



W.W. Grainger, Inc.  
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[www.grainger.com/investor](http://www.grainger.com/investor)

## **GRAINGER REPORTS FEBRUARY 2016 SALES RESULTS**

CHICAGO, March 11, 2016 – Grainger (NYSE: GWW) today reported daily sales results for the month of February 2016. Company daily sales increased 1 percent in February of 2016 versus February of 2015. The sales growth included a 4 percentage point contribution from Cromwell Group (Holdings) Limited, acquired September 1, 2015, and a 1 percentage point reduction from foreign exchange. Excluding acquisitions and foreign exchange, organic daily sales declined 2 percent driven by a 2 percentage point decline from lower sales of seasonal products, a 2 percentage point decline in price, a 1 percentage point decline from lower sales of Ebola products and a 1 percentage point decline from Canada's deployment of SAP. The decline was partially offset by a 4 percentage point increase in volume. The month of February 2016 had 21 selling days, one more than the previous year. The 2016 first quarter will have 64 selling days, one more than the 2015 first quarter.

### **February Sales by Segment**

#### **2016 v. 2015**

United States	-1%
Canada -24% in local currency	-33%
Other Businesses +51% in local currencies / +16% organic	+46%

Please visit [www.grainger.com/investor](http://www.grainger.com/investor) to access a recorded message with additional details about February 2016 sales. Grainger is scheduled to report first quarter earnings on Monday, April 18, 2016, at 7:30 a.m. EDT.

## About Grainger

W.W. Grainger, Inc., with 2015 sales of \$10 billion, is North America's leading broad line supplier of [maintenance, repair and operating products](#), with operations also in Europe, Asia and Latin America.

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