



FOR THE ONES WHO GET IT DONE

W.W. Grainger, Inc.  
100 Grainger Parkway  
Lake Forest, IL 60045-5201  
www.grainger.com/investor

## GRAINGER REPORTS APRIL 2014 SALES RESULTS

CHICAGO, May 13, 2014 – Grainger (NYSE: GWW) today reported sales results for the month of April 2014. Sales increased 5 percent versus April 2013. Results for the month included 1 percentage point from acquisitions, net of dispositions, and a 1 percentage point decline from unfavorable foreign exchange. Excluding acquisitions and foreign exchange, organic sales increased 5 percent driven by 7 percentage points from volume, partially offset by 2 percentage points from the timing of the Easter holiday. April 2014 had 22 selling days, the same as April 2013. The 2014 second quarter will have 64 selling days, the same number as the 2013 second quarter.

### April Sales by Segment 2014 v. 2013

United States	+7%
Canada -5% in local currency	-12%
Other Businesses +22% in local currency (Primarily Asia, Europe and Latin America)	+18%

Please visit [www.grainger.com/investor](http://www.grainger.com/investor) to access a recorded message with additional details about April 2014 sales. Grainger is scheduled to report May 2014 sales on Thursday, June 12, 2014 at 8:00 a.m. EDT.

W.W. Grainger, Inc., with 2013 sales of \$9.4 billion, is North America's leading broad line supplier of [maintenance, repair and operating products](#), with operations 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.

### Contacts:

#### **Media:**

Joseph Micucci  
Director, Media Relations  
O: 847-535-0879  
M: 847-830-5328

Grainger Media Relations Hotline  
847-535-5678

#### **Investors:**

Laura Brown  
SVP, Communications & Investor Relations  
O: 847-535-0409  
M: 847-804-1383

William Chapman  
Sr. Director, Investor Relations  
O: 847-535-0881  
M: 847-456-8647

Casey Darby  
Sr. Manager, Investor Relations  
O: 847-535-0099  
M: 847-964-3281

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