

Wholesale Distribution Index & Comparables (Data as of June 2006)

(LTM = Latest 12 Months)

(in \$ millions, except multiples)

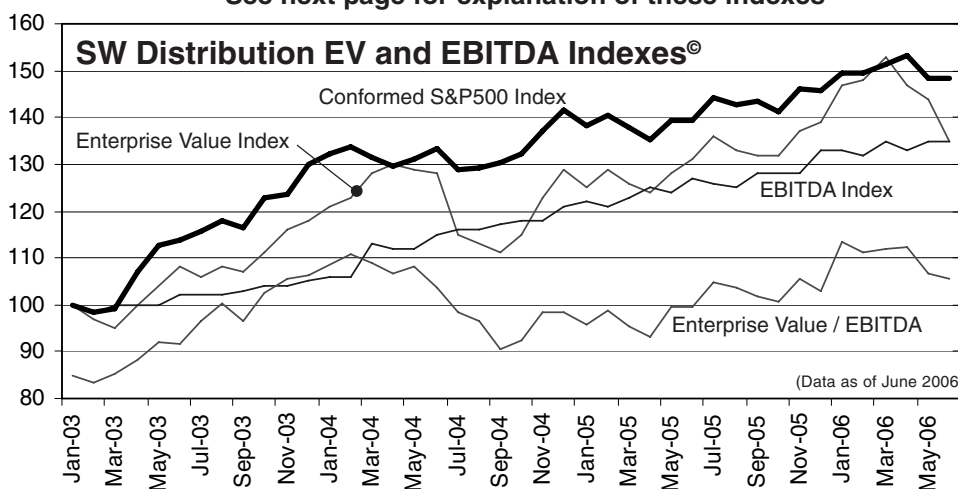
Company	Enterprise Value	LTM Sales	Sales Growth	Gross Margin	LTM EBITDA	EBITDA Margin	EV to LTM Sales	EV to LTM EBITDA	Inv. Turns	Cash Cycle (Days)	LTM Sales / Employee (\$000's)
Airgas Inc	\$ 3,682	\$ 2,830	10.1%	45.9%	\$ 396	14.0%	1.3	9.3	6.8	37.9	\$ 275
Anixter International Inc	\$ 2,441	\$ 4,041	22.1%	24.0%	\$ 241	6.0%	0.6	10.1	4.6	95.8	\$ 722
Applied Industrial Tech Inc	\$ 1,087	\$ 1,850	11.4%	27.2%	\$ 124	6.7%	0.6	8.7	6.8	71.2	\$ 419
Barnes Group Inc	\$ 1,267	\$ 1,128	9.5%	36.2%	\$ 129	11.4%	1.1	9.8	4.6	61.2	\$ 182
Beacon Roofing Supply Inc	\$ 1,261	\$ 1,142	87.3%	24.3%	\$ 92	8.0%	1.1	13.8	6.3	57.7	\$ 529
Builders Firstsource Inc	\$ 982	\$ 2,417	15.6%	25.7%	\$ 212	8.8%	0.4	4.6	11.5	41.5	n/a
Building Material Holding Cp	\$ 1,147	\$ 3,224	54.4%	22.3%	\$ 284	8.8%	0.4	4.0	13.2	44.7	\$ 154
DXP Enterprises Inc	\$ 188	\$ 206	49.6%	27.2%	\$ 13	6.5%	0.9	14.1	6.8	66.9	\$ 460
Fastenal Co	\$ 6,036	\$ 1,677	19.7%	49.7%	\$ 326	19.5%	3.6	18.5	2.3	183.7	\$ 211
Genuine Parts Co	\$ 7,601	\$ 9,994	9.0%	31.3%	\$ 779	7.8%	0.8	9.8	3.2	112.3	\$ 315
Huttig Building Products Inc	\$ 232	\$ 1,129	12.7%	19.5%	\$ 35	3.1%	0.2	6.6	7.9	44.6	\$ 526
Industrial Distribution Grp	\$ 95	\$ 541	1.7%	21.9%	\$ 12	2.3%	0.2	7.6	7.5	53.8	\$ 416
Interline Brands Inc	\$ 1,019	\$ 880	14.3%	38.2%	\$ 97	11.1%	1.2	10.5	3.5	110.1	n/a
Kaman Corp	\$ 527	\$ 1,135	12.7%	26.2%	\$ 43	3.8%	0.5	12.2	3.9	122.9	\$ 306
Lawson Products Inc	\$ 346	\$ 475	24.8%	61.3%	\$ 43	9.0%	0.7	8.1	2.5	144.0	\$ 291
MSC Industrial Direct Co-A	\$ 3,066	\$ 1,208	14.3%	47.0%	\$ 221	18.3%	2.5	13.9	2.6	156.3	n/a
Park-Ohio Holdings Corp	\$ 396	\$ 964	13.7%	14.4%	\$ 74	7.7%	0.4	5.4	4.1	106.8	\$ 284
Pool Corp	\$ 2,539	\$ 1,636	31.5%	28.0%	\$ 155	9.5%	1.6	16.4	3.4	46.9	\$ 511
Reliance Steel & Aluminum	\$ 3,466	\$ 3,543	21.7%	26.1%	\$ 448	12.7%	1.0	7.7	6.3	69.2	\$ 633
Ryerson Inc	\$ 1,537	\$ 5,688	-6.0%	14.8%	\$ 238	4.2%	0.3	6.5	5.1	92.7	\$ 981
Smith International Inc	\$ 11,124	\$ 5,973	30.6%	30.6%	\$ 882	14.8%	1.9	12.6	3.9	125.7	\$ 406
Valley National Gases Inc	\$ 335	\$ 199	25.9%	51.4%	\$ 37	18.4%	1.7	9.1	9.0	44.7	\$ 296
Watsco Inc	\$ 1,724	\$ 1,731	14.0%	25.2%	\$ 131	7.6%	1.0	13.2	4.6	88.2	\$ 541
Wesco International Inc	\$ 3,987	\$ 4,696	27.7%	19.4%	\$ 269	5.7%	0.8	14.8	8.5	20.1	\$ 783
WW Grainger Inc	\$ 6,269	\$ 5,611	6.3%	39.8%	\$ 654	11.7%	1.1	9.6	4.4	82.3	\$ 392
Trimmed Mean	\$ 2,064	\$ 2,264	18.9%	30.3%	\$ 202	9.2%	0.9	10.2	5.4	80.2	\$ 419

The Chicago investment banking firm of Starshak Weinhofer & Co. has prepared the following indexes from public data as of June 30, 2006.

Figure A (above) highlights key financial metrics for 25 publicly traded wholesale distributors with an enterprise value of at least \$75 million on Jan. 31, 2006.

Figure B (below) plots the **SW EV Index**[®], which tracks the aggregate enterprise value of 64 publicly held wholesale distribution companies as of the close of the last trading day in any month during the index period. EV means market capitalization of equity plus preferred stock plus total interest-bearing debt net of any cash. **Figure B** also plots the **SW Distribution EBITDA Index**[®], which tracks the aggregate past 12 months of EBITDA as of the close of the last trading day in any month during the index period. EBITDA is earnings before interest, taxes, depreciation and amortization, in certain cases adjusted by Bloomberg for income or expenses thought to be non-recurring.

See next page for explanation of these indexes



The SW Distribution EV Index decreased by 6.6% in June, closing at 134.9% on June 30th from a restated 144.4 on May 31st, and has now actually fallen by 3.3% on a year to date basis. This compares with the Conformed S&P 500 Index which was flat last month, and is now up 1.7% on a year to date basis. We note that the EV Index now trails the Conformed S&P Index by a meaningful margin for the year and since inception. The SW Distribution EBITDA Index was flat in June, closing at 135.5 on June 30th, identical to the restated number on May 31st, and is now up by 1.6% on a year to date basis.

Starshak Weinhofer & Co. is a private investment banking firm serving middle-market companies since 1990 with a special focus on distribution. It is a financial advisor to corporations and not-for-profit entities in the issuance of debt and equity securities to institutional investors, M&A transactions, ESOPs, debt restructurings, reorganizations in or outside of bankruptcy proceedings, fairness opinions, valuations and expert testimony. The firm is a registered broker/dealer and a member of the NASD. For more information or a complimentary copy of its monthly newsletter, please contact William G. Weinhofer at 312-444-9367 or b.weinhofer@SWandCo.com or Ste. 2530, 55 West Monroe St., Chicago, IL 60603. Please see the previous page for important information regarding the data shown above.

Explanation of SW Distribution EV and EBITDA Indexes® (See previous page)

Construction of the Indexes

Each index is cap-weighted based on aggregate enterprise value and EBITDA. The initial value of each index was set equal to 100 as of Jan. 31, 2003, and each was recomputed as of the last trading day of every month thereafter. Divisor adjustments were made to account for any company entering the indexes, in the case of an IPO after Jan. 31, 2003, and for any material acquisition or divestiture made after the start date for which there was data available. To show more clearly these indexes in relation to the S&P 500 Index, we adjusted the S&P as of Jan. 31, 2006, to a conformed value of 100 and adjusted every month thereafter. Financial data used to calculate the indexes have been provided by Bloomberg Financial Markets without any independent verification by Starshak Weinhofer & Co. Errors in making the index calculations are the responsibility of Starshak Weinhofer & Co.

Disclosures for the SW Distribution EV and EBITDA Indexes® on next page

These materials are for informational purposes only. Financial data was prepared by Starshak Weinhofer & Co. based on public data, and while it makes every effort to use reliable, comprehensive information, it makes no representation that it is accurate or complete, and it has no obligation to update this information. Starshak Weinhofer & Co. does and seeks to do investment banking with index companies; readers should know the firm may have a conflict of interest that could affect its objectivity.

The SW Distribution EV and EBITDA Indexes® were developed by and are the exclusive property of Starshak Weinhofer & Co. Third-party data providers make no warranties or representations of any kind relating to the accuracy, completeness, or timeliness of the data they provide and shall not have liability for any damages of any kind relating to such data. None of the data presented on the next page may be reprinted, sold or redistributed without the written consent of Starshak Weinhofer & Co.

MODERN DISTRIBUTION MANAGEMENT

*Founded in 1967
by J. Van Ness Philip*

Questions, comments, article proposals, address changes or subscription service to: Gale Media, Inc., 2737 Mapleton Avenue, #201, Boulder, CO 80304. Tel: 303-443-5060.
Fax: 303-443-5059. Website: <http://www.mdm.com>

ISSN 0544-6538

To subscribe to Modern Distribution Management, please call 888-742-5060, email tom@mdm.com or <http://www.mdm.com>. Subscriptions are available by online delivery and/or first-class mail. Published twice monthly; \$345/yr., \$365 U.S. funds other countries; \$169 each additional subscription to a company (\$189 other countries).

Copyright © 2006 by Gale Media, Inc. All rights reserved. Modern Distribution Management® and mdm® are registered trademarks of Gale Media, Inc. Material may not be reproduced in whole or in part in any form whatsoever without permission from the publisher. To request permission to copy, republish, or quote material, please call 303-443-5060.