



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

## GRAINGER REPORTS JULY 2013 SALES RESULTS

CHICAGO, August 12, 2013 – Grainger (NYSE: GWW) today reported sales results for the month of July 2013. Daily sales increased 4 percent versus July 2012, and included 5 percentage points from volume, 1 percentage point from price and 1 percentage point from acquisitions, partially offset by a 1 percentage point decline from unfavorable foreign exchange, 1 percentage point decline from lower sales of seasonal products and a 1 percentage point decline from the timing of the July 4<sup>th</sup> holiday in the United States. The month of July 2013 had 22 selling days versus 21 selling days in July 2012. The 2013 third quarter will have 64 selling days, one more than the 2012 third quarter.

### July Daily Sales by Segment 2013 v. 2012

United States	+6%
Canada +2% in local currency	-1%
Other Businesses (Primarily Asia, Europe and Latin America) +3% in local currencies	-2%

Please visit [www.grainger.com/investor](http://www.grainger.com/investor) to access a recorded message with additional details about July 2013 sales. Grainger is scheduled to report August sales on Thursday, September 12, 2013 at 8:00 a.m. EDT.

W.W. Grainger, Inc. with 2012 sales of \$9 billion is North America's leading broad line supplier of [maintenance, repair and operating products](#), with expanding global operations. For more information about the company, visit [www.grainger.com/investor](http://www.grainger.com/investor).

#### Forward-Looking Statements

This document contains forward-looking statements under the federal securities law. Forward-looking statements relate to the company's expected future financial results and business plans, strategies and objectives and are not historical facts. They are generally identified by qualifiers such as "forecasting" or similar expressions. There are risks and uncertainties, the outcome of which could cause the company's results to differ materially from what is projected. The forward-looking statements should be read in conjunction with the company's most recent annual report, as well as the company's Form 10-K, Form 10-Q and other reports filed with the Securities & Exchange Commission, containing a discussion of the company's business and various factors that may affect it.

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