

Distribution Financial Metrics and Trading Multiples

(Data as of June 30, 2007)

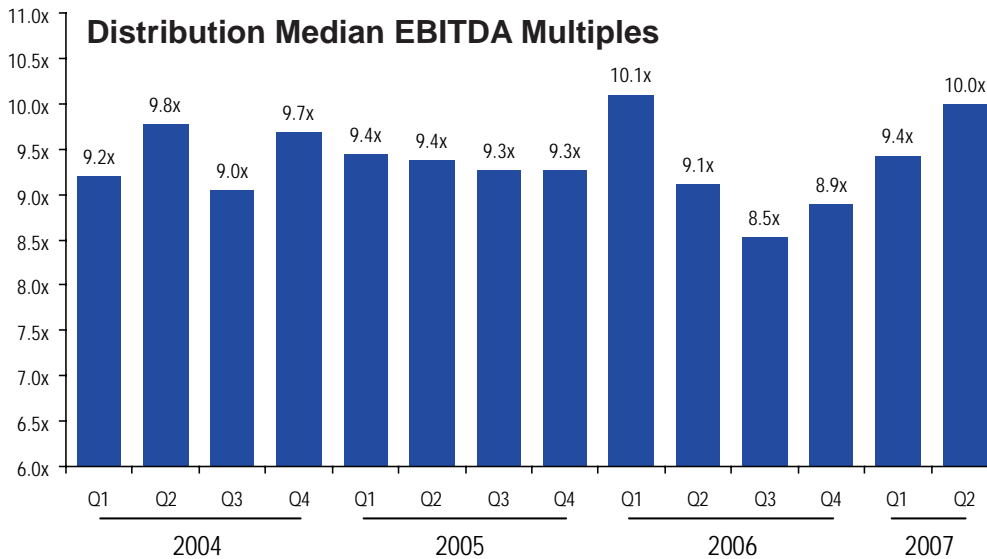
(\$ in millions)

Company	Ticker	Enterprise Value	LTM				EBITDA Margin	EV to LTM Sales	EV to LTM EBITDA	ROIC	Working Capital/Sales
			Sales	Sales Growth	Gross Margin	EBITDA					
Airgas Inc. *	ARG	\$5,225	\$3,205	13.3%	51.1%	\$516	16.1%	1.6 x	10.1 x	9.0%	6.0%
AM Castle & Co.	CAS	994	1,274	28.4%	18.2%	115	9.0%	0.8	8.6	13.9%	18.5%
Anixter International Inc. *	AXE	3,681	5,197	28.6%	24.3%	404	7.8%	0.7	9.1	14.9%	24.3%
Applied Industrial Technologies Inc.	AIT	1,261	1,990	7.6%	27.1%	144	7.2%	0.6	8.8	19.9%	15.4%
Barnes Group Inc. *	B	2,098	1,320	17.0%	37.3%	187	14.2%	1.6	11.2	11.5%	14.9%
Beacon Roofing Supply Inc. *	BECN	1,074	1,506	31.8%	24.0%	110	7.3%	0.7	9.7	8.3%	14.6%
BlueLinx Holdings Inc.	BXC	969	4,480	(20.7%)	10.1%	84	1.9%	0.2	11.5	4.7%	14.2%
Builders FirstSource, Inc. *	BLDR	774	2,062	(14.7%)	26.2%	144	7.0%	0.4	5.4	16.1%	9.0%
Building Materials Holding Corp.	BLG	822	2,930	(9.1%)	22.4%	199	6.8%	0.3	4.1	10.6%	9.7%
Bunzl plc	BNZL	5,731	6,679	14.0%	22.7%	489	7.3%	0.9	11.7	15.4%	6.7%
DXP Enterprises Inc.	DXPE	262	301	46.0%	28.6%	23	7.5%	0.9	11.6	16.4%	15.3%
Fastenal Co. *	FAST	6,256	1,867	16.6%	50.3%	367	19.6%	3.4	17.1	23.5%	32.9%
Genuine Parts Co.	GPC	8,762	10,553	5.6%	31.3%	884	8.4%	0.8	9.9	17.4%	23.0%
Hagemeyer NV	HGM	3,361	8,393	11.3%	23.3%	337	4.0%	0.4	10.0	9.6%	11.4%
Houston Wire & Cable Company *	HWCC	602	339	N/A	28.6%	57	16.7%	1.8	10.6	35.6%	26.7%
Huttig Building Products Inc.	HBP	217	1,044	(7.5%)	18.7%	13	1.2%	0.2	17.4	2.4%	11.1%
Industrial Distribution Group Inc.	IDGR	131	543	0.3%	22.5%	14	2.6%	0.2	9.3	7.6%	17.4%
Interline Brands Inc. *	IBI	1,228	1,138	29.3%	38.3%	124	10.9%	1.1	9.9	9.4%	22.5%
Kaman Corp.	KAMN	840	1,227	8.1%	27.7%	79	6.4%	0.7	10.7	10.8%	24.1%
Lawson Products Inc.	LAWS	340	517	8.6%	58.9%	33	6.3%	0.7	10.4	8.0%	21.6%
MSC Industrial Direct Co. Inc. *	MSM	3,809	1,624	34.4%	46.2%	316	19.5%	2.3	12.0	20.5%	26.6%
Park-Ohio Holdings Corp.	PKOH	672	1,064	10.3%	14.0%	76	7.1%	0.6	8.9	9.9%	25.3%
Pool Corp *	POOL	2,254	1,935	18.3%	28.2%	183	9.4%	1.2	12.3	19.1%	16.1%
Reliance Steel & Aluminum Co.	RS	5,566	6,597	86.2%	26.0%	780	11.8%	0.8	7.1	14.1%	19.1%
Ryerson Inc.	RYI	2,006	6,124	7.7%	14.6%	240	3.9%	0.3	8.4	7.4%	22.0%
Smith International Inc.	SII	13,789	7,759	29.9%	32.1%	1,336	17.2%	1.8	10.3	25.3%	30.2%
Watsco Inc. *	WSO	1,524	1,783	3.0%	25.8%	142	8.0%	0.9	10.7	16.5%	18.8%
WESCO International Inc. *	WCC	3,970	5,506	17.2%	20.6%	421	7.6%	0.7	9.4	14.5%	14.7%
Wolseley plc	WOS	22,247	30,648	27.9%	27.8%	2,114	6.9%	0.7	10.5	8.8%	16.6%
WW Graincr Inc. *	GWW	7,459	6,011	7.1%	40.2%	763	12.7%	1.2	9.8	21.5%	14.5%
Median		\$1,765	\$1,963	13.3%	26.7%	\$185	7.6%	0.8 x	10.0 x	14.0%	17.0%

* = Companies covered by Baird Research

The table above highlights key financial metrics and trading multiples for 30 publicly traded distributors in the industrial and building products industries.

The table below illustrates historical median EBITDA multiples for the above companies calculated using LTM EBITDA as of the quarter shown and the enterprise value as of the last day of the quarter. Please see Definitions at bottom of page.



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Definitions. LTM means latest twelve months. Enterprise Value ("EV") means market capitalization of a company's equity plus preferred stock plus total interest bearing debt (including capitalized leases) net of any cash or cash equivalents. EBITDA means earnings before interest, taxes, depreciation and amortization. In certain cases earnings have been adjusted for certain disclosed income or expense items considered to be non-recurring in nature. ROIC means return on invested capital and is defined as tax-effected EBIT divided by the sum of the book value of equity plus net debt. Working Capital is calculated as current assets, less cash, minus current liabilities excluding short-term borrowings and current portion of long-term debt.