

## Recent Information

### Grainger appoints new Acklands – Grainger President

Court Carruthers, 34, has been named President of Grainger's Canadian subsidiary, Acklands – Grainger Inc. Carruthers' new responsibilities include growing and improving the business operations in Canada.

Carruthers joined Acklands – Grainger in 2002 as Vice President, National Accounts and Sales, and he has been responsible for the company's sales strategy. Prior to joining Grainger, Carruthers served in increasingly responsible roles at Dynamex Inc., Veredex Logistics Inc. and Purolator Courier Ltd.



### Product line expansion planned for 2007

Based on the success of this year's product line expansion initiative, the company plans to add an additional 25,000 products to its catalog next year. The new catalog will be distributed in February 2007 to Grainger customers.

## Upcoming Events

### Grainger Analyst Meeting

Wednesday, November 15, 2006  
Click [here](#) to access the PowerPoint presentation and audio webcast.



### November Sales Update

Tuesday, December 12, 2006  
[Set up email alert.](#)

## A Monthly Sales and Information Bulletin

### October 2006 Sales

Grainger's daily sales for the month of October grew 5 percent versus October 2005. The 2005 and 2006 fourth quarters contain the same number of sales days; however, October has one additional day and December has one less day.

	Selling Days	
	2006	2005
Mo.	22	21
Qtr.	63	63
Yr.	254	255

Daily sales at Grainger's Branch-based segment grew by 4 percent versus October 2005. Results were negatively affected by difficult comparisons due to hurricane-related sales in October 2005 and 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 9 percent (5 percent in Canadian dollars). At Lab Safety Supply (LSS), daily sales were up 10 percent.

## Other Company Information

### Grainger, S.A. de C.V. opens new branch in Chihuahua, Mexico

Grainger's Mexican subsidiary, Grainger, S.A. de C.V., recently opened its seventh branch. The Chihuahua, Mexico, facility will feature some 10,000 products, a 3,000-square foot showroom and a 15,000-square foot warehouse. Chihuahua joins new facilities established in Santa Catarina and Tijuana earlier this year.

Currently, Grainger S.A. de C.V. offers 35,000 products and has plans to expand its product offering over the next three years. A larger product offering, expanded branch network and improved logistics network are expected to help Grainger continue to gain share in Mexico.



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 "will," "expected," "plans," "planned," "estimated," 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.

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