

	2015	2016	2017	2018
GRAINGER AT A GLANCE				
Net Sales, \$ billion	10	10.1	10.4	11.2
Suppliers	4,800	5,100	5,200	5,000
Products Stocked, million	1.4	1.6	1.7	1.7
Active Customers, million	3	3.2	3.5	3.5
ETHICS AND GOVERNANCE				
Business Ethics				
Team Members Trained on Business Conduct Guidelines, percent	100	100	100	100
Board Diversity				
Female Directors, percent	11	11	18	18
Racial and Ethnically Diverse Directors, percent	22	22	27	27
SOLUTIONS AND STEWARDSHIP				
North American Energy Consumption, million kilowatt hours	430	401	371	344
North American Facility CO ₂ e Emissions, million metric tons	0.14	0.13	0.11	0.10
GHG Intensity (MTCO ₂ e/GHG/Revenue)	15.1	14.7	12.5	10.9
North American Water Use, million cubic meters	0.64	0.51	0.47	0.51
Renewable Energy Produced, thousand kilowatt hours	5.77	5.47	5.87	6.73
U.S. Distribution Center Network Recycling Rate, percent	84.1	84.7	84.8	86.0
LEED Certified Space, million square feet	3.6	4.2	5.5	6.7
Carton to Order Ratio	1.54	1.55	1.57	1.59
Environmentally Preferable Products, percent revenue	6.8	5.4	5.1	5.3
PEOPLE AND PURPOSE				
Safety				
Lost Time Incident Rate ²	0.3	0.3	0.4	0.3
Total Recordable Incident Rate	1.1	1.3	1.4	1.4
Workforce Demographic				
U.S. Workforce (Total), percent women	— ⁴	—	37.4	38.0
U.S. Workforce (Leaders), percent women	—	—	29.6	31.0
U.S. Workforce (Total), percent racial and ethnically diverse	—	—	31.8	32.7
U.S. Workforce (Leaders), percent racial and ethnically diverse	—	—	23.3	20.3
Community Engagement				
Matching Gifts Contributions, \$ million	2.7	2.2	2.2	2.0
Volunteer Corps, volunteer hours	—	—	9,000	8,500

¹ For further information on data boundaries and assurance, please see [Grainger CSR 2019 Update, Page 8](#). ² Per 100 employees; cases with one or more days away from work per 200,000 hours.