

ATTACHMENT C - Category Discount Pricing

Company Name: **W.W. Grainger, Inc.**

1.0 **Base Discount:** 5% (%) Minimum discount to be applied on all categories not defined below.

2.0 Please provide the percentage off Contract Reference Price (“CRP”) for any of the categories you want to propose in the table below. All percentage-off discounts for Catalog Products shall be deducted from the CRP in effect at the time the Catalog Product is purchased from Supplier. Current Contract Reference Prices for Catalog Products shall be available when the entity logs into its account on Supplier’s Website. The proposed discount percentages must not exceed 2 digits (i.e., 10.37% is acceptable while 10.37862% is not).

CATEGORY	*DISCOUNT(%)
1 Adhesives, Sealants and Tape	5
2 Appliances	5
3 Air Filters	35
4 Batteries	10
5 Electrical	11
6 Fasteners	5
7 Hand Tools	5
8 HVAC and Refrigeration	11
9 Lighting, Lamps, Ballast, Fixtures	17
10 Material Handling Repairs	5
11 Motors	15
12 Outdoor Equipment	5
13 Paint, Equipment and Supplies	5
14 Plumbing	9
15 Pneumatics Tools	5
16 Power Tools and Accessories	5
17 Safety	11
18 Security	11
19 Welding and Soldering	5
20 Public Safety	11
21 Lab Supplies	15
22 Furniture, Hospitality and Food Service	10
23 Cleaning and Maintenance	20
24 Hardware	5
25 Hydraulics	5
26 Lubrication	5
27 Machining	5
28 Power Transmission	5
29 Test Instruments	5
30 Office Supplies	5
31 Fleet and Vehicle Maintenance	5

Note:

*This Pricing discount structure (%) must comply with pricing proposed in ATTACHMENT A-1 PRICING ANALYSIS WORKBOOK.