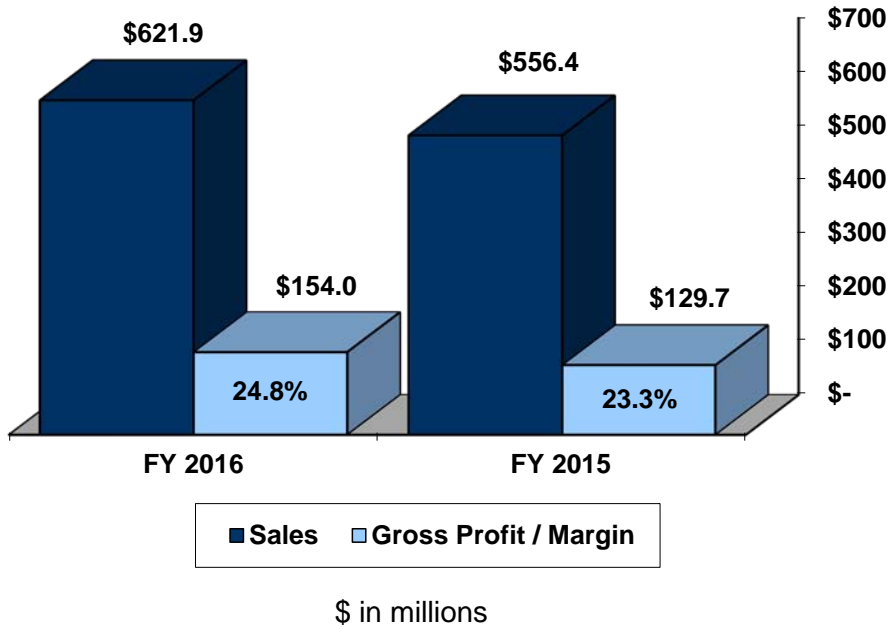


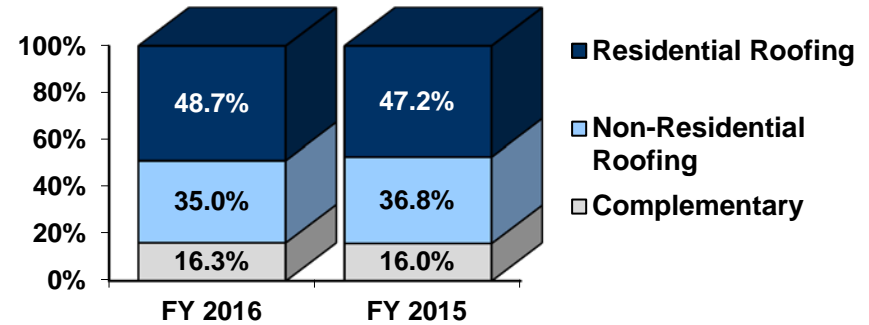


# Quarterly Results

**Existing Market Sales, Gross Profit & Gross Margin**



**Existing Market Product Mix**



**Organic Sales Growth (Decline)**

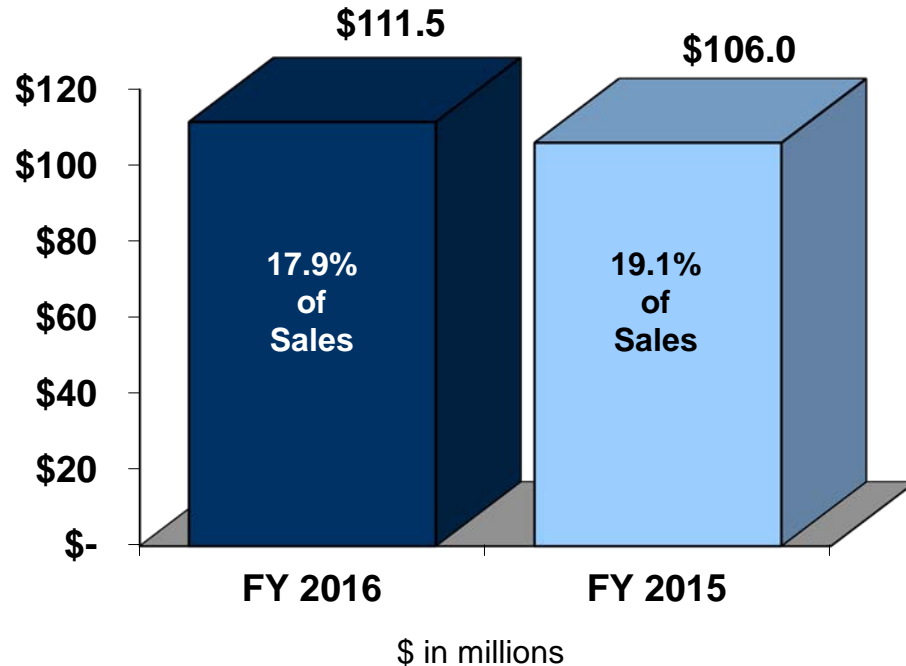
Northeast	14.9%
Mid-Atlantic	7.1%
Southeast	21.6%
Southwest	20.6%
Midwest	(0.1%)
West	40.3%
Canada	(1.0%)
<b>Total</b>	<b>11.8%</b>

**Existing Market** results above exclude growth from acquired branches until they have been under ownership for at least four full fiscal quarters at the start of the fiscal reporting period.



# Quarterly Results

## Existing Market Operating Expenses



### Operating Expense Incr. (Decr.)

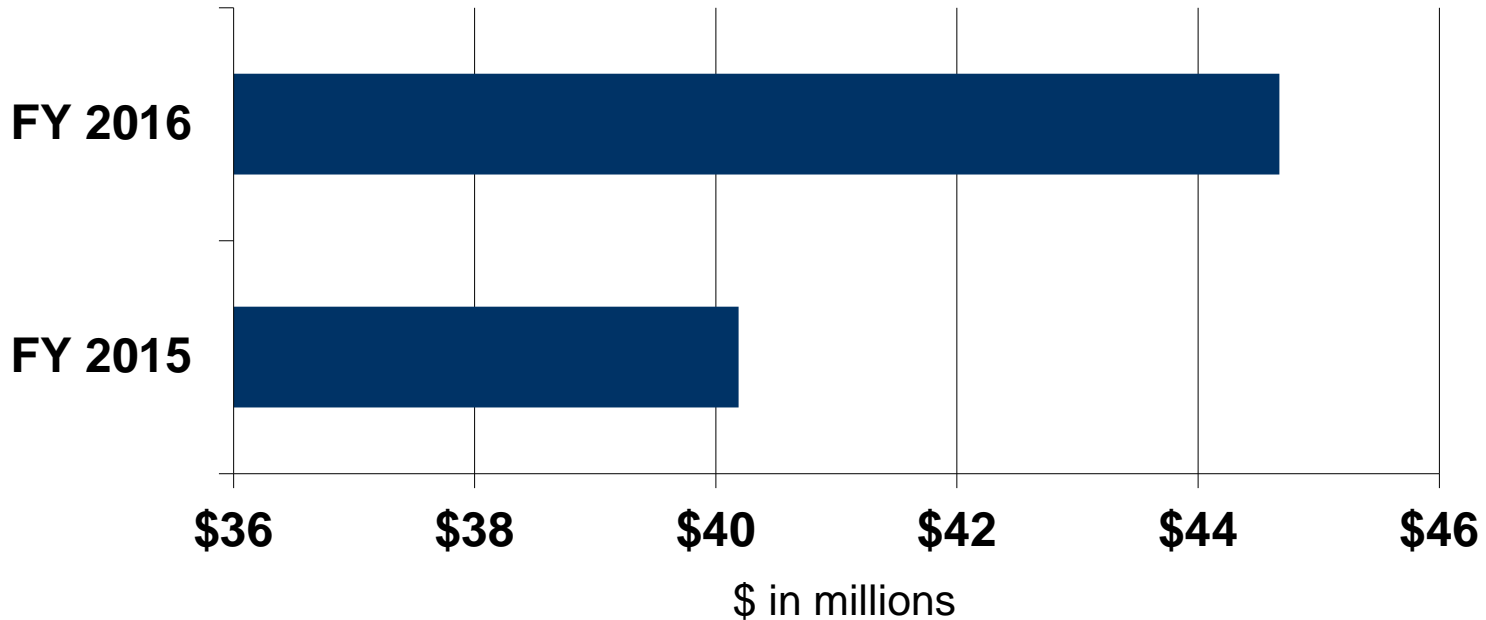
Payroll and employee benefit costs	\$ 3.3
Allowance for uncollectible accounts	2.2
New Greenfield branch investments	1.4
Depreciation & amortization	(0.2)
Warehouse and G&A expenses	(0.4)
Selling expenses	(0.8)
Other	(0.1)
<b>Total</b>	<b>\$ 5.5</b>

Existing Market results above exclude growth from acquired branches until they have been under ownership for at least four full fiscal quarters at the start of the fiscal reporting period.



## Quarterly Results

### Cash Flow From Operations



	<u>Net Income</u>	<u>Non-Cash &amp; WC Adj.</u>	<u>CF from Ops.</u>
<b>FY 2016</b>	\$7.1	\$37.6	\$44.7
<b>FY 2015</b>	\$12.9	\$27.3	\$40.2