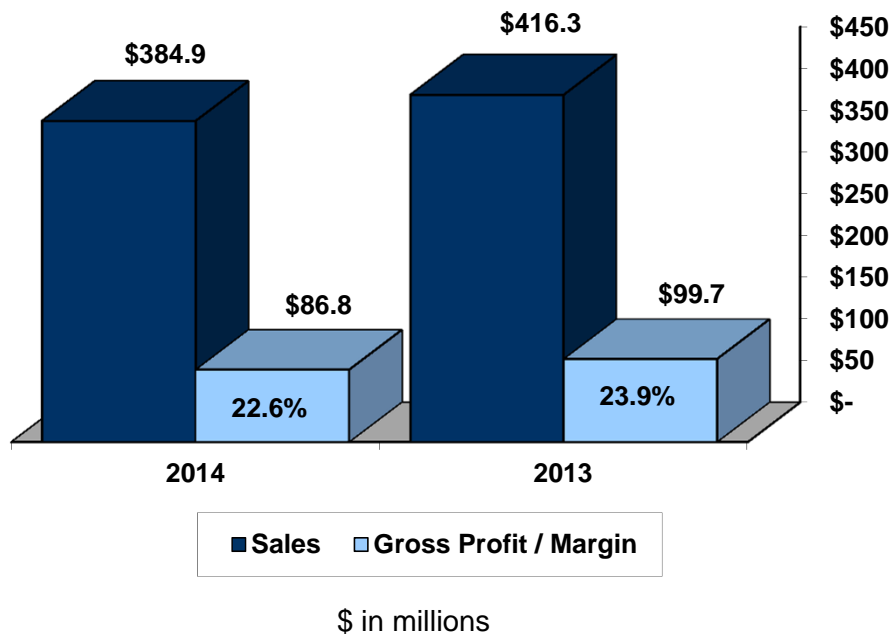


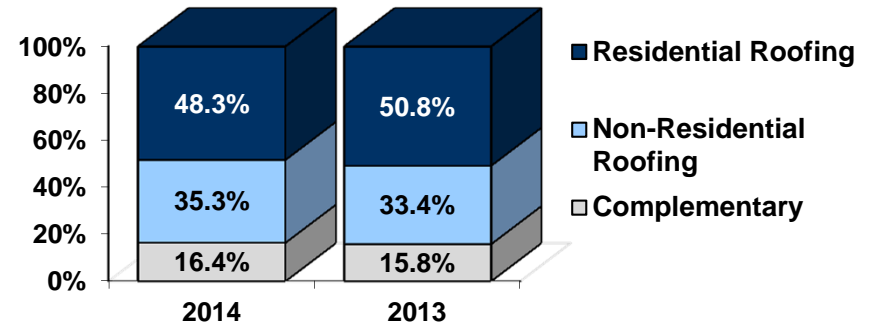


Quarterly Results

Existing Market Sales, Gross Profit & Gross Margin



Existing Market Product Mix



Organic Sales Growth (Decline)

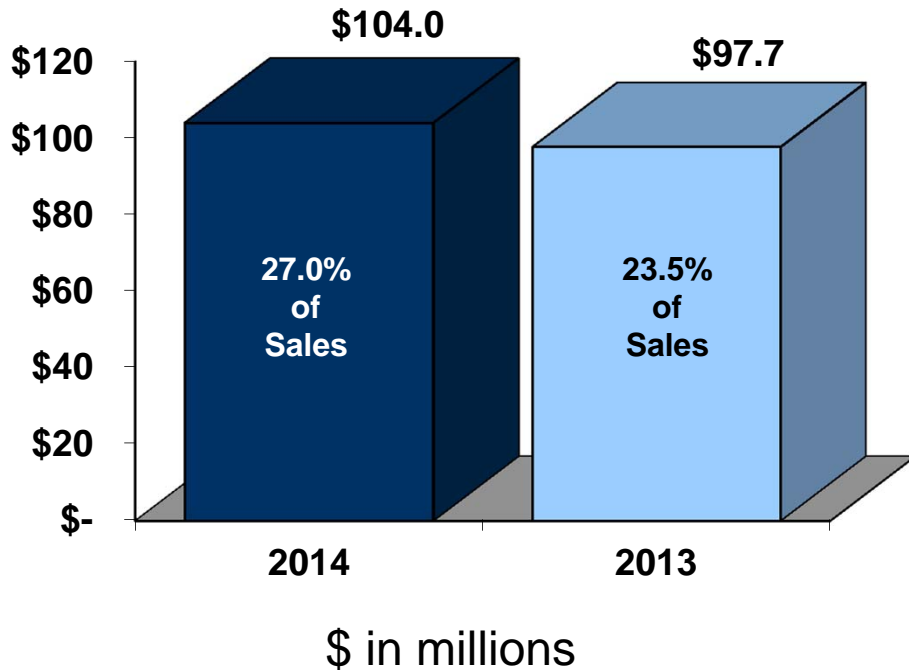
Northeast	(22.3)%
Mid-Atlantic	(14.1)%
Southeast	8.8%
Southwest	1.3%
Midwest	(17.5)%
West	12.1%
Canada	(3.7)%
Total	(7.5)%

Existing Market results above exclude branches acquired after the beginning of last year's fourth quarter.



Quarterly Results

Existing Market Operating Expenses



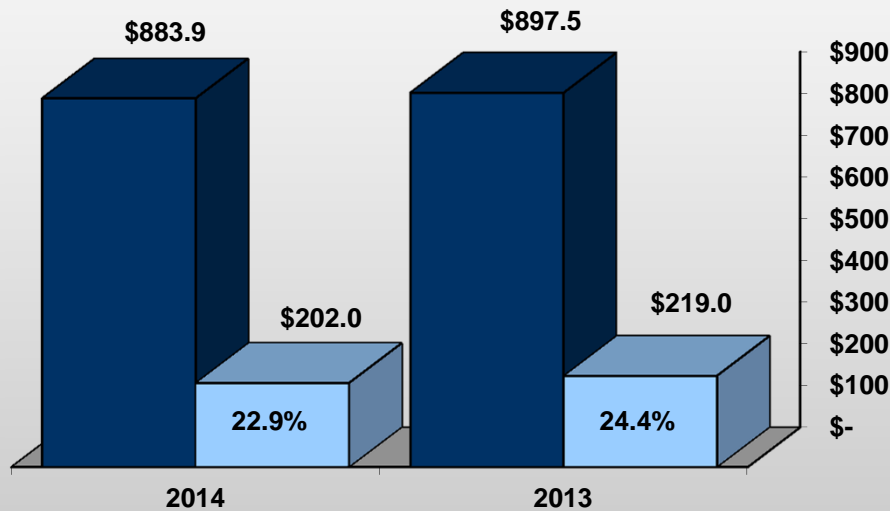
Operating Expense Incr. (Decr.)

New Greenfield branch investments	\$3.9
Incr. to allowance for uncollectible accts	1.4
Health insurance costs	0.8
Other	0.2
Total	<u><u>\$6.3</u></u>



Year-to-Date Results

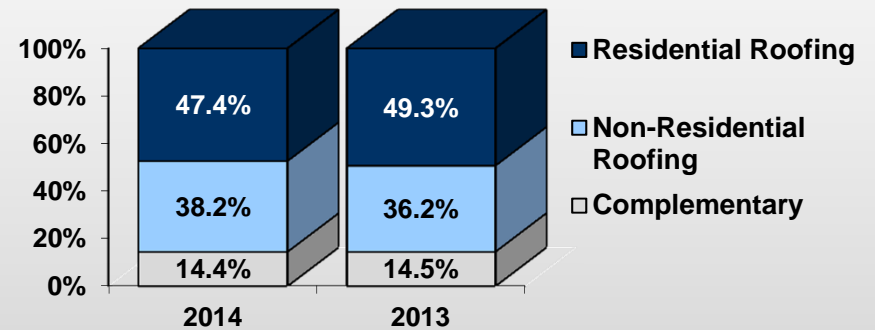
Existing Market Sales, Gross Profit & Gross Margin



■ Sales □ Gross Profit / Margin

\$ in millions

Existing Market Product Mix



Organic Sales Growth (Decline)

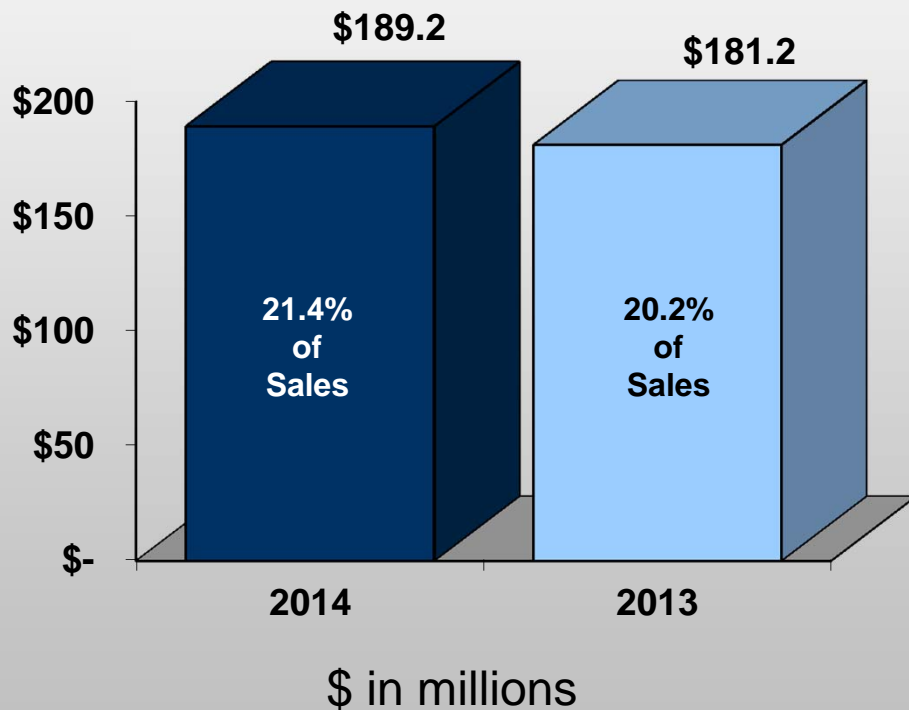
Northeast	(9.3)%
Mid-Atlantic	(8.1)%
Southeast	12.4%
Southwest	2.9%
Midwest	(3.1)%
West	18.8%
Canada	(6.8)%
Total	(1.5)%

Existing Market results above exclude branches acquired after the beginning of last year's fourth quarter.



Year-to-Date Results

Existing Market Operating Expenses



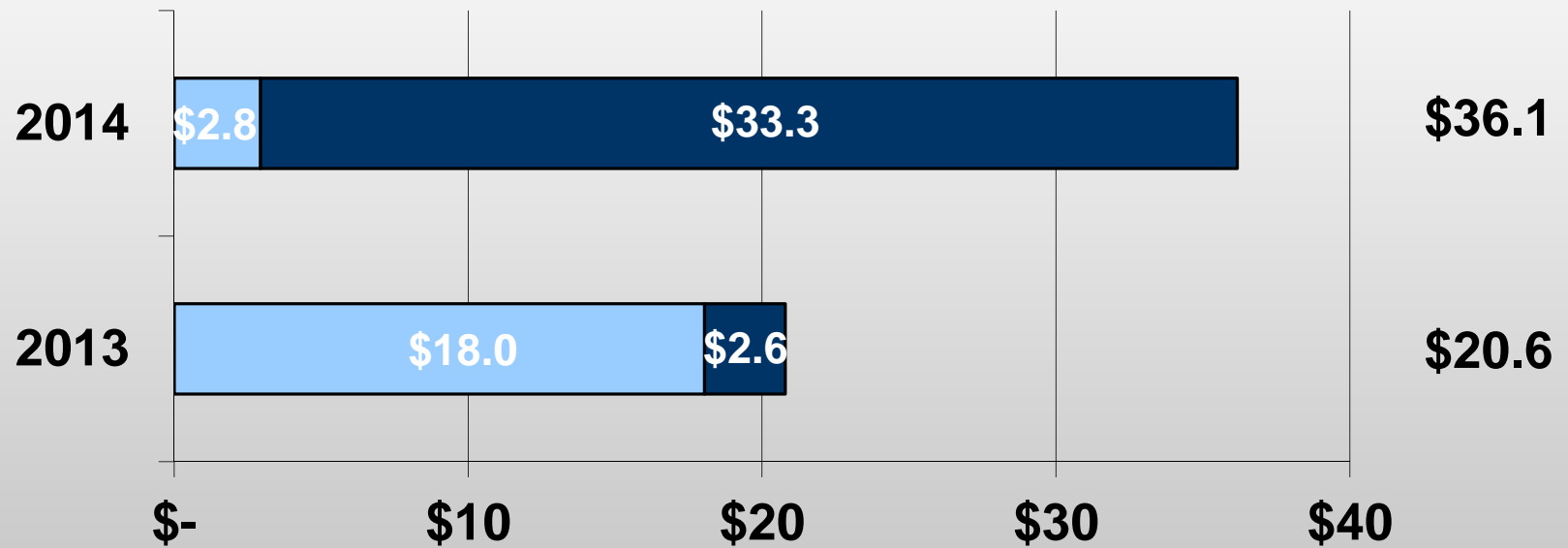
Operating Expense Incr. (Decr.)

New Greenfield branch investments	\$6.4
Health insurance costs	1.1
Incr. to allowance for uncollectible accts	1.1
Other	(0.5)
Total	\$8.0



Year-to-Date Results

Cash Flow From Operations



■ Net Income ■ Non-Cash & Working Capital Adjustments

\$ in millions