



Supplemental Schedule

2014 Investor Day

April 8, 2014

Supplemental Historical Product Category Revenue Information



\$ in thousands

	2012					2013					2014
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Actual Revenue											
Resources revenue	\$ 177,606	\$ 202,891	\$ 193,584	\$ 201,250	\$ 775,331	\$ 190,516	\$ 221,680	\$ 218,345	\$ 234,584	\$ 865,125	\$ 217,494
Industrials revenue	53,831	65,533	67,424	72,275	259,063	62,489	64,359	119,149	181,626	427,623	171,723
Horizontal Products revenue	111,306	118,735	124,601	140,833	495,475	129,520	132,104	142,794	143,465	547,883	135,241
Total Revenue	\$ 342,743	\$ 387,159	\$ 385,609	\$ 414,358	\$1,529,869	\$ 382,525	\$ 418,143	\$ 480,288	\$ 559,675	\$1,840,631	\$ 524,458
Total Growth - Dollar Change											
Resources revenue						\$ 12,910	\$ 18,789	\$ 24,761	\$ 33,334	\$ 89,794	\$ 26,978
Industrials revenue						8,658	(1,174)	51,725	109,351	168,560	109,234
Horizontal Products revenue						18,214	13,369	18,193	2,632	52,408	5,721
Total Revenue						\$ 39,782	\$ 30,984	\$ 94,679	\$ 145,317	\$ 310,762	\$ 141,933
Total Growth - Percent Change											
Resources revenue						7%	9%	13%	17%	12%	14%
Industrials revenue						16%	-2%	77%	151%	65%	175%
Horizontal Products revenue						16%	11%	15%	2%	11%	4%
Total Revenue						12%	8%	25%	35%	20%	37%
Organic Growth - Percent Change											
Resources revenue						6%	5%	4%	8%	6%	7%
Industrials revenue						2%	-2%	-3%	-4%	-2%	-2%
Horizontal Products revenue						4%	0%	11%	2%	4%	5%
Total Revenue						5%	3%	5%	4%	4%	5%