

Recent Information

Grainger Promotes Davidson and Pulick



Pat Davidson was named Senior Vice President, Sales and Marketing. Pat joined the company in 1986 and has had a broad spectrum of

experience within Grainger's operations, most recently serving as Senior Vice President, Customer Service.



Mike Pulick was named Senior Vice President, Customer Service. Mike joined the company in 1999 and has held a number of

increasingly responsible positions in the company's supplier and product management areas, most recently serving as Vice President, Product Management.

Upcoming Events

Grainger China-Grand Opening

Monday, September 25, 2006

Click [here](#) to view

Grainger China analyst presentations



Third Quarter Earnings Release is scheduled for Monday, October 16, 2006 before the NYSE opens.

[Set up an automatic email reminder](#)

A Monthly Sales and Information Bulletin

August 2006 Sales

Grainger's daily sales for the month of August grew 10 percent versus August 2005. While there are the same number of days in both months, there is one less selling day in the 2006 third quarter.

	Selling Days	
	2006	2005
Mo.	23	23
Qtr.	63	64
Yr.	254	255

Daily sales at Grainger's Branch-based segment grew by 9 percent versus August 2005. In the United States, sales were positively affected by approximately 1 percentage point due to strong sales of seasonal products. Results were negatively affected by approximately 2 percentage points from continued disengagements from automotive and integrated supply contracts.

At the Acklands-Grainger Branch-based segment, daily sales were up 17 percent (8 percent in Canadian dollars). At Lab Safety Supply (LSS), daily sales were up 9 percent.

Other Company Information

Effect of quarterly inventory transactions due to SAP

As previously reported in the 2006 first and second quarter earnings releases, implementation of the SAP system resulted in improved methodology to capture data related to certain inventory transactions. Under the prior system, these inventory adjustments were not available on a quarterly basis and were reported in the fourth quarter. As a result of the SAP system improvement, the company picked up \$0.05 per share earnings in each of the first two quarters of 2006.

Hurricanes added \$8 million to sales in the third quarter of 2005

Last year, hurricanes affected a number of Grainger branches in Florida and along the Gulf Coast late in August and early in September. As customers rebuilt in the hurricane-damaged areas, the company's sales were positively affected by approximately \$8 million in September 2005. There has not been any equivalent hurricane activity in the 2006 third quarter.

Grainger.com recognized by *Business-to-Business* magazine

Business to Business magazine has ranked Grainger.com as one of the "10 Great Web sites." Click [here](#) to view the article.

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The electronic version of this document also contains links to various articles, often hosted on third party websites, about Grainger and the MRO industry. These links display the articles as they originally appeared and may contain errors or become outdated. The inclusion of any such link in this document does not imply Grainger's endorsement of the site, the accuracy or completeness of the information presented, the organization operating such site or the author(s) of the article, or any products or services of that organization.