

Current Data Sorted by Assets

Comparative Historical Data

Current Data Sorted by Assets						Comparative Historical Data										
						Type of Statement										
3	3	34	60	11	6	Unqualified	148	139								
9	84	239	53	1		Reviewed	375	344								
23	71	40	1			Compiled	150	109								
116	91	38	5	1		Tax Returns	225	235								
60	122	106	35	5	5	Other	243	275								
232 (4/1-9/30/10)			990 (10/1/10-3/31/11)				4/1/06-3/31/07 ALL	4/1/07-3/31/08 ALL								
0-500M	500M-2MM	2-10MM	10-50MM	50-100MM	100-250MM	NUMBER OF STATEMENTS	1141	1102								
211	371	457	154	18	11	<b>ASSETS</b>										
%	%	%	%	%	%	Cash & Equivalents	14.1	14.6								
19.5	14.4	14.8	19.8	14.2	22.4	Trade Receivables (net)	46.6	45.5								
28.4	41.0	48.9	46.1	45.0	29.6	Inventory	7.6	7.3								
11.6	10.5	5.9	4.2	5.8	9.2	All Other Current	7.2	6.8								
3.7	5.3	8.5	9.6	6.8	13.8	Total Current	75.4	74.2								
63.2	71.2	78.1	79.8	71.9	75.0	Fixed Assets (net)	16.4	18.0								
26.2	18.1	14.4	12.6	16.4	8.5	Intangibles (net)	2.7	2.2								
2.5	3.5	2.3	3.0	4.4	7.6	All Other Non-Current	5.5	5.6								
8.1	7.2	5.2	4.5	7.3	8.9	Total	100.0	100.0								
100.0	100.0	100.0	100.0	100.0	100.0	<b>LIABILITIES</b>										
27.3	12.4	7.8	4.5	3.3	4.0	Notes Payable-Short Term	8.9	9.3								
6.0	3.1	2.2	1.7	4.2	.7	Cur. Mat.-L.T.D.	2.8	3.4								
21.8	20.7	22.7	20.9	18.3	17.4	Trade Payables	21.8	21.0								
.2	.3	.5	.4	.3	.0	Income Taxes Payable	.7	.7								
15.9	11.3	14.5	20.4	24.3	16.6	All Other Current	17.8	17.6								
71.2	47.8	47.8	48.0	50.3	38.7	Total Current	52.0	52.0								
25.8	13.2	6.8	7.0	19.7	19.4	Long-Term Debt	12.4	14.0								
.0	.3	.4	.3	.0	.0	Deferred Taxes	.3	.3								
16.1	6.1	3.7	2.4	3.6	3.3	All Other Non-Current	3.6	4.3								
-13.2	32.6	41.3	42.3	26.4	38.7	Net Worth	31.8	29.3								
100.0	100.0	100.0	100.0	100.0	100.0	Total Liabilities & Net Worth	100.0	100.0								
100.0	100.0	100.0	100.0	100.0	100.0	<b>INCOME DATA</b>										
43.3	32.5	23.0	20.0	22.9	32.7	Net Sales	100.0	100.0								
40.4	30.9	21.1	17.2	19.3	27.7	Gross Profit	28.3	29.1								
3.0	1.5	1.9	2.8	3.6	5.1	Operating Expenses	23.5	24.8								
.6	.4	.1	-1	.5	.4	Operating Profit	4.8	4.3								
2.4	1.1	1.8	2.9	3.0	4.6	All Other Expenses (net)	.4	.4								
2.9	2.8	2.3	2.2	2.2	9.5	Profit Before Taxes	4.4	4.0								
1.4	1.5	1.6	1.6	1.3	2.5	<b>RATIOS</b>										
.6	1.0	1.2	1.4	1.2	1.4	Current	2.1	2.1								
2.1	2.2	2.0	1.9	1.6	2.4		1.5	1.5								
.9	1.2	1.3	1.4	1.2	1.4	Quick	1.2	1.2								
.3	.7	1.0	1.0	1.0	1.0		(1139) 1.8	(1101) 1.8								
0 UND	27	13.6	47	7.8	55	6.6	53	6.9	0 UND	31	11.7	30	12.0			
18	20.3	47	7.8	66	5.5	72	5.1	64	5.7	59	6.2	Sales/Receivables	56	6.5	54	6.8
41	8.9	67	5.5	86	4.3	92	4.0	83	4.4	78	4.7		79	4.6	77	4.7
0 UND	0 UND	0 UND	0 UND	0 UND	0 UND	1	565.4	0 UND	0 UND	Cost of Sales/Inventory	0 UND	0 UND	0 UND			
5	72.7	8	43.4	5	78.4	2	163.8	6	61.8	1	606.5		4	93.7	4	102.8
24	15.3	27	13.5	15	24.7	10	36.2	12	31.3	18	20.2		15	24.3	16	22.7
0 UND	15	24.3	23	16.0	23	15.6	21	17.2	17	22.1	Cost of Sales/Payables	17	21.7	16	22.6	
19	18.9	29	12.7	34	10.7	33	11.0	32	11.4	38	9.5		29	12.5	29	12.6
38	9.5	47	7.7	50	7.3	49	7.4	43	8.4	53	6.8		47	7.8	46	7.9
10.7	6.1	5.5	4.6	6.2	3.7	Sales/Working Capital	7.6	7.3								
43.4	13.3	10.5	8.4	14.9	6.3		13.2	13.1								
-24.5	238.1	20.5	15.1	21.4	17.1		36.5	37.2								
10.0	15.9	18.6	44.9	37.0	30.4	EBIT/Interest	22.7	26.6								
(171)	3.0	(322)	3.6	(382)	4.7	(134)	12.7	(15)	8.4	(10)	6.4		(993)	7.7	(971)	7.7
-7	-1.0	1.1	2.1	.6	2.5		2.4	2.1								
6.2	10.0	20.9	Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D	11.1	8.6											
(51)	1.5	(118)	2.3	(49)	4.9		(245)	3.9	(228)	4.3						
-1.3	.8	1.7		1.8	2.1											
.2	.2	.1	.1	.2	.1	Fixed/Worth	.1	.2								
1.5	.5	.3	.2	.5	.3		.4	.4								
-6	2.7	.7	.5	1.0	.6		1.1	1.2								
.9	.7	.8	.9	.9	.7	Debt/Worth	.9	.9								
6.4	2.2	1.5	1.5	2.3	1.5		2.1	2.1								
-3.0	12.0	3.0	2.6	5.1	3.7		5.0	5.3								
100.0	48.8	31.1	35.0	43.7	58.4	% Profit Before Taxes/Tangible Net Worth	64.2	62.0								
(125)	35.9	(298)	13.8	(436)	11.3	(148)	14.9	(16)	19.6	(10)	23.2		(1005)	32.9	(950)	30.2
3.7	-3.6	.9	3.5	7.7	1.7		11.5	12.0								
28.8	15.9	12.7	13.2	13.5	15.6	% Profit Before Taxes/Total Assets	22.0	21.3								
9.1	4.7	3.8	5.8	4.8	7.0		9.9	9.7								
-3.4	-4.0	.2	1.2	.8	.6		3.2	3.0								
73.1	52.1	50.9	57.0	49.5	69.0	Sales/Net Fixed Assets	63.3	56.9								
30.1	24.5	28.2	29.3	22.0	36.5		31.4	28.5								
13.1	12.3	16.4	16.2	11.6	19.0		16.6	15.3								
8.6	4.3	3.4	3.0	3.6	2.5	Sales/Total Assets	4.3	4.3								
4.8	3.2	2.8	2.4	2.6	2.1		3.2	3.2								
3.3	2.3	2.1	1.9	1.7	1.3		2.5	2.5								
.7	.6	.5	.5	.5	.4	% Depr., Dep., Amort./Sales	.5	.4								
(133)	1.3	(283)	1.3	(406)	.9	(145)	.9	(16)	.8		(950)	.9	(905)	1.0		
2.2	2.1	1.5	1.4	2.5		1.6	1.7									
4.2	2.7	1.5	.9	% Officers', Directors' Owners' Comp/Sales	1.9	2.1										
(140)	7.4	(219)	4.7	(234)	2.9	(59)	1.6		(595)	4.0	(569)	4.1				
11.7	7.3	5.0	3.6		6.5	7.2										
271238M	1462076M	5828337M	7833820M	3562479M	4491956M	Net Sales (\$)	35204942M	30744019M								
51542M	423408M	2095848M	2938574M	1232993M	1622946M	Total Assets (\$)	9600015M	8777716M								

**CONSTRUCTION-GENERAL—Plumbing, Heating, and Air-Conditioning Contractors NAICS 238220**

**Comparative Historical Data**

**Current Data Sorted by Sales**

			Type of Statement						
			Unqualified	2	2	2	9	31	71
			Reviewed	8	33	48	102	140	55
			Compiled	11	40	32	32	17	3
			Tax Returns	58	93	40	28	25	7
			Other	30	88	47	57	65	46
4/1/08- 3/31/09 ALL	4/1/09- 3/31/10 ALL	4/1/10- 3/31/11 ALL		0-1MM	1-3MM	3-5MM	5-10MM	10-25MM	25MM & OVER
1244	1250	1222	NUMBER OF STATEMENTS	109	256	169	228	278	182
%	%	%	<b>ASSETS</b>	%	%	%	%	%	%
15.6	17.7	16.2	Cash & Equivalents	17.2	16.4	14.2	15.4	16.5	17.6
44.7	41.4	42.4	Trade Receivables (net)	27.3	34.7	41.6	45.7	49.6	47.8
7.0	7.2	8.1	Inventory	9.6	12.8	8.7	6.9	5.8	5.3
6.9	6.7	6.9	All Other Current	4.6	4.4	6.5	7.4	7.9	9.7
74.2	73.1	73.5	Total Current	58.7	68.2	70.9	75.4	79.8	80.3
16.6	17.6	17.3	Fixed Assets (net)	28.6	20.8	18.5	16.0	13.5	12.3
2.7	3.0	2.9	Intangibles (net)	3.7	3.2	2.7	2.9	3.0	2.0
6.5	6.3	6.3	All Other Non-Current	9.0	7.8	7.9	5.7	3.8	5.4
100.0	100.0	100.0	Total	100.0	100.0	100.0	100.0	100.0	100.0
			<b>LIABILITIES</b>						
10.0	10.2	12.0	Notes Payable-Short Term	26.7	19.0	12.5	8.5	7.3	4.8
3.4	3.3	3.1	Cur. Mat.-L.T.D.	4.0	4.4	4.0	2.7	2.1	1.9
21.0	19.8	21.6	Trade Payables	20.2	17.8	21.5	22.3	24.9	22.2
.6	.4	.4	Income Taxes Payable	.3	.3	.3	.5	.4	.4
17.1	17.0	14.7	All Other Current	16.5	12.1	12.7	12.1	15.3	21.4
52.1	50.7	51.8	Total Current	67.7	53.5	51.1	46.1	49.9	50.7
12.7	12.5	12.4	Long-Term Debt	25.6	18.4	12.7	8.8	6.8	8.6
.3	.3	.3	Deferred Taxes	.0	.3	.2	.3	.6	.1
4.6	5.9	6.4	All Other Non-Current	16.7	9.2	6.0	4.6	3.8	3.0
30.3	30.7	29.1	Net Worth	-10.0	18.6	30.0	40.3	39.0	37.6
100.0	100.0	100.0	Total Liabilities & Net Worth	100.0	100.0	100.0	100.0	100.0	100.0
			<b>INCOME DATA</b>						
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0	100.0	100.0	100.0
28.0	28.9	29.1	Gross Profit	45.1	37.0	30.3	25.8	22.5	21.6
24.1	25.9	27.0	Operating Expenses	42.7	35.3	29.1	24.1	19.7	18.5
3.9	3.1	2.2	Operating Profit	2.4	1.7	1.2	1.7	2.8	3.0
.4	.4	.3	All Other Expenses (net)	.7	.4	.3	.2	.2	-.1
3.6	2.7	1.9	Profit Before Taxes	1.7	1.2	.9	1.5	2.7	3.1
			<b>RATIOS</b>						
2.2	2.4	2.5		2.3	3.3	2.5	2.7	2.3	2.1
1.5	1.6	1.6	Current	1.2	1.7	1.5	1.7	1.6	1.5
1.2	1.2	1.1		.6	1.0	1.0	1.2	1.3	1.3
1.8	2.0	2.0	Quick	2.1	2.4	1.9	2.1	1.9	1.7
1.2	1.3	1.2		.8	1.3	1.2	1.3	1.3	1.3
.9	.9	.8		.3	.6	.8	.9	1.0	1.0
30	12.1	30	12.1	30	12.0				
53	6.9	50	7.3	56	6.6				
76	4.8	72	5.1	78	4.7				
0	UND	0	UND	0	UND				
3	108.6	4	88.7	5	73.0				
14	25.5	16	22.8	18	20.2				
14	25.3	15	25.1	17	21.1				
28	13.0	27	13.7	31	11.8				
45	8.1	43	8.4	48	7.6				
7.2	6.1	6.0							
13.1	11.9	11.8							
42.0	34.3	41.4							
27.7	24.4	18.2							
(1102)	6.4	(1057)	5.3	(1034)	4.4				
1.6	.8	.3							
9.6	10.6	9.9							
(265)	3.5	(258)	3.7	(230)	2.7				
1.2	1.0	.8							
.2	.1	.1							
.4	.4	.4							
1.2	1.2	1.3							
.9	.8	.8							
1.9	1.7	1.8							
5.0	4.7	5.7							
56.2	47.2	41.4							
(1069)	27.3	(1048)	19.0	(1033)	13.5				
7.5	2.7	1.1							
21.0	18.1	15.5							
8.7	6.4	4.7							
1.6	.0	-.7							
58.9	57.8	56.2							
30.6	28.7	27.2							
16.7	14.2	14.2							
4.3	4.1	4.0							
3.1	3.1	3.0							
2.5	2.3	2.2							
.5	.5	.6							
(1041)	.9	(1016)	1.1	(990)	1.0				
1.7	1.8	1.8							
2.0	2.0	2.1							
(685)	3.8	(645)	3.9	(657)	4.2				
6.7	7.4	7.4							
28993465M	29011800M	23449906M	Net Sales (\$)	64905M	508166M	673480M	1669621M	4270096M	16263638M
10095051M	9908455M	8365311M	Total Assets (\$)	28130M	186796M	250670M	622377M	1660235M	5617103M

**CONSTRUCTION-% OF COMPLETION—Plumbing, Heating, and Air-Conditioning Contractors NAICS 238220P**

**Current Data Sorted by Revenue**

**Comparative Historical Data**

Current Data Sorted by Revenue					Comparative Historical Data					
					Type of Statement					
1		2	1	4	Unqualified	22	18	6	14	4
2	61	55	4	122	Reviewed	108	101	76	81	122
4	26	4	3	37	Compiled	41	51	37	29	37
9	37	2	3	51	Tax Returns	42	62	54	44	51
2	29	19	8	58	Other	48	35	36	38	58
49 (4/1-9/30/10)					4/1/06-3/31/07					
223 (10/1/10-3/31/11)					4/1/07-3/31/08					
0-1MM					4/1/08-3/31/09					
1-10MM					4/1/09-3/31/10					
10-50MM					4/1/10-3/31/11					
50 & OVER					ALL	ALL	ALL	ALL	ALL	ALL
18	153	82	19	272	NUMBER OF STATEMENTS	261	267	209	206	272
%	%	%	%	%	ASSETS	%	%	%	%	%
35.0	17.1	12.5	11.4	16.5	Cash & Equivalents	11.4	14.7	14.5	17.6	16.5
15.2	27.9	20.7	33.8	25.3	A/R - Progress Billings	42.7	40.4	38.7	37.5	25.3
.8	10.8	33.0	18.6	17.4	A/R - Current Retention	2.6	1.5	1.9	1.4	17.4
14.4	9.3	4.1	3.0	7.6	Inventory	8.8	7.8	9.8	8.7	7.6
.1	4.0	7.3	3.7	4.7	Cost & Est. Earnings	3.9	2.9	2.5	2.6	4.7
1.7	5.0	5.1	10.2	5.2	In Excess Billings	4.4	5.5	5.1	5.0	5.2
67.1	74.0	82.7	80.8	76.6	All Other Current	73.8	72.8	72.4	72.8	76.6
19.0	16.5	11.0	14.0	14.8	Total Current	17.5	17.3	18.8	17.9	14.8
.0	.0	.2	.2	.1	Fixed Assets (net)	.5	.7	.9	.8	.1
4.4	2.5	.9	.1	2.0	Joint Ventures & Investments	1.5	2.2	2.0	2.1	2.0
9.5	7.0	5.2	4.9	6.4	Intangibles (net)	6.6	7.0	5.9	6.5	6.4
100.0	100.0	100.0	100.0	100.0	All Other Non-Current	100.0	100.0	100.0	100.0	100.0
					Total					
9.4	13.0	5.2	10.1	10.2	LIABILITIES	9.8	8.9	12.9	12.7	10.2
11.1	22.7	26.6	29.1	23.5	Notes Payable-Short Term	23.1	21.5	21.9	22.8	23.5
.1	.2	1.6	1.1	.7	A/P - Trade	.1	.2	.2	.4	.7
.6	5.1	10.4	9.9	6.7	A/P - Retention	6.0	6.6	5.9	5.1	6.7
.1	.3	.2	.0	.2	Billings in Excess of Costs & Est. Earnings	.3	.4	.3	.2	.2
3.1	3.8	1.8	2.4	3.1	Income Taxes Payable	3.6	4.2	3.7	5.0	3.1
17.7	8.6	9.2	13.1	9.7	Cur. Mat.-L/T/D	9.6	11.1	10.0	10.5	9.7
42.1	53.7	55.0	65.7	54.2	All Other Current	52.5	52.9	54.9	56.7	54.2
13.4	12.7	4.1	10.8	10.0	Total Current	12.9	12.5	17.0	17.0	10.0
.0	.7	.2	.1	.5	Long-Term Debt	.5	.4	.3	.4	.5
4.7	3.9	2.3	1.2	3.3	Deferred Taxes	5.3	5.7	6.5	4.6	3.3
39.7	29.1	38.5	22.2	32.1	All Other Non-Current	28.9	28.4	21.3	21.3	32.1
100.0	100.0	100.0	100.0	100.0	Net Worth	100.0	100.0	100.0	100.0	100.0
					Total Liabilities & Net Worth					
100.0	100.0	100.0	100.0	100.0	INCOME DATA	100.0	100.0	100.0	100.0	100.0
40.8	27.9	17.8	21.5	25.2	Contract Revenues	27.5	30.7	30.0	29.4	25.2
35.8	26.7	15.9	20.1	23.6	Gross Profit	23.2	26.1	26.7	26.5	23.6
4.9	1.2	1.9	1.4	1.7	Operating Expenses	4.3	4.6	3.4	2.9	1.7
1.0	.3	.0	.2	.2	Operating Profit	.4	.3	.8	.5	.2
3.9	.9	2.0	1.3	1.5	All Other Expenses (net)	4.0	4.3	2.6	2.4	1.5
					Profit Before Taxes					
9.0	2.2	2.1	1.7	2.2	RATIOS	2.0	2.0	2.4	2.3	2.2
1.8	1.4	1.4	1.4	1.4	Current	1.4	1.4	1.5	1.5	1.4
.7	1.0	1.2	1.1	1.1		1.1	1.1	1.1	1.0	1.1
5.4	3.6	3.2	2.6	3.3	Receivables/Payables	3.6	4.0	3.8	3.3	3.3
(13)	1.3 (148)	1.8	2.0 (18)	2.0 (261)		(246)	2.2 (245)	2.1 (194)	1.9 (197)	1.9 (261)
.7	1.2	1.5	1.2	1.2		1.3	1.2	1.4	1.0	1.2
0	29	12.6	50	7.3	48	7.7	32	11.4	30	12.3
23	15.9	46	7.9	63	5.8	58	6.3	53	6.9	6.9
43	8.5	77	4.8	81	4.5	84	4.4	78	4.7	4.7
0	18	19.9	22	16.4	29	12.6	19	19.5	18	20.8
16	22.8	31	11.8	36	10.2	35	10.5	33	11.1	11.1
53	6.8	52	7.0	54	6.8	53	6.8	53	6.9	6.9
5.6	5.8	7.2	7.6	6.7	Revenues/Receivables	7.7	8.2	7.3	6.8	6.7
11.2	12.0	12.7	13.2	12.4		15.2	16.0	13.6	15.3	12.4
-48.9	NM	23.2	206.7	43.9	Cost of Revenues/Payables	57.0	85.8	94.0	521.3	43.9
7.5	12.0	53.5	34.6	20.5		17.5	23.8	17.6	15.2	20.5
(12)	3.9 (133)	3.6 (76)	9.5 (15)	5.4 (236)	Revenues/Working Capital	(229)	6.1 (234)	5.5 (178)	4.5 (177)	5.4 (236)
-1.4	-1.7	1.7	-1.8	-5	EBIT/Interest	1.7	1.6	1.0	.8	-5
	5.9	7.6	6.0	6.0		9.3	15.8	5.3	7.7	6.0
(27)	2.3 (18)	2.3 (46)	2.1	2.1	Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D	(61)	2.7 (53)	3.2 (32)	2.6 (38)	2.6 (46)
	-3	-1.7	-4	-4		1.0	1.2	1.4	-1	-4
.0	.1	.1	.2	.1	Fixed/Worth	.2	.2	.2	.1	.1
.6	.5	.2	.3	.3		.5	.4	.5	.4	.3
-4.5	1.8	.5	78.7	1.2	Debt/Worth	1.2	1.9	2.9	2.6	1.2
.2	.7	.9	1.1	.8		.9	1.0	1.0	.9	.8
3.4	2.1	1.8	2.6	1.9	% Profit Before Taxes/Tangible Net Worth	2.2	2.3	2.4	2.0	1.9
-32.6	9.5	3.4	452.1	5.8		5.2	9.2	18.2	10.5	5.8
318.4	32.3	35.0	40.2	35.5	% Profit Before Taxes/Total Assets	58.2	69.3	66.7	46.6	35.5
(12)	37.4 (124)	8.8 (81)	12.7 (15)	18.8 (232)		(224)	31.3 (222)	32.5 (164)	26.8 (162)	20.0 (232)
1.8	-5.1	1.8	11.6	.5		6.9	10.0	7.6	2.4	.5
54.8	13.3	12.7	9.8	13.2	% Depr., Dep., Amort./Revenues	21.0	23.7	19.4	17.6	13.2
7.2	3.0	4.6	5.5	4.4		9.7	9.2	7.4	6.5	4.4
.1	-3.2	.9	-2.9	-1.6		1.2	2.0	.6	-.8	-1.6
.7	.8	.4	.2	.6	% Officers', Directors' Owners' Comp/Revenues	.6	.6	.5	.7	.6
(10)	1.2 (120)	1.3 (79)	.7 (10)	.5 (219)		(221)	1.0 (217)	1.0 (170)	1.1 (171)	1.1 (219)
2.9	2.1	1.2	.9	1.7		1.7	1.7	1.9	1.9	1.7
	2.9	1.1	2.0	2.0		1.9	2.0	2.5	2.8	2.0
(95)	4.5 (38)	1.7 (149)	3.6	3.6		(162)	3.8 (169)	4.4 (125)	4.4 (125)	5.0 (149)
7.2	2.9	2.9	6.4	6.4		7.3	7.7	8.2	8.2	6.4
11753M	715961M	1748668M	26931149M	29407531M	Contract Revenues (\$)	14535238M	30337111M	24041075M	58656308M	29407531M
5235M	271306M	591976M	8377290M	9245807M	Total Assets (\$)	5080035M	8293981M	6055177M	13672430M	9245807M