



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

GRAINGER REPORTS JANUARY 2016 SALES RESULTS

CHICAGO, February 11, 2016 – Grainger (NYSE: GWW) today reported daily sales results for the month of January 2016. Company daily sales increased 4 percent in January of 2016 versus January of 2015. The sales growth included a 4 percentage point contribution from Cromwell Group (Holdings) Limited, acquired September 1, 2015, and a 2 percentage point reduction from foreign exchange. Excluding acquisitions and foreign exchange, organic daily sales grew 2 percent driven by a 3 percentage point increase in volume and a 2 percentage point benefit from holiday timing, partially offset by a 2 percentage point decline in price and a 1 percentage point decline from sales of Ebola related safety products recorded in 2015 that did not repeat. The month of January 2016 had 20 selling days, one fewer than the previous year. The 2016 first quarter will have 64 selling days, one more than the 2015 first quarter.

January Sales by Segment 2016 v. 2015

United States	+1%
Canada -9% in local currency	-23%
Other Businesses +51% in local currencies / +27% organic	+56%

Please visit www.grainger.com/investor to access a recorded message with additional details about January 2016 sales. Grainger is scheduled to report February sales on Friday, March 11, 2016, at 8:00 a.m. EST.

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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