
- > Safety Footwear Center sales
- > 24/7 online shoe sales

OUR PAYROLL DEDUCTION FEATURE

- > Makes offering payroll deduction easy to administer and a great employee benefit
- > Can integrate directly with your payroll system and eliminate manual transaction entry

TO RETURN YOUR SHOES

Customers who take advantage of our BMS tool have an easy way to return their order if something isn't quite right.

- > Call **(844) 820-6290** and one of our customer care representatives will help you with the returns process

24/7 ONLINE SHOE BENEFIT INQUIRY

- > See when you're eligible for your next pair
- > Review past purchases and much more

Talk to your **Grainger rep** or call **(844) 820-6290**

*Contact your Grainger rep for details, availability and eligibility. Services are provided by third-party providers and may be subject to a fee and agreement.

FORMERLY CALLED GRAINGER ONLINE SAFETYMANAGER®

GRAINGER EH&S DIGITAL SOLUTIONS

An Easier Way to Manage Workplace Safety

Grainger EH&S Digital Solutions make it easier to manage, track and maintain workplace environmental, health and safety activity from your computer. An array of tools provides access to comprehensive resources, including online safety training courses, training management, safety data sheet management, safety assessment, compliance monitoring and more.

FAST, EASY SOLUTIONS FOR MANAGING YOUR SAFETY PROGRAM

- > Save time and money while creating a safer workplace
- > Reduce injuries, accidents and exposure to fines
- > Help ensure compliance and drive standardization

OUR SOLUTIONS:



Learning Management



Specialized Training



Incident Management



Inspection & Asset Management



SDS Management



Occupational Health Tracking



Healthcare Facility Compliance



Ergonomic Wearable Technology

Learn more when you visit: [grainger.com/digital-ehs](https://www.grainger.com/digital-ehs) or call 1.855.537.2338