



W.W. Grainger, Inc.
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GRAINGER REPORTS JANUARY 2014 SALES RESULTS

CHICAGO, February 13, 2014 – Grainger (NYSE: GWW) today reported sales results for the month of January 2014. Sales increased 3 percent versus January 2013. Results for the month included 1 percentage point from acquisitions, net of dispositions, and a 2 percentage points decline from unfavorable foreign exchange. Excluding acquisitions and foreign exchange, organic sales increased 4 percent driven by 2 percentage points from volume, 2 percentage points from price and 2 percentage points from strong sales of seasonal products, partially offset by a 2 percentage points decline from business disruptions due to the extreme weather that closed customer and Grainger facilities across North America at times during the month. January 2014 had 22 selling days, the same as January 2013. The 2014 first quarter will have 63 selling days, the same number as the 2013 first quarter.

January Sales by Segment 2014 v. 2013

United States	+6%
Canada -4% in local currency	-13%
Other Businesses +15% in local currency (Primarily Asia, Europe and Latin America)	+6%

Please visit www.grainger.com/investor to access a recorded message with additional details about January 2014 sales. Grainger is scheduled to report February sales on Thursday, March 13, 2014 at 8:00 a.m. EST.

W.W. Grainger, Inc., with 2013 sales of \$9.4 billion, is North America's leading broad line supplier of [maintenance, repair and operating products](#), with operations in Asia, Europe and Latin America.

Forward-Looking Statements

This document contains forward-looking statements under the federal securities law. Forward-looking statements relate to the company's expected future financial results and business plans, strategies and objectives and are not historical facts. They are generally identified by qualifiers such as "forecasting" or similar expressions. There are risks and uncertainties, the outcome of which could cause the company's results to differ materially from what is projected. The forward-looking statements should be read in conjunction with the company's most recent annual report, as well as the company's Form 10-K, Form 10-Q and other reports filed with the Securities & Exchange Commission, containing a discussion of the company's business and various factors that may affect it.

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