

Management



Richard L. Keyser

Chairman of the Board and Chief Executive Officer

Richard L. Keyser was elected Chief Executive Officer in September 1995 and then Chairman of the Board in September 1997. He is responsible for the strategic direction and overall leadership of the company. Prior to this appointment, Mr. Keyser served as President and Chief Executive Officer and as President and Chief Operating Officer. Mr. Keyser currently serves on the board of directors for the Rohm and Haas Company, The Principal Financial Group and Evanston Northwestern Healthcare. He is a trustee of the John G. Shedd Aquarium and a member of the Economic Club of Chicago, the Commercial Club of Chicago and the Business Roundtable.



James T. Ryan

Group President

James T. Ryan was elected Group President in April 2004. He is responsible for driving sales and service growth across all of the company's businesses operating under the Grainger brand in the United States. Mr. Ryan has served Grainger in increasingly responsible roles since 1980, including President, grainger.com, President, Grainger Parts and most recently Executive Vice President, Marketing, Sales and Service. Mr. Ryan is a member of the Economic Club of Chicago.



P. Ogden Loux

Senior Vice President, Finance and Chief Financial Officer

P. Ogden Loux was elected Senior Vice President, Finance and Chief Financial Officer in December 1997. His responsibilities include financial planning and analysis, financial process planning and control, financial reporting, internal audit, treasury operations and administrative services. Since 1987, when he joined Grainger, Mr. Loux has served in increasingly responsible roles, including Vice President and Controller, Vice President, Business Support and Vice President, Finance.



Timothy M. Ferrarell

Senior Vice President, Enterprise Systems

Timothy M. Ferrarell was named Senior Vice President, Enterprise Systems, in June 2001. He is responsible for enhancing customers' experiences through the company's process improvement and business system integration efforts. Prior to this role, Mr. Ferrarell served as Vice President, Marketing. Mr. Ferrarell serves on the board of directors for the Lincoln Foundation for Performance Excellence and is on the Board of Trustees for Lewis University.



Douglas J. Harrison

President, Acklands – Grainger Inc.

Douglas J. Harrison was named President, Acklands – Grainger Inc., a subsidiary of Grainger, in September 1999. In this role, he is responsible for the Canadian company in its entirety, including its sales, operations and general management. The Acklands – Grainger branch network is located throughout Canada and serves a wide range of customers. Mr. Harrison serves on the board of Livingston International Inc., Canada's largest customs broker.



Nancy A. Hobor

Senior Vice President, Communications and Investor Relations

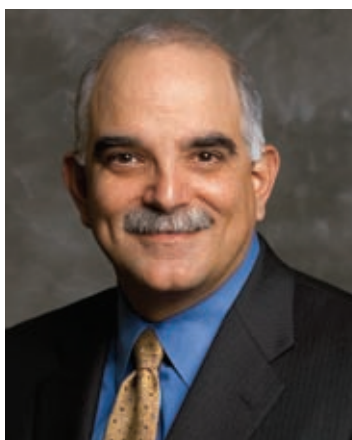
Nancy A. Hobor was named Senior Vice President, Communications and Investor Relations in March 2003. She has been responsible for Grainger's internal and external communications, community relations and investor relations since 1999. Ms. Hobor serves as Adjunct Professor of Investor Relations at Northwestern University. She is a member of the board of Arthur W. Page Society, the Visiting Committee of the Division of the Social Sciences for the University of Chicago, head of the Advisory Committee of the National Investor Relations Institute Center for Strategic Communications and a member of the Senior Roundtable.



John L. Howard

Senior Vice President and General Counsel

John L. Howard joined Grainger and was elected Senior Vice President and General Counsel in January 2000. His responsibilities include supporting all of the company's legal functions. He serves on the Wilson Council of the Woodrow Wilson Center for International Scholars and on the Council of Legal Advisors of the National Legal Center for the Public Interest, both in Washington, D.C. He also serves on the board of directors of the Chicago Botanic Garden.



Larry J. Loizzo

Senior Vice President, President, Lab Safety Supply, Inc.

Larry J. Loizzo was named President, Lab Safety Supply, Inc., a subsidiary of Grainger, in June 1996. He is responsible for the overall management and operations of Lab Safety Supply. Mr. Loizzo has been with Lab Safety Supply since 1987. Mr. Loizzo serves on the board of directors of the Safety Equipment Distributors Association and the Blackhawk Technical College Foundation. He is also a member of the University of Wisconsin at Whitewater Marketing Advisory Committee and the Forward Janesville Major Industries Council.



Lawrence J. Pilon

Senior Vice President, Human Resources

Lawrence J. Pilon was named Senior Vice President of Human Resources in February 2005. He is responsible for providing strategic direction and leadership for the design, development and execution of Grainger's human resource initiatives. Prior to joining Grainger, Mr. Pilon served as Executive Vice President, Human Resources for the Kellogg Company, where he was responsible for the worldwide human resource function.



John A. Schweig

Senior Vice President, Strategy and Development

John A. Schweig was elected Senior Vice President, Strategy and Development in March 2003. Mr. Schweig is responsible for Grainger's international distribution and sourcing activities, and for identifying and capitalizing on other strategic opportunities for company growth. Mr. Schweig joined Grainger in 1990 as Vice President, Marketing. Mr. Schweig serves on the board of the Chicago Youth Centers. He is also an Advisory Board Member of the University of Wisconsin-Madison School of Business' Center for Brand and Product Management.



William D. Chapman

Director, Investor Relations

William D. Chapman was named Director, Investor Relations in October 1999. In this role, he serves as the company's primary contact with the investment community. Mr. Chapman is Executive Vice President for the Chicago Chapter of the National Investor Relations Institute and is a member of the Manufacturers Alliance Investor Relations Council. He also serves as a Director, past President and Scholarship Chairman of the Wisconsin Alumni Association-Chicago Chapter and is a Director of the National Wisconsin Alumni Association.