

Graybar
Knows

Industrial




GraybaR.
works to your advantage



Why Graybar

Graybar knows Industrial. We've been powering industry for more than a century. And we deliver solutions for all of the moving pieces of your industrial plant, site or location.

- ▶ Highest-level certified experts for industrial automation and control solutions to help you optimize processes and uptime.
- ▶ Use Graybar inventory solutions to order, manage, and maintain your facility the smart way while saving time, effort, and cost.
- ▶ Work with Graybar to network and connect plant floor and front office to enhance critical asset management and deliver essential information to the decision makers who need it, as they need it.

Graybar Has the Experience You Need

IIoT and Connectivity

Connect people, data and processes from the factory floor to the boardroom -- allowing the right decisions to be made.



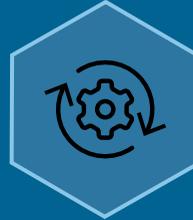
LED Lighting and Controls

LED lighting promises not only energy savings, but can help improve worker productivity and safety in your plant.



Plant and Personnel Safety

We take safety seriously. Graybar is a single source for plant-wide industrial safety needs including PPE and cybersecurity solutions.



Automation and Control

Graybar's Automation and Control technical specialists can help you optimize processes and run a more efficient, productive plant.



Switchgear Modernization

Upgrade your switchgear components while leaving the overall structure intact to reduce costs and mitigate the impact on your plant.



MRO

Graybar helps keep facilities running by providing the parts, tools and materials you need for maintenance and repair work.



Graybar Services

E-Commerce and Digital Business

- ▶ Graybar.com Account-Based Purchasing
- ▶ EDI
- ▶ Punchout Capable

Advanced Supply Chain Solutions

- ▶ Supply Chain Waste Walk
- ▶ Just-in-Time Product Delivery
- ▶ Material Staging

Safety Services

- ▶ Automation and Control
- ▶ Industrial Internet of Things (IIoT)/Connectivity
- ▶ Switchgear Modernization
- ▶ Lighting and Controls
- ▶ Security and Safety
- ▶ MRO

Customer Service and Support

- ▶ Emergency 24/7 Support
- ▶ Technical Specialists
- ▶ Customer Training Programs

Inventory Management

- ▶ Storeroom Management Solution
- ▶ Graybar SmartStock®
- ▶ Kitting

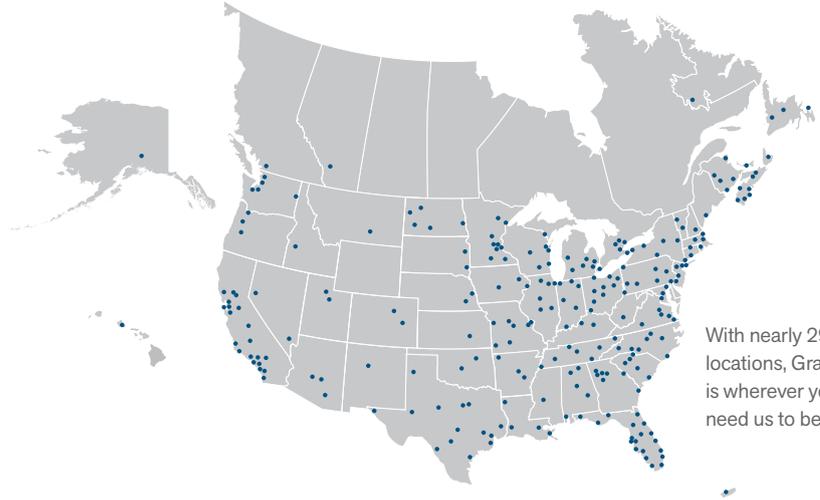




Graybar at a Glance

Graybar is a Fortune 500 company that specializes in supply chain management services. Graybar is a leading North American distributor of high-quality components, equipment and materials for the industrial, electrical and telecommunications industries. As one of the largest employee-owned companies, we have the power and stability of a big company coupled with the integrity and drive of a neighborhood business.

Graybar is ISO 9001:2008 registered.



With nearly 290 locations, Graybar is wherever you need us to be.

We maintain relationships with our industry's top manufacturers.

3M

APC
by Schneider Electric

BRADY
WHEN PERFORMANCE MATTERS MOST

Dottie
dottie.com

EATON
Bussmann series

EATON
Crouse-Hinds series

FESTO

FLUKE

GREENLEE
A BRAND

HIRSCHMANN
A Belden Brand

Hoffman

HUBBELL
Wiring Device-Kellems

KLEIN TOOLS

Milwaukee

PANDUIT

PELCO
by Schneider Electric

PHENIX CONTACT
INSPIRING INNOVATIONS

Schneider Electric

Thomas & Betts
A Member of the ABB Group

VERTIV

Let's talk about how
Graybar can help you drive
efficient, safe operations.

1-800-GRAYBAR (472-9227)
graybar.com/industrial

Graybar

Whether you're running a job site,
managing a manufacturing plant or
building the machines and parts for either,
Graybar has the experience and
manufacturer relationships to meet
your business needs.

