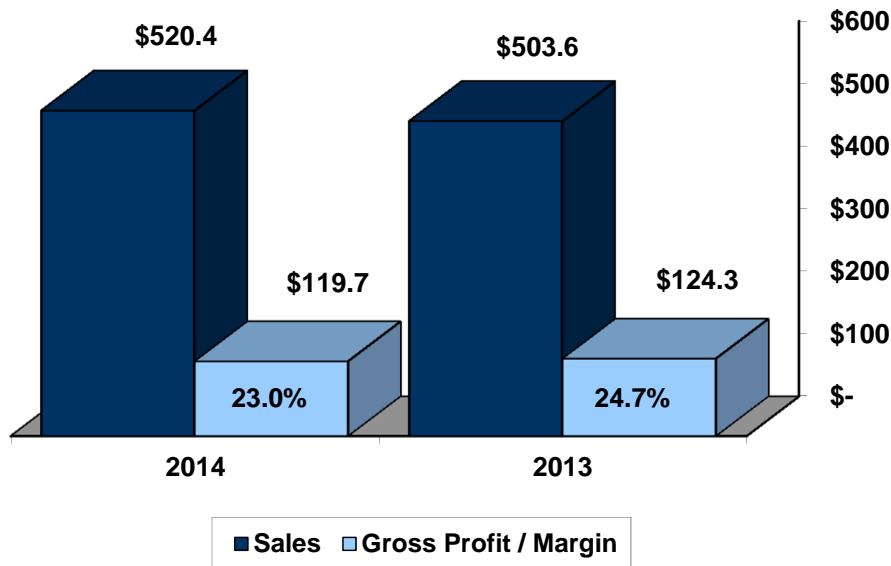




Quarterly Results

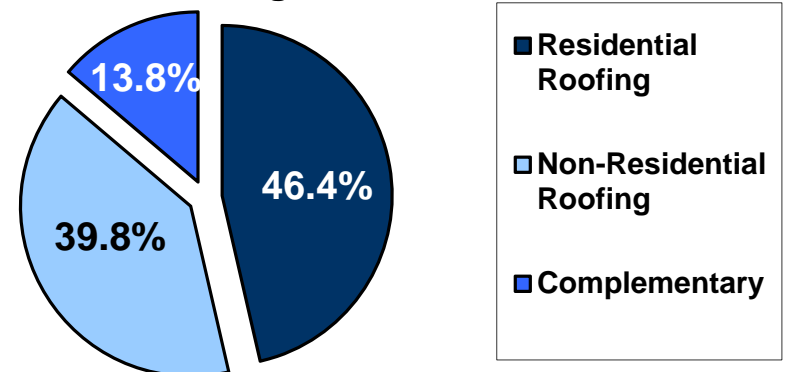
Existing Market Sales, Gross Profit & Gross Margin



\$ in millions

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

Existing Market Product Mix



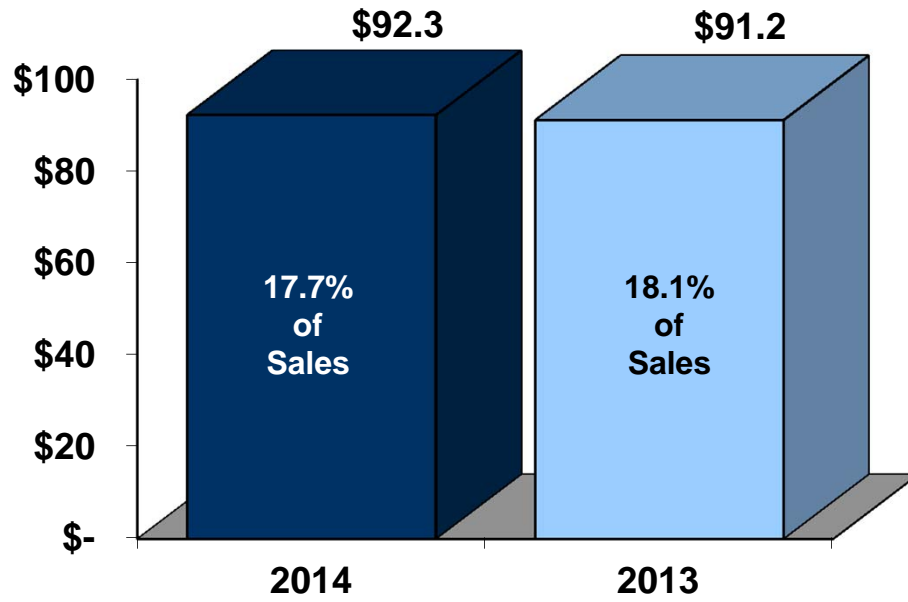
Organic Sales Growth (Decline)

Northeast	-1.6%
Mid-Atlantic	-2.6%
Southeast	20.9%
Southwest	-1.4%
Midwest	12.2%
West	14.6%
Canada	-8.2%
Total	3.3%



Quarterly Results

Existing Market Operating Expenses



\$ in millions

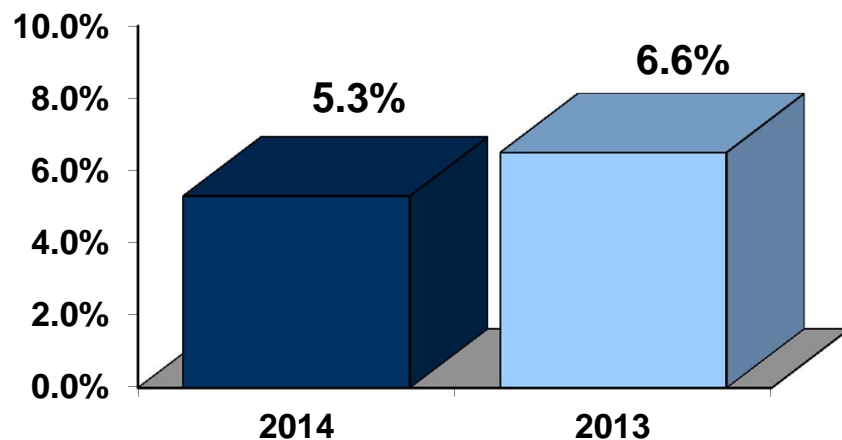
Operating Expense Incr (Decr)

Payroll & benefits	\$ 1.9
Warehouse	0.9
Depreciation & amortization	0.6
Other general & administrative	(0.9)
Bad debt expense	(0.7)
Selling	(0.7)
Total	\$ 1.1



Quarterly Results

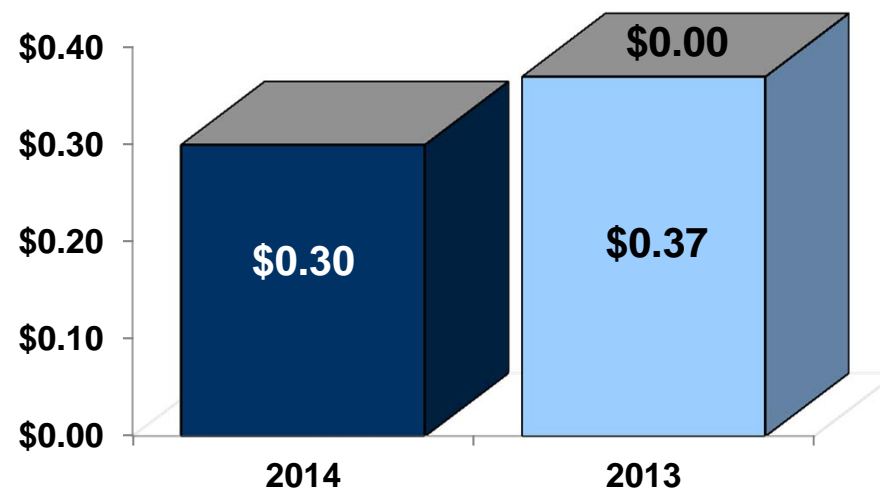
Existing Market Operating Margin



Adjusted Diluted EPS*

\$0.30

\$0.37 (1)



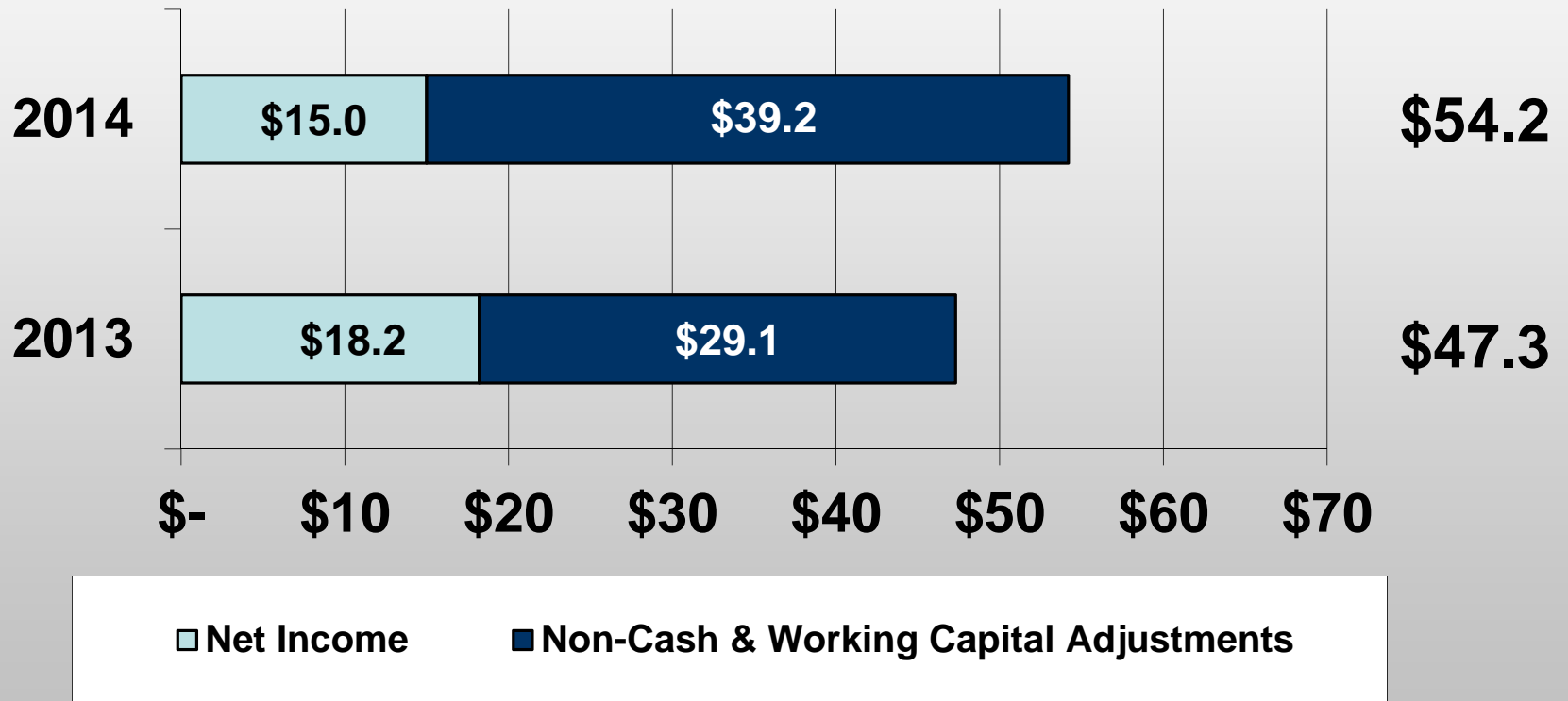
(1) Earnings in the first quarter of fiscal 2013 were impacted by the following: a charge of \$1.3 million (\$0.8 million net of tax), or approximately \$0.02 diluted earnings per share, for the recognition of the change in the fair value of certain interest rate derivatives; and a benefit of \$0.9 million (\$0.5 million net of tax), or approximately \$0.01 diluted earnings per share, for the recognition of certain termination benefits

* The Company's management believes that "Adjusted Diluted Earnings/Loss Per Share (EPS)" is useful to investors because it permits investors to better understand year-over-year changes in underlying operating performance. While management believes Adjusted Diluted EPS is a useful measure for investors, it is not a measurement presented in accordance with United States generally accepted accounting principles (GAAP). Investors should not consider Adjusted EPS in isolation or as a substitute for diluted earnings per share calculated in accordance with GAAP.



Quarterly Results

Cash Flow From Operations



\$ in millions