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**Cash Flow Trends and Their Fundamental Drivers: A Continuing Look
Comprehensive Industry Review (Qtr 4, 2008)
Materials Industry (GICS 1510)
EXECUTIVE SUMMARY**

This research report is one of a series that looks at the cash flow performance of Corporate America. Our primary focus is on free cash margin, or free cash flow measured as a percent of revenue. The current study provides our comprehensive review for the Materials Industry (GICS 1510) through Q4, 2008.

The Materials Industry (GICS 1510) continues to reel under the impact of the current economic crisis as it ended the 12-months ending December 2008 with a median free cash margin of 2.03% - the lowest for the time period considered (2000-2008), compared with 4.22% for the 12-months ended December 2007. This December observation continues the downtrend in median free cash margin that started with the 12-months ended December 2007.

Data for this research were provided by Cash Flow Analytics, LLC., www.cashflowanalytics.com.
Charles Mulford is a principal in Cash Flow Analytics, LLC.

May, 2009

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Georgia Tech Financial Analysis Lab

The Georgia Tech Financial Analysis Lab conducts research on issues of financial reporting and analysis. Unbiased information is vital to effective investment decision-making. Accordingly, we think that independent research organizations, such as our own, have an important role to play in providing information to market participants.

Because our Lab is housed within a university, all of our research reports have an educational quality, as they are designed to impart knowledge and understanding to those who read them. Our focus is on issues that we believe will be of interest to a large segment of stock market participants. Depending on the issue, we may focus our attention on individual companies, groups of companies, or on large segments of the market at large.

A recurring theme in our work is the identification of reporting practices that give investors a misleading signal, whether positive or negative, of corporate earning power. We define earning power as the ability to generate a sustainable stream of earnings that is backed by cash flow. Accordingly, our research may look into reporting practices that affect either earnings or cash flow, or both. At times, our research may look at stock prices generally, though from a fundamental and not technical point of view.

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Cash Flow Trends and Their Fundamental Drivers: A Continuing Look. Comprehensive Industry Review (Qtr 4 2008). (c) 2009 by the College of Management, Georgia Institute of Technology, Atlanta, GA 30332-0520.

Materials Industry (GICS 1510)

Sub-industries included:	Page
Chemicals (GICS 151010)	15
Construction Materials (GICS 151020)	16
Containers and Packaging (GICS 151030)	17
Metals and Mining (GICS 151040)	18
Paper and Forest Products (GICS 151050)	19

Observations

The Materials Industry (GICS 1510) continues to reel under the impact of the current economic crisis as it ended the 12-months ending December 2008 with a median free cash margin of 2.03% - the lowest for the time period considered (2000-2008), compared with 4.22% for the 12-months ended December 2007. This December observation continues the downtrend in median free cash margin that started with the 12-months ended December 2007.

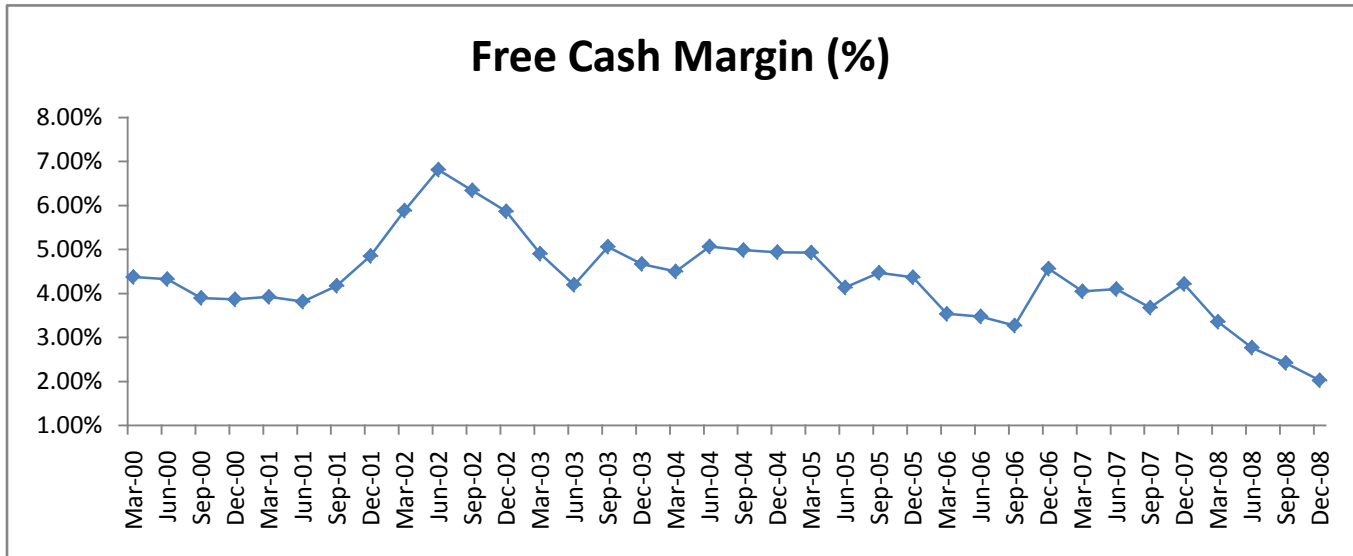
A contributing factor to this decline in median free cash margin has been the rise in median capital expenditures as a percentage of revenue, which rose from 5.10% for the 12-months ended December 2007 to 5.73% for the 12-months ended December 2008.

As a sign of strength, it should be noted, that median operating cash margin has been relatively steady over the past year. Median operating cash margin stood at 9.22% for the 12-months ended December 2008 compared to 9.12% for the 12-months ended September 2008 and 10.34% for the 12-months ended December 2007. Contributing to this stable operating cash margin has been the relatively stable operating cushion, which was 14.97% for the 12-months ended December 2008 compared to 16.01% for the 12-months ended December 2007. A relatively stable median gross margin, which stood at 25.91% for the 12-months ended December 2008 compared to 28.41% as well as stable median SG&A helped maintain this relatively stable operating cushion. An unanticipated development for the 12-months ended December 2008 has, however, been the fall in median cash cycle, which fell from 62.11 days for the 12-months ended December 2007 to 56.66 days for the 12-months ended December 2008 with median receivable days falling most significantly.

Median free cash margin for each of the sub-industries too fell for the 12-months ended December 2008 compared to the 12-months ended December 2007. The Metals and Mining sub-industry (GICS: 151040) is quite interesting in this regard as its median free cash margin declined over the past year even as median operating cash margin increased. This was primarily due to steady rise in median capex as a percentage to revenue.

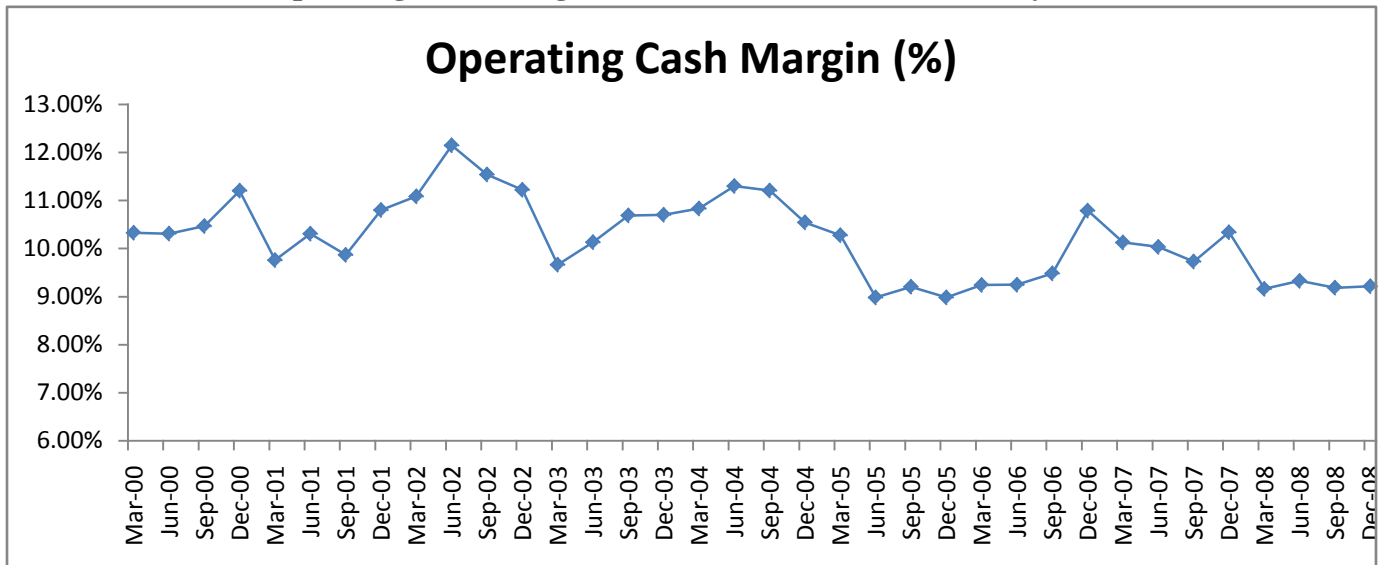
Cash Flow Margins

Exhibit 1: Median Free Cash Margin, 2000 – 2008, Materials Industry (1510)



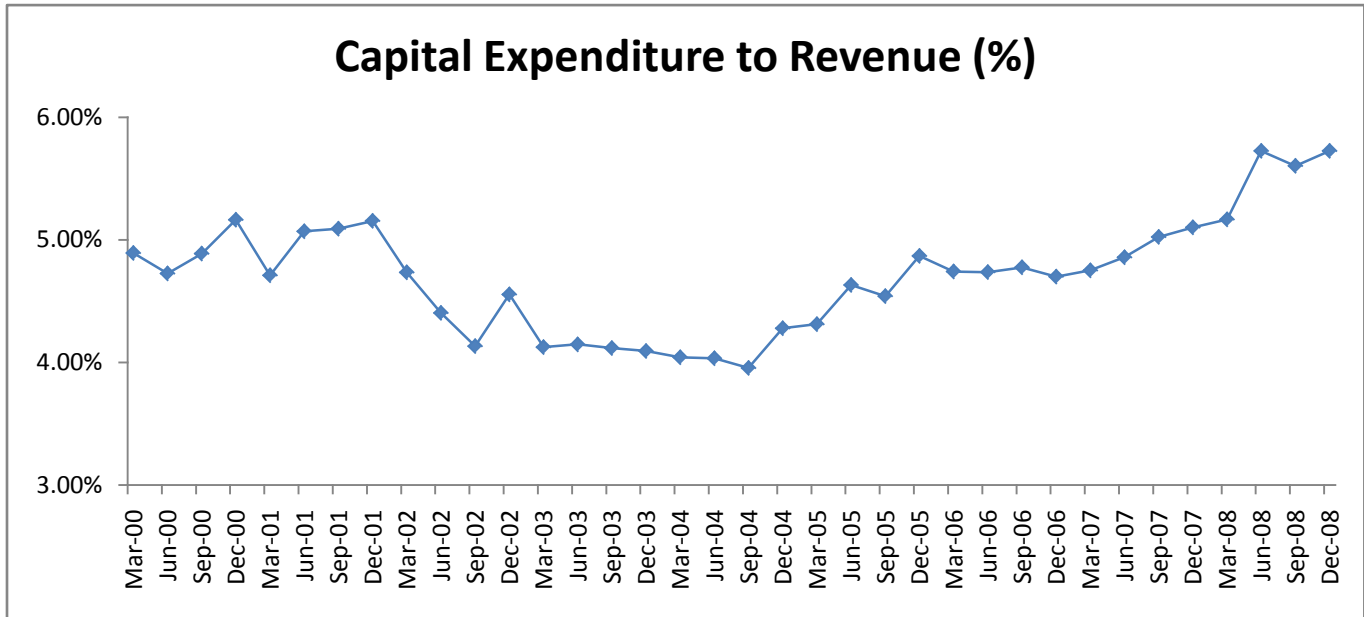
Refer to Table 1 for data supporting the graph.

Exhibit 2: Median Operating Cash Margin, 2000 – 2008, Materials Industry (1510)



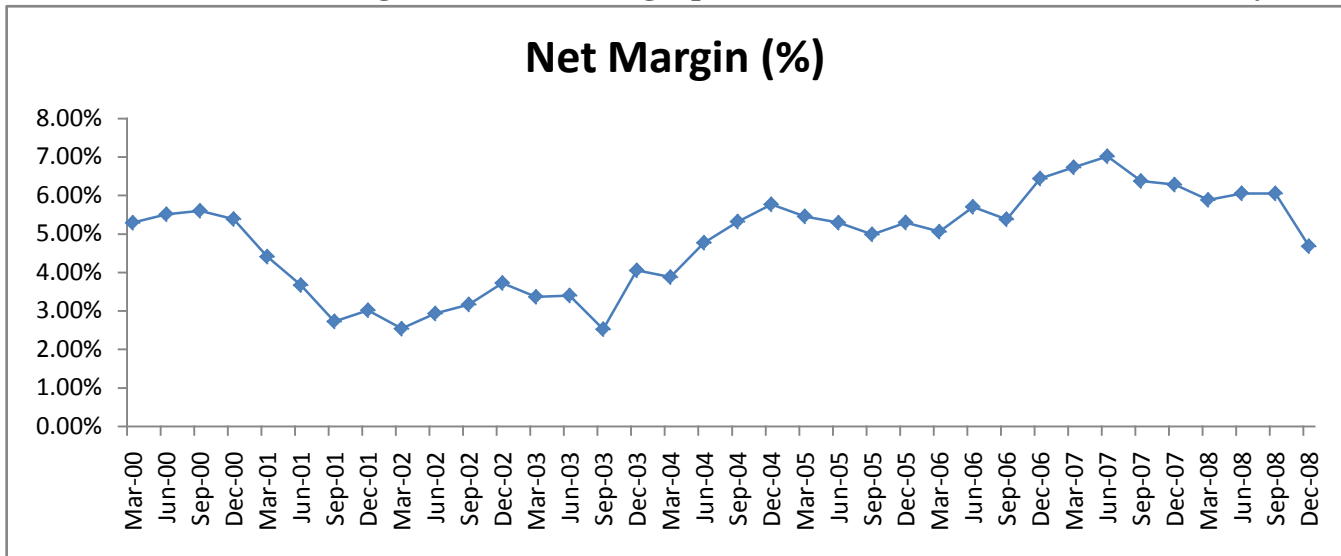
Refer to Table 1 for data supporting the graph.

Exhibit 3: Median Capital Expenditure as a percentage to Revenue, 2000 – 2008, Materials Industry (1510)



Refer to Table 1 for data supporting the graph.

Exhibit 4: Median Net Margin from Continuing Operations, 2000 – 2008, Materials Industry (1510)



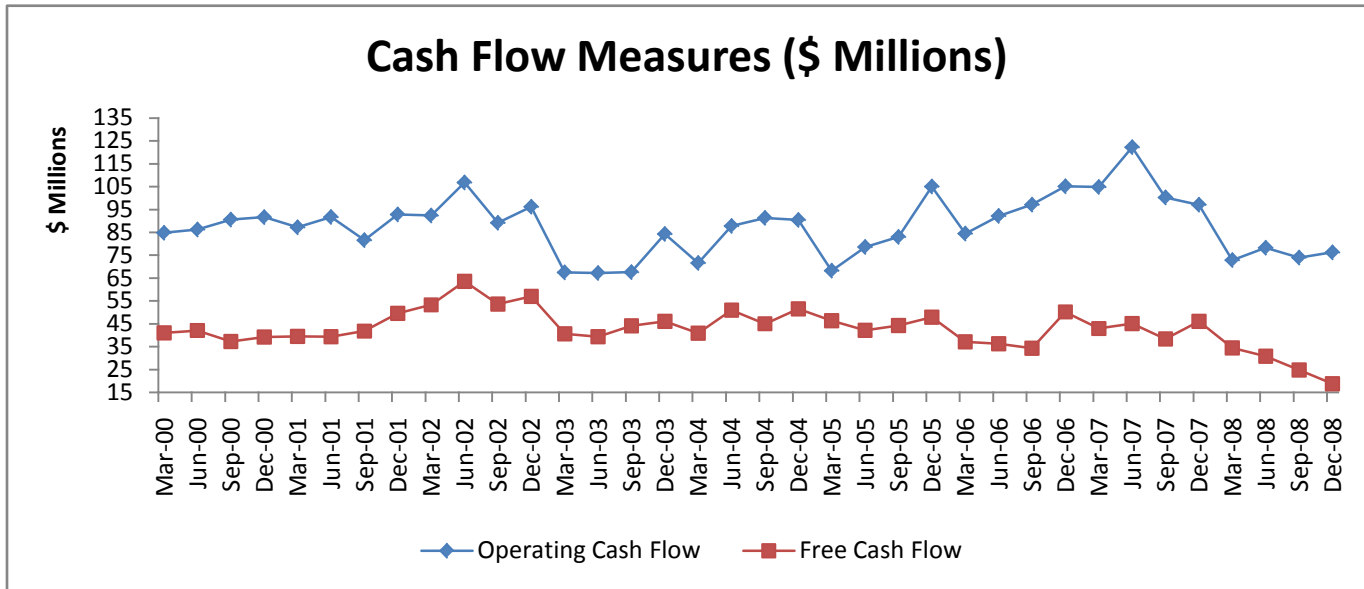
Refer to Table 1 for data supporting the graph.

Table 1: Median Margins, 2000 – 2008, Materials Industry (1510)

Date	Operating Cash Margin (%)	Free Cash Margin (%)	Net Margin (%)	Capital Expenditures to Revenue (%)
Mar-00	10.33%	4.38%	5.29%	4.89%
Jun-00	10.32%	4.33%	5.51%	4.73%
Sep-00	10.47%	3.90%	5.60%	4.89%
Dec-00	11.21%	3.87%	5.39%	5.16%
Mar-01	9.76%	3.92%	4.41%	4.71%
Jun-01	10.31%	3.82%	3.67%	5.07%
Sep-01	9.87%	4.18%	2.73%	5.09%
Dec-01	10.81%	4.85%	3.02%	5.16%
Mar-02	11.09%	5.88%	2.54%	4.74%
Jun-02	12.15%	6.82%	2.93%	4.40%
Sep-02	11.55%	6.35%	3.17%	4.13%
Dec-02	11.23%	5.87%	3.72%	4.56%
Mar-03	9.67%	4.91%	3.36%	4.13%
Jun-03	10.14%	4.20%	3.40%	4.15%
Sep-03	10.69%	5.06%	2.52%	4.12%
Dec-03	10.71%	4.67%	4.05%	4.09%
Mar-04	10.84%	4.50%	3.88%	4.04%
Jun-04	11.31%	5.07%	4.77%	4.03%
Sep-04	11.21%	4.99%	5.32%	3.96%
Dec-04	10.55%	4.94%	5.77%	4.28%
Mar-05	10.28%	4.93%	5.45%	4.31%
Jun-05	8.99%	4.14%	5.29%	4.63%
Sep-05	9.21%	4.47%	4.99%	4.54%
Dec-05	8.99%	4.37%	5.30%	4.87%
Mar-06	9.25%	3.54%	5.06%	4.74%
Jun-06	9.25%	3.48%	5.70%	4.74%
Sep-06	9.49%	3.27%	5.38%	4.78%
Dec-06	10.79%	4.56%	6.44%	4.70%
Mar-07	10.13%	4.05%	6.73%	4.75%
Jun-07	10.04%	4.10%	7.02%	4.86%
Sep-07	9.73%	3.68%	6.37%	5.02%
Dec-07	10.34%	4.22%	6.28%	5.10%
Mar-08	9.16%	3.36%	5.88%	5.17%
Jun-08	9.33%	2.77%	6.05%	5.73%
Sep-08	9.19%	2.42%	6.05%	5.60%
Dec-08	9.22%	2.03%	4.68%	5.73%

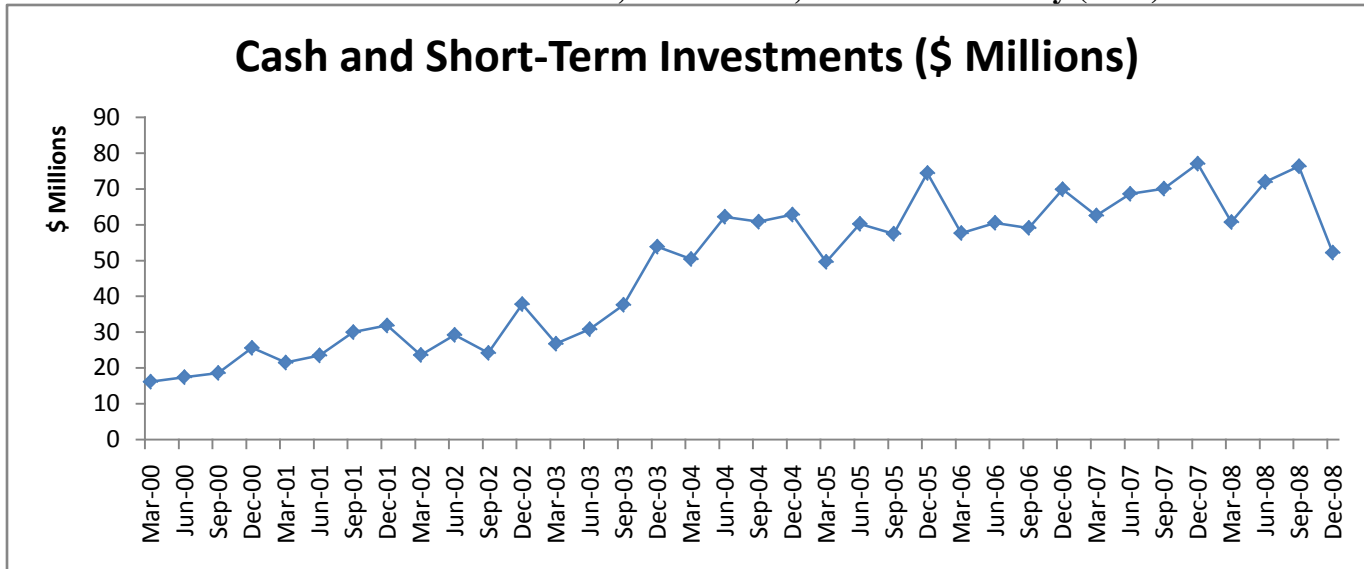
Cash Flow Measures

Exhibit 5: Median Free Cash Flow and Median Operating Cash Flow, 2000 – 2008, Materials Industry (1510)



Refer to Table 2 for data supporting the graph.

Exhibit 6: Cash and Short-term Investments, 2000 – 2008, Materials Industry (1510)



Refer to Table 2 for data supporting the graph.

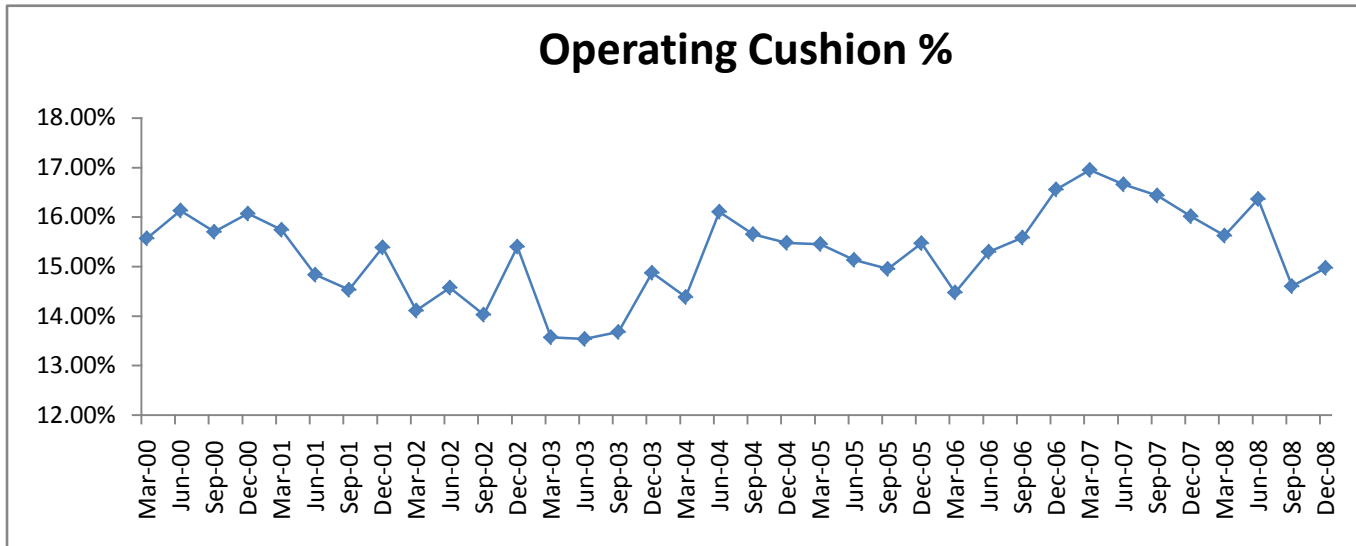
Table 2: Cash Flow Measures, 2000 – 2008, Materials Industry (1510)

Date	Operating Cash Flow	% Change	Free Cash Flow	% Change	Cash and Short-Term Investments	% Change
Mar-00	84,800,000		41,029,931		16,160,000	
Jun-00	86,236,000	1.69%	42,090,936	2.59%	17,427,000	7.84%
Sep-00	90,573,000	5.03%	37,286,847	-11.41%	18,608,000	6.78%
Dec-00	91,645,000	1.18%	39,267,452	5.31%	25,600,000	37.58%
Mar-01	87,200,000	-4.85%	39,474,599	0.53%	21,500,000	-16.02%
Jun-01	91,700,000	5.16%	39,415,159	-0.15%	23,500,000	9.30%
Sep-01	81,587,000	-11.03%	41,832,078	6.13%	30,000,000	27.66%
Dec-01	92,821,500	13.77%	49,576,572	18.51%	31,846,000	6.15%
Mar-02	92,350,000	-0.51%	53,291,476	7.49%	23,621,500	-25.83%
Jun-02	106,781,000	15.63%	63,563,164	19.27%	29,230,000	23.74%
Sep-02	89,170,000	-16.49%	53,634,856	-15.62%	24,200,000	-17.21%
Dec-02	96,176,000	7.86%	57,027,504	6.33%	37,818,000	56.27%
Mar-03	67,518,000	-29.80%	40,666,840	-28.69%	26,761,500	-29.24%
Jun-03	67,234,000	-0.42%	39,376,694	-3.17%	30,821,000	15.17%
Sep-03	67,627,000	0.58%	44,087,184	11.96%	37,629,000	22.09%
Dec-03	84,303,500	24.66%	46,127,964	4.63%	53,850,000	43.11%
Mar-04	71,628,000	-15.04%	40,929,844	-11.27%	50,401,000	-6.40%
Jun-04	87,792,500	22.57%	51,014,235	24.64%	62,215,000	23.44%
Sep-04	91,316,000	4.01%	45,039,735	-11.71%	60,817,000	-2.25%
Dec-04	90,415,500	-0.99%	51,569,895	14.50%	62,811,000	3.28%
Mar-05	68,273,000	-24.49%	46,378,063	-10.07%	49,619,000	-21.00%
Jun-05	78,621,000	15.16%	42,225,821	-8.95%	60,225,000	21.37%
Sep-05	83,000,000	5.57%	44,281,142	4.87%	57,464,000	-4.58%
Dec-05	105,018,000	26.53%	47,866,764	8.10%	74,411,000	29.49%
Mar-06	84,470,500	-19.57%	37,137,439	-22.41%	57,653,500	-22.52%
Jun-06	92,169,500	9.11%	36,271,801	-2.33%	60,520,000	4.97%
Sep-06	97,100,000	5.35%	34,350,765	-5.30%	59,100,000	-2.35%
Dec-06	105,116,500	8.26%	50,194,096	46.12%	69,883,500	18.25%
Mar-07	104,800,000	-0.30%	42,957,258	-14.42%	62,556,000	-10.49%
Jun-07	122,189,000	16.59%	45,059,000	4.89%	68,600,000	9.66%
Sep-07	100,241,000	-17.96%	38,366,157	-14.85%	70,056,500	2.12%
Dec-07	97,069,000	-3.16%	46,080,880	20.11%	77,023,000	9.94%
Mar-08	72,894,000	-24.90%	34,476,675	-25.18%	60,730,000	-21.15%
Jun-08	78,280,500	7.39%	30,876,664	-10.44%	71,922,000	18.43%
Sep-08	73,988,000	-5.48%	24,864,935	-19.47%	76,300,000	6.09%
Dec-08	76,256,000	3.07%	18,830,830	-24.27%	52,197,500	-31.59%

Cash Flow Drivers

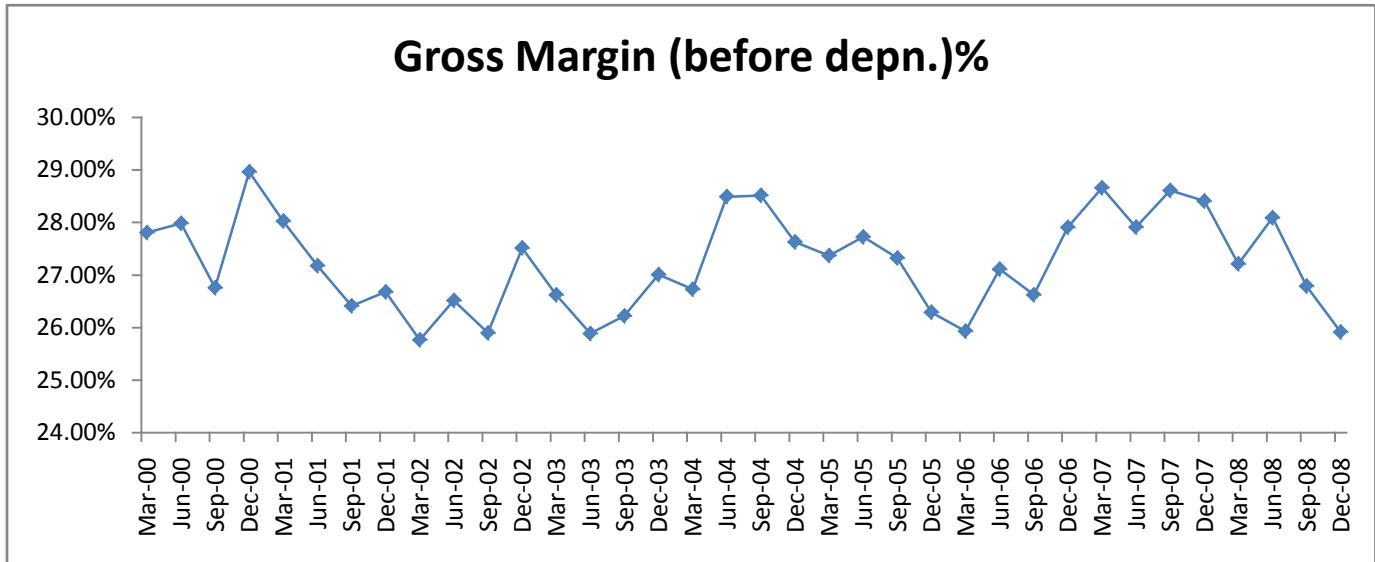
Profitability

Exhibit 7: Median Operating Cushion, 2000 – 2008, Materials Industry (1510)



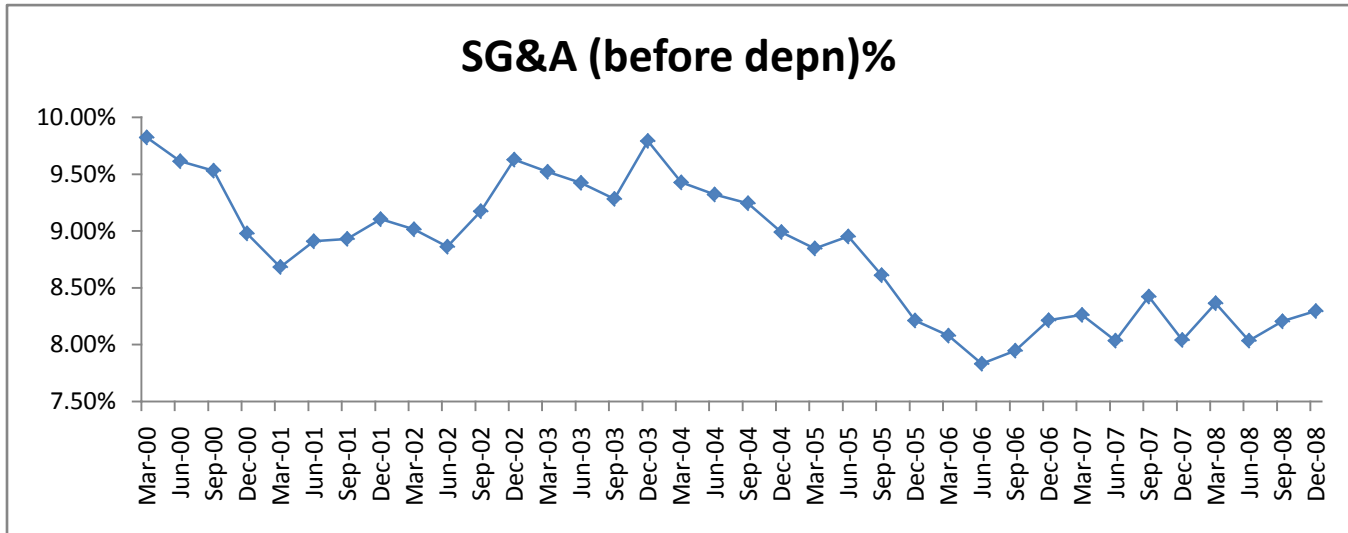
Refer to Table 3 for data supporting the graph.

Exhibit 8: Median Gross Margin % (before depreciation), 2000 – 2008, Materials Industry (1510)



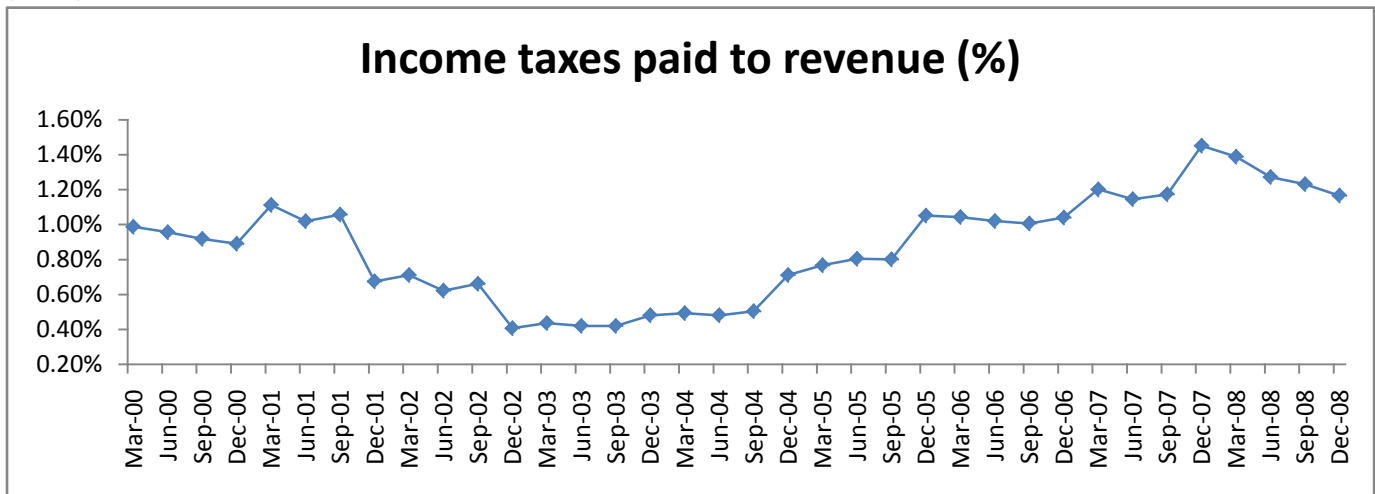
Refer to Table 3 for data supporting the graph.

Exhibit 9: Median Selling, General and Administrative Expense % (before depreciation), 2000 – 2008, Materials Industry (1510)



Refer to Table 3 for data supporting the graph.

Exhibit 10: Median Income Taxes Paid % (before depreciation), 2000 – 2008, Materials Industry (1510)



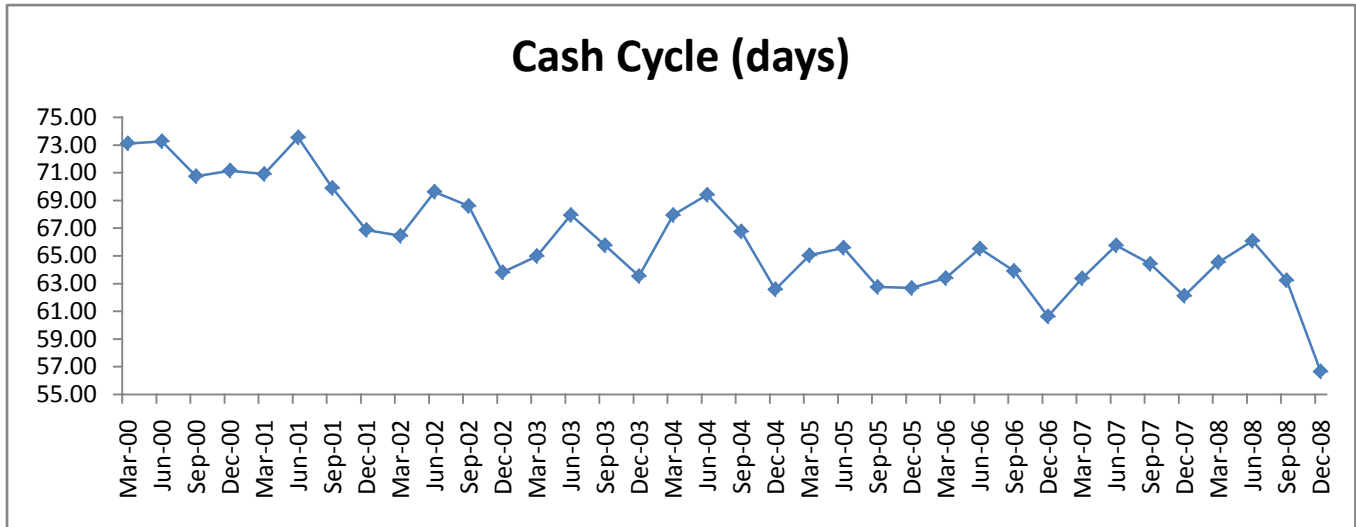
Refer to Table 3 for data supporting the graph.

Table 3: Profitability, 2000 – 2008, Materials Industry (1510)

Date	Operating Cushion %	Gross Margin (before depn.) %	SG&A (before depn.) %	Revenue	% Change	Income taxes paid to revenue (%)
Mar-00	15.57%	27.81%	9.82%	937,827,000		0.99%
Jun-00	16.13%	27.98%	9.61%	972,751,000	3.72%	0.96%
Sep-00	15.70%	26.76%	9.53%	956,073,000	-1.71%	0.92%
Dec-00	16.07%	28.96%	8.98%	1,015,450,000	6.21%	0.89%
Mar-01	15.74%	28.03%	8.68%	1,006,235,000	-0.91%	1.11%
Jun-01	14.83%	27.18%	8.91%	1,032,892,000	2.65%	1.02%
Sep-01	14.53%	26.41%	8.93%	1,001,726,000	-3.02%	1.06%
Dec-01	15.39%	26.68%	9.10%	1,021,355,000	1.96%	0.68%
Mar-02	14.11%	25.76%	9.01%	905,701,500	-11.32%	0.71%
Jun-02	14.57%	26.51%	8.86%	932,695,000	2.98%	0.62%
Sep-02	14.03%	25.89%	9.17%	845,309,000	-9.37%	0.66%
Dec-02	15.40%	27.51%	9.63%	972,004,500	14.99%	0.41%
Mar-03	13.57%	26.62%	9.52%	829,089,500	-14.70%	0.44%
Jun-03	13.54%	25.88%	9.42%	937,987,000	13.13%	0.42%
Sep-03	13.68%	26.22%	9.28%	870,600,000	-7.18%	0.42%
Dec-03	14.87%	27.01%	9.79%	987,328,000	13.41%	0.48%
Mar-04	14.38%	26.73%	9.43%	909,350,000	-7.90%	0.49%
Jun-04	16.11%	28.49%	9.32%	1,006,595,000	10.69%	0.48%
Sep-04	15.65%	28.51%	9.24%	903,324,000	-10.26%	0.50%
Dec-04	15.48%	27.63%	8.99%	1,043,925,000	15.56%	0.71%
Mar-05	15.45%	27.37%	8.85%	940,731,500	-9.89%	0.77%
Jun-05	15.13%	27.72%	8.95%	1,020,687,000	8.50%	0.80%
Sep-05	14.95%	27.32%	8.61%	990,408,000	-2.97%	0.80%
Dec-05	15.47%	26.29%	8.21%	1,095,600,000	10.62%	1.05%
Mar-06	14.48%	25.93%	8.08%	1,049,970,000	-4.16%	1.04%
Jun-06	15.30%	27.11%	7.83%	1,042,892,500	-0.67%	1.02%
Sep-06	15.58%	26.62%	7.95%	1,049,840,000	0.67%	1.01%
Dec-06	16.56%	27.91%	8.22%	1,099,783,000	4.76%	1.04%
Mar-07	16.95%	28.66%	8.26%	1,060,935,000	-3.53%	1.20%
Jun-07	16.66%	27.91%	8.04%	1,099,000,000	3.59%	1.15%
Sep-07	16.43%	28.61%	8.42%	1,042,842,000	-5.11%	1.17%
Dec-07	16.01%	28.41%	8.04%	1,093,000,000	4.81%	1.45%
Mar-08	15.62%	27.21%	8.37%	1,026,397,000	-6.09%	1.39%
Jun-08	16.36%	28.09%	8.04%	1,114,681,000	8.60%	1.27%
Sep-08	14.60%	26.79%	8.21%	1,026,204,500	-7.94%	1.23%
Dec-08	14.97%	25.91%	8.30%	929,000,000	-9.47%	1.17%

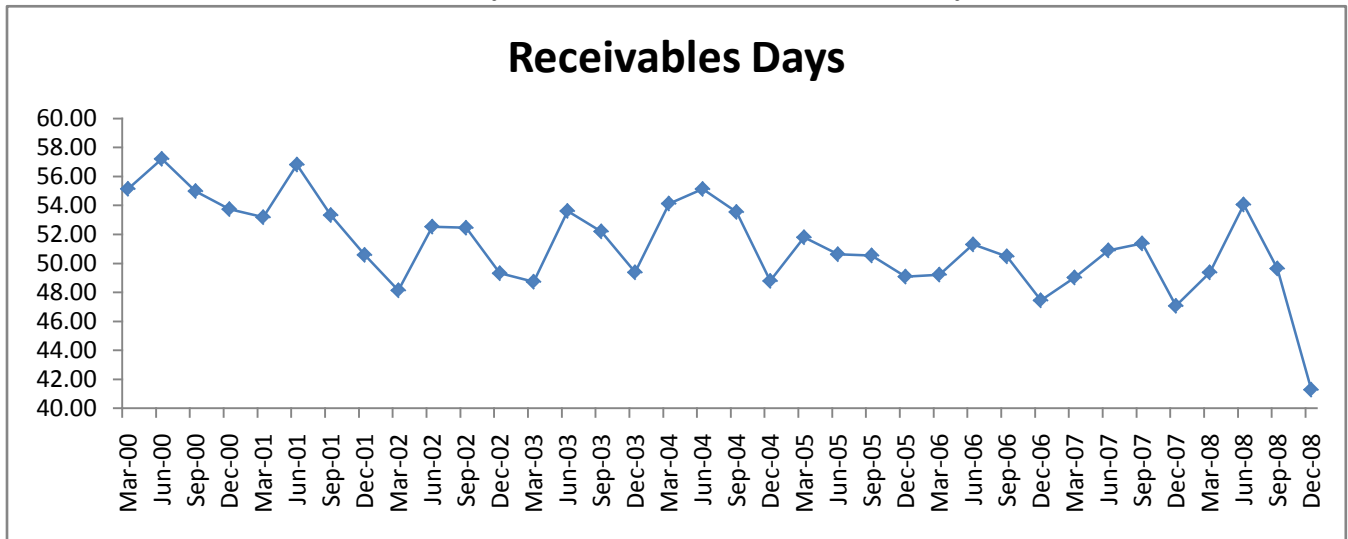
Efficiency

Exhibit 11: Median Cash Cycle, 2000 – 2008, Materials Industry (1510)



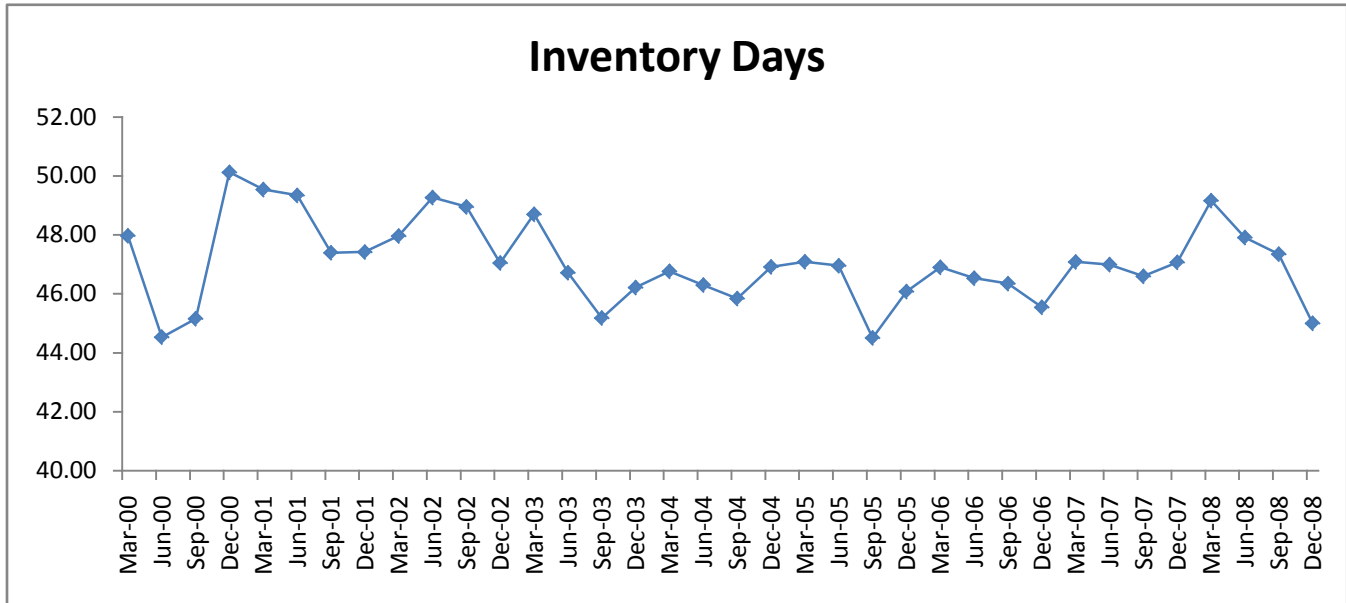
Refer to Table 4 for data supporting the graph.

Exhibit 12: Median Receivables Days, 2000 – 2008, Materials Industry (1510)



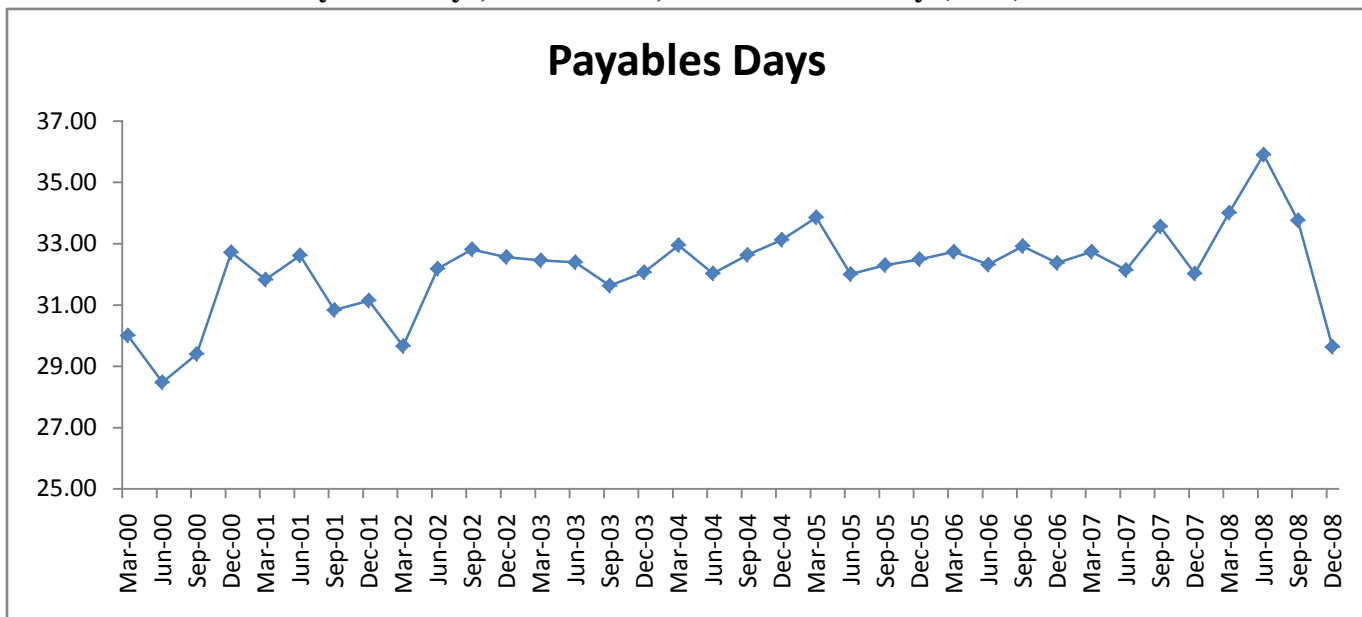
Refer to Table 4 for data supporting the graph.

Exhibit 13: Median Inventory Days, 2000 – 2008, Materials Industry (1510)



Refer to Table 4 for data supporting the graph.

Exhibit 14: Median Payables Days, 2000 – 2008, Materials Industry (1510)



Refer to Table 4 for data supporting the graph.

Table 4: Efficiency, 2000 – 2008, Materials Industry (1510)

Date	Cash Cycle	Receivables Days	Inventory Days	Payables Days
Mar-00	73.11	55.14	47.97	30.00
Jun-00	73.26	57.21	44.53	28.47
Sep-00	70.74	54.99	45.15	29.40
Dec-00	71.15	53.74	50.12	32.72
Mar-01	70.90	53.18	49.54	31.82
Jun-01	73.54	56.81	49.34	32.61
Sep-01	69.89	53.33	47.39	30.83
Dec-01	66.86	50.58	47.42	31.14
Mar-02	66.44	48.14	47.96	29.66
Jun-02	69.62	52.53	49.27	32.18
Sep-02	68.59	52.46	48.95	32.81
Dec-02	63.80	49.32	47.04	32.56
Mar-03	64.98	48.73	48.70	32.45
Jun-03	67.94	53.62	46.71	32.39
Sep-03	65.76	52.21	45.18	31.63
Dec-03	63.53	49.38	46.21	32.06
Mar-04	67.94	54.13	46.76	32.95
Jun-04	69.40	55.13	46.30	32.03
Sep-04	66.76	53.55	45.84	32.63
Dec-04	62.58	48.79	46.91	33.13
Mar-05	65.03	51.80	47.09	33.85
Jun-05	65.58	50.63	46.95	32.00
Sep-05	62.75	50.55	44.50	32.30
Dec-05	62.67	49.09	46.07	32.49
Mar-06	63.39	49.23	46.90	32.73
Jun-06	65.52	51.31	46.53	32.31
Sep-06	63.91	50.48	46.34	32.92
Dec-06	60.62	47.45	45.54	32.37
Mar-07	63.37	49.03	47.08	32.73
Jun-07	65.75	50.90	46.99	32.14
Sep-07	64.41	51.38	46.59	33.55
Dec-07	62.11	47.07	47.07	32.02
Mar-08	64.54	49.38	49.16	34.00
Jun-08	66.07	54.06	47.91	35.90
Sep-08	63.23	49.65	47.34	33.76
Dec-08	56.66	41.29	45.00	29.63

Chemicals Industry (151010)

Exhibit 15: Median Free Cash Margin, 2000 – 2008, Chemicals Industry (151010)

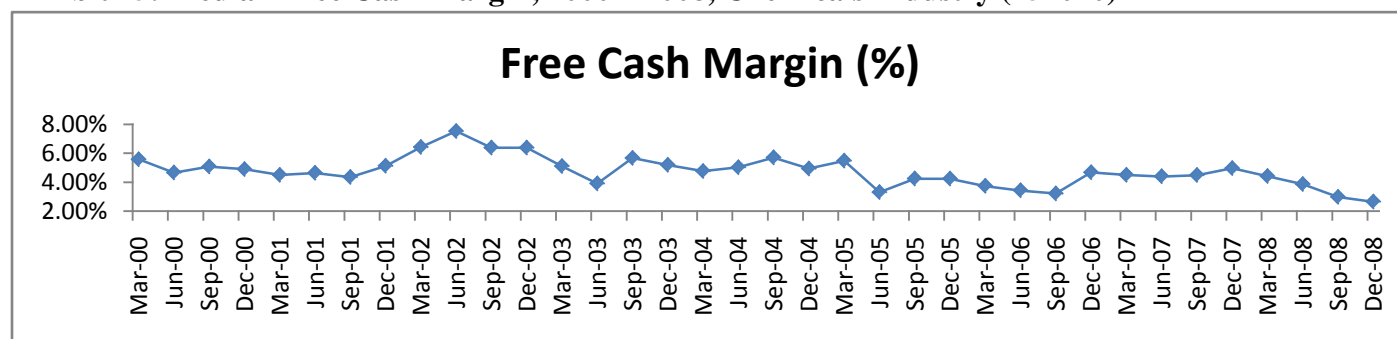


Table 5: 2000 – 2008, Chemicals Industry (151010)

Date	Free Cash Margin (%)	Operating Cash Margin (%)	Capital Expenditure to Revenue (%)	Net Margin (%)	Operating Cushion (%)	Income taxes paid to revenue (%)	Cash Cycle	Cash and Short-Term Investments
Mar-00	5.58%	10.31%	4.50%	5.37%	15.66%	2.03%	82.84	27,605,000
Jun-00	4.66%	10.49%	3.85%	5.33%	15.57%	1.71%	81.52	29,000,000
Sep-00	5.08%	10.75%	3.89%	5.37%	16.13%	1.67%	78.08	29,153,500
Dec-00	4.90%	10.70%	4.23%	5.36%	15.95%	1.74%	79.07	31,029,000
Mar-01	4.50%	8.66%	3.89%	4.82%	15.70%	2.05%	83.31	29,423,500
Jun-01	4.65%	8.85%	4.09%	4.52%	15.68%	1.90%	85.83	36,200,000
Sep-01	4.36%	8.57%	4.96%	3.67%	14.44%	1.87%	84.92	34,105,500
Dec-01	5.13%	9.29%	4.61%	3.97%	14.23%	1.13%	78.53	40,396,500
Mar-02	6.43%	10.47%	4.53%	3.18%	13.95%	1.24%	78.31	27,449,000
Jun-02	7.53%	12.45%	4.07%	2.89%	13.72%	1.20%	86.44	40,000,000
Sep-02	6.38%	11.03%	4.05%	3.26%	13.46%	1.64%	83.24	39,200,000
Dec-02	6.39%	11.00%	3.91%	3.73%	14.12%	1.10%	76.42	45,302,500
Mar-03	5.11%	9.52%	3.56%	3.55%	12.70%	1.10%	78.55	26,967,000
Jun-03	3.91%	8.45%	3.59%	3.43%	13.11%	1.10%	80.87	36,422,500
Sep-03	5.67%	9.46%	3.71%	2.93%	13.15%	1.01%	77.88	49,784,000
Dec-03	5.19%	8.90%	3.51%	3.69%	13.56%	0.94%	72.13	55,954,000
Mar-04	4.77%	9.36%	3.48%	3.47%	13.29%	1.00%	77.08	46,322,000
Jun-04	5.03%	9.14%	3.33%	3.82%	13.95%	1.00%	79.42	55,178,000
Sep-04	5.71%	9.85%	3.24%	4.67%	14.04%	1.00%	77.39	60,817,000
Dec-04	4.94%	9.63%	3.47%	4.98%	14.27%	1.19%	75.34	66,890,500
Mar-05	5.48%	8.77%	3.45%	4.72%	14.66%	1.19%	75.58	46,635,000
Jun-05	3.31%	7.49%	3.73%	4.11%	13.87%	1.20%	74.49	86,645,500
Sep-05	4.25%	8.52%	3.54%	3.96%	14.27%	1.25%	72.98	78,056,000
Dec-05	4.25%	8.09%	3.62%	4.56%	14.10%	1.59%	71.67	98,600,000
Mar-06	3.75%	7.37%	3.54%	4.52%	13.55%	1.65%	72.84	62,653,000
Jun-06	3.44%	8.28%	3.71%	4.67%	13.97%	1.65%	73.92	66,278,000
Sep-06	3.22%	7.35%	3.68%	4.86%	13.60%	1.75%	74.89	78,455,000
Dec-06	4.68%	8.47%	3.61%	4.75%	14.44%	1.65%	70.30	75,654,500
Mar-07	4.50%	8.64%	3.64%	5.30%	14.28%	1.82%	71.97	60,427,000
Jun-07	4.41%	8.36%	3.56%	5.18%	14.24%	1.58%	75.41	67,750,000
Sep-07	4.49%	8.04%	3.51%	5.01%	14.43%	1.65%	71.97	83,555,500
Dec-07	4.97%	8.75%	3.85%	5.55%	14.18%	1.73%	70.94	87,149,000
Mar-08	4.42%	7.97%	3.84%	5.82%	14.26%	1.76%	76.14	70,700,000
Jun-08	3.87%	7.72%	3.89%	5.60%	14.19%	1.75%	75.17	86,200,000
Sep-08	2.98%	6.81%	3.93%	5.39%	13.40%	1.73%	70.73	97,728,000
Dec-08	2.66%	7.51%	3.94%	4.73%	13.53%	1.63%	64.74	80,370,000

Construction Materials Industry (151020)

Exhibit 16: Median Free Cash Margin, 2000 – 2008, Construction Materials Industry (151020)

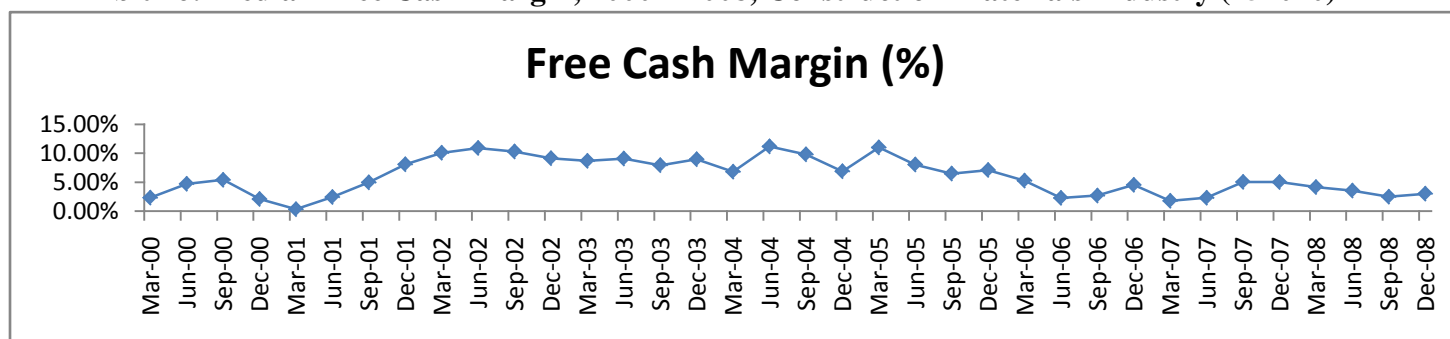


Table 6: 2000 – 2008, Construction Materials Industry (151020)

Date	Free Cash Margin (%)	Operating Cash Margin (%)	Capital Expenditure to Revenue (%)	Net Margin (%)	Operating Cushion (%)	Income taxes paid to revenue (%)	Cash Cycle	Cash and Short-Term Investments
Mar-00	2.34%	16.65%	9.88%	9.38%	23.72%	3.71%	64.20	8,049,000
Jun-00	4.73%	16.41%	11.17%	7.54%	27.98%	3.30%	67.11	8,583,000
Sep-00	5.41%	19.76%	10.25%	8.86%	24.39%	3.30%	63.48	6,653,000
Dec-00	2.11%	15.24%	10.13%	7.38%	22.33%	2.14%	61.90	11,755,000
Mar-01	0.35%	15.16%	12.51%	6.94%	22.43%	2.85%	67.82	5,355,000
Jun-01	2.45%	14.36%	9.88%	6.65%	21.30%	2.85%	61.10	5,015,500
Sep-01	4.98%	15.10%	8.10%	6.63%	23.62%	2.85%	60.88	6,671,000
Dec-01	8.10%	15.81%	7.79%	5.92%	21.17%	0.91%	60.79	14,652,500
Mar-02	10.08%	15.84%	7.69%	5.89%	22.37%	0.75%	65.53	11,137,000
Jun-02	10.91%	17.11%	6.70%	6.95%	25.28%	0.62%	63.17	7,430,000
Sep-02	10.31%	19.00%	5.18%	7.47%	21.86%	0.27%	57.02	7,197,000
Dec-02	9.14%	14.89%	6.35%	6.37%	20.83%	0.24%	60.98	17,884,000
Mar-03	8.69%	15.81%	5.13%	6.33%	20.06%	1.28%	58.21	5,494,000
Jun-03	9.09%	15.96%	6.20%	6.17%	20.44%	1.28%	62.65	8,285,000
Sep-03	7.94%	14.55%	5.14%	7.47%	21.75%	1.40%	65.86	15,352,000
Dec-03	8.97%	15.30%	3.01%	7.73%	21.08%	0.87%	57.11	38,500,000
Mar-04	6.82%	16.56%	3.64%	10.38%	22.89%	0.87%	60.45	38,103,000
Jun-04	11.18%	18.01%	3.47%	10.33%	22.91%	1.26%	67.20	60,080,000
Sep-04	9.81%	17.70%	2.89%	11.08%	26.17%	0.87%	59.26	27,586,000
Dec-04	6.90%	16.75%	3.42%	9.74%	20.98%	0.76%	55.02	73,500,000
Mar-05	11.01%	20.22%	4.87%	10.44%	24.04%	1.30%	50.42	36,601,000
Jun-05	8.06%	16.97%	5.83%	10.36%	21.98%	2.22%	59.75	61,592,500
Sep-05	6.50%	17.22%	6.77%	11.39%	25.09%	1.30%	62.99	48,015,000
Dec-05	7.11%	15.86%	7.08%	9.76%	21.68%	1.30%	55.18	101,745,000
Mar-06	5.28%	16.16%	8.28%	10.35%	22.22%	4.09%	54.24	56,775,000
Jun-06	2.30%	15.09%	10.12%	10.25%	22.78%	3.30%	54.15	71,191,000
Sep-06	2.70%	16.38%	11.21%	9.11%	21.87%	3.69%	54.97	60,475,500
Dec-06	4.55%	15.88%	10.08%	11.05%	20.65%	3.53%	52.99	55,230,000
Mar-07	1.80%	16.59%	11.84%	10.58%	21.55%	3.53%	59.24	20,365,000
Jun-07	2.32%	15.29%	10.57%	10.17%	18.89%	3.53%	58.26	30,890,000
Sep-07	5.06%	15.13%	12.15%	9.84%	21.70%	3.53%	63.68	20,965,000
Dec-07	5.03%	14.32%	12.00%	8.91%	19.60%	3.14%	57.66	30,552,000
Mar-08	4.16%	18.57%	12.51%	8.70%	19.55%	3.16%	62.27	16,465,000
Jun-08	3.56%	15.72%	10.43%	7.50%	15.74%	3.14%	67.15	24,027,500
Sep-08	2.50%	13.93%	11.60%	6.50%	14.51%	3.11%	67.51	17,018,000
Dec-08	3.03%	11.92%	10.02%	5.61%	13.17%	2.51%	57.54	45,228,000

Containers & Packaging Industry (151030)

Exhibit 17: Median Free Cash Margin, 2000 – 2008, Containers & Packaging Industry (151030)

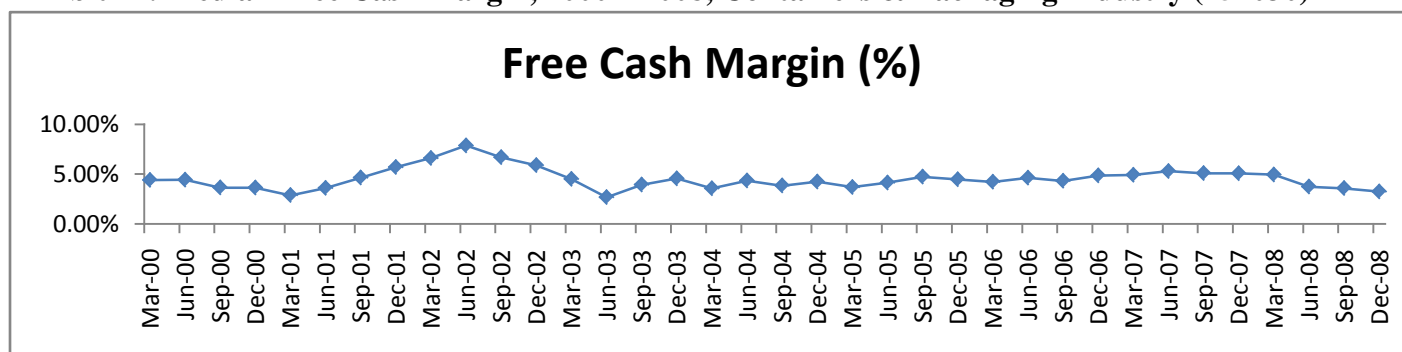


Table 7: 2000 – 2008, Containers & Packaging Industry (151030)

Date	Free Cash Margin (%)	Operating Cash Margin (%)	Capital Expenditure to Revenue (%)	Net Margin (%)	Operating Cushion (%)	Income taxes paid to revenue (%)	Cash Cycle	Cash and Short-Term Investments
Mar-00	4.40%	9.21%	4.57%	4.04%	16.63%	1.27%	69.26	21,756,000
Jun-00	4.43%	9.27%	4.53%	3.36%	16.13%	1.16%	68.64	20,383,000
Sep-00	3.65%	9.19%	4.89%	2.80%	15.34%	1.14%	69.92	23,000,000
Dec-00	3.64%	8.37%	4.55%	2.62%	15.42%	1.14%	64.31	25,600,000
Mar-01	2.89%	7.71%	4.63%	3.04%	14.70%	1.19%	67.00	29,500,000
Jun-01	3.60%	8.37%	4.69%	2.87%	14.05%	1.19%	67.13	35,526,000
Sep-01	4.64%	9.43%	4.37%	3.20%	14.19%	1.03%	64.38	35,305,000
Dec-01	5.70%	10.39%	4.14%	3.52%	14.67%	0.75%	60.12	35,101,000
Mar-02	6.60%	10.42%	3.70%	2.94%	14.20%	0.85%	66.20	28,491,500
Jun-02	7.87%	11.83%	3.74%	3.01%	14.21%	0.78%	67.88	39,663,000
Sep-02	6.69%	10.90%	4.28%	2.91%	13.87%	1.03%	68.13	52,600,000
Dec-02	5.89%	10.16%	4.31%	2.32%	13.78%	0.74%	58.61	88,710,500
Mar-03	4.51%	8.97%	4.40%	2.48%	12.98%	0.74%	66.20	48,892,500
Jun-03	2.68%	7.80%	4.15%	3.07%	12.61%	0.78%	63.68	64,768,500
Sep-03	3.94%	8.73%	4.11%	2.40%	13.91%	0.75%	68.07	37,629,000
Dec-03	4.56%	8.63%	4.03%	1.96%	13.47%	0.75%	59.43	76,476,000
Mar-04	3.56%	8.99%	3.75%	2.06%	13.37%	0.75%	67.08	60,200,000
Jun-04	4.34%	9.70%	3.96%	1.54%	13.13%	0.74%	66.09	56,112,000
Sep-04	3.85%	10.10%	3.67%	2.19%	13.66%	0.65%	66.64	51,095,500
Dec-04	4.24%	9.85%	3.80%	3.48%	13.58%	0.71%	59.64	71,375,000
Mar-05	3.69%	8.03%	3.88%	3.87%	13.49%	0.83%	65.09	55,569,000
Jun-05	4.14%	8.32%	3.71%	3.51%	13.26%	0.95%	60.66	75,700,000
Sep-05	4.73%	8.09%	3.67%	3.69%	13.40%	0.59%	58.31	80,605,000
Dec-05	4.47%	7.77%	3.66%	3.61%	12.99%	1.01%	56.52	61,000,000
Mar-06	4.22%	8.14%	3.58%	3.89%	12.70%	1.02%	61.11	56,518,000
Jun-06	4.63%	8.96%	3.61%	3.69%	13.25%	1.01%	59.52	60,650,000
Sep-06	4.32%	8.82%	3.61%	4.53%	12.72%	1.02%	55.21	80,900,000
Dec-06	4.86%	9.58%	3.90%	4.98%	13.52%	1.69%	52.21	112,160,000
Mar-07	4.92%	8.90%	4.01%	5.20%	13.50%	1.89%	60.38	64,835,000
Jun-07	5.29%	9.09%	3.85%	4.83%	12.84%	1.89%	57.22	77,151,000
Sep-07	5.09%	9.45%	4.31%	4.51%	13.04%	1.69%	57.04	69,000,000
Dec-07	5.07%	8.60%	4.10%	4.76%	12.78%	1.23%	54.04	95,470,500
Mar-08	4.94%	8.24%	4.04%	4.57%	12.57%	1.30%	58.54	64,700,000
Jun-08	3.74%	7.16%	3.99%	4.61%	12.43%	1.17%	57.51	64,700,000
Sep-08	3.58%	7.24%	3.87%	4.30%	12.53%	1.17%	59.73	113,900,000
Dec-08	3.24%	7.77%	3.94%	3.71%	12.74%	1.52%	51.70	101,655,000

Cash Flow Trends and Their Fundamental Drivers: A Continuing Look. Comprehensive Industry Review (Qtr 4 2008). (c) 2009 by the College of Management, Georgia Institute of Technology, Atlanta, GA 30332-0520.

Metals & Mining Industry (151040)

Exhibit 18: Median Free Cash Margin, 2000 – 2008, Metals & Mining Industry (151040)

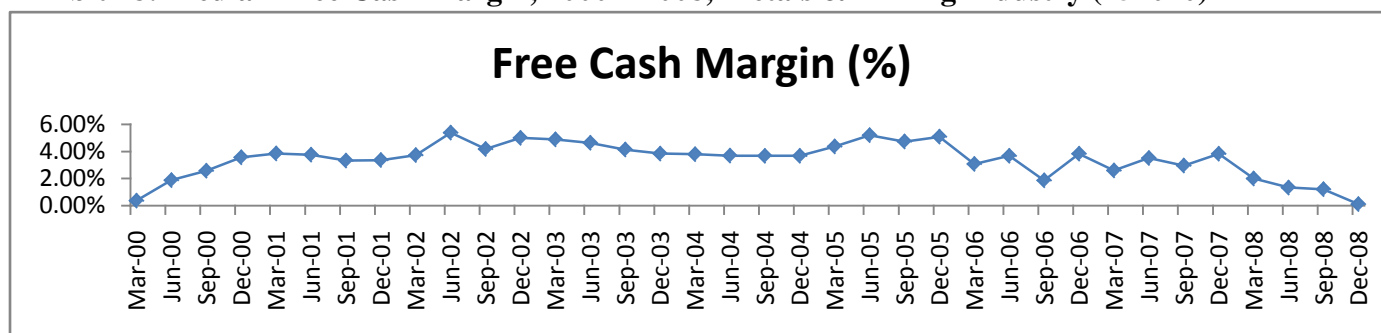


Table 8: 2000 – 2008, Metals & Mining Industry (151040)

Date	Free Cash Margin (%)	Operating Cash Margin (%)	Capital Expenditure to Revenue (%)	Net Margin (%)	Operating Cushion (%)	Income taxes paid to revenue (%)	Cash Cycle	Cash and Short-Term Investments
Mar-00	0.37%	6.53%	7.75%	4.00%	10.77%	0.08%	63.96	7,894,000
Jun-00	1.88%	7.08%	5.23%	4.86%	11.94%	0.06%	63.83	7,537,000
Sep-00	2.58%	8.62%	5.52%	5.16%	12.72%	0.08%	68.35	8,081,500
Dec-00	3.57%	12.56%	8.13%	3.44%	13.54%	0.08%	68.41	12,988,500
Mar-01	3.85%	14.04%	6.29%	3.41%	13.10%	0.09%	61.84	9,680,000
Jun-01	3.76%	11.73%	6.94%	2.55%	13.80%	0.05%	68.14	16,761,500
Sep-01	3.32%	11.63%	7.12%	1.17%	11.85%	0.05%	63.83	8,621,000
Dec-01	3.36%	12.10%	8.85%	1.45%	13.72%	0.13%	63.85	15,258,500
Mar-02	3.73%	11.94%	8.78%	0.46%	12.37%	0.14%	59.88	10,374,000
Jun-02	5.38%	12.98%	8.20%	2.36%	14.12%	0.14%	64.23	15,730,000
Sep-02	4.18%	11.95%	7.20%	1.87%	12.34%	0.13%	55.11	15,630,000
Dec-02	5.00%	11.88%	6.20%	3.60%	17.23%	0.00%	63.53	24,013,500
Mar-03	4.89%	11.07%	4.88%	3.07%	13.63%	0.03%	55.60	21,281,500
Jun-03	4.64%	14.64%	6.25%	2.95%	13.54%	0.01%	50.33	26,981,000
Sep-03	4.14%	14.27%	4.80%	1.55%	13.26%	0.06%	52.94	31,327,000
Dec-03	3.84%	14.37%	6.79%	5.38%	16.71%	0.10%	61.41	51,580,500
Mar-04	3.79%	14.59%	6.78%	5.64%	15.54%	0.08%	61.92	54,125,000
Jun-04	3.69%	16.91%	7.74%	6.52%	21.25%	0.07%	64.49	57,911,000
Sep-04	3.67%	14.20%	7.26%	8.01%	21.38%	0.10%	59.39	52,091,500
Dec-04	3.68%	14.41%	9.14%	7.02%	20.53%	0.20%	54.62	52,363,500
Mar-05	4.37%	13.00%	8.32%	6.12%	17.52%	0.20%	58.69	46,881,000
Jun-05	5.20%	11.39%	8.85%	7.13%	18.81%	0.16%	55.22	48,959,000
Sep-05	4.73%	9.89%	7.62%	7.39%	18.88%	0.22%	52.48	41,087,000
Dec-05	5.09%	12.17%	8.39%	8.49%	19.79%	0.55%	56.72	48,904,500
Mar-06	3.08%	13.55%	8.29%	7.79%	19.09%	0.36%	63.49	48,643,000
Jun-06	3.68%	14.26%	9.05%	9.64%	20.90%	0.39%	60.77	50,340,000
Sep-06	1.87%	13.18%	7.54%	9.89%	21.99%	0.36%	59.42	43,382,000
Dec-06	3.83%	15.81%	9.22%	12.83%	24.17%	0.64%	59.89	60,997,000
Mar-07	2.60%	14.99%	9.35%	12.41%	24.19%	0.64%	59.38	66,937,000
Jun-07	3.51%	13.84%	9.43%	12.03%	24.39%	0.69%	64.86	74,950,000
Sep-07	2.96%	12.45%	8.80%	10.51%	22.71%	0.56%	58.68	78,686,000
Dec-07	3.83%	13.82%	9.34%	9.39%	23.13%	0.99%	57.81	76,596,000
Mar-08	2.00%	13.19%	11.05%	9.16%	21.51%	0.59%	56.35	71,224,000
Jun-08	1.34%	13.74%	13.02%	10.26%	21.71%	0.53%	60.38	71,296,000
Sep-08	1.22%	13.32%	14.79%	10.02%	21.55%	0.23%	60.93	59,479,000
Dec-08	0.12%	17.16%	15.80%	7.27%	19.88%	0.63%	45.21	44,578,000

Paper & Forest Products Industry (151050)

Exhibit 19: Median Free Cash Margin, 2000 – 2008, Paper & Forest Products Industry (151050)

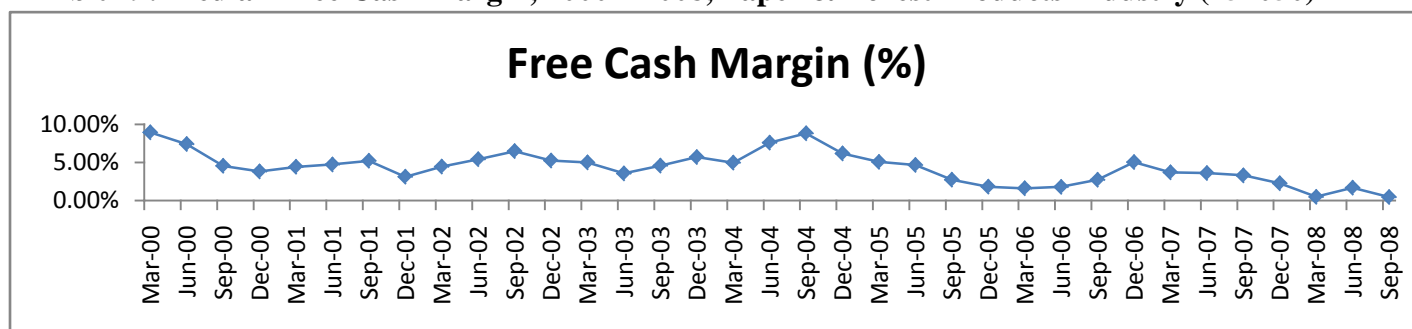


Table 9: Median Free Cash Margin, 2000 – 2008, Paper & Forest Products Industry (151050)

Date	Free Cash Margin (%)	Operating Cash Margin (%)	Capital Expenditure to Revenue (%)	Net Margin (%)	Operating Cushion (%)	Income taxes paid to revenue (%)	Cash Cycle	Cash and Short-Term Investments
Mar-00	8.93%	13.60%	4.88%	7.32%	18.75%	0.92%	57.42	14,938,500
Jun-00	7.40%	11.99%	5.01%	6.52%	21.08%	0.66%	58.16	16,600,000
Sep-00	4.56%	12.30%	6.23%	7.02%	19.12%	0.47%	59.05	51,900,000
Dec-00	3.83%	14.43%	5.69%	6.07%	18.38%	1.06%	57.74	38,100,000
Mar-01	4.43%	11.89%	5.00%	4.72%	17.52%	1.40%	64.28	24,450,000
Jun-01	4.73%	13.20%	5.70%	4.46%	14.51%	1.26%	65.29	38,750,000
Sep-01	5.22%	11.10%	5.24%	3.30%	17.78%	1.45%	58.22	92,351,000
Dec-01	3.14%	11.01%	5.66%	2.03%	17.75%	0.78%	57.49	86,962,000
Mar-02	4.46%	10.01%	4.25%	1.53%	15.43%	0.25%	62.69	69,032,500
Jun-02	5.42%	10.42%	4.21%	2.92%	15.90%	0.25%	60.68	78,919,000
Sep-02	6.48%	11.10%	3.73%	2.29%	14.45%	0.26%	56.70	86,219,000
Dec-02	5.24%	11.32%	5.21%	3.14%	15.58%	0.24%	63.20	55,746,500
Mar-03	5.00%	10.38%	4.26%	2.46%	14.46%	0.24%	59.55	51,028,000
Jun-03	3.56%	9.05%	5.26%	2.21%	14.26%	0.15%	56.41	43,256,000
Sep-03	4.58%	11.70%	5.68%	3.31%	14.84%	0.10%	48.47	40,590,000
Dec-03	5.70%	11.93%	5.38%	4.94%	14.56%	0.24%	64.02	117,461,500
Mar-04	4.97%	11.33%	4.97%	4.30%	14.18%	0.24%	60.10	51,823,000
Jun-04	7.58%	14.51%	5.06%	5.65%	17.03%	0.37%	57.28	155,270,000
Sep-04	8.80%	13.85%	5.95%	5.55%	17.67%	0.46%	54.19	279,383,000
Dec-04	6.17%	11.20%	4.94%	8.32%	16.75%	0.62%	63.11	217,500,000
Mar-05	5.07%	10.43%	4.77%	6.08%	17.28%	0.58%	60.94	207,000,000
Jun-05	4.67%	10.92%	4.90%	6.39%	15.55%	0.58%	64.74	168,162,000
Sep-05	2.75%	9.93%	5.00%	4.59%	14.95%	0.58%	56.22	185,996,000
Dec-05	1.84%	7.90%	6.27%	2.95%	14.31%	1.04%	63.09	158,326,000
Mar-06	1.63%	7.66%	6.55%	2.08%	13.97%	1.06%	60.41	131,000,000
Jun-06	1.81%	7.84%	5.71%	3.26%	13.95%	1.04%	63.72	137,500,000
Sep-06	2.74%	8.82%	5.31%	2.68%	13.95%	1.04%	58.43	86,150,000
Dec-06	5.05%	9.88%	4.35%	5.49%	12.89%	0.44%	57.86	94,097,000
Mar-07	3.71%	8.63%	4.21%	3.91%	12.94%	0.37%	60.99	81,649,000
Jun-07	3.61%	8.75%	4.99%	3.63%	13.09%	0.37%	60.74	80,000,000
Sep-07	3.31%	9.13%	5.16%	3.83%	13.09%	0.50%	60.03	48,000,000
Dec-07	2.28%	8.64%	5.62%	3.22%	12.67%	0.52%	55.87	74,283,000
Mar-08	0.50%	7.25%	5.59%	2.61%	11.15%	0.51%	65.57	37,638,000
Jun-08	1.70%	6.56%	5.19%	2.61%	11.41%	0.54%	59.75	61,000,000
Sep-08	0.48%	6.35%	4.52%	2.61%	11.40%	0.54%	58.01	113,000,000
Dec-08	1.12%	5.64%	4.38%	1.33%	11.52%	0.04%	58.63	23,193,500