

GRAINGER®

FOR THE ONES WHO GET IT DONE

**12 Lacs
Products
Over
Brands 4500**

**THIS IS HOW YOU
GET MORE
DONE!**

Think Safety. Think Grainger.

**PRODUCTS
SERVICES
RESOURCES**



North America's Leading Industrial Product Distributor



Global Facts



\$ 10 BILLION in sales in 2014

More than **2 MILLION**
active customers

More than **1.2 MILLION**
products stocked

Operations in **23 COUNTRIES**
products available

More than **4,500**
key product suppliers



AWARDS & RECOGNITIONS

Internet Retailer:
Social 500 list (#470)
Internet Retailer :
15th largest e-retailer
in the U.S. and Canada
Internet Retailer : Mobile Hot 10
Chicago Tribune 2013 Top
Workplace
(#11, Large Companies)



\$ 816 MILLION
in cash returned to
shareholders in the form
of dividends and share
repurchases in 2014

43
consecutive years of
dividend increases

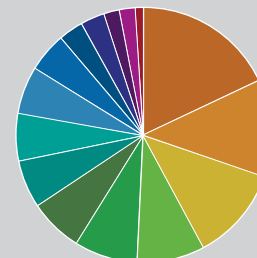
2.1 MILLION
shares repurchased in 2014



23.4 PERCENT
average annual total
shareholder return
(2010-2014)

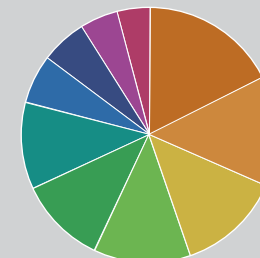
ROIC of
31.2 percent
in 2014

Customer Category



18% Heavy Manufacturing
14% Commercial*
13% Government
12% Other
11% Contractor
11% Light Manufacturing
6% Retail/Wholesale
6% Transportation*
5% Natural Resources
4% Reseller

Product Category



18% Safety and Security
12% Material Handling
12% Metalworking
9% Cleaning and Maintenance
8% Pump, Plumbing and Test Equipment
7% Hand Tools
6% Electrical
6% HVAC
6% Other
5% Lighting
3% Power Tools
3% Fluid Power
2% Motors
2% Power Transmission
1% Speciality Brands

* Note: Some Transportation Sales in the United States were formerly classified as Commercial.

Grainger Worldwide (AS of 12/31/14)	MRO MARKET SIZE	MARKET SHARE	BRANCHES	DISTRIBUTION CENTERS	APPROX NO. OF CUSTOMER SERVED IN 2014
United States Includes: Grainger Industrial Supply, E&R Industrial	> \$126 billion	6 percent	377	19	1,400,000
Canada Includes: Acklands-Grainger Inc., WFS Enterprises Inc.	> \$13 billion	8 percent	181	6	40,000
Latin America Colombia, Costa Rica, Dominican Republic, Mexico,	> \$18 billion	1 percent	34	3	54,000
Japan MonotaRO Co., Ltd.	> \$43 billion	1 percent	0	2	627,000
Asia China, India	> \$109 billion	1 percent	0	1	14,000
Europe Fabory: Belgium, Czech Republic, France, Hungary	> \$73 billion	1 percent	89	2	100,000
TOTAL	> \$380 billion	3 percent	681	33	MORE THAN 2,000,000

This is how we win

Hand Tools, Fleet/Vehicle Maint. & Outdoor Equipment



Chain Saws, Concrete Mixers, Cranes, Creepers, Generators, Grease Guns, Hand Tools, Insect Control, Jacks, Lawn Maintenance, Lift Equipment, Lubricants, Master Sets, Oil, Rakes, Shop Presses, Shovels, Sprinklers, Tool Storage, Water Hoses and Wheelbarrows.

Top Brands

Ames True, Ariens, Baldwin, Blackhawk Briggs & Stratton, Centurion, Cooper Tools, Dayton, Exxon Mobil, Generac, Grote Honda Irwin, KD Tools, Klein Tools, Makita, Poulon Pro, Ridgid, SPX OTC, Stanley Proto, Swapper, True Temper, Westward.

Power Tools & Metalworking



Abrasives, Blades, Chemicals, Cutting Tools Lubrication, Machining.

Oils, Power Tools, Precision Measuring, Stationary Tools, Tool Holding, Welding and Work Holding.

Top Brands

Bosch, Chicago Latrobe, Cleveland Twist Drill, CRC, Dayton, Dewalt, Exxion Mobil, Guhring, Irwin, KEO, Lenox, Lincoln Electric, LPS, Makita, Miller, Milwaukee Electric, Morse, NiagraCutter, OSG, Sandvik, Victor, Weiler, Westward, Widia GTD.

Material Handling, Shelving & Storage



Cabinets, Carts & Trucks, Casters, Conveyors, Door & Door Accessories, Drum & Dock, Hoists/Winches & Rigging, Ladders, Mounts & Vibration Control, Packaging & Shipping, Scaffolding and Tarps.

Bins & Totes, Cabinets, Chairs, Clocks, In-Plant Offices, Ladders, Lockers, Office Equipment, Furniture & Supplies, Packaging, Racks, Scales, Shelving, Shop Furniture, Storage and Tape.

Top Brands

Albion, Ashland, CM, Coffing, Dayton, Eagle Harrington Hoist, Ingersoll-Rand, InterMetro, Lift-All, Little Giant, Magline, Mason, OZ Lifting, Rubbermaid, Skolnik, Southworth, Warr.

3M, Akro-Mills, Cotterman, Durham, Edsal, Goodwrappers, Hollowell, Hewlett Packard, HON, Lista, Louisville Ladder, Lyon, Metro, Naushua, Ohaus, Quartet, Sharpie, Signode, Shurtape, Stanley/Vidmar, Strong Hold, Tensco, Werner, Wireway/Husky.

Safety & Security



Emergency Preparedness, Facility Safety, Fire Protection, First Aid, Identification, Industrial Safety, Instrumentation, Personal Protective Equipment, Safety Storage, Spill Control & Containment and Traffic Safety.

Alarms, CCTV Security Systems, Door Hardware, Electromagnetic Locks, Exit Devices, Fire Panels, Gas Springs, Keyless Access Control, Locksets, Metal Detectors, Padlocks, Safes, Security Doors and Two-Way Radios.

Top Brands

3M Accuform, Aearo, Ansell, Bradley, Brady, Bulwark, Capital Safety, Carhartt, Condor, Eagle, Fibre-Metal, Justrite, Kidde, Miller, MSA, North, NoTrax, Salisbury, Sperian, Uvex, Wells Lamont, Wolf Peak.



Alarm Lock, American Lock, Battalion Brady, Ceco, Edwards Signaling, Garrett Metal Detectors, HPC, Kaba, Kenwood, Key-Bak Master Lock, Motorola, Mr.Chain, Peerless, Schlage, Sentry Safe, Speco Tensabarrier, Trilogy by Alarm Lock.

Electrical & Lighting



Circuit Breakers, Conduit, Electrical Tape, Fuses, Outlet Boxes, Power Cords, Pushbuttons, Raceways, Receptacles, Relays, Solenoids, Starters, Surge Suppressors, Timers, transformers, UPS Systems, and Wire.

Ballasts, Batteries, Cord Reels, Dimming Controls, Dock Lights, Exit Signs, Fixtures, Flashlights, Hand Lamps, Jobsite Lighting, Lamps, LED Lighting, Machine Tool Lights, Recycling Kits, Track Lightin

Top Brands

3M Electrical, Appleton, Cooper-Bussmann, Dayton, Eaton, Franklin, GE, General Cable, Hubbell, Ideal, Leeson Electric, Mersen, Miller Electric, Pandiuit, Schneider Electric, Siemens, Southwire, Square D, Thomas & Betts, Tripp Lite.

Acro-Tech Advance, Air Cycle, Cooper Lighting, Duracell, Energizer, Fostoria, GE, Hubbell, Lithonia Lighting, Lutron, LumaPro, Mag-Lite, Optiled, Pelican, Philips, Shat-R-Shield, Streamlight, TCP, Veolia, Westward.



Motors & Power Transmission



Bearings, Belts, Brakes/Clutches, Bushings, Chain, Couplings, Definite Purpose Motors, Gearmotors, General Purpose Motors, HVAC Motors, Linear Motion, Pulleys, Sheaves, Speed Reducers, Sprockets and Vibrators.

Top Brands

A.O. Smith, Ametek, Boston Gear, Bunting Bearing, Dayton, Duff Norton, FAG, Fenner Drives, GE, Genteq, INA, Leeson, Lovejoy, Morrill Autonics, NTN, Ruland, Smith Bearing, T.B. Wood's, Thomson, Tsubaki, Vibco, Warner, Electric, WEG, Winsmith.

Lab Supplies & Test Instruments



Equipment, Instruments, Chemicals, Plasticware, Glassware, Pipettes

Air Movement Testing, Anemometers, Bench Testing, Chart Recorders, Circuit Testing, Gauges, Megohmmeters, Multimeters, Oscilloscopes, Soil Sampling, Stroboscopes and Tachometers.

Top Brands

Bel-Art, Dragonmed, Dynalon, Hanna, Hemco, Kimble Chase, LabChem, Lab Safety Supply, Molecular Bioproduct, Nalgene, Oakton, Polyscience, Qorpak Reichert, Sheelab, Spectrum Chemical, Troemner, Wheaton.

AEMC, Agilent, Alnor, Amprobe Instrument, Ashcroft, B & K Precision, Bacharach, Cooper-Atkins, Cordex, Dickson, Dranetz-BMI, Dwyer, Extech, Flir, Fluke, Greenlee, Ideal, Megger, Monarch, Simpson, Westward.



Fasteners & Raw Materials



Adhesives, Anchors, Bolts, Caulk, Felt, Fiberglass, Metals, Nails, Nuts, O-Rings, Pins, Plastic, Retaining Rings, Rubber, Screws, Sealants, Shims, Spacers, Springs, Standoffs, Thread Inserts, Threaded Rods & Studs and Washers.

Top Brands

3M, DAP, Devcon, Excalibur, GE, Handi-Check, ITW, ITW Bee Leitzke, ITW Shakeproof, Jet-Lube, Loctite Marson, MKT. Nord-Lock, Ramset, Red Head, Simpson Strong - Tie Spax, Westward, Wingits.

Pneumatics & Hydraulics



Adapters, Air Compressors, Clamps, Couplings, Cylinders, Dryers, Filters, Fittings, Hoses, Hose Reels, Lifting, Motors, Oil Coolers, Power Units, Pumps, Regenerative Blowers, Tools, Vacuum Pumps and Valves.

Top Brands

Chicago Pneumatic, Conrader, Coxreels, Dominick Hunter, Dynabrade, Eaton, Emhart, Enerpac, Exair, Fuji Gast, Goodyear Eng. Products, Guardair, Hankison, Hitachi, Ingersoll-Rand, Numatics, Parker, Reelcraft, Solberg, Speedaire, Stanley Bostitch, Westward Wilkerson.

HVAC & Refrigeration



A/C & Refrigeration, Air Filters, Air Treatment, Blowers, Central Equipment, Dehumidifiers, Fans, Heating Equipment, Humidifiers, HVAC Controls, Power Roof Ventilators, Shutters/Dampers and Thermostats.

Top Brands

Air Handler, Air King, Airrex, Bristol, Broan, Comfort Aire, Danby, Danfoss, Dayton, Fantech, Forane, Fostoria, Friedrich, Frigidaire, Honeywell, Johnson Controls, Manitowoc, Mars Air Systems, Marvel, Noriake, Nu-Calgon, Parker Port-A-Cool, Qmark, Raychem, Robert Shaw, Trion, Inc. White Rodgers, Yellow Jacket.

Pumps & Plumbing



Centrifugal Pumps, Faucets, Flowmeters, Pipe/Valves/Fittings, Positive Displacement Pumps, Sinks, Sump/Sewage Pumps, Toilets, Tubing, Urinals, Water Coolers, Water filtration, Water Heaters and Water System Pumps.

Top Brands

American Standard, Apollo, ASCO, Bell & Gossett, Bemis, Chicago Faucets, Dayton, Elkay, Fill-rite, George Fisher, Goulds, GPI, Grundofos, Hayward, Honda, IR ARO, Little Giant, Milwaukee Valve, Moen, Parker Rheem Ruud, Sloan, Spence, Stenner, Viega, Watts Regulator, Zoeller.

Janitorial & Painting



Cleaning Chemicals, Cleaning Equipment, Cleaning Supplies, Hand and Personal Hygiene, Hospitality, Paint/Painting Supplies, Paper Products, Restroom Equipment, Waste Containers & Liners and Work Uniforms.

Top Brands

3M, Benjamin Moore Clorox, Dayton, Diversey, Excel Dryer, Georgia-Pacific, Gojo, Hoover, Kimberly Clark, Oreck, Purdy, Rubbermaid, Rust-Oleum, Simple Green, Tennant, Tough Guy, Zep.

Grainger Exclusive Brands are a powerful combination of quality, value and selection to help you improve your bottom line



- Tool Sets
- Mechanics Tools
- Hand Tools
- Tool Storage
- Air Tools & Compressors
- Fleet Vehicle Maintenance

WESTWARD

- Lift Equipment
- Shop Supplies
- Lawn & Garden
- Material Handling
- Vacuums
- Stationery Tools



- Cleaning Chemicals
- Cleaning Supplies
- Hand & Personal Hygiene
- Restroom Equipment
- Waste Containers & Liners



- Protective Eyewear
- Gloves
- Clothing
- Rainwear



- Hi-visibility Clothing
- Hard Hat Liners
- Ear Protection



- High Efficiency Filtration
- Medium Efficiency Filtration
- Basic Filtration
- Speciality Filtration

Air  Handler®



- Air Compressors
- Air Dryers
- Air Tanks
- Air Hoses

SPEEDAIRE

- Hose Reels
- Air Preparation
- Air Guns



- Motors
- Pumps
- HVAC
- Power Transmission
- Relays

Dayton®



- Labware
- Lab Filtration
- Lab Instruments
- Lab Consumables

LSS
LAB SAFETY SUPPLY®

- Lab Equipments
- Lab Accessories



- Compact Fluorescent & Incandescent Lamps
- Miniature Lamps
- Ballasts
- Dock Lights
- Portable Lighting
- Lighting Fixtures

LumaPro®



Cover your crew from head to toe with Condor safety gear and make sure everyone goes home safe at the end of the day. Grainger has the safety solutions to help you avoid injuries, stay compliant, manage risk and increase productivity.

Protective Eyewear -

Coated / Uncoated, Anti-Scratch, impact resistant, Clear / Black, anti-fog and many more...

Head & Face Protection -

Disposable Cup type, N95 with / without foam, with / without valve, Face-Shield, Hard Hats and many more...

Hand Protection -

PVC Coated, PU-Coated, Nitrile, Kevlar, Leather, Mechanics Gloves and many more....

Hearing Protection -

Disposable Corded / Uncorded, PVC Corded Ear Plugs, Di-electric Ear Muffs and many more...

Fall Protection -

Elastic Knit / Spandex Support, Full body Harness, Self-retracting Lifelines and many more...



With over 11,500 SKUs, Westward offers a complete line of products to keep your crew productive and your budget in check. All Westward products are engineered and built to meet or exceed ANSI standards. And since all Westward products are made to Grainger specifications, you can count on Westward for the best combination of quality and value.

Hand Tools -

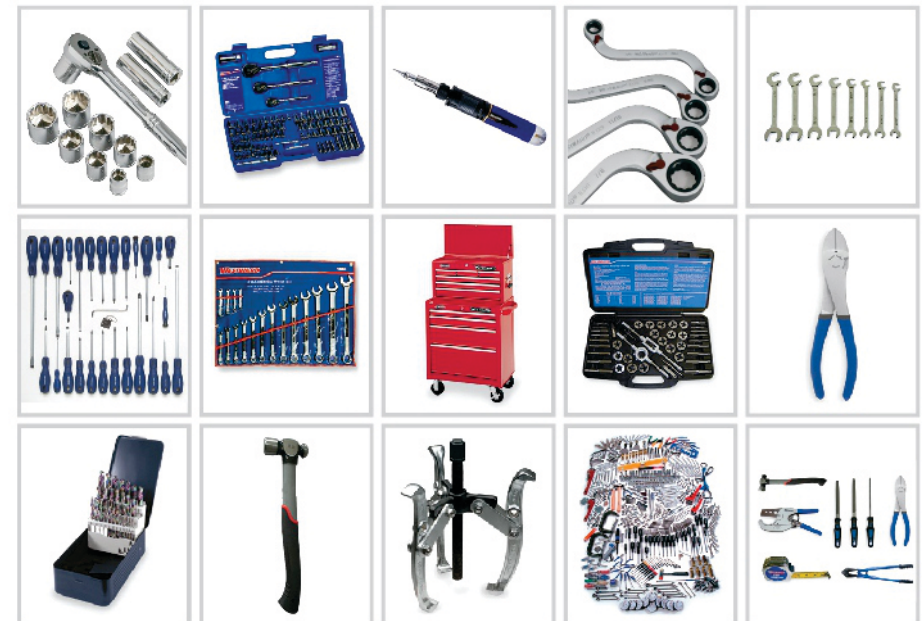
Master Tools Sets (including Pliers, Screw Drivers, Cutters, etc.) Tools Storage, Sockets & Ratchets, Wrenches and many more...

Fleet & Vehicle Maintenance -

Bottle Jacks & Service Jacks, Grease Guns, Engine and Radiator Speciality Tools & Accessories and many more...

Machining & Metalworking -

Taps & Die Sets, Drill Bits, Abrasives, Bench Grinders, Soldering Tools & Kits and Many more...



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FOR THE ONES WHO GET IT DONE

HOW YOU
PURCHASE
SUPPLIES

Helping you Take Costs Out in Managing Your Facility

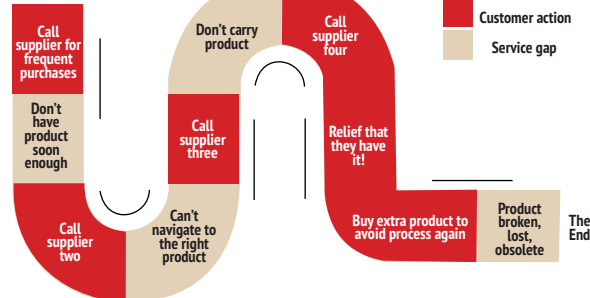
Infrequent 40%



Frequent 60%

**Big Category of
Products that Behave
Differently**

Start with a
product need



**Purchasing Process
Can be Long, Painful
& Costly**



**Big opportunity To
Take Costs Out
Through Aggregation
& Consolidation**



ORDER YOUR WAY!

Grainger Industrial Supply India Pvt. Ltd.

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Our Authorized Reseller