

Distribution Financial Metrics and Trading Multiples

(Data as of March 31, 2009)

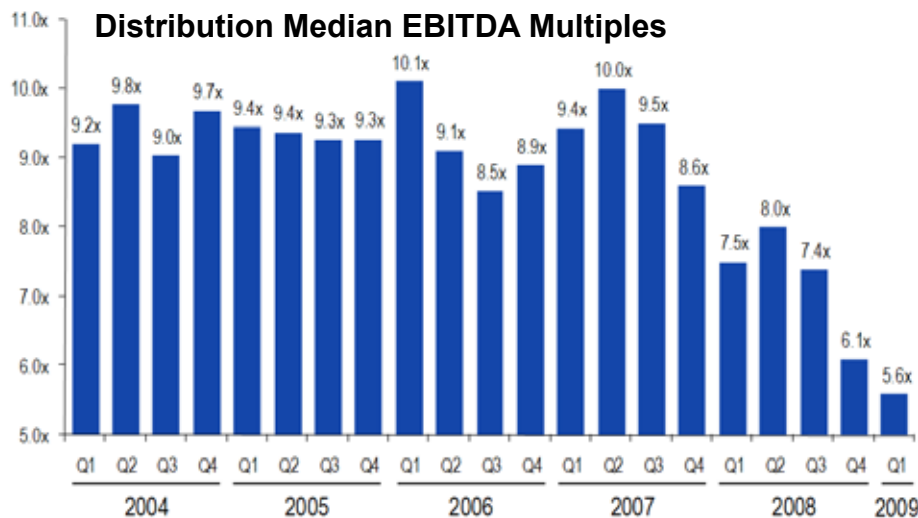
(\$ in millions)

Company	Ticker	Enterprise Value	LTM					EV to LTM Sales	EV to LTM EBITDA	ROIC	Working Capital/Sales
			Sales	Sales Growth	Gross Margin	EBITDA	EBITDA Margin				
Airgas Inc. *	ARG	\$4,581	\$4,444	17.4%	52.3%	\$764	17.2%	1.0 x	6.0 x	10.0%	6.9%
AM Castle & Co.	CAS	306	1,501	5.7%	14.8%	86	5.8%	0.2	3.5	8.8%	16.8%
Anixter International Inc. *	AXE	2,215	6,137	4.8%	23.5%	427	7.0%	0.4	5.2	11.3%	25.0%
Applied Industrial Technologies Inc.	AIT	801	2,106	1.3%	27.0%	161	7.6%	0.4	5.0	15.2%	16.6%
Barnes Group Inc. *	B	1,032	1,362	(4.0%)	37.8%	218	16.0%	0.8	4.7	12.1%	21.4%
Beacon Roofing Supply Inc. *	BECN	949	1,849	11.1%	24.0%	150	8.1%	0.5	6.3	9.4%	15.5%
BlueLinx Holdings Inc.	BXC	405	2,780	(27.5%)	11.5%	26	0.9%	0.1	N/M	0.8%	9.2%
Builders FirstSource, Inc. *	BLDR	285	1,035	(32.4%)	21.6%	(48)	N/M	0.3	N/M	N/M	12.6%
Building Materials Holding Corp.	BLGM	311	1,601	(32.5%)	17.9%	(42)	N/M	0.2	N/M	N/M	12.5%
Bunzl plc	BNZL	3,887	6,086	(14.5%)	25.8%	504	8.3%	0.6	7.7	11.0%	7.5%
DXP Enterprises Inc.	DXPE	296	737	65.8%	28.1%	59	8.0%	0.4	5.0	10.1%	18.6%
Fastenal Co. *	FAST	4,689	2,340	13.5%	52.8%	490	20.9%	2.0	9.6	26.5%	31.6%
Genuine Parts Co.	GPC	5,275	11,015	1.6%	29.7%	889	8.1%	0.5	5.9	17.9%	22.8%
Houston Wire & Cable Company *	HWCC	171	361	0.5%	23.7%	41	11.3%	0.5	4.2	22.3%	28.6%
Huttig Building Products Inc.	HBPI	30	671	(23.3%)	18.4%	(21)	N/M	0.0	N/M	N/M	7.3%
Interline Brands Inc. *	IBI	615	1,196	(3.5%)	37.6%	109	9.1%	0.5	5.7	7.5%	24.5%
Kaman Corp.	KAMN	406	1,254	15.4%	26.5%	86	6.8%	0.3	4.7	12.0%	24.4%
Lawson Products Inc.	LAWS	107	485	(5.3%)	57.5%	29	5.9%	0.2	3.7	10.0%	17.7%
MSC Industrial Direct Co. Inc. *	MSM	2,070	1,691	(3.7%)	46.4%	308	18.2%	1.2	6.7	20.9%	24.5%
Park-Ohio Holdings Corp.	PKOH	392	1,069	(0.3%)	14.5%	70	6.6%	0.4	5.6	9.4%	22.8%
Pool Corp *	POOL	960	1,784	(7.5%)	28.9%	129	7.3%	0.5	7.4	12.6%	17.1%
Reliance Steel & Aluminum Co.	RS	3,652	8,719	20.2%	24.8%	951	10.9%	0.4	3.8	13.0%	19.4%
Rexel SA	RXL	5,400	17,972	15.0%	23.8%	930	5.2%	0.3	5.8	6.6%	12.4%
Smith International Inc.	SII	8,665	10,771	22.9%	31.8%	1,906	17.7%	0.8	4.5	15.4%	31.2%
Watsco Inc. *	WSO	949	1,700	(3.3%)	26.0%	106	6.2%	0.6	9.0	11.2%	18.1%
WESCO International Inc. *	WCC	1,850	6,111	1.8%	19.7%	368	6.0%	0.3	5.0	13.3%	13.0%
Walseley plc	WOS	6,732	24,252	(25.6%)	27.6%	1,134	4.7%	0.3	5.9	4.8%	11.3%
WW Grainger Inc. *	GWW	5,360	6,850	6.7%	42.8%	900	13.1%	0.8	6.0	22.2%	15.0%
Median		\$955	\$1,817	0.9%	26.2%	\$155	8.0%	0.4 x	5.6 x	11.3%	17.4%

* = 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.