



W.W. Grainger, Inc.
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www.grainger.com/investor

GRAINGER REPORTS OCTOBER 2015 SALES RESULTS

CHICAGO, November 12, 2015 – Grainger (NYSE: GWW) today reported daily sales results for the month of October 2015. Company daily sales declined 1 percent in October of 2015 versus October of 2014. The sales performance included 4 percentage points from Cromwell Group (Holdings) Limited, acquired September 1, 2015 and a 3 percentage point reduction from foreign exchange. Excluding acquisitions and foreign exchange, organic daily sales declined 2 percent driven by a 1 percentage point decline in price and a 1 percentage point decline from lower sales of safety products. In October 2014, incremental sales of Ebola-related safety products contributed 1 percentage point to sales growth versus the previous year. The month of October 2015 had 22 selling days, one less than the previous year. The 2015 fourth quarter will have 64 selling days, the same as the 2014 fourth quarter.

October Sales by Segment

2015 v. 2014

United States	- 3%
Canada -13% in local currency	- 25%
Other Businesses +54% in local currencies / +18% organic	+43%

Please visit www.grainger.com/investor to access a recorded message with additional details about October 2015 sales. Grainger is scheduled to report November 2015 sales results on Friday, December 11, 2015 at 8:00 a.m. EST.

About Grainger

W.W. Grainger, Inc., with 2014 sales of \$10.0 billion, is North America's leading broad line supplier of [maintenance, repair and operating products](#), with operations also 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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