News Release

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

GRAINGER REPORTS NOVEMBER 2016 SALES RESULTS

CHICAGO, December 13, 2016 – Grainger (NYSE: GWW) today reported sales results for the month of November 2016. Company daily sales were down 3 percent in November of 2016 versus November of 2015, driven by a 1 percentage point decline in volume, a 1 percent decline in price and a 1 percentage point decline from lower sales of seasonal products. The month of November 2016 had 21 selling days, one more than the previous year. The 2016 fourth quarter will have 63 selling days, one fewer than the 2015 fourth quarter.

November Daily Sales by Segment

2016 v. 2015

United States	-3%
Canada -17% in local currency	-17%
Other Businesses +7% in local currencies	+6%

Please visit www.grainger.com/investor to access a recorded message with additional details about November 2016 sales. Grainger is scheduled to report fourth quarter earnings on Wednesday, January 25, 2017, at 7:30 a.m. EST.

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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