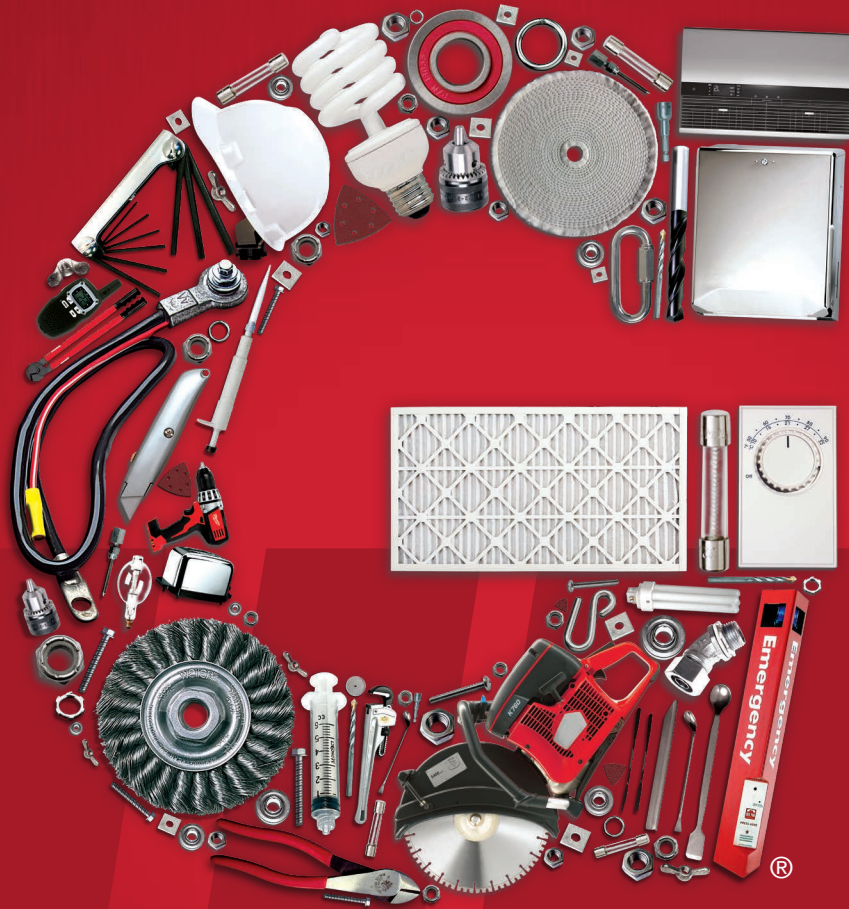


Farm Bureau®

Member Benefits



A GUIDE TO YOUR FARM BUREAU MEMBER BENEFITS PLAN

Leverage your Farm Bureau membership & save!

WHY GRAINGER?

Time-Saving Solutions to Get the Products and Services You Need

This guide can be used to understand how to leverage the Farm Bureau and Grainger national contract. It is designed to help you maximize Farm Bureau sales opportunities and support local promotional efforts for the Farm Bureau discounts offered through Grainger.

Farm Bureau®
Member Benefits

WHO IS GRAINGER?

Grainger is a business-to-business distributor of products used to help maintain, repair and operate facilities. Approximately 3 million businesses and institutions worldwide rely on Grainger for products such as safety supplies, ladders, motors and janitorial products, along with services like inventory management and technical support.

These customers represent a broad collection of industries including healthcare, manufacturing, government and hospitality. They place orders online, with mobile devices, over the phone and at local branches. More than 5,100 key manufacturers supply Grainger with 1.7 million products stocked in Grainger's nationwide network of distribution centers and branches.

THE VALUE OF GRAINGER

- **Gain more visibility into your spend** and how you can impact total cost of ownership as well as create more working capital back into your business
- **Reduce complexity** in purchasing, managing and utilizing your inventory
- **Reduce costs** and operational expenses by streamlining processes
- **Manage compliance** to both internal policies and external regulations
- **Contribute to your diversity** requirements or goals through access to our Distributor Alliance Program
- **Gain expertise** without adding headcount through our specialist network

ONLINE PURCHASING SOLUTIONS

From advanced purchasing options to mobile apps, count on Grainger for online solutions to help simplify your day. Whether you're in the office or on the go, take advantage of time-saving solutions to place orders, streamline your approval process and manage your spend. Just register on [Grainger.com®](https://www.grainger.com) to access your pricing, view your order history, save favorite items to your personal lists and check real-time product availability.

Our online solutions for your purchasing needs include:

- **Grainger.com®**: Easy-to-find products and fast checkout.
- **Order Management on Grainger.com®**: Fast track your order approvals and generate usage reports.
- **Mobile Apps**: Get the products and services you need no matter what device you use or where you go.
- **eProcurement Connections**: Manage your spend, help ensure procurement compliance and automate processes.

Visit [grainger.com/onlinepurchasing](https://www.grainger.com/onlinepurchasing) for more information.

GETTING STARTED!

Take Advantage of Everything Your Contract Offers

The Farm Bureau national agreement with Grainger provides you with access to a suite of solutions to help keep their operations up and running and people safe. Take advantage of:

- **Competitive pricing** on the products you use most.
- **Distribution network:** The Grainger supply chain is built to provide customers with the right products, at the right time and in the right place.
- **Services and solutions:** From safety services and inventory management to OSHA and HACCP audits, Grainger offers hundreds of value-added services and solutions to help you take costs out of your business.
- **Supplier relationships:** Access more than 5,100 suppliers and their product solutions and expertise.
- **Customer service:** Call, click or stop by a branch for product or technical help.

REGISTERING ON GRAINGER.COM®

All online users must register and sign in to Grainger.com® to see your company's specific pricing.

Setting Up a New Grainger Account

- It is highly recommended that the Farm Bureau notifies Grainger as early as possible when a new member is added.
- If a new account number is required, please fill out the New Account Form found [here](#) or contact our Customer Service team directly at 1.800.472.4643, Option 5, and let them know you are in need of a new account. Once this information is submitted, they will be able to expedite a Grainger account number for you.
- Once you have received your new account number, [click here](#) to learn how easy it is to register.

Linking Your Grainger Account to Farm Bureau Contract Pricing

- If a Grainger account number is already assigned to you, Grainger will link this account to the Farm Bureau track code for contract pricing within 48 hours.

- If a new account number has been created, email your Grainger Strategic Account Executive the nine-digit account number (starts with an 8) that you received from Grainger Customer Service. The entire process of setting up a new account and linking the Farm Bureau track code should take less than five days.

WE ARE HERE TO HELP

Customer Service

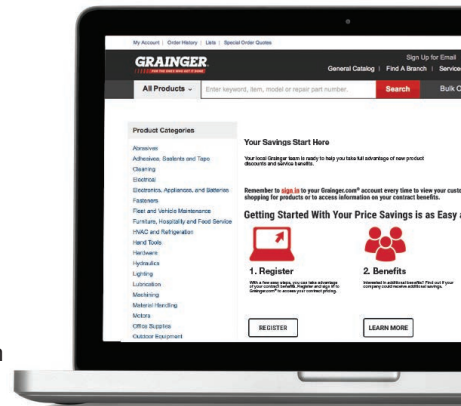
For general service, call 1.800.GRAINGER. If possible, please have your nine-digit Grainger account number available for the Customer Service Specialist.

Sales Support

A number of Farm Bureau customers have local sales support. To check if there is local sales support in your area, contact Grainger Customer Service at 1.800.GRAINGER.

Grainger Strategic Account Executive

Kristen Arsenault
kristen.arsenault@grainger.com



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GRAINGER SOLUTIONS FOR YOUR PURCHASING NEEDS

Shop easily. Order effortlessly. Manage efficiently.

1

Grainger.com®

A Time-Saving Experience



EASY-TO-FIND PRODUCTS



SMART ORDERING



FAST CHECKOUT

2

Grainger Order Management

An Effective Ordering Process



CONTROL YOUR SPEND



STREAMLINE THE APPROVAL PROCESS



CREATE USAGE REPORTS

3

Grainger eProcurement

An Efficient Electronic Connection



MANAGE YOUR SPEND



ENSURE PROCUREMENT COMPLIANCE



AUTOMATE PROCESSES

4

Grainger Mobile

An Anytime, Anywhere Solution



PLACE ORDERS ON THE GO



CHECK REAL-TIME AVAILABILITY



LOCATE THE NEAREST BRANCH

ANY QUESTIONS?

Call or visit us online at [grainger.com/onlinepurchasing](https://www.grainger.com/onlinepurchasing)



LEVERAGE YOUR FARM BUREAU® MEMBERSHIP & SAVE — ONLY AT GRAINGER!

Did you know our national contract with Grainger offers product discounts and service benefits? Take advantage of our relationship with Grainger to help take costs out of your operations while managing your facility.

- Access to 1.7 million 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.

GRAINGER'S GOT YOUR BACK®

Farm Bureau Member Prices It's as easy as 1-2-3.

1. Go to your state Farm Bureau website to find your Grainger account number.
2. Head to [Grainger.com/FarmBureau](https://www.grainger.com/FarmBureau) or call **1.800.GRAINGER**.
3. Start saving!



CUSTOMER
SERVICE



ONLINE
SOLUTIONS



FAST
DELIVERY



BRANCHES



SOURCING



INVENTORY
MANAGEMENT



TECHNICAL
PRODUCT SUPPORT