



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

GRAINGER REPORTS OCTOBER 2016 SALES RESULTS

CHICAGO, November 11, 2016 – Grainger (NYSE: GWW) today reported sales results for the month of October 2016. Company daily sales were flat in October of 2016 versus October of 2015, driven by a 1 percentage point increase in volume offset by a 1 percent decline in price. The month of October 2016 had 21 selling days, one fewer than the previous year. The 2016 fourth quarter will have 63 selling days, one fewer than the 2015 fourth quarter.

October Daily Sales by Segment 2016 v. 2015

United States	-1%
Canada -13% in local currency	-15%
Other Businesses +15% in local currencies	+15%

Please visit www.grainger.com/investor to access a recorded message with additional details about October 2016 sales. Grainger is scheduled to report November sales results on Tuesday, December 13, 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](#) (MRO), with operations also in Europe, Asia and Latin America.

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