

Aggregate Financial Performance Measures

Selected Group of 554 Mid- and Small-Cap Public Companies

	2011	2010	2009	2008	2007	2006
Revenue	\$1,177,041	\$1,061,112	\$944,554	\$1,119,676	\$1,048,438	\$963,605
less: Cost of Goods Sold	(861,346)	(770,146)	(685,312)	(821,938)	(768,359)	(702,836)
Gross Profit	\$315,695	\$290,966	\$259,242	\$297,737	\$280,079	\$260,769
less: Cash Operating Expenses	(171,124)	(159,558)	(150,266)	(162,909)	(154,555)	(143,747)
EBITDA	\$144,572	\$131,407	\$108,976	\$134,829	\$125,525	\$117,022
Revenue Growth	10.9%	12.3%	-15.6%	6.8%	8.8%	
Gross Margin	26.8%	27.4%	27.4%	26.6%	26.7%	27.1%
EBITDA Margin	12.3%	12.4%	11.5%	12.0%	12.0%	12.1%
Change in Cash Operating Expenses	7.2%	6.2%	-7.8%	5.4%	7.5%	
Net Income	\$45,817	\$48,392	\$21,745	\$10,463	\$50,951	\$44,773
plus: Depreciation & Amortization	44,778	41,022	39,738	39,000	34,599	30,522
plus: Other Non-Cash Items	24,778	16,909	26,152	53,992	12,636	12,443
Gross Cash Flow	115,373	106,324	87,634	103,455	98,186	87,739
plus/less: Change in Working Capital	(20,185)	(16,785)	20,823	(9,724)	(6,477)	(15,694)
plus/less: Other Items, net	4,676	4,429	4,568	4,710	4,216	3,444
Cash Flow - Operating Activities	\$99,864	\$93,968	\$113,025	\$98,441	\$95,925	\$75,489
Capital Expenditures	(69,967)	(54,259)	(48,419)	(67,618)	(61,098)	(53,367)
Cash Paid for Acquisitions	(41,368)	(32,513)	(8,130)	(23,473)	(50,217)	(25,496)
Other Investing Items, net	9,395	2,947	2,899	12,912	19,293	14,680
Cash Flow - Investing Activities	(\$101,940)	(\$83,824)	(\$53,650)	(\$78,179)	(\$92,022)	(\$64,182)
Debt Issuance	175,171	139,970	104,555	139,698	176,863	124,940
Debt Repayment	(151,915)	(128,087)	(133,704)	(137,181)	(136,173)	(106,452)
Net Change in Debt	23,256	11,883	(29,149)	2,517	40,690	18,488
Common Stock Issuance	10,355	9,613	8,656	6,732	10,661	9,908
Common Stock Repurchase	(26,054)	(15,260)	(4,245)	(19,300)	(28,477)	(27,193)
Common Stock Dividends	(10,894)	(8,923)	(8,275)	(9,093)	(9,011)	(8,387)
Other Financing Items, net	(1,034)	(4,504)	(2,084)	(67)	(11,277)	40
Cash Flow - Financing Activities	(\$4,371)	(\$7,191)	(\$35,097)	(\$19,210)	\$2,587	(\$7,144)
Net Change in Cash	(\$6,446)	\$2,952	\$24,278	\$1,051	\$6,491	\$4,163
Median Stock Return	-0.3%	23.9%	34.6%	-36.0%	-1.2%	15.7%