

Recent Information

Grainger's Board voted last month to increase the quarterly dividend by five cents to 29 cents per share. This represents a 21 percent increase. The company has raised its dividend 35 consecutive years.



The company's Product Line Expansion initiative took center stage at the 8th Annual Merrill Lynch Global Industrials Conference, where Michael Pulick, Vice President, Product Management, presented earlier this week. [Click here](#) to access the webcast.



On April 24, 2006, Grainger reopened its downtown New Orleans branch, which was closed in the wake of Hurricane Katrina. The branch now offers 33 percent more products and a 50 percent larger showroom to help customers get the products they need quickly and conveniently.



The Dallas Morning News included coverage of the market expansion program in the Dallas market. [Click here](#) to view the most recent Market Expansion Update.

Upcoming Events

Electrical Products Group Conference

James T. Ryan, President
Longboat Key, Florida
Wednesday, May 24, 2006

A Monthly Sales and Information Bulletin

April 2006 Sales

Grainger's daily sales for the month of April grew 6 percent versus April 2005. The timing of the Easter holiday in April versus March last year negatively impacted sales by approximately 2 percentage points for the month.

	Selling Days	
	2006	2005
Mo.	20	21
Qtr.	64	64
Yr.	254	255

Daily sales at Grainger's Branch-based segment were up 6 percent versus April 2005. In the United States, sales were negatively affected by approximately 2 percentage points from continued disengagements from automotive and integrated supply contracts, as well as the timing of the Easter holiday.

At the Acklands-Grainger Branch-based segment, in Canada, daily sales were up 8 percent. At Lab Safety Supply (LSS), daily sales were up 5 percent, including sales from a recent acquisition, the Rand Materials Handling Equipment business.

Company News

Jim Ryan Promoted to President

Grainger recently promoted Jim Ryan to President. In his new role, Ryan will be responsible for all of Grainger's North American Branch-based Businesses. Ryan joined Grainger in 1980 and has held many executive positions in the company, most recently Ryan served as Group President for the U.S. Branch-based Business.

Also, Y.C. Chen was promoted to Group President responsible for Canada and Mexico. Chen joined Grainger in 1996 and most recently served as Senior Vice President, Supply Chain for the U.S. Branch-based Business. Kevin Peters was promoted to Senior Vice President, Supply Chain replacing Y.C. Chen. Peters joined Grainger in 2002 and has had responsibility for inventory and supply chain operations.

In addition, Deb Oler was promoted to Vice President, Sales responsible for driving sales growth in the United States. Oler joined Grainger in 2002 and most recently served as Vice President, Sales Effectiveness and Direct Marketing.

Shareholders Elect Thirteen Directors at Annual Meeting

On April 26, 2006, Grainger's shareholders elected thirteen directors to the board. They are: Brian P. Anderson, Wilbur H. Gantz, David W. Grainger, V. Ann Hailey, William K. Hall, Richard L. Keyser, Stuart L. Levenick, John W. McCarter, Jr., Neil S. Novich, Michael J. Roberts, Gary L. Rogers, James D. Slavik and Harold B. Smith.

This document may contain forward-looking statements under the federal securities laws. The 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 "anticipates," "expects," "forecast," "goals," "projected," "target" 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 and other reports filed with the Securities Exchange Commission, containing a discussion of the company's business and of various factors that may affect it.

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.