



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

GRAINGER REPORTS JULY 2016 SALES RESULTS

CHICAGO, August 11, 2016 – Grainger (NYSE: GWW) today reported sales results for the month of July 2016. Company daily sales increased 3 percent in July of 2016 versus July 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 1 percent, driven by a 1 percentage point decline in price and flat volume. The month of July 2016 had 20 selling days, two fewer than the previous year. The 2016 third quarter will have 64 selling days, the same as the 2015 third quarter.

July Sales by Segment

2016 v. 2015

United States	-2%
Canada -14% in local currency	-19%
Other Businesses +50% in local currencies / +20% organic	+56%

Please visit www.grainger.com/investor to access a recorded message with additional details about July 2016 sales. Grainger is scheduled to report August sales results on Tuesday, September 13, 2016, at 8:00 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](#) (MRO), with operations also in Europe, Asia and Latin America.

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