



W.W. Grainger, Inc.
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GRAINGER REPORTS NOVEMBER 2013 SALES RESULTS

CHICAGO, December 12, 2013 – Grainger (NYSE: GWW) today reported daily sales results for the month of November 2013. Daily sales increased 5 percent versus November 2012. Results for the month included 4 percentage points from acquisitions and a 2 percentage points decline from unfavorable foreign exchange. Excluding acquisitions and foreign exchange, organic daily sales increased 3 percent driven by 6 percentage points of volume growth, partially offset by 2 percentage points decline from sales of hurricane-related products in November 2012 and 1 percentage point decline from price. In the fourth quarter of last year, Grainger provided hurricane-related products for the preparation for and response to Hurricane Sandy in the northeast United States. The month of November 2013 had 20 selling days, one less than in November 2012. The 2013 fourth quarter will have 64 selling days, the same as the 2012 fourth quarter.

November Daily Sales by Segment 2013 v. 2012

United States	+7%
Canada +3% in local currency	- 2%
Other Businesses (Primarily Asia, Europe and Latin America) +13% in local currencies	+5%

Please visit www.grainger.com/investor to access a recorded message with additional details about November 2013 sales. Grainger is scheduled to report fourth quarter 2013 results on Friday, January 24, 2014 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.

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