



Leverage our buying power and save with Grainger!

GETTING STARTED!

Take Advantage of Everything Your Kinetic Contract Offers

Helping Customers Lower MRO Purchasing Costs

Through a competitive request for proposals, Kinetic has awarded Grainger Canada national contracts for the following:

#RFSO 22-01 Maintenance, Repair & Operating Supplies

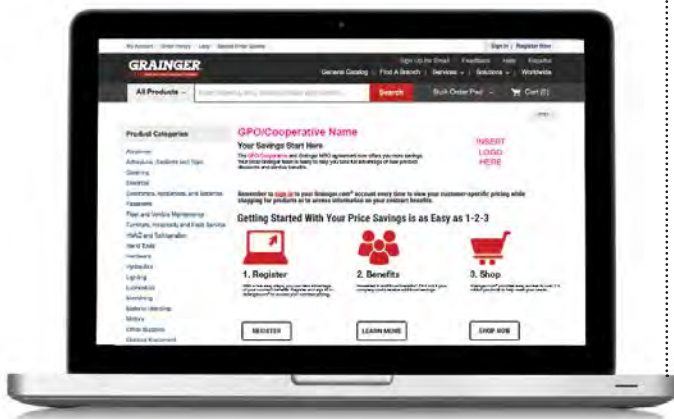
Contract Solutions and Benefits

Your contract entitles you to special benefits to help reduce costs, consolidate vendors and improve purchasing efficiencies:

- **One-stop** purchasing
- **No minimum** order requirements
- **Free** standard parcel shipping¹
- **Access** to more than 330,000 items
- **24/7 online ordering** on grainger.ca
- **KeepStock® Inventory Management Solutions**²

Learn more at grainger.ca/keepstock ¹See contract for details.

²Grainger KeepStock solutions are subject to customer eligibility and agreements.



Discounts on Frequently Used Items

- Batteries
- Cleaning Equipment & Supplies
- Electrical Supplies
- Gloves & Hand Protection
- HVAC Air Filters & Supplies
- Lighting: Lamps, Ballasts & Fixtures
- Motors & Power Transmission
- Outdoor Equipment
- Plumbing
- Pumps & Pneumatics
- Safety
- Tools: Power & Hand

Prices are off the catalog each price as indicated on grainger.ca at the time of order. Discount does not apply to tax and freight.

The Grainger Kinetic Advantage

Includes products in the Grainger catalog and on grainger.ca, as well as hard-to-find items

Utilizes national purchasing efficiencies for Government, Education and Non-Profit agencies

Reduces costs on products and services through North American aggregated volume pricing and discounts

Eliminates redundant procurement costs across Government, Education and Non-Profit agencies

Competitively bid contract is awarded on behalf of Kinetic members

Allows flexibility for member-specific customized "hot list" of MRO and Public Safety products

Contract purchasing often satisfies your agency's competitive bidding requirements

For more information, contact your Grainger representative or visit us at grainger.ca/kinetic

How to Participate

Start taking advantage of your contract benefits by affiliating with the Kinetic Grainger Agreement.

For more information, visit grainger.ca/kinetic

Kinetic & Grainger MRO Agreement

RFSO 22-01 Maintenance, Repair & Operating Supplies

Get access to your savings!

Contact your local Grainger team to take full advantage of product discounts and service benefits.

SUPPLIER DESIGNATION:

Grainger is the **Designated Supplier** for the following categories: **Bold signals categories with deeper discounts**

AGREEMENT TERM:

July 1, 2022 — June 30, 2025 (3 year term)

BENEFITS

- Sign in Grainger.ca® to see your contract pricing
- Deep discounts on frequently purchased products
- Access to over 550,000 products
- Real-time product availability and order tracking
- Dedicated resources to assess your site and consolidate spend to help maximize savings
- Grainger pays all standard shipping**

SOLUTIONS

- KeepStock® inventory solutions* help you save time, money and space
- Sourcing for hard-to-find products beyond the catalog
- Order Management System on Grainger.ca® helps add control and efficiency
- Safety, facility, energy and lighting services
- Access to our own brands with over 70,000 products, offering a combination of quality, value and selection

FOCUS INITIATIVES:

Contact Awareness | eCommerce | Services

FREIGHT:

Grainger pays all standard shipping**

CATEGORY DISCOUNTS

- Abrasives: 5% Off
- Adhesives, Sealants & Tape: 5% Off
- **Cleaning: 17% Off**
- **Electrical: 17% Off**
- **Electronics, Appliances & Batteries: 17% Off**
- **Fasteners: 25% Off**
- **Fleet & Vehicle Maintenance: 37% Off**
- Furniture, Hospitality & Food Service: 5% Off
- **Hand Tools: 17% Off**
- Hardware: 5% Off
- **HVAC and Refrigeration: 15% Off**
- Hydraulics: 5% Off
- Lab Supplies: 5% Off
- **Lighting: 17% Off**
- **Lubrication: 15% Off**
- Machining: 5% Off
- **Material Handling: 17% Off**
- Motors: 5% Off
- **Outdoor Equipment: 12% Off**
- **Paint, Equipment & Supplies: 12% Off**
- **Plumbing: 15% Off**
- **Pneumatics: 12% Off**
- **Power Tools: 10% Off**
- Power Transmission: 5% Off
- Pumps: 5% Off
- **Safety: 17% Off**
- **Security: 17% Off**
- **Test Instruments: 10% Off**
- **Welding: 10% Off**

*Grainger KeepStock solutions are subject to customer eligibility and agreements.

**Standard ground freight is paid by Grainger on all orders to your place of business anywhere in Canada. Other terms and conditions may apply for other than standard ground delivery ("Other Freight Services"), including expedited same day delivery, air freight, freight collect, sourced orders, export orders, hazardous materials, use of your chosen carrier, shipments outside of Canada or other special handling by the carrier. Charges incurred for Other Freight Services must be paid by the Buyer.

Percentage discounts are subject to the following terms as outlined in your agreement with us ("Agreement"): Discounts are applied to Contract Reference Price in effect at the time of purchase. Discounts do not apply to (a) CSP priced products, (b) sourced products, (c) items in any other discount programs, (d) promotional, lot and commodity items, or (e) special pricing programs offered for certain products from time to time. Please review your Agreement for further details and restrictions. In the event of any discrepancies between the information presented here and the terms of your Agreement, the terms of your Agreement will prevail.

FOR MORE INFORMATION:

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Neil Bennie
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Sales Manager, Government & Healthcare
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Ontario (Education) Region:

Amanda Dell
Sales Manager, Government & Healthcare
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Email: Amanda.Dell@grainger.ca



SUMMARY OF RESOURCES

Promotional Tools to Help Get the Word Out

Kinetic GPO also has access to a variety of creative materials designed to help inform members of the benefits of doing business with Grainger.

DON'T WAIT! Learn all the ways that Grainger can help you get more done when you complete your registration.



32 Category Line Flyer



Core Value Flyer



Energy Services Flyer



Services Flyer



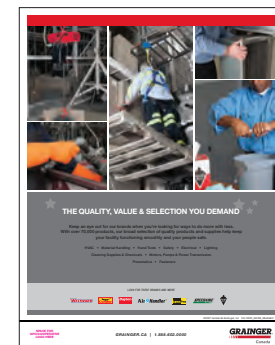
KeepStock® Flyer



Online Purchasing Flyer



Safety Flyer



Grainger Brands Flyer



Buying Power Ads



















Got Your Back Ads

ONE SOURCE. UNLIMITED SOLUTIONS.

With over 550,000 items to choose from, Grainger carries the products, supplies and equipment you need to help get your job done.

CATEGORY	RANGE OF PRODUCTS	
Abrasives 5% Off	Blasting, Brushes & Wheel Kits, Sharpening Stones, Grinding & Flap Wheels, Deburring Tools, Polishing, Sanding Belts and Kits, Sandpaper	
Adhesives, Sealants & Tape 5% Off	Caulk, Fillers, Dispensing Guns, Glues, Putties, Tapes, Thread & Gasket Sealants	
Cleaning 17% Off	Cleaning Chemicals & Supplies, Deodorizers, Paper Products & Dispensers, Personal Care, Restroom Equipment, Trash & Recycling	
Electrical 17% Off	Conduit and Fittings, Fuses, Industrial Controls, Plugs and Receptacles, Relays, Safety Switches, Wire Management	
Electronics & Batteries 17% Off	Batteries, Communications, Electronics, Intercoms & Speakers	
Fasteners 25% Off	Anchors, Bolts, Hardware, Hooks, Nails, Nuts, Retaining Rings, Rivets, Screws, Spacers, Staples, Washers	
Fleet & Vehicle Maintenance 19% Off	Auto Body Tools, Chemicals, Diagnostics, Automotive Exterior & Interior, Lifting Tools, Lubricants, Maintenance Tools, Towing	
Furniture, Hospitality & Food Service 5% Off	Bed & Bath Linen, Food Processing, Food Service Cookware and Preparation, Office Furniture, Laundry Supplies, Tableware Storage and Transport	
HVAC & Refrigeration 15% Off	A/C Refrigeration, Air Filters, Cooling Fans & Air Circulators, Heaters, HVAC Controls, Replacement Parts, Ventilation	
Hand Tools 17% Off	Clamps, Cutting Tools, Drywall Tools, Electrical Tools, Files, Hammers, Hand Saws, Pliers, Pullers, Punches, Screwdrivers, Sockets, Wrenches	
Hardware 5% Off	Braces, Brackets, Door Hardware, Cabinet Hardware, Hooks, Latches, Hasps, and Hinges, O-Rings & Kits, Springs, Window Hardware	
Hydraulics 5% Off	Cylinders, Filtration, Hoses & Fittings, Motors, Seals, System Components, Tools, Oil Coolers, Pumps, Valves	
Lab Supplies 5% Off	Testing Equipment, Chemicals, Consumables, Filtration, Fume Hoods, Instruments, Lab Ovens, Labware, Water Testing Equipment and Meters	
Lighting 17% Off	Bulbs & Lamps, Ballasts, Flashlights, Exit & Emergency Lighting, Hand & Portable Lamps, Indoor & Outdoor Lighting, LED Fixtures, Track & Recessed Lighting	
Lubrication 5% Off	Fittings & Hose Systems, Grease Guns, Greases, Lubricants, Oilers, Oils, Storage & Dispensing Systems	
Machining 5% Off	Drilling Tools, Finishing Supplies, Indexable Tools, Fluids, Milling, Precision Measuring, Threading	

CATEGORY	RANGE OF PRODUCTS	
Material Handling 17% Off	Cabinets, Carts & Trucks, Casters, Conveyors, Cranes, Dock Equipment, Dollies, Drums, Forklifts, Hoists, Ladders, Packaging & Shipping, Pallet Jacks	
Motors 5% Off	DC Motors, Definite-Purpose AC Motors, General-Purpose AC Motors, HVAC Motors, Motor Supplies, Pump Motors	
Office Supplies 5% Off	Binders, Clipboards, Easels, Cleaners, Computer Supplies and Media, Office Organizers, Office Paper & Notebooks, Staplers, Writing and Correction	
Outdoor Equipment 12% Off	Cutting & Pruning Tools, Fencing, Generators, Hoses & Sprinkler Systems, Landscaping, Mowers & Trimmers, Pressure Washers, Rakes, Shovels, Snow & Ice Removal	
Paint, Equipment & Supplies 12% Off	Automotive Paints, Brushes & Rollers, Exterior & Interior Paints, Paint Mixers, Sprayers, Shakers, Spray Paints, Primers, Surface Protection & Dust Barriers	
Plumbing 15% Off	Bathroom Hardware, Drains, Faucets, Filtration, Gaskets, Insulation, Pipe, Tubing, Fittings, Valves, Sinks, Toilets, Water Heaters	
Pneumatics 12% Off	Air Compressors, Compressed Air Treatment, Hose Clamps, Hose Reels, Pneumatic Hoses & Motors, Pneumatic Tools, Replacement Parts, Valves	
Power Tools 10% Off	Cordless Tools, Demolition Tools, Finishing Tools, Heat Guns, Drills, Saws, Replacement Parts, Routers	
Power Transmission 5% Off	Bearings, Belts, Bushings, Chain, Couplings, Gearmotors, Speed Reducers, Sprockets	
Pumps 5% Off	Centrifugal Pumps, Drum & Diaphragm Pumps, Fuel Pumps, Pool, Pond & Spa Pumps, Rotary, Sewage & Test Pumps	
Raw Materials 5% Off	Alloy Steel, Aluminum, Brass, Carbon Steel, Copper, Cork, Fiberglass, Foam, Plastics, Rubber, Shims and Shim Stocks, Stainless Steel, Vinyl	
Reference & Learning Supplies 5% Off	Books, Classroom Supplies & Incentives	
Safety 17% Off	Arc Flash, Eye Wash & Showers, Eye & Face Protection, Fall Protection, First Aid, Gloves, Lockout/Tagout, Signs, Spill Control, Traffic Safety, Workwear	
Security 17% Off	Barriers & Crowd Control, Key Control, Padlocks, Safes, Security Alarms, Specialty Locks, Two-Way Radios, Video Surveillance	
Test Instruments 10% Off	Air Movement, Automotive Testing, Data Recording, Electrical Power Testing, Indoor Air Quality, Pressure Measuring, Temperature & Humidity Measuring	
Welding 10% Off	Filler Metals, Gas Welding, MIG Welding, Plasma Cutting, Soldering, Spot Welding, Stick Welding, TIG Welding, Helmets	

For a full listing of products and accessories and to see your contract pricing, visit Grainger.ca

Grainger KeepStock® Inventory Management

A Complex Process

Purchasing and managing your maintenance, repair and operations (MRO) inventory can be complex. The process often consists of numerous product categories and many suppliers, making it difficult and time consuming to keep track of. Ultimately, it can be costing you time and money.

Common Challenges

Your facility faces unique MRO inventory challenges. What if there were an easier way to ensure you have the right parts, tools and supplies in the right place right when you need them? Ask your Grainger rep how we can help with:

- **Control and visibility of inventory:** Save time spent searching for what you have on your shelves.
- **Production shutdowns and delays:** Avoid downtime when you don't have what you need where you need it.
- **Unknown consumption rates:** Keep tabs on how much you're using.
- **Keep your people focused on the work that matters most:** Drive down the cost of employee time and effort spent managing products and their storage.
- **Continual pressure to reduce spend:** Take control of your inventory and maximize opportunities for savings across your business.

How Partnering with Grainger Can Help



No matter how big, small or complex your needs, Grainger KeepStock Inventory Management solutions can help take costs out of your facility by increasing visibility, control and insight of your inventory. Our solutions work together to build the best inventory management solution for your business.



CMI

Digital tools for improved visibility and management of Grainger materials



REPLENISH

Scheduled visits help ensure the right Grainger materials are kept on hand



VENDING

Control consumption of Grainger material at the point of use



ONSITE

Dedicated resource with daily presence manages all Grainger materials



MANAGED

Specialist provides MRO supply chain expertise and multi-supplier support

Inventory managed. Space organized. Time and money saved.



To Get Started

Contact your Grainger rep or call **1.877.877.6408** to talk with one of our inventory management specialists.

Industry Insights

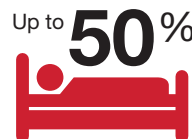
Many businesses are buying as much as



more inventory than they need.



On average, MRO inventory items turn one time annually.



Up to 50% of MRO inventory items are inactive for more than 12 months.

SAVE TIME ON GRAINGER.CA



You'll find these features and more online and at no cost to you.

Register and sign in to your Grainger account to start saving time today.

ORDER HISTORY

View your past 18 months of Grainger purchases, current status along with invoices (found in Order Details) to help save time reordering. Download your Order History for the entire account or for each user.

Account #	Date Entered	Order #	R/O #	Ordered By	Order Status	Total Cost	Action
0007491400	13 Jan 2021	1403001107	201470439	JAMES MARTINEZ	Shipped	\$274.76	Order Details
0007491400	13 Jan 2021	0403007206	300171435	JAMES MARTINEZ	Shipped	\$65.72	Order Details

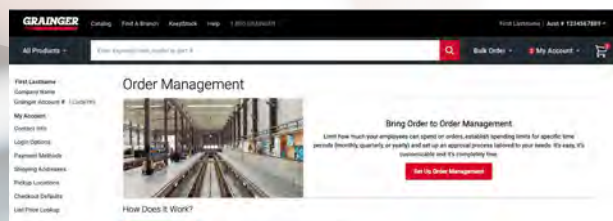
PERSONAL LISTS

Create lists of your frequently purchased products. Easily organize and add the entire list to your cart for fast reordering.

Favourite	Name	Add to Cart	Export List	Type	Modified	Delete
★	Test Large List (4)	+	📄	My List	13 Jan 2021	🗑️
★	CEDD TEST (20)	+	📄	My List	03 Dec 2020	🗑️
★	Corporate Test (4)	+	📄	My List	11 Jan 2019	🗑️

ORDER MANAGEMENT SYSTEM (OMS)

Limit how much your employees can spend on orders, establish spending limits and set up an approval process tailored to your needs. It's easy and customizable.



ePROCUREMENT

This solution is a seamless electronic connection between your company and Grainger. An eProcurement system can be set up to help you find products, place orders and make payments easily and efficiently.

DIGITAL CATALOGUES

Looking for catalogues in additional categories? Browse our complete list of digital catalogues on [grainger.ca](https://www.grainger.ca) by clicking on the Digital Catalogue link at the top of the page.

TAP INTO GRAINGER'S SERVICES & RESOURCES

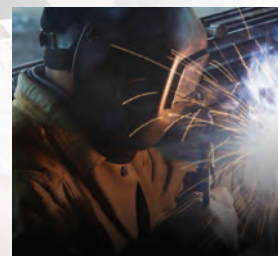
Paul
Technical Support
29 years at Grainger



GRAINGER'S SERVICES NETWORK*

Choose from a menu of safety, facility, energy and lighting services offered through our network of qualified, insured and licensed service providers. Use our comprehensive services network to help keep your operations running, people safe and costs under control.

grainger.ca/services



SAFETY SPECIALISTS*

Our team of specialists is comprised of individuals with hands-on experience and industry expertise to help you work through challenging applications and identify cost-saving solutions.

Contact your Grainger Rep for more information.



GRAINGER CONSULTING SERVICES*

Grainger Consulting Services works with your team to understand your business, identify improvement opportunities and develop a plan to help guide you from start to savings.

ASK A SPECIALIST

Got a question you can't find the answer to? Our safety professionals are ready to help with:

- > Compliance questions
- > Product assistance
- > Services and solutions to fit your needs, and much more



GRAINGER'S GOT YOUR BACKSM

YOU'RE ALL SET TO SAVE!

WE'RE HERE TO HELP YOU:

- > Reduce complexity in purchasing, managing and utilizing your inventory investment
- > Cut costs and operational expenses by streamlining processes
- > Improve compliance with internal policies and external regulations
- > Gain expertise without adding headcount through our specialist network
- > Increase financial savings and create more working capital to invest back into your business

Grainger helps customers take costs out of their operations while managing their facilities by focusing on four key areas:

- **How you purchase supplies:** It starts with buying only what you need, when you need it. Consolidating suppliers can also improve your purchasing process.
- **How you manage inventory:** Grainger can help you determine the right amount of inventory to keep on hand. Having the right supplies helps you maintain a productive environment, avoid costly downtime from stock-outs and reduce expensive overstock.
- **How you manage safety:** Get the products, services and resources to help keep your people and facilities safe. Grainger can help you reduce injuries, facilitate compliance, manage risk and increase productivity.
- **How you operate sustainably:** Grainger offers environmentally preferable solutions to help you manage your energy consumption, conserve water, reduce waste and improve air quality.

HERE ARE JUST A FEW OF THE MANY SOLUTIONS WE OFFER:

KeepStock® Inventory Management

Don't let money sit on your shelf! KeepStock solutions help you streamline inventory processes so you can save time, money and space. Find out how it works and how to get started by visiting [grainger.ca/keepstock](https://www.grainger.ca/keepstock)

Grainger KeepStock solutions are subject to customer eligibility and agreements.

Safety Solutions

Help keep people safe and healthy while operating a safer facility with our large variety of safety solutions. You'll find products, services and resources to help you avoid injuries and maintain regulatory compliance in your workplace.

Online Purchasing Solutions

Grainger's online solutions can help reduce purchase order processing costs. Learn more about our online time and money-saving tools at [grainger.ca/ecommerce](https://www.grainger.ca/ecommerce)

Kelly
Sales Specialist
10 Years at
Grainger

Patti
Manager,
Branch Network
15 Years at
Grainger

SAFETY DEMANDS A **24/7** COMMITMENT

No matter where you are in your safety journey, count on Grainger for environmental, health and safety solutions to help you build and sustain a **culture of operational excellence.**

BUILDING A SAFETY MINDSET

The goal is to help you send your people home safe and healthy at the end of every day. It's a huge responsibility; one that's nearly impossible to accomplish alone. Building a safety mindset takes a total commitment from your crew—whether they're on or off the clock.

Rely on Grainger to help you instill a 24/7 commitment to safety with your people. Take advantage of our vast product selection, safety expertise and relationships with third-party safety service providers to help you:

- > REDUCE INJURIES
- > ENSURE COMPLIANCE
- > MANAGE RISK
- > INCREASE PRODUCTIVITY
- > LESSEN ENVIRONMENTAL IMPACT

Think Safety. Think Grainger.®



GRAINGER SERVICES



With our team of certified technicians and 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

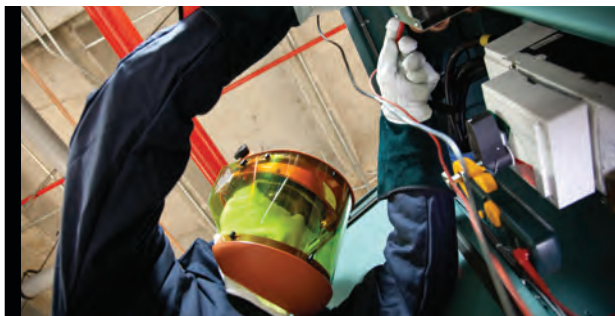
ENVIRONMENTAL, HEALTH & SAFETY SERVICES



REPAIRS, CERTIFICATIONS, CALIBRATION & RENTALS

We offer a full range of services performed by our manufacturer trained technicians to help our customers keep equipment compliant through Repair, Certification and Calibration services, furthering consolidation efforts, helping with safety process complexity and to reduce or avoid costs.

- Respiratory – SCBAs, Breathing Air Compressors, Cylinders, Fit Testing
- Fall Protection – Self-Retracting Lifelines, Tripods, Barriers, Harnesses, Lanyards
- Gas Detection – Personal Gas Monitors, Area Monitors
- Lifting Devices – Chain Fall, Hoists, Lever Hoists
- Torque Wrenches
- Rental Services of Equipment



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
- Hoist & Sling Inspections
- Lockout/Tagout
- PPE
- Working at Heights
- And more to come



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 & Forklift
- Confined Space Entry & Rescue
- Electrical Safety
- Gas Detection
- Fall Protection
- Lockout/Tagout
- And more to come

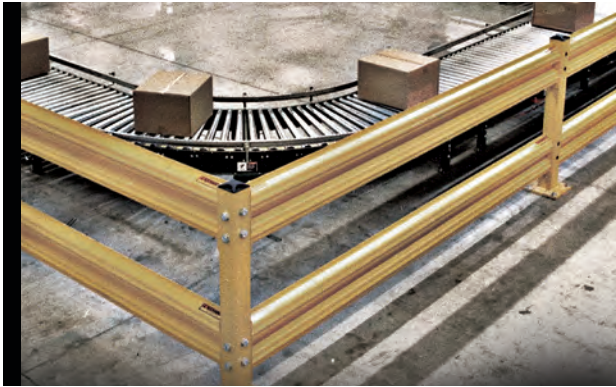


PROGRAM & PROCEDURE DEVELOPMENT

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
- Fall Protection
- Lockout/Tagout
- And more to come

ENVIRONMENTAL, HEALTH & SAFETY SERVICES



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
- Lockout/Tagout
- Rooftop Safety Solutions
- Machine Guarding (coming soon)
- And more to come



DIGITAL EH&S SOLUTIONS

An online suite of tools designed to make it easier than ever to manage, track and maintain critical workplace safety activity and information right from your computer.

- Learning Management System
- SDS Management

ENERGY SERVICES



RETROFITS & UPGRADES

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

- Lighting Retrofits/Upgrades
- Temperature Detection Solutions
- Space Utilization and Traffic Management Monitoring

ENERGY SERVICES



INSTALLATION

Electric vehicle charging stations at your facility can help advance your sustainability goals while improving your corporate image. It can also help save your customers, employees and business partners thousands of dollars. We can offer site evaluation, product recommendations and installation.

- Electric Vehicle Charging Station Installation

FACILITY SERVICES



BUILDING ENVELOPE SERVICES

Roofing, façade, exterior wall 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
- Restoration Services
- Roof Cleaning
- Rooftop Safety Installation



FLOORING SERVICES

Durable, long-term flooring solutions for both industrial and commercial properties. Our service provider not only manufactures their products, they install them too, providing a complete turnkey installation.

- Substrate Preparation
- Floor Levelling or Sloping
- Floor and Wall Finishes
- Secondary Containment Liners
- Parking Garage Membranes
- And more to come

Acklands-Grainger may act as a billing agent for the services described.
The services may be subject to a fee agreement between Acklands-Grainger and the provider. GC014

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THE QUALITY, VALUE & SELECTION YOU DEMAND

Keep an eye out for our brands when you're looking for ways to do more with less. With over 70,000 products, our broad selection of quality products and supplies help keep your facility functioning smoothly and your people safe.

HVAC • Material Handling • Hand Tools • Safety • Electrical • Lighting
 Cleaning Supplies & Chemicals • Motors, Pumps & Power Transmission
 Pneumatics • Fasteners

LOOK FOR THESE BRANDS AND MORE

WESTWARD

Condor

Dayton

Air Handler

LumaPro

SPEEDAIRE



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GRAINGER.CA | 1.855.244.1901

GRAINGER
 Canada

LEVERAGE YOUR BUYING POWER AND SAVE

Did you know your contract with Grainger offers product discounts and service benefits?

Take advantage of your relationship with Grainger to help take costs out of your operations while managing your facility.

- Access to over 550,000 products
- Online purchasing solutions
- Products, services and resources to help keep your people and facilities safe
- Inventory management solutions
- And much more

Count on Grainger
to help drive costs
out of your business.



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Need a hand managing your inventory or implementing a new safety initiative? We're here to help. Choose from over 550,000 products and a host of solutions to help keep your operations running and people safe.

GRAINGER
Canada