

MDM News Digest

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MARKETS UPDATE SUPPLEMENT P. 2 increased 39.2 percent to €319 million (US\$420.6 million).

United Stationers Inc., Deerfield, IL, reported sales for 2011 were \$5 billion, up 3.6 percent over sales in 2010. Profit declined 3.4 percent to \$109 million. For the fourth quarter, sales increased 1.3 percent year-over-year to \$1.2 billion. Profit decreased 3.2 percent to \$27.9 million.

BlueLinx Holdings Inc., Atlanta, GA, fourthquarter sales were \$391.1 million, up 6.3 percent from the fourth quarter of 2010. The company incurred a net loss of \$10.3 million. For 2011, sales were \$1.76 billion, down 2.7 percent. Net loss for 2011 totaled \$38.6 million.

Miami-based **Watsco**, Inc. fourth-quarter sales were down 12 percent to \$646 million on a samestore basis from the previous year. Profit was \$13 million, up from \$10 million in the same quarter a year ago. Revenues for 2011 were up 5 percent to \$2.98 billion, and down 1 percent on a samestore basis.

Border States Electric, Fargo, ND, has named Jay Esler as South Central Region business development manager. The company's South Central Region consists of 16 branch locations in New Mexico and Texas. **WESCO International**, Inc., Pittsburgh, PA, has appointed Stephen A. Van Oss as interim CFO. Van Oss replaces Richard P. Heyse in the post while a search for a permanent replacement is undertaken.

Hisco, Houston, TX, has appointed Bob Dill CEO. Hisco also announced the creation of a new value-add division, to be headed by Chris Woody.

Reliance Steel & Aluminum Co., Los Angeles, CA, reported sales for the fourth quarter were \$2 billion, up 28 percent in a year-over-year comparison. Profit increased 72 percent to \$67.9 million. For the 2011 year, sales were \$8.1 billion, up 29 percent compared with sales in 2010. Profit increased 77 percent to \$194.4 million.

Economic News

Privately-owned housing starts in January were at a seasonally adjusted annual rate of 699,000, according to the latest release from the U.S. Census Bureau and the Department of Housing and Urban Development. This is 1.5 percent above the revised December estimate of 689,000 and is 9.9 percent above the January 2011 rate of 636,000.

Wholesale prices advanced 0.1 percent in Janu-

Calculation of MDM Inflation Index for January 2012

	BLS	BLS	BLS		Weighted	%	%
	Price Indices Jan. '12	Price Indices Dec. '11	Price Indices Jan. '11	% Sales Weight	Indices Jan. '12 (1)X(4)	Change Jan. '12 Dec. '11	Change Jan. '12 Jan. '11
Abr. Prod.	543.0	543.2	523.4	19.1	103.70	-0.05	3.74
Cutting Tools	487.0	486.7	466.4	18.9	92.04	0.06	4.42
Power Trans.	767.3	765.1	739.8	15.4	118.16	0.29	3.72
Fasteners	501.8	498.3	482.1	9.0	45.16	0.70	4.09
Valves, etc.	907.7	906.6	857.8	7.6	68.99	0.12	5.83
Power Tools	344.3	343.0	339.6	6.5	22.38	0.39	1.37
Mat. Handling	549.9	541.3	528.7	6.2	34.09	1.59	4.01
Belting	781.9	778.0	672.4	6.1	47.69	0.50	16.28
Hand Tools	749.9	742.4	736.6	8.1	60.74	1.01	1.80
Misc. Metal	473.5	472.1	458.5	3.1	14.68	0.30	3.26
"New" January Index 317.5		January Inflation Index			607.63	0.37	4.70
"New" December Index	316.3	December Inflation Index			605.39		
		January 2011 Inflation Index			580.36		
	Cutting Tools Power Trans. Fasteners Valves, etc. Power Tools Mat. Handling Belting Hand Tools Misc. Metal	Price Indices Jan. '12 Abr. Prod. 543.0 Cutting Tools 487.0 Power Trans. 767.3 Fasteners 501.8 Valves, etc. 907.7 Power Tools 344.3 Mat. Handling 549.9 Belting 781.9 Hand Tools 749.9 Misc. Metal 473.5	PricePriceIndicesIndicesJan. '12Dec. '11Abr. Prod.543.0543.0543.2Cutting Tools487.0486.7Power Trans.767.3765.1Fasteners501.8498.3Valves, etc.907.7906.6Power Tools344.3343.0Mat. Handling549.9541.3Belting781.9778.0Hand Tools749.9742.4Misc. Metal473.5472.1anuary Index317.5316.3December	Price Price Price Price Indices Indices Indices Indices Jan. '12 Dec. '11 Jan. '11 Abr. Prod. 543.0 543.2 523.4 Cutting Tools 487.0 486.7 466.4 Power Trans. 767.3 765.1 739.8 Fasteners 501.8 498.3 482.1 Valves, etc. 907.7 906.6 857.8 Power Tools 344.3 343.0 339.6 Mat. Handling 549.9 541.3 528.7 Belting 781.9 778.0 672.4 Hand Tools 749.9 742.4 736.6 Misc. Metal 473.5 472.1 458.5	Price Price Price % Indices Indices Indices Indices Sales Jan. '12 Dec. '11 Jan. '11 Weight Abr. Prod. 543.0 543.2 523.4 19.1 Cutting Tools 487.0 486.7 466.4 18.9 Power Trans. 767.3 765.1 739.8 15.4 Fasteners 501.8 498.3 482.1 9.0 Valves, etc. 907.7 906.6 857.8 7.6 Power Tools 344.3 343.0 339.6 6.5 Mat. Handling 549.9 541.3 528.7 6.2 Belting 781.9 778.0 672.4 6.1 Hand Tools 749.9 742.4 736.6 8.1 Misc. Metal 473.5 472.1 458.5 3.1	Price Price Price Price % Indices Indices Indices Indices Indices Sales Jan. '12 Abr. Prod. 543.0 543.2 523.4 19.1 103.70 Cutting Tools 487.0 486.7 466.4 18.9 92.04 Power Trans. 767.3 765.1 739.8 15.4 118.16 Fasteners 501.8 498.3 482.1 9.0 45.16 Valves, etc. 907.7 906.6 857.8 7.6 68.99 Power Tools 344.3 343.0 339.6 6.5 22.38 Mat. Handling 549.9 541.3 528.7 6.2 34.09 Belting 781.9 778.0 672.4 6.1 47.69 Hand Tools 749.9 742.4 736.6 8.1 60.74 Misc. Metal 473.5 472.1 458.5 3.1 14.68	Price Price Price Price % Indices Change Indices Indices Indices Sales Jan. '12 Jan. '13 Jan.

New index reflects 1977=100 base other #: 1967 To convert multiply by .52247