



W.W. Grainger, Inc.
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www.grainger.com/investor

GRAINGER REPORTS AUGUST 2016 SALES RESULTS

CHICAGO, September 13, 2016 – Grainger (NYSE: GWW) today reported sales results for the month of August 2016. Company daily sales increased 4 percent in August of 2016 versus August of 2015. The sales growth included a 3 percentage point contribution from Cromwell Group (Holdings) Limited, acquired September 1, 2015, and a 1 percentage point increase from favorable foreign exchange. Excluding acquisitions and foreign exchange, organic sales were flat consisting of a 1 percentage point contribution from sales of seasonal products offset by a 1 percentage point decline in price. The month of August 2016 had 23 selling days, two more than the previous year. The 2016 third quarter will have 64 selling days, the same as the 2015 third quarter.

August Sales by Segment

2016 v. 2015

United States	+1%
Canada -16% in local currency	-14%
Other Businesses +36% in local currencies / +11% organic	+42%

Please visit www.grainger.com/investor to access a recorded message with additional details about August 2016 sales. Grainger is scheduled to report third quarter earnings on Tuesday, October 18, 2016, at 7:30 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](#) (MRO), with operations also in Europe, Asia and Latin America.

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