

W.W. Grainger, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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Abstracts

W.W. Grainger, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between W.W. Grainger, Inc. and its competitors. This provides our Clients with a clear understanding of W.W. Grainger, Inc. position in the [Wholesale and Distribution](#) Industry.

The report contains detailed information about W.W. Grainger, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for W.W. Grainger, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The W.W. Grainger, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-

term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes W.W. Grainger, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of W.W. Grainger, Inc. business.

About W.W. Grainger, Inc.

W.W. Grainger, Inc. distributes facilities maintenance products and provides related services and information used by businesses and institutions primarily in the United States, Canada, Japan, and Mexico. The company serves approximately 2.0 million customers through a network of integrated branches, distribution centers, and multiple Web sites.

Segments

The company operates in two segments: the United States and Canada. The Canada segment reflects the results for Acklands – Grainger Inc. Other businesses include the following: MonotaRO Co., Ltd. (Japan), Grainger, S.A. de C.V. (Mexico), Grainger Industrial Supply India Private Limited (India), Grainger Caribe Inc. (Puerto Rico), Grainger China LLC (China) and Grainger Panama S.A. (Panama).

United States segment

The United States business offers a selection of facilities maintenance and other products, and provides related services and information through local branches, catalogs, and the Internet. In the year 2009, the Lab Safety business was integrated into

the U.S. branch-based business. In addition, two companies were acquired in 2009, Imperial Supplies LLC (Imperial) and Alliance Energy Solutions (Alliance). Imperial is a national distributor of quality maintenance products and aftermarket components for the vehicle and fleet industry. Alliance offers value-added services that help customers drive energy efficiency and productivity, with particular expertise in the area of lighting retrofits.

Grainger's United States business offers material handling equipment, safety and security supplies, lighting and electrical products, power and hand tools, pumps and plumbing supplies, cleaning and maintenance supplies, forestry and agriculture equipment, building and home inspection supplies, vehicle and fleet components, and other items primarily focused on the facilities maintenance market. Services offered include inventory management and energy efficiency solutions.

The United States business operates approximately 400 branches located in all 50 states. These branches are located in close proximity to the majority of the U.S. businesses and serve the immediate needs of customers in their local markets by allowing them to pick up items directly from the branches. Branches range in size from small branches to large master branches.

The company's customers range from small and medium-sized businesses to large corporations, governmental entities and other institutions across a range of industries, such as manufacturing, hospitality, transportation, government, retail, healthcare, and education. Sales transactions during 2009 were made to approximately 1.7 million customers averaging 95,000 daily transactions.

The majority of the products sold by the United States business are national branded products, such as DAYTON motors, SPEEDAIRE air compressors, AIR HANDLER air filtration equipment, DEM-KOTE spray paints, WESTWARD tools, CONDOR safety products, and LUMAPRO lighting products.

The Grainger catalog offers approximately 307,000 facilities maintenance and other products and is used by customers, sales representatives, and branch personnel to assist in customer product selection. Approximately 2.4 million copies of the catalog were produced. In addition, Grainger's United States business issues target catalogs for its multiple branded products, as well as other marketing materials.

Customers can also purchase products through grainger.com. With access to approximately 600,000 products, grainger.com serves as a main channel for the United

States business. Grainger.com provides real-time price and product availability and detailed product information and offers features, such as product search and compare capabilities. The United States business purchases products for sale from approximately 2,300 key suppliers, most of which are manufacturers.

Canada segment

Acklands – Grainger is Canada’s broad-line distributor of industrial and safety supplies. In 2009, Acklands – Grainger acquired all of the assets of the K&D Pratt Industrial Division, a distributor of industrial and safety products located in eastern Canada. The Canadian business serves customers through approximately 160 branches and five DCs across Canada. Acklands – Grainger distributes tools, fasteners, safety supplies, instruments, welding and shop equipment, and other items.

Other Businesses

Included in the other businesses are the operations in Japan, Mexico, India, Puerto Rico, China, and Panama.

Japan: Grainger operates in Japan through a 53% interest in MonotaRO Co., Ltd. (MonotaRO). MonotaRO provides small and mid-sized domestic businesses with products that help them operate and maintain their facilities. MonotaRO is a catalog and a Web-based direct marketer with approximately 70 percent of orders being conducted through the company’s Web site, monotaro.com.

Mexico: Grainger’s operations in Mexico provide local businesses with facilities maintenance products and other products from both Mexico and the United States. Mexico distributes products through a network of DCs and branches where customers have access to approximately 59,000 products through a Spanish-language catalog and through grainger.com.mx.

China: Grainger operates in China from a DC in Shanghai and has 10 sales offices throughout China. Customers have access to approximately 59,000 products through a Chinese-language catalog and through grainger.com.cn.

Significant Events

On June 21, 2010, W.W. Grainger, Inc. has formed joint venture with an affiliate of Torhefe S.A., THF International SAS. Grainger owns 80% majority position in the joint

venture with THF International SAS maintaining 20%. The joint venture has acquired the assets of Torhefe and would be known as Grainger Colombia.

History

W.W. Grainger, Inc. was founded in 1927.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.
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ANALYSIS FEATURES

SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

Enhanced SWOT Analysis

Enhanced SWOT is a 3x3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

Porter Five Forces Analysis

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

VRIO Analysis

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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