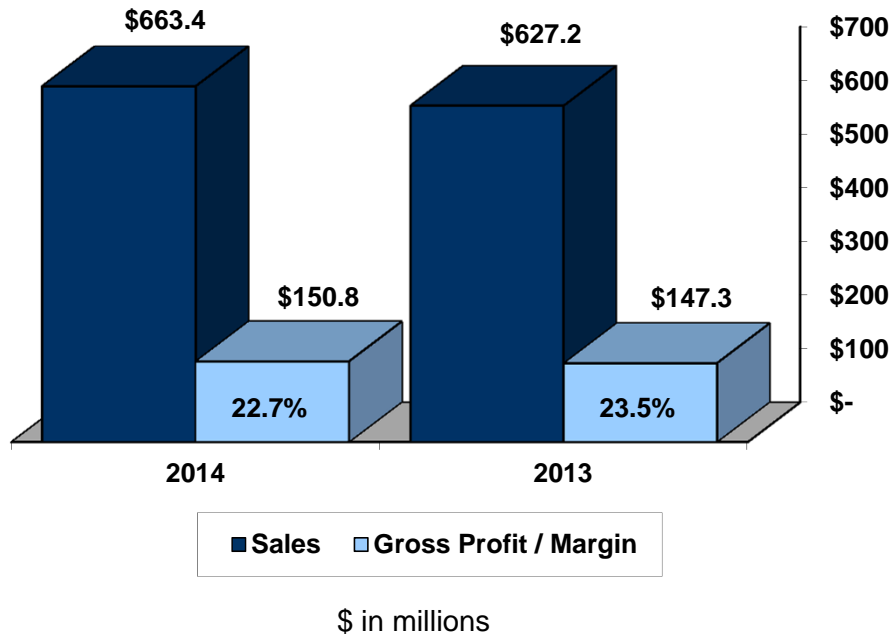


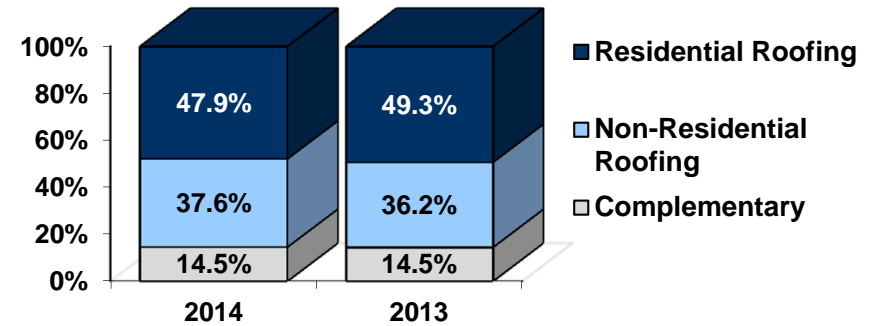


## Quarterly Results

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



**Existing Market Product Mix**



**Organic Sales Growth (Decline)**

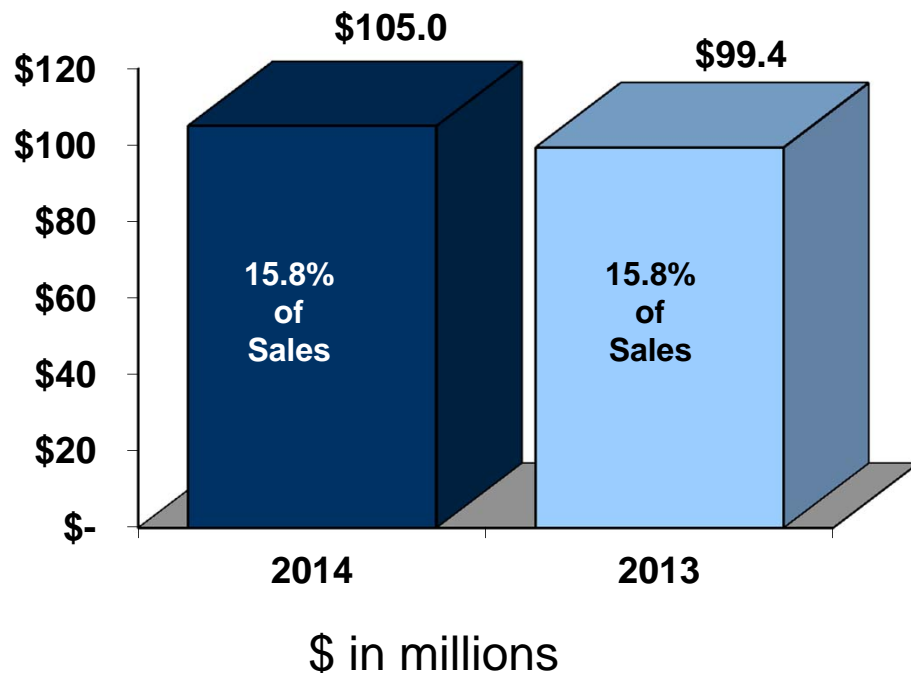
Northeast	4.0%
Mid-Atlantic	9.0%
Southeast	(8.4)%
Southwest	(4.6)%
Midwest	18.4%
West	11.0%
Canada	4.9%
Total	5.8%

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



## Quarterly Results

### Existing Market Operating Expenses



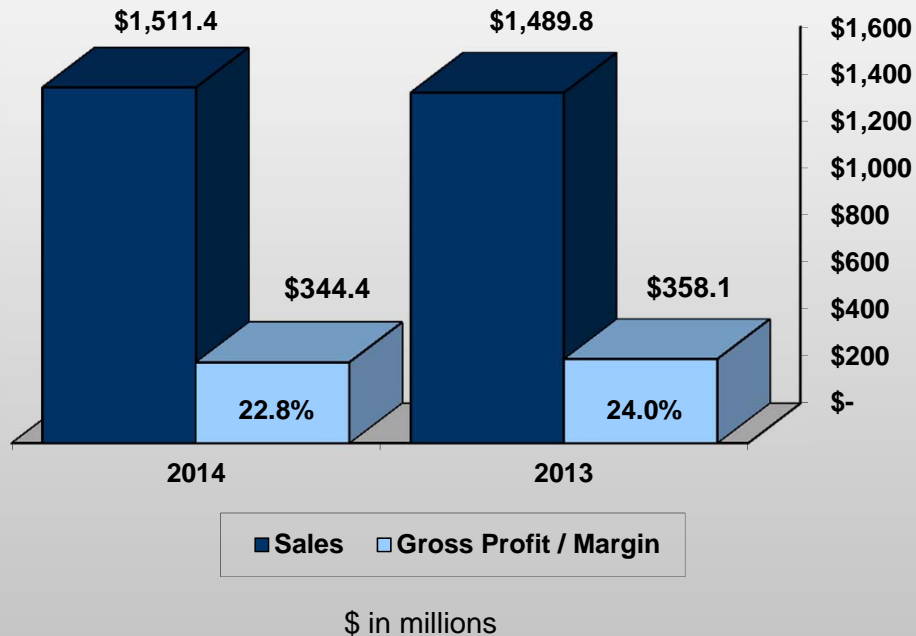
#### Operating Expense Incr. (Decr.)

New Greenfield branch investments	\$ 4.9
Selling expenses	2.4
Incr. to allowance for uncollectible accts	0.6
Reversal of prev. recorded stock option expense	(2.4)
Other	0.2
<b>Total</b>	<b>\$ 5.6</b>

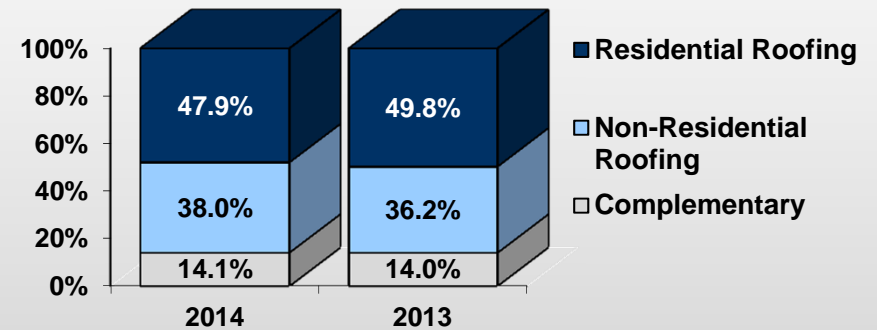


## Year-to-Date Results

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



**Existing Market Product Mix**



**Organic Sales Growth (Decline)**

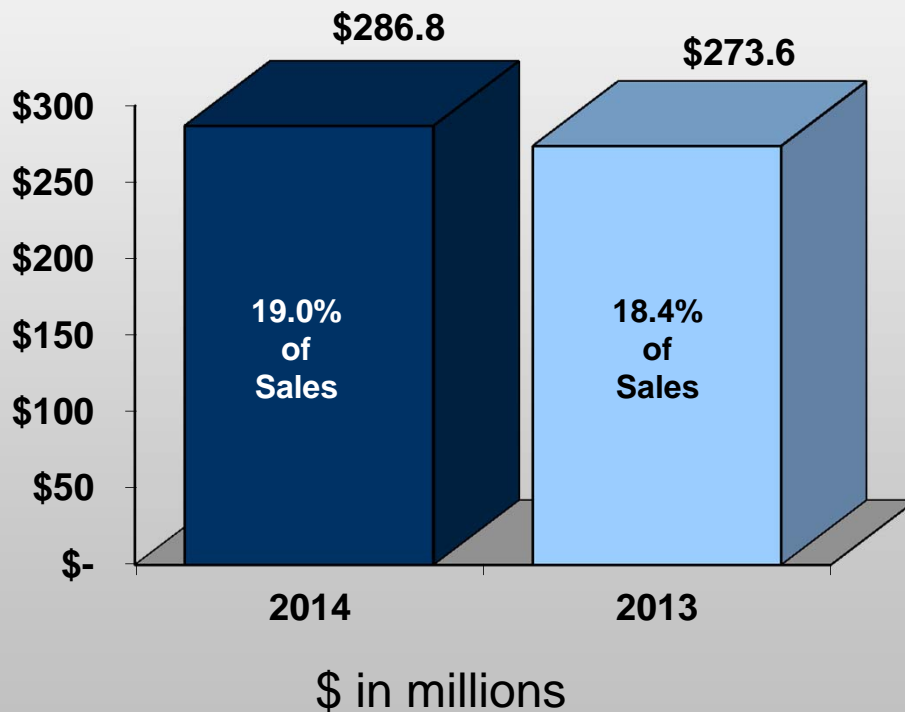
Northeast	(3.7)%
Mid-Atlantic	(1.9)%
Southeast	3.5%
Southwest	0.0%
Midwest	5.7%
West	17.8%
Canada	(1.8)%
Total	1.5%

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



## Year-to-Date Results

### Existing Market Operating Expenses



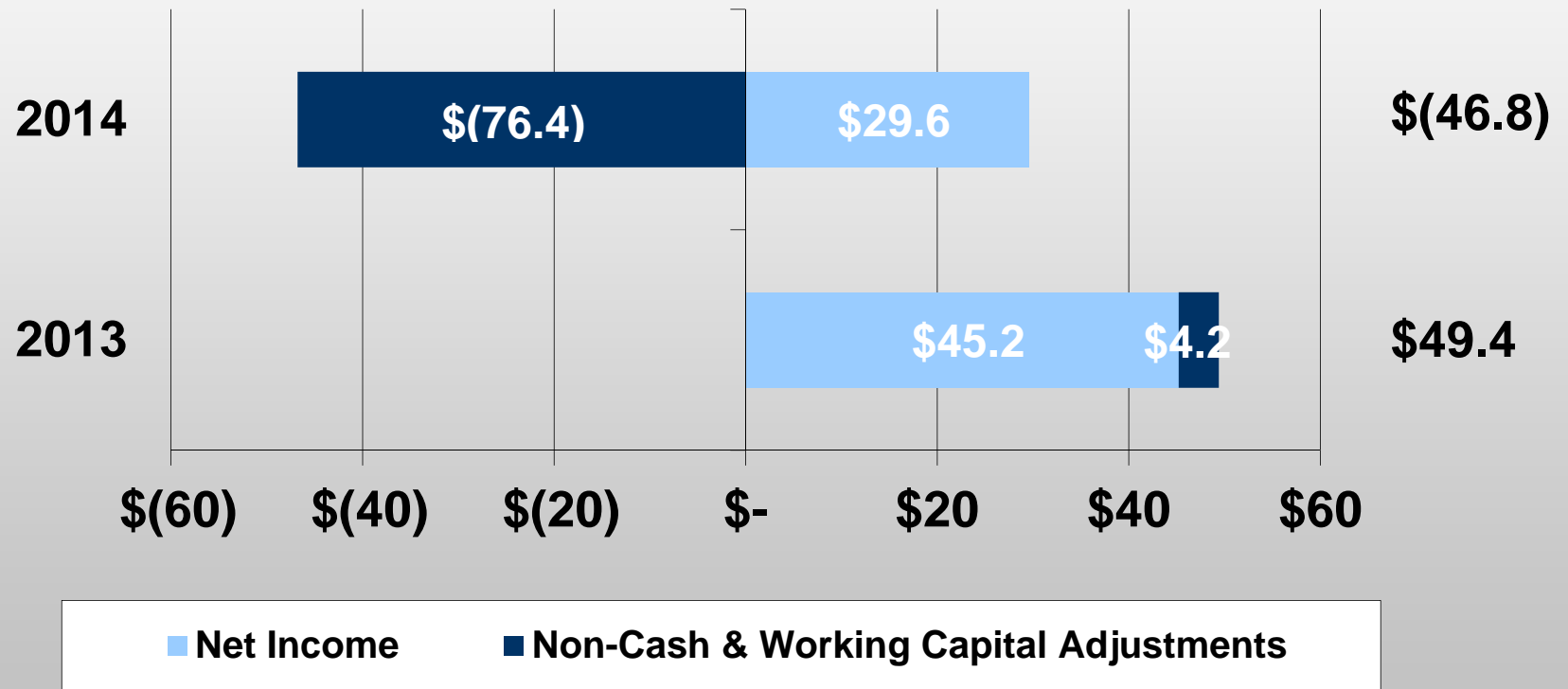
#### Operating Expense Incr. (Decr.)

New Greenfield branch investments	\$ 9.7
Incr. to allowance for uncollectible accts	1.7
Selling expenses	1.6
Health insurance costs	1.4
Warehouse expenses	1.0
Reversal of prev. recorded stock option expense	(2.4)
Other	0.2
<b>Total</b>	<b>\$ 13.2</b>



## Year-to-Date Results

### Cash Flow From Operations



\$ in millions