

How to Be Environmentally Responsible with Grainger

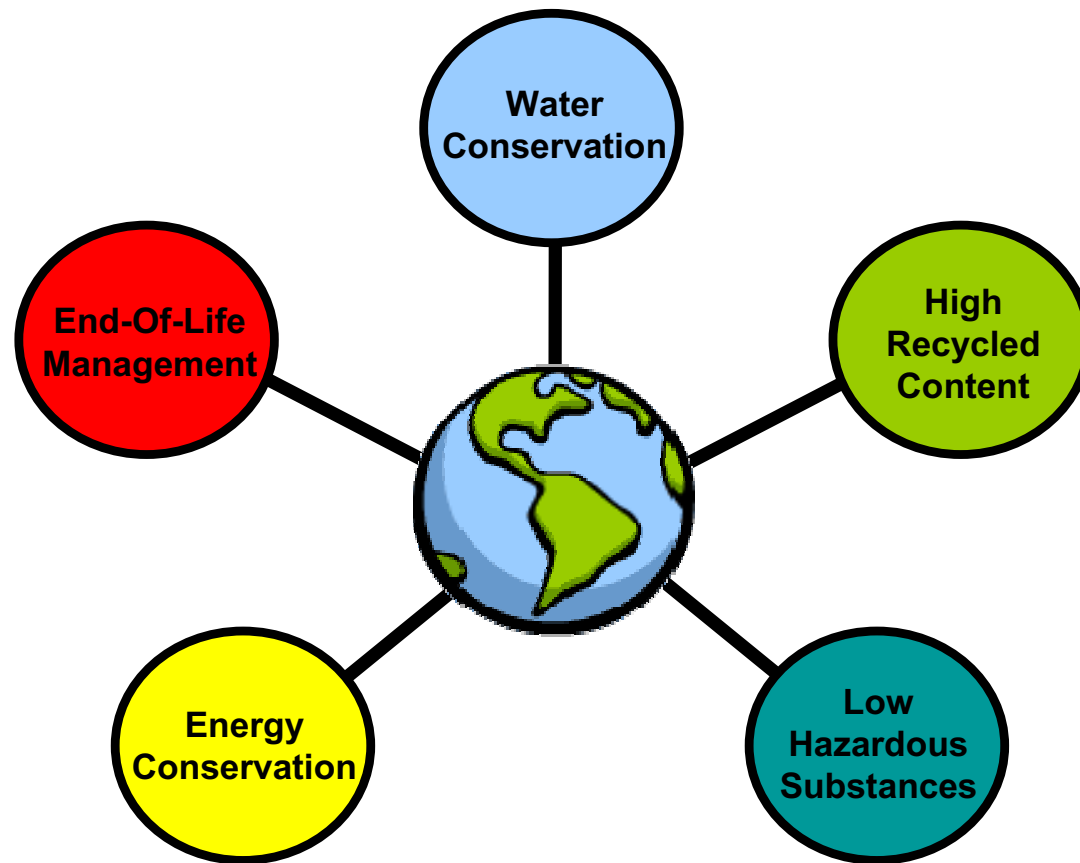


The Hearst Tower, with its distinctive triangular frame, opened in New York City October 9, 2006 as the city's first Gold LEED® certified building. The 46-story, 856,000-square-foot Midtown structure is defined by vertical and horizontal energy-saving, diamond-shaped bands of bright stainless steel.



What does E.R. mean to you?

- Grainger is the partner that will help you accomplish your “green” goals
- Whether it is to run a completely sustainable facility or simply to save on your utility costs, we have options to help



Have You Heard About LEED?

- Grainger is a member of the US Green Building Council (June 2007)
 - This partnership enables us to leverage best practices across all aspects of environmental responsibility and share that information with our customers
- Facilities can receive one of four levels of certification; certified, silver, gold or platinum based on the number of “points” their facility earns. Facilities can seek certification at any stage in the life of the building:
 - LEED-NC: New Construction
 - LEED-EB: Existing Buildings
 - Additional LEED categories existing for Retail, Commercial Interiors & Core & Shell
- Visiting www.usgbc.org will provide you with additional information about which type of certification is right for your facility
 - The site also contains a number of case studies for reference



Have You Heard About LEED?

- The value of a LEED certified building is that it is a “sustainable” (meaning limited impact to the environment) structure that also runs at the highest level of efficiency. Financial benefits of a LEED building include:
 - 30-50% reduction in energy use
 - 35% reduction in carbon emissions
 - 40% reduction in water usage
 - 70% reduction in solid waste
 - Significant increase in employee attraction, retention and workplace efficiency.
 - Harvard Business Review (June 2006) reported as high as a 15% increase in employee productivity
 - Decreased in employee illnesses and lower absenteeism, which reduces health care costs
 - Average payback of 12-24 months (after ~1-2% cost premium)
 - Average increase in ROI over the lifetime of the building is 20%

Other benefits include:

- 35% reduction in carbon emissions
- Overall reduction on in natural resource consumption
- Health and Safety Benefits
- Enhance Occupant comfort and health
- Community Benefits
- Improve Quality of Life for employees



Water Conservation

- Reducing water usage is a major contributor to running a sustainable facility
 - When replacing toilets or urinals, use products that promote water-savings



4FB38

Waterless Urinals



2XU40

Dual Flush Valve



1APG2

High Efficiency Toilet



2XU39

Dual Flush Handle

- Replace old/outdated fixtures with motion-sensor faucets &/or low-flow equipment



4JA13

Circulator "smart" Pump



4FA73

Motion Sensor Faucet



4FA74

Motion Sensor Faucet



4DU51

Low-Flow Wash Fountain

- Repair leaks, use microfiber cloths & use blower/vacuums instead of "hosing down"



1WJZ6

Repair Clamp



3XY13

Dry Mop Pad



2Z090

Vacuum/Blower



1UG91

Wet/Dry Vacuum



High Recycled Content

- Using products with high recycled content is way to make your facility more environmentally responsible
 - Grainger carries many paper products & trash liners that contain recycled-content
 - **Post consumer waste** – waste type produced by the end consumer of a material stream; that is, where the waste-producing use did not involve the production of another product

Grainger SKU #	Description	% Recycled Content	Brand
2U250	Facial Tissue, Pk3000	10%	GEORGIA-PACIFIC
1FC17	Tissue, Bath, Roll, Pk18	20%	GEORGIA-PACIFIC
4TH42	Tissue, Bath, Roll, Pk36	20%	GEORGIA-PACIFIC
3U859	Liner, 24x32, Pk250	Minimum 30%	TOUGH GUY
3U860	Liner, 30x36, Pk125	Minimum 30%	TOUGH GUY
3U861	Liner, 33x39, Pk125	Minimum 30%	TOUGH GUY
3U862	Liner, 40x46, Pk100	Minimum 30%	TOUGH GUY
3U863	Liner, 42.5x48in, Pk100	Minimum 30%	TOUGH GUY
3U864	Liner, 36x58, Pk50	Minimum 30%	TOUGH GUY
3U865	Liner, 38x58, Pk50	Minimum 30%	TOUGH GUY
5XL34	Liner, 40x46in, Pk125	Minimum 30%	TOUGH GUY
5XL35	Liner, 42.5x48in, Pk100	Minimum 30%	TOUGH GUY
5XL36	Liner, 38x58in, Pk100	Minimum 30%	TOUGH GUY
4WK84	Towel, Paper, Pk4008	40%	GEORGIA-PACIFIC
4LU68	Hose, Soaker, 5/8in, 50ft	65%	SWAN
4LU69	Hose, Sprinkler, 50 Ft	65%	SWAN
1GG97	Wiper, Pk1125	95%	GEORGIA-PACIFIC
1GG99	Towel, Paper, Roll, Pk12	95%	GEORGIA-PACIFIC
2U227	Towel, Cfold, Pk 2400	95%	GEORGIA-PACIFIC
2U228	Towel, Multifold, Pk 4000	95%	GEORGIA-PACIFIC
2U229	Towel, Multifold, Pk 4000	95%	GEORGIA-PACIFIC
2U230	Towel, Roll, White, Pk12	95%	GEORGIA-PACIFIC
2U231	Towel, Roll, Pk12	95%	GEORGIA-PACIFIC
2U232	Towel, Roll, Pk6	95%	GEORGIA-PACIFIC
4CJ75	Towel, Onefold, Pk 4000	95%	GEORGIA-PACIFIC
4KT82	Tissue, Bath, Roll, Pk48	95%	GEORGIA-PACIFIC
4TE17	Tissue, Bath, Roll, Pk80	95%	GEORGIA-PACIFIC



End-Of-Life Management

- “Sustainability” requires a facility to deal with waste in a responsible way
 - Grainger can help you navigate to the right disposal solutions:

5M785



Recycling Container

6YU19



Recycling Cart

5KH63



Lamp Recycling Kit

5KH66



Ballast Recycling Kit

- Grainger also carries Thermostat and Battery Recycling kits

- In addition to product solutions, Grainger can help with:
 - The Rechargeable Battery Recycling Program allows customers to safely & responsibly dispose of expired, rechargeable batteries at any Grainger branch
 - Bulk Lamp/Ballast Recycling through Onyx is also available when pallet sized quantities are in need of disposal
 - Additionally, Grainger’s Product Services team maintains a referral network for customer interested in a facility energy audit



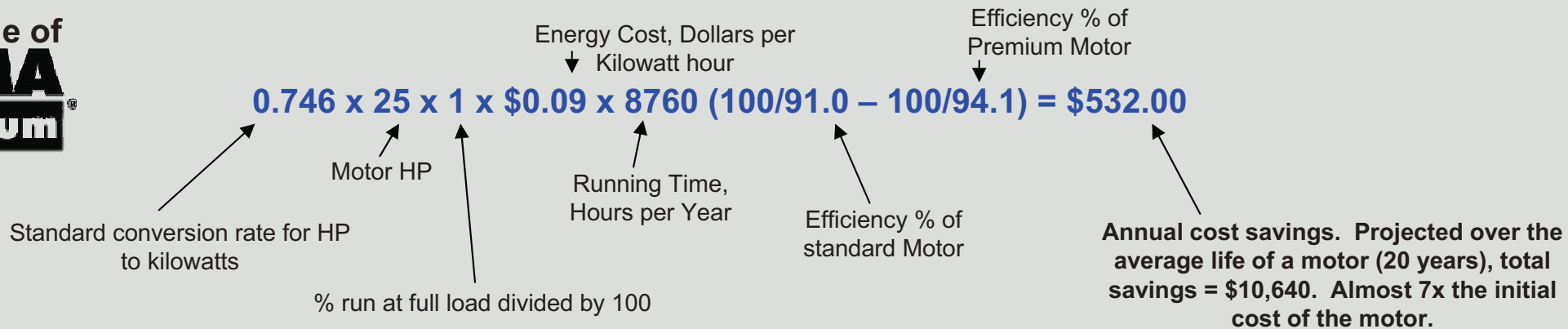
Energy Efficiency

- As an Energy Star Partner, Grainger is committed to offering products that help customers save on their energy costs



– Grainger carries over 140 Energy Star rated products across 6 categories

- Many Grainger motors meet high efficiency standards & will save on energy costs
 - Motor-driven systems are the largest energy users & also the best place to look for savings



Low Hazardous Substances

- Green Cleaning is the fastest growing component of the Environmental Responsibility issue
- Products with the **Green Seal** label promote less toxic pollution and waste, conserve resources and habitats, provide a healthier environment for employees & visitors and minimize global warming and ozone depletion



– Grainger currently carries **24** Green Seal products & actively looking to add more

- Other ways to eliminate/reduce hazardous substances from your facility:
 - Use low VOC (Volatile Organic Compounds) products:
 - Products with low/no VOCs ensure a higher level of air quality within facilities and include products ranging from paints and adhesives to cleaning chemicals and carpets
 - Switch to electronic thermostats to avoid products containing mercury
 - Grainger offers 19 electronic thermostats & recycling kits to dispose of old product





Questions?

Grainger is constantly working to better understand our customer needs around the issues of Environmental Responsibility & Sustainable Operations.
Together we can make a difference.

Visit our environmentally-focused web pages for more information

The latest news on how to make your facility more environmentally responsible
www.grainger.com/environment

A complete listing of Grainger's ever-increasing environmentally responsible offering
www.grainger.com/green

