



Balfour Capital Group W.W. Grainger, Inc.

W. W. Grainger, Inc. is a leading business-to-business distributor of maintenance, repair, and operations (MRO) supplies. Founded in 1927 and based in Lake Forest, Illinois, it serves over 4.5 million customers globally through a network of branches, distribution centers, online platforms (Grainger.com, Zoro, MonotaRO), and inventory management services. The product range includes safety equipment, fasteners, tools, pumps/plumbing, material handling, and technical support services.

1. Top 5 Competitors

Major direct competitors in the industrial supply and MRO distribution sector include:

- Fastenal
- MSC Industrial Direct
- McMaster-Carr
- Uline
- Wesco / HD Supply / Graybar / Rexel (depending on geography)

2. Largest Institutional Shareholders

Institutions account for approximately 74–82% of Grainger's shares. Among them, the largest holders are:

- The Vanguard Group, Inc. (~11%)
- BlackRock, Inc. (~8.5%)
- State Street Global Advisors (~4.1%)
- Geode Capital Management (~2.6%)
- FMR, LLC (Fidelity) (~2.5%)

3. Management Team

Key executives include:

- Donald G. Macpherson – Chairman & CEO
- Deidra C. Merriwether – CFO & Senior VP
- Nancy L. Berardinelli-Krantz – Senior VP & Chief Legal Officer
- Paige K. Robbins – Senior VP, President of Grainger Business Unit
- Laurie R. Thomson – VP, Controller & Principal Accounting Officer
- Also Jonny LeRoy (SVP & CTO), Kyle Bland (VP Investor Relations), Masaya Suzuki, Barry Greenhouse, and Julie Myerholtz in senior roles.



Balfour Capital Group W.W. Grainger, Inc.

4. Revenue

Grainger's trailing twelve-month (TTM) revenue is around US \$17.2 billion . Future growth is projected at ~6.2% per year with earnings growth around 6.5% annually.

5. Institutions with Buy Recommendations:

Public records do not detail which specific institutional investors issue sell recommendations. However, data shows that institutional ownership has been slightly declining in recent quarters (~2% MRQ) indicating some selling activity from institutions.

6. Analyst Sentiment Summary

- Consensus view: Mildly positive to neutral. Most ratings are Hold with some Buy and few Sell opinions.
- ChartMill consensus: ~67% analysts rate "Buy" with average price target ~\$1,096 (~5% upside).
- Simply Wall St / StockAnalysis: 10-11 analysts average target ~\$1,138 (~ +9% upside), consensus "Hold" .
- Barron's: Average target ~\$1,105 and sentiment rated Neutral (6.44/10) .
- Recent technical sentiment: Investor's Business Daily upgraded Grainger's Relative Strength rating to ~71–72 (vs. >80 for leaders), noting modest recent 2% growth in earnings & sales. Grainger ranks #1 or #2 in its industrial tools peer group depending on source .

Summary: Analysts generally expect modest growth with limited upside, pricing targets averaging in the \$1,090–1,140 range.

7. Insider Buying and Selling (Last 24 Months)

Total insider share sales: ~66,718 shares sold for ~\$66.7 million. Notable sellers include:

- Donald G. Macpherson (CEO): ~\$42.96 M
- Paige K. Robbins: ~\$17.37 M
- Deidra Merriwether (CFO): ~\$1.94 M
- Laurie R. Thomson & Nancy Krantz: also sold hundreds of thousands .

Insider buying activity: TipRanks reports some uninformative buys (grants) by Paige Robbins within last 3 months (~2,935–9,577 shares), but no significant open-market insider buying over that period. Corporate insiders placed \$1.1 M in sell transactions in past 3 months.