



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

GRAINGER REPORTS APRIL 2016 SALES RESULTS

CHICAGO, May 12, 2016 – Grainger (NYSE: GWW) today reported daily sales results for the month of April 2016. Company daily sales increased 4 percent in April of 2016 versus April 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 flat driven by a 1 percentage point increase in volume and a 1 percentage point benefit from the timing of the Easter holiday, offset by a 2 percentage point decline in price. The month of April 2016 had 21 selling days, one fewer than the previous year. The 2016 second quarter will have 64 selling days, the same as the 2015 second quarter.

April Sales by Segment 2016 v. 2015

United States	-1%
Canada -13% in local currency	-14%
Other Businesses +54% in local currencies / +24% organic	+56%

Please visit www.grainger.com/investor to access a recorded message with additional details about April 2016 sales. Grainger is scheduled to report May sales on Monday, June 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](#), with operations also in Europe, Asia and Latin America.

Contacts:

Media:

Joseph Micucci
Director, External 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

Michael Ferreter
Senior Manager, Investor Relations
O: 847-535-1439
M: 847-271-6357

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