

CONSOLIDATED CONDENSED STATEMENTS OF EARNINGS AND COMPREHENSIVE INCOME (UNAUDITED)
FOR THE NINE MONTHS ENDED
SEPTEMBER 2017/2016

(In thousands, except per share data)	Quarter Period			Year to Date				
	2017		2016		2017		2016	
NET SALES	\$ 1,056,586	100%	\$ 826,665	100%	\$ 2,975,091	100%	\$ 2,380,909	100.0%
COST OF GOODS SOLD	<u>911,899</u>	86.3	<u>708,611</u>	85.7	<u>2,561,424</u>	86.1	<u>2,028,629</u>	85.2
GROSS PROFIT	144,687	13.7	118,054	14.3	413,667	13.9	352,280	14.8
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	<u>92,416</u>	8.7	<u>74,502</u>	9.0	<u>273,676</u>	9.2	<u>223,153</u>	9.4
EARNINGS FROM OPERATIONS	52,271	4.9	43,552	5.3	139,991	4.7	129,127	5.4
OTHER EXPENSE, NET	<u>1,352</u>	0.1	<u>927</u>	0.1	<u>4,259</u>	0.1	<u>2,602</u>	0.1
EARNINGS BEFORE INCOME TAXES	50,919	4.8	42,625	5.2	135,732	4.6	126,525	5.3
INCOME TAXES	<u>16,250</u>	1.5	<u>13,861</u>	1.7	<u>44,855</u>	1.5	<u>43,268</u>	1.8
NET EARNINGS	34,669	3.3	28,764	3.5	90,877	3.1	83,257	3.5
LESS NET EARNINGS ATTRIBUTABLE TO NONCONTROLLING INTEREST	<u>(976)</u>	(0.1)	<u>(945)</u>	(0.1)	<u>(2,480)</u>	(0.1)	<u>(2,828)</u>	(0.1)
NET EARNINGS ATTRIBUTABLE TO CONTROLLING INTEREST	<u>\$ 33,693</u>	3.2	<u>\$ 27,819</u>	3.4	<u>\$ 88,397</u>	3.0	<u>\$ 80,429</u>	3.4
EARNINGS PER SHARE - BASIC	\$ 1.65		\$ 1.36		\$ 4.32		\$ 3.95	
EARNINGS PER SHARE - DILUTED	\$ 1.64		\$ 1.36		\$ 4.31		\$ 3.94	
COMPREHENSIVE INCOME	36,388		27,608		97,018		81,736	
LESS COMPREHENSIVE INCOME ATTRIBUTABLE TO NONCONTROLLING INTEREST	<u>(975)</u>		<u>(495)</u>		<u>(3,862)</u>		<u>(1,576)</u>	
COMPREHENSIVE INCOME ATTRIBUTABLE TO CONTROLLING INTEREST	<u>\$ 35,413</u>		<u>\$ 27,113</u>		<u>\$ 93,156</u>		<u>\$ 80,160</u>	

SUPPLEMENTAL SALES DATA

Market Classification	Quarter Period			Year to Date		
	2017	2016	%	2017	2016	%
Retail	\$ 391,895	\$ 339,275	16%	\$ 1,162,785	\$ 1,018,203	14%
Industrial	369,506	232,017	59%	982,675	661,718	49%
Construction	<u>310,026</u>	<u>267,772</u>	16%	<u>872,997</u>	<u>740,393</u>	18%
Total Gross Sales	1,071,427	839,064	28%	3,018,457	2,420,314	25%
Sales Allowances	<u>(14,841)</u>	<u>(12,399)</u>	-20%	<u>(43,366)</u>	<u>(39,405)</u>	-10%
Total Net Sales	<u>\$ 1,056,586</u>	<u>\$ 826,665</u>	28%	<u>\$ 2,975,091</u>	<u>\$ 2,380,909</u>	25%

CONSOLIDATED CONDENSED BALANCE SHEETS (UNAUDITED)
SEPTEMBER 2017/2016

(In thousands)					
ASSETS	2017	2016	LIABILITIES AND EQUITY	2017	2016
CURRENT ASSETS			CURRENT LIABILITIES		
Cash and cash equivalents	\$ 22,044	\$ 36,683	Cash overdraft	\$ 26,617	\$ 13,940
Restricted cash	905	909	Accounts payable	171,774	137,979
Investments	10,781	10,453	Accrued liabilities	138,364	156,653
Accounts receivable	419,183	343,771	Current portion of debt	<u>2,197</u>	<u>1,584</u>
Inventories	412,486	369,928			
Other current assets	<u>23,201</u>	<u>29,043</u>			
TOTAL CURRENT ASSETS	888,600	790,787	TOTAL CURRENT LIABILITIES	338,952	310,156
OTHER ASSETS	17,515	11,173	LONG-TERM DEBT AND		
INTANGIBLE ASSETS, NET	255,330	224,186	CAPITAL LEASE OBLIGATIONS	145,884	110,362
PROPERTY, PLANT			OTHER LIABILITIES	51,638	43,029
AND EQUIPMENT, NET	<u>325,109</u>	<u>284,491</u>	EQUITY	<u>950,080</u>	<u>847,090</u>
TOTAL ASSETS	<u>\$ 1,486,554</u>	<u>\$ 1,310,637</u>	TOTAL LIABILITIES AND EQUITY	<u>\$ 1,486,554</u>	<u>\$ 1,310,637</u>

CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS (UNAUDITED)
FOR THE NINE MONTHS ENDED
SEPTEMBER 2017/2016

(In thousands)	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net earnings	\$ 90,877	\$ 83,257
Adjustments to reconcile net earnings to net cash from operating activities:		
Depreciation	36,010	29,014
Amortization of intangibles	3,549	1,868
Expense associated with share-based compensation arrangements	1,978	1,568
Expense associated with stock grant plans	144	105
Deferred income taxes (credit)	117	(53)
Equity in earnings of investee	(25)	(241)
Net gain on disposition and impairment of assets	(437)	94
Changes in:		
Accounts receivable	(121,688)	(69,357)
Inventories	(820)	21,683
Accounts payable and cash overdraft	53,424	35,026
Accrued liabilities and other	34,221	33,413
NET CASH FROM OPERATING ACTIVITIES	97,350	136,377
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property, plant, and equipment	(57,189)	(35,723)
Proceeds from sale of property, plant and equipment	2,121	516
Acquisitions and purchase of noncontrolling interest, net of cash received	(59,859)	(66,615)
Repayments of debt of acquiree	-	(92,830)
Purchase of remaining noncontrolling interest of subsidiary	-	(1,100)
Cash contributed from noncontrolling interest	464	-
Advances of notes receivable	(234)	(5,400)
Collections of notes receivable and related interest	1,334	5,819
Purchases of investments	(15,928)	(4,468)
Proceeds from sale of investments	8,000	1,395
Other	(84)	(1,733)
NET CASH USED IN INVESTING ACTIVITIES	(121,375)	(200,139)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Borrowings under revolving credit facilities	610,038	52,479
Repayments under revolving credit facilities	(573,829)	(27,177)
Proceeds from issuance of common stock	476	396
Distributions to noncontrolling interest	(3,272)	(3,160)
Dividends paid to shareholders	(9,207)	(8,529)
Repurchase of common stock	(12,976)	-
Other	-	(28)
NET CASH FROM (USED IN) FINANCING ACTIVITIES	11,230	13,981
Effect of exchange rate changes on cash	1,255	(969)
NET CHANGE IN CASH AND CASH EQUIVALENTS	(11,540)	(50,750)
ALL CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	34,489	88,342
ALL CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 22,949	\$ 37,592
Reconciliation of cash and cash equivalents and restricted cash:		
Cash and cash equivalents, beginning of period	\$ 34,091	\$ 87,756
Restricted cash, beginning of period	398	586
All cash and cash equivalents, beginning of period	\$ 34,489	\$ 88,342
Cash and cash equivalents, end of period	\$ 22,044	\$ 36,683
Restricted cash, end of period	905	909
All cash and cash equivalents, end of period	\$ 22,949	\$ 37,592