



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

GRAINGER REPORTS OCTOBER 2013 SALES RESULTS

CHICAGO, November 12, 2013 – Grainger (NYSE: GWW) today reported sales results for the month of October 2013. Sales increased 7 percent versus October 2012. Results for the month included 3 percentage points positive contribution from acquisitions and a 1 percentage point decline from unfavorable foreign exchange. Excluding acquisitions and foreign exchange, organic sales increased 5 percent driven by 6 percentage points of volume growth, partially offset by a 1 percentage point decline from sales of hurricane-related products in October 2012. Last year, Grainger provided hurricane-related products for the preparation and response to Hurricane Sandy in the northeast United States. The month of October 2013 had 23 selling days, the same as October 2012. The 2013 fourth quarter will have 64 selling days, the same as the 2012 fourth quarter.

October Sales by Segment 2013 v. 2012

United States	+10%
Canada +1% in local currency	- 4%
Other Businesses (Primarily Asia, Europe and Latin America) +9% in local currencies	+2%

Please visit www.grainger.com/investor to access a recorded message with additional details about October 2013 sales. Grainger is scheduled to report November 2013 sales results on Thursday, December 12, 2013 at 8:00 a.m. EST.

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.

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
Senior Vice President, Communications
and Investor Relations
O: 847-535-0409
M: 847-804-1383

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

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

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