

**MDM News Digest**

Continued from p. 1 of this section

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, fourth-quarter 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 same-store 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 same-store 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 Price Indices Jan. '12	BLS Price Indices Dec. '11	BLS Price Indices Jan. '11	% Sales Weight	Weighted Indices Jan. '12 (1)X(4)	% Change Jan. '12 Dec. '11	% Change Jan. '12 Jan. '11	
1136 Abr. Prod.	543.0	543.2	523.4	19.1	103.70	-0.05	3.74	
1135 Cutting Tools	487.0	486.7	466.4	18.9	92.04	0.06	4.42	
1145 Power Trans.	767.3	765.1	739.8	15.4	118.16	0.29	3.72	
1081 Fasteners	501.8	498.3	482.1	9.0	45.16	0.70	4.09	
1149.01 Valves, etc.	907.7	906.6	857.8	7.6	68.99	0.12	5.83	
1132 Power Tools	344.3	343.0	339.6	6.5	22.38	0.39	1.37	
1144 Mat. Handling	549.9	541.3	528.7	6.2	34.09	1.59	4.01	
0713.03 Belting	781.9	778.0	672.4	6.1	47.69	0.50	16.28	
1042 Hand Tools	749.9	742.4	736.6	8.1	60.74	1.01	1.80	
108 Misc. Metal	473.5	472.1	458.5	3.1	14.68	0.30	3.26	
<b>"New" January Index</b>					<b>317.5</b>	<b>January Inflation Index</b>	<b>607.63</b>	<b>4.70</b>
<b>"New" December Index</b>					<b>316.3</b>	<b>December Inflation Index</b>	<b>605.39</b>	
						<b>January 2011 Inflation Index</b>	<b>580.36</b>	

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