



W.W. Grainger, Inc.
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GRAINGER REPORTS NOVEMBER 2015 SALES RESULTS

CHICAGO, December 11, 2015 – Grainger (NYSE: GWW) today reported daily sales results for the month of November 2015. Company daily sales declined 2 percent in November of 2015 versus November of 2014. The sales performance included a 4 percentage point contribution from Cromwell Group (Holdings) Limited, acquired September 1, 2015, and a 3 percentage point reduction from foreign exchange. Excluding acquisitions and foreign exchange, organic daily sales declined 3 percent driven by a 1 percentage point decline in price and a 2 percentage point decline from lower sales of seasonal and safety products. Sales in November 2014 benefited from winter storms as well as Ebola related safety products that did not repeat in November 2015. The month of November 2015 had 20 selling days, one more than the previous year. The 2015 fourth quarter will have 64 selling days, the same as the 2014 fourth quarter.

November Sales by Segment

2015 v. 2014

United States	-5%
-2% excluding seasonal and Ebola related products	
Canada	-27%
-14% in local currency	
Other Businesses	+40%
+51% in local currencies / +18% organic	

Please visit www.grainger.com/investor to access a recorded message with additional details about November 2015 sales. Grainger is scheduled to report fourth quarter 2015 results on Tuesday, January 26, 2016, at 7:30 a.m. EST.

About Grainger

W.W. Grainger, Inc., with 2014 sales of \$10 billion, is North America's leading broad line supplier of [maintenance, repair and operating products](#), with operations also in Asia, Europe and Latin America.

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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