

APPENDIX A

Proposing an increased discount for ten high-growth categories including a higher than average increase for the janitorial category where MSC has significantly increased our offering.

Product Category	Current ICPT Discounts	Proposed ICPT Discounts for Renewal Effective 01.01.2022
ABRASIVES	14.00%	17.00%
AUTOMOTIVE AND TRANS	14.00%	14.00%
CARBIDE INDEXABLE	17.00%	17.00%
CUTTING BLADES	14.00%	17.00%
ELECTRICAL	17.00%	20.00%
FASTENERS	14.00%	14.00%
FLAT STOCK	14.00%	14.00%
HAND TOOLS	17.00%	17.00%
HARDWARE	14.00%	14.00%
HOSE, TUBE, & FITTINGS	14.00%	17.00%
HSS DRILLS & REAMERS	14.00%	17.00%
HSS END MILLS & CUTTER	14.00%	17.00%
HVAC	17.00%	17.00%
IND SOFTWARE & PUBLICATION	14.00%	14.00%
JANITORIAL	17.00%	22.00%
LUBRICATION	14.00%	14.00%
MACHINE TOOL ACCESSORIES	14.00%	14.00%
MARKING & LABELING	14.00%	14.00%
MATERIAL HANDLING	17.00%	17.00%
MEASURING INSTRUMENTS	15.00%	15.00%
METALWORKING FLUIDS	14.00%	14.00%
MOTORS	14.00%	14.00%
OFFICE EQUIPMENT	14.00%	14.00%
PACKAGING & SHIPPING	14.00%	17.00%
PAINTS & ADHESIVES	17.00%	20.00%
PLUMBING	14.00%	14.00%
PNEUMATICS & HYDRAULICS	14.00%	14.00%
POWER TOOLS	14.00%	14.00%
POWER TRANSMISSION	14.00%	14.00%
PROCESS EQUIPMENT	14.00%	14.00%
PUMPS	17.00%	17.00%
RAW MATERIALS	14.00%	14.00%
SAFETY	24.00%	24.00%
TOOLING COMPONENTS	14.00%	14.00%
TAPS & DIES	14.00%	17.00%
WELDING	14.00%	14.00%