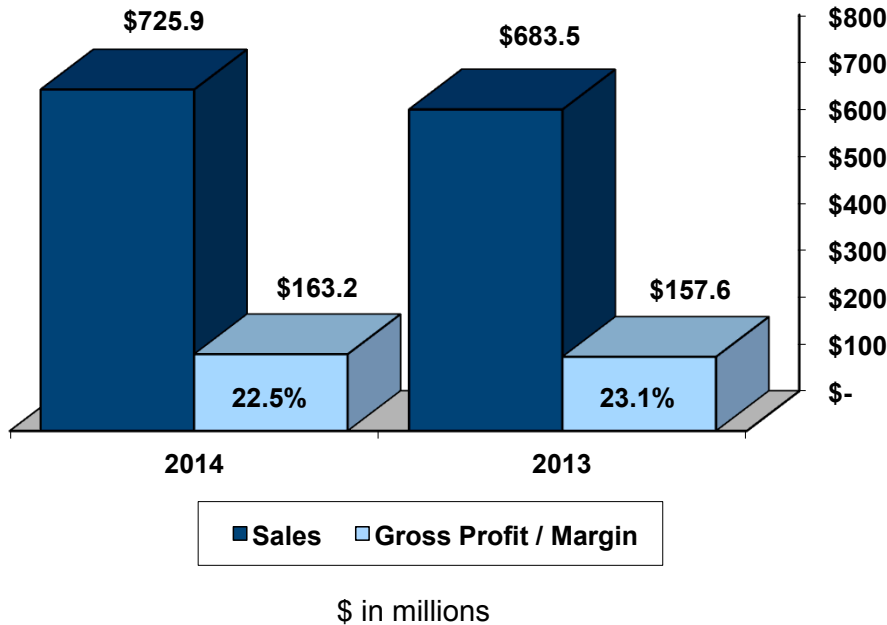


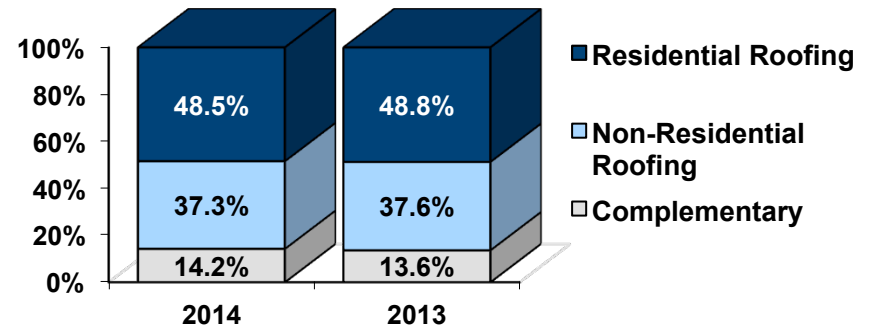


## Quarterly Results

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



**Existing Market Product Mix**



**Organic Sales Growth (Decline)**

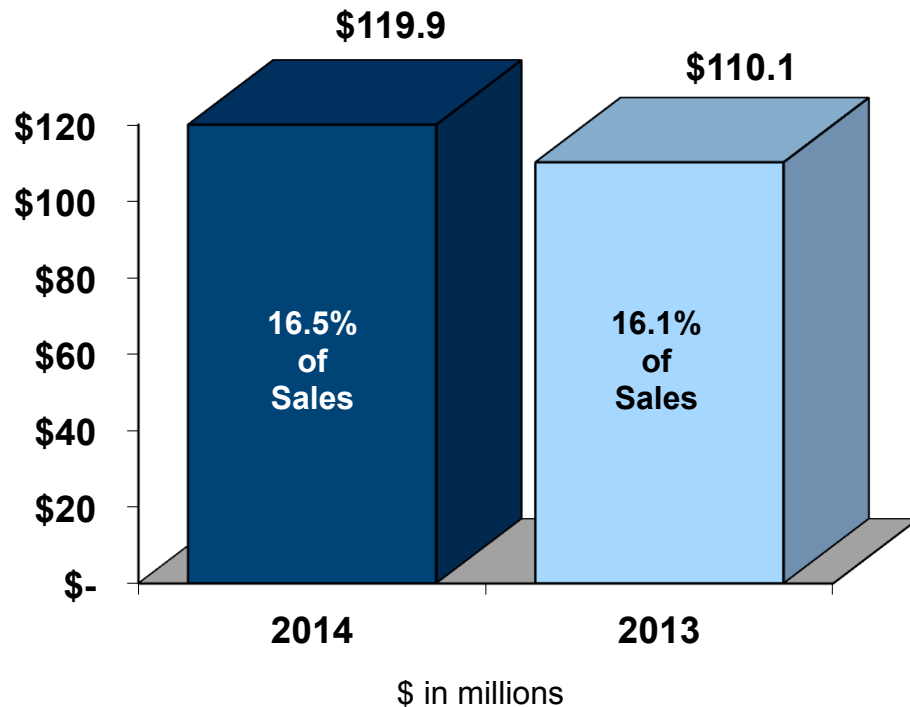
Northeast	14.6%
Mid-Atlantic	6.2%
Southeast	(13.2)%
Southwest	(11.9)%
Midwest	21.0%
West	8.2%
Canada	8.7%
<b>Total</b>	<b>6.2%</b>

Existing Market results above exclude branches acquired during the four quarters prior to the start of the fourth quarter of Fiscal 2014.



# Quarterly Results

## Existing Market Operating Expenses



### Operating Expense Incr. (Decr.)

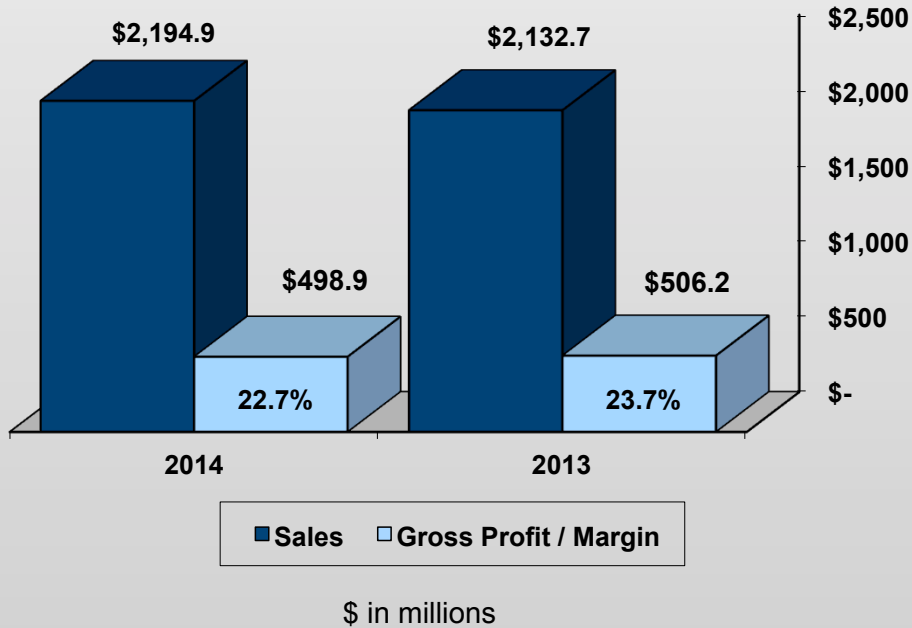
New Greenfield branch investments	\$ 6.1
Selling expenses	3.9
Other	(0.1)
<b>Total</b>	<b>\$ 9.8</b>

**Existing Market** results above exclude branches acquired during the four quarters prior to the start of the fourth quarter of Fiscal 2014.

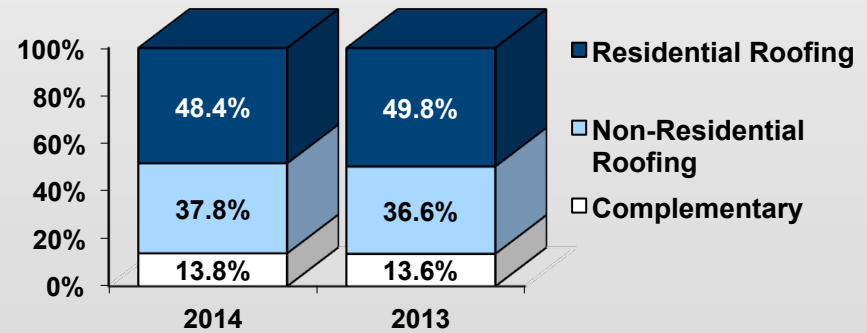


## Year-to-Date Results

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



**Existing Market Product Mix**



**Organic Sales Growth (Decline)**

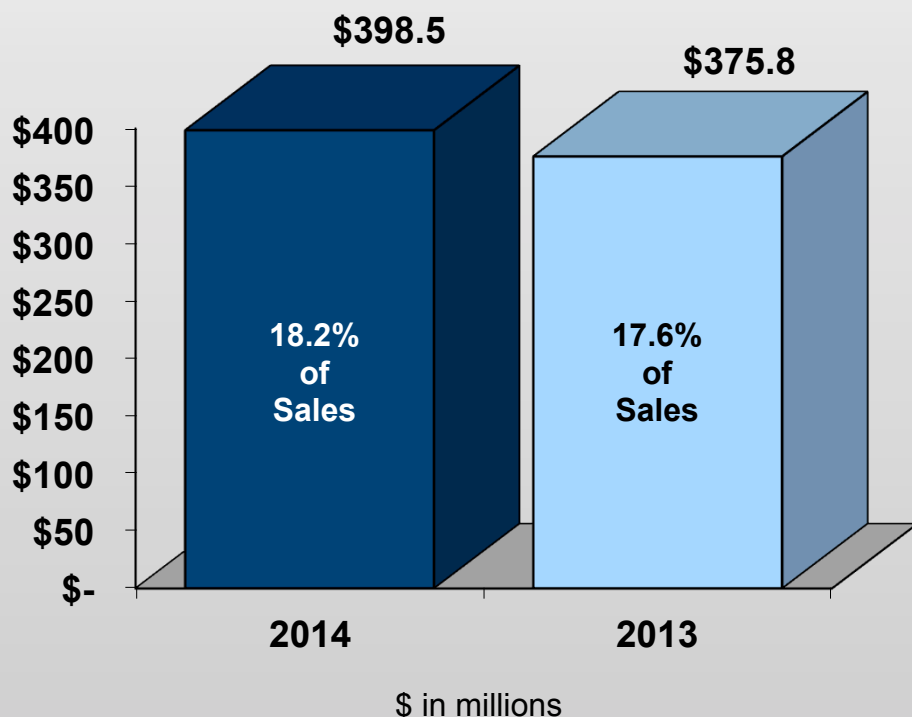
Northeast	2.4%
Mid-Atlantic	0.2%
Southeast	(1.6)%
Southwest	(3.5)%
Midwest	10.8%
West	17.5%
Canada	1.7%
<b>Total</b>	<b>2.9%</b>

Existing Market results above exclude branches acquired during the four quarters prior to the start of Fiscal 2014.



## Year-to-Date Results

### Existing Market Operating Expenses



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

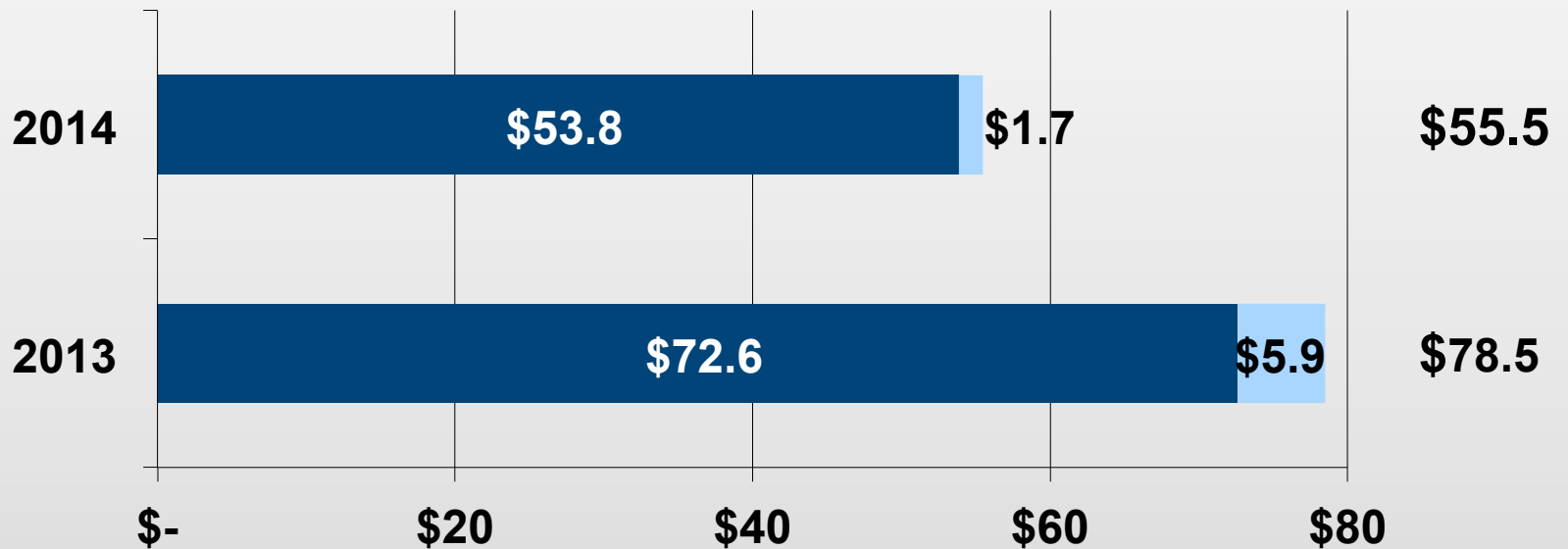
New Greenfield branch investments	\$ 12.1
Selling expenses	7.3
Incr. to allowance for uncollectible accts	2.8
Warehouse expenses	2.4
Reversal of prev. recorded stock option expense	(2.6)
Other	0.7
<b>Total</b>	<b>\$ 22.7</b>

Existing Market results above exclude branches acquired during the four quarters prior to the start of Fiscal 2014.



## Year-to-Date Results

### Cash Flow From Operations



\$ in millions