

# PARTNERSHIP BUILT ON TRUST

OUR LEGACY is built on continuous innovation and we prove it by creating high-quality lubrication equipment solutions and delivering world-class customer support. And we choose partners who share this commitment.

## PREMIUM LUBRICATION EQUIPMENT YOU CAN BUILD A BUSINESS ON

### AUTOMATIC LUBRICATION EQUIPMENT



Our solutions lubricate equipment at critical pivots, bearings and joints to extend machinery life and reduce maintenance costs.

### VEHICLE SERVICE EQUIPMENT



Our pumps, hose reels and fluid dispense systems simplify vehicle service tasks to drive productivity and profitability.

## METRICS THAT MATTER

DISTRIBUTORS PROFIT FROM THE GRACO BRAND

96%

AVERAGE  
FOR IN-STOCK  
SERVICE LEVELS

<1%

WARRANTY  
COSTS

6,000+

OVER 6,000  
PATENTS GRANTED

2.6x\*

ANNUAL R&D  
INVESTMENT COMPARED  
TO PEERS

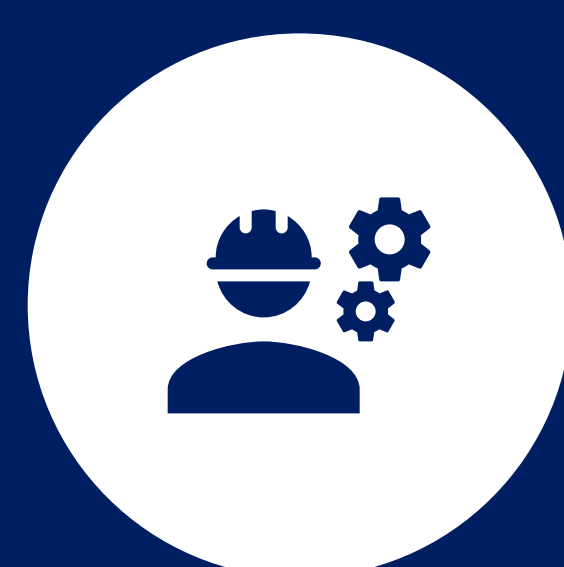
\*Peers: ITW, CSL, DOV, CFX, IEX, NDSN, WTS, FLS, based on a 5-year average, 2015-2019

## PROVEN PARTNER VALUE

A DEDICATED ACCOUNT MANAGEMENT TEAM,  
READY TO RESPOND TO YOUR NEEDS



SALES AND TECHNICAL  
SUPPORT FOR YOU &  
YOUR CUSTOMERS



ONSITE & ONLINE  
TRAINING OPTIONS



FORMAL LEAD  
GENERATION AND  
EXECUTION PROCESS



WEB BASED  
PARTNER PORTAL  
FOR PRICING, ORDER  
TRACKING & MORE



ALWAYS AVAILABLE  
DIGITAL SUPPORT: VIDEOS,  
PRESENTATIONS, WEBINARS &  
SOCIAL MEDIA



MOBILE FRIENDLY  
DEDICATED SALES APP  
WITH INFORMATIVE  
MARKETING MATERIALS

## EVIDENCE OF STRONG PARTNERSHIPS

90%+

OF DISTRIBUTORS  
LEAD WITH GRACO

91%

OF DISTRIBUTORS SAY  
GRACO OFFERS BEST-  
IN-CLASS MARKETING  
& SALES SUPPORT

~100 years

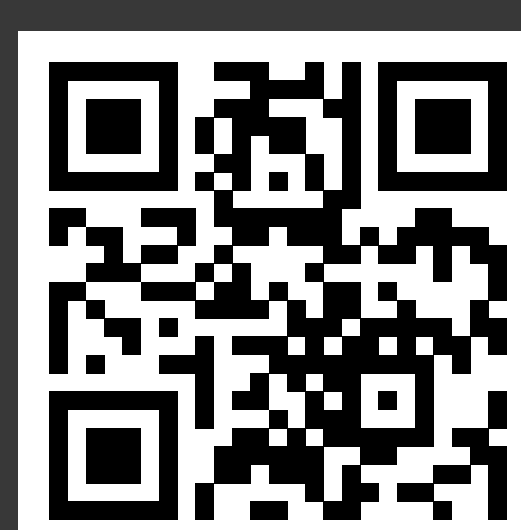
YEARS OF DESIGNING-  
& REDESIGNING-  
HARD-WORKING, EASY-  
TO-USE INNOVATIONS



A+ CUSTOMER  
SERVICE EXPERIENCES

EXPERT GUIDANCE,  
RESPONSIVE SUPPORT  
BEST-IN-CLASS WARRANTIES

See the many  
resources designed  
for partners like you.



VISIT [GRACO.COM/LEDPARTNER](http://GRACO.COM/LEDPARTNER)



ALWAYS INNOVATING  
ALWAYS RESPONSIVE