

Laura D. Brown

Laura D. Brown was named Senior Vice President, Communications and Investor Relations in 2010. She is responsible for Grainger's internal and external communications, public affairs, and investor relations.

Since joining Grainger, Ms. Brown has held a number of executive roles, including Vice President, Global Business Communications and Vice President of Investor Relations, a role she assumed in 2008. Prior to this role, Ms. Brown served as Vice President of Marketing, overseeing the company's market and customer research and analysis, channel and segment marketing, customer branding, online marketing and marketing communications efforts. In addition, she led the strategy development and operational execution of Grainger's multi-year market expansion initiative focused on the top 25 U.S. metro markets. In addition, Ms. Brown served as the Vice President of Finance for Grainger's field sales, operations, marketing and e-business functions. Ms. Brown joined Grainger in 2000 as Vice President, Internet Business Analysis and Supplier Management, for Grainger.com.

Prior to joining Grainger, Ms. Brown was a Vice President at Alliant Foodservice and at Dietary Products at Baxter. She began her career at Baxter in 1985 focusing primarily on financial roles in the distribution and manufacturing businesses.

Ms. Brown is a member of The Chicago Network and The Economic Club of Chicago, serves as Chair of the Board of Make-A-Wish Illinois and is a 2012 Fellow of the Leadership Greater Chicago program. In addition, for over 10 years, Ms. Brown had been active with the Friends of Lake Forest Parks and Recreation Foundation, serving as the President for 3 years and Treasurer for 3 years.

She graduated from Indiana University with a bachelor's degree in accounting and obtained designation as a Certified Public Accountant in 1985.

W.W. Grainger, Inc., with 2016 sales of \$10.1 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. For more information about the company, visit www.grainger.com/investor.