

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

(In thousands, except per share data)	Quarter Period				Year to Date			
	2017		2016		2017		2016	
NET SALES	\$ 1,072,375	100%	\$ 872,093	100%	\$ 1,918,505	100%	\$ 1,554,244	100.0%
COST OF GOODS SOLD	<u>924,135</u>	86.2	<u>740,606</u>	84.9	<u>1,649,526</u>	86.0	<u>1,320,018</u>	84.9
GROSS PROFIT	148,240	13.8	131,487	15.1	268,979	14.0	234,226	15.1
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	<u>94,341</u>	8.8	<u>77,822</u>	8.9	<u>181,259</u>	9.4	<u>148,651</u>	9.6
EARNINGS FROM OPERATIONS	53,899	5.0	53,665	6.2	87,720	4.6	85,575	5.5
OTHER EXPENSE, NET	<u>1,490</u>	0.1	<u>785</u>	0.1	<u>2,906</u>	0.2	<u>1,675</u>	0.1
EARNINGS BEFORE INCOME TAXES	52,409	4.9	52,880	6.1	84,814	4.4	83,900	5.4
INCOME TAXES	<u>17,835</u>	1.7	<u>18,643</u>	2.1	<u>28,605</u>	1.5	<u>29,407</u>	1.9
NET EARNINGS	34,574	3.2	34,237	3.9	56,209	2.9	54,493	3.5
LESS NET EARNINGS ATTRIBUTABLE TO NONCONTROLLING INTEREST	<u>(932)</u>	(0.1)	<u>(839)</u>	(0.1)	<u>(1,505)</u>	(0.1)	<u>(1,882)</u>	(0.1)
NET EARNINGS ATTRIBUTABLE TO CONTROLLING INTEREST	<u>\$ 33,642</u>	3.1	<u>\$ 33,398</u>	3.8	<u>\$ 54,704</u>	2.9	<u>\$ 52,611</u>	3.4
EARNINGS PER SHARE - BASIC	\$ 1.64		\$ 1.64		\$ 2.67		\$ 2.59	
EARNINGS PER SHARE - DILUTED	\$ 1.64		\$ 1.64		\$ 2.66		\$ 2.58	
COMPREHENSIVE INCOME	35,961		33,430		60,631		54,128	
LESS COMPREHENSIVE INCOME ATTRIBUTABLE TO NONCONTROLLING INTEREST	<u>(1,460)</u>		<u>(235)</u>		<u>(2,887)</u>		<u>(1,081)</u>	
COMPREHENSIVE INCOME ATTRIBUTABLE TO CONTROLLING INTEREST	<u>\$ 34,501</u>		<u>\$ 33,195</u>		<u>\$ 57,744</u>		<u>\$ 53,047</u>	

SUPPLEMENTAL SALES DATA

Market Classification	Quarter Period			Year to Date		
	2017	2016	%	2017	2016	%
Retail	\$ 459,140	\$ 407,670	13%	\$ 770,891	\$ 678,928	14%
Industrial	335,928	228,052	47%	613,170	429,701	43%
Construction	<u>295,153</u>	<u>251,665</u>	17%	<u>562,969</u>	<u>472,622</u>	19%
Total Gross Sales	1,090,221	887,387	23%	1,947,030	1,581,251	23%
Sales Allowances	<u>(17,846)</u>	<u>(15,294)</u>	-17%	<u>(28,525)</u>	<u>(27,007)</u>	-6%
Total Net Sales	<u>\$ 1,072,375</u>	<u>\$ 872,093</u>	23%	<u>\$ 1,918,505</u>	<u>\$ 1,554,244</u>	23%

CONSOLIDATED CONDENSED BALANCE SHEETS (UNAUDITED)
JUNE 2017/2016

(In thousands)					
ASSETS	2017	2016	LIABILITIES AND EQUITY	2017	2016
CURRENT ASSETS			CURRENT LIABILITIES		
Cash and cash equivalents	\$ 24,625	\$ 87,517	Cash overdraft	\$ 22,769	\$ -
Restricted cash & cash equivalents	905	909	Accounts payable	160,250	126,095
Investments	10,401	9,740	Accrued liabilities	126,210	111,995
Accounts receivable	398,529	318,505	Current portion of debt	<u>2,378</u>	<u>1,093</u>
Inventories	438,435	297,796			
Other current assets	<u>21,970</u>	<u>15,238</u>			
TOTAL CURRENT ASSETS	894,865	729,705	TOTAL CURRENT LIABILITIES	311,607	239,183
OTHER ASSETS	17,734	10,011	LONG-TERM DEBT AND		
INTANGIBLE ASSETS, NET	253,484	197,891	CAPITAL LEASE OBLIGATIONS	204,752	84,530
PROPERTY, PLANT			OTHER LIABILITIES	49,319	51,158
AND EQUIPMENT, NET	<u>315,956</u>	<u>256,899</u>	EQUITY	<u>916,361</u>	<u>819,635</u>
TOTAL ASSETS	<u>\$ 1,482,039</u>	<u>\$ 1,194,506</u>	TOTAL LIABILITIES AND EQUITY	<u>\$ 1,482,039</u>	<u>\$ 1,194,506</u>

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

(In thousands)	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net earnings	\$ 56,209	\$ 54,493
Adjustments to reconcile net earnings to net cash from operating activities:		
Depreciation	23,248	19,178
Amortization of intangibles	2,377	1,285
Expense associated with share-based compensation arrangements	1,282	977
Expense associated with stock grant plans	99	70
Deferred income taxes	355	55
Equity in earnings of investee	(26)	(192)
Net gain on disposition and impairment of assets	(328)	50
Changes in:		
Accounts receivable	(101,239)	(95,198)
Inventories	(26,979)	7,564
Accounts payable and cash overdraft	38,146	31,320
Accrued liabilities and other	22,067	20,439
NET CASH FROM OPERATING ACTIVITIES	<u>15,211</u>	<u>40,041</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property, plant, and equipment	(34,549)	(24,269)
Proceeds from sale of property, plant and equipment	1,039	309
Acquisitions and purchase of noncontrolling interest, net of cash received	(59,658)	(1,682)
Purchase of remaining noncontrolling interest of subsidiary	-	(1,100)
Cash contributed from noncontrolling interest	464	-
Advances of notes receivable	(228)	(2,946)
Collections of notes receivable and related interest	1,041	3,731
Purchases of investments	(15,118)	(3,571)
Proceeds from sale of investments	7,247	901
Other	(125)	(736)
NET CASH USED IN INVESTING ACTIVITIES	<u>(99,887)</u>	<u>(29,363)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Borrowings under revolving credit facilities	444,601	3,162
Repayments under revolving credit facilities	(349,311)	(3,210)
Proceeds from issuance of common stock	331	290
Distributions to noncontrolling interest	(1,953)	(8,529)
Dividends paid to shareholders	(9,207)	(1,731)
Repurchase of common stock	(9,934)	-
Other	(6)	(15)
NET CASH FROM (USED IN) FINANCING ACTIVITIES	<u>74,521</u>	<u>(10,033)</u>
Effect of exchange rate changes on cash	1,196	(561)
NET CHANGE IN CASH AND CASH EQUIVALENTS	<u>(8,959)</u>	<u>84</u>
ALL CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	<u>34,489</u>	<u>88,342</u>
ALL CASH AND CASH EQUIVALENTS, END OF PERIOD	<u>\$ 25,530</u>	<u>\$ 88,426</u>
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	<u>\$ 34,489</u>	<u>\$ 88,342</u>
Cash and cash equivalents, end of period	\$ 24,625	\$ 87,517
Restricted cash, end of period	905	909
All cash and cash equivalents, end of period	<u>\$ 25,530</u>	<u>\$ 88,426</u>