



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

GRAINGER REPORTS MAY 2016 SALES RESULTS

CHICAGO, June 13, 2016 – Grainger (NYSE: GWW) today reported daily sales results for the month of May 2016. Company daily sales increased 1 percent in May of 2016 versus May of 2015. The sales growth included a 4 percentage point contribution from Cromwell Group (Holdings) Limited, acquired September 1, 2015. Excluding acquisitions, organic daily sales were down 3 percent, driven by a 1 percentage point decrease in volume, a 1 percentage point decline in price, and a 1 percentage point negative impact from the wildfires in Alberta. The month of May 2016 had 21 selling days, one more than the previous year. The 2016 second quarter will have 64 selling days, the same as the 2015 second quarter.

May Sales by Segment 2016 v. 2015

United States	-3%
Canada -15% in local currency	-20%
Other Businesses +43% in local currencies / +15% organic	+44%

Please visit www.grainger.com/investor to access a recorded message with additional details about May 2016 sales. Grainger is scheduled to report second quarter earnings on Tuesday, July 19, 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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