

Sustainability Reporting Capabilities

We have learned that an increasing number of our customers have established goals to increase their “green” or environmentally preferable product (EPP) spend. We also know that many customers struggle with these goals due to minimal control over purchasing activities, lack of product standardization or because their spend is often spread across hundreds of suppliers who cannot provide the data to manage this effectively.

When you consolidate with Grainger, we can:

- Baseline historical EPP purchases and % of spend
- Identify the specific environmental certification and-or attribute for each EPP item that you are currently buying from Grainger
- Identify opportunities to convert your non-EPP spend by highlighting alternative options for you to evaluate

Our sustainability reporting capabilities provide the visibility to manage your program and achieve your procurement goals. Below you will find just a few examples of our reporting capabilities. For more information discuss with your aligned Grainger Account Manager.

Data Point	Jan-Dec 2017	Jan-Dec 2018	Jan-Dec 2019
Total Sales	Total Item Purchases \$1,254,469	Total Item Purchases \$1,657,537	Total Item Purchases \$1,950,310
	Grainger.com Purchases \$10,216	Grainger.com Purchases \$18,189	Grainger.com Purchases \$18,314
	EDI/ePro Purchases \$1,054,922	EDI/ePro Purchases \$1,504,987	EDI/ePro Purchases \$1,690,261
Items Purchase Overview	# Unique Items Purchased 4,219	# Unique Items Purchased 4,818	# Unique Items Purchased 5,247
	# GREEN Items Purchased 113	# GREEN Items Purchased 114	# GREEN Items Purchased 102

For more information on Green products, visit www.grainger.com/green



Environmentally Preferable Product (EPP) Report Summary

Period:	July-2019 to Jan-2020
Total EPP Sales:	\$15,975.70
Total Non-EPP Sales:	\$56,226.89
Convertible Spend:	\$8,694.72
Total Spend:	\$80,897.31
% EPP Spend:	19.7%
% Conversion Opportunity:	10.7%

SKU	Product Category	Product Family	Certification	Green Attributes
4TKC5	All Purpose Cleaners	Cleaning Chemicals	Safer Choice Certified (Meets U.S. EPA Safer Product Standards)	Product is made from a Rapidly Renewable Resource
13H217	All Purpose Cleaners	Cleaning Chemicals	ECOLOGO(R) Certified	Product is made from a Rapidly Renewable Resource
4TKC4	All Purpose Cleaners	Cleaning Chemicals	Safer Choice Certified (Meets U.S. EPA Safer Product Standards)	Product is made from a Rapidly Renewable Resource
4TKC4	All Purpose Cleaners	Cleaning Chemicals	Safer Choice Certified (Meets U.S. EPA Safer Product Standards)	Product is made from a Rapidly Renewable Resource
2ZWK1	All Purpose Cleaners	Cleaning Chemicals	Green Seal(R) Certified	
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