

### Business Description

L.B. Foster Company is a manufacturer and distributor of products for the transportation, construction, utility, and energy markets. The company supplies products to industries requiring rail and rail accessories; sheet, pipe and H piling; bridge decking and highway products; precast concrete buildings; and threaded and coated pipe.

### Stock Data

Price	\$26.98
52Wk High	\$35.09
52Wk Low	\$20.14
3mo. Daily Volume	44,000
Market Capitalization	274 Mil.
Shares Outstanding	10.3 Mil.
Inside Ownership	4%
Dividend Yield	NA
Book Value	\$22.58
Cash per Share	\$12.12
EV-to-Sales - TTM	0.4x
EV-to-EBITDA - TTM	5x

### Financial Data

	Old	Old	Old	New
EPS	FY-09E	FY-09A	FY-10E	FY-10E
Q1-Mar	\$0.29A	\$0.29A		\$0.22
Q2-Jun	\$0.26A	\$0.26A		\$0.30
Q3-Sep	\$0.60A	\$0.60A		\$0.33
Q4-Dec	\$0.30	\$0.38A		\$0.40
FY-Dec	\$1.45	\$1.53	\$1.50	\$1.25
P/E				18.6
Revenue	\$382	\$382	\$406	\$368
% Chg	-25.0%	-25.0%	6.0%	-4.0%
EBITDA	\$33	\$33	\$32	\$29
ROIC	10.5%	11.6%	9.4%	9.6%
Cash	\$125	\$125	\$121	\$135
Assets	\$318	\$333	\$323	\$329
Debt	\$23	\$13	\$23	\$11
Equity	\$231	\$233	\$247	\$246

Note: Figures in \$ millions except per share data

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# LB Foster

**L.B. FOSTER COMPANY**  
**NASDAQ: FSTR**  
**PRICE: \$26.98**  
**DATE: February 1, 2010**

**Q4 EPS of \$0.38 exceeded our estimate of \$0.30 due to 1) higher than expected gross margin (\$0.17) and lower than expected SG&A (\$0.04). This was offset by a higher than expected tax rate (\$0.09) and lower than expected interest income (\$0.04).**

**Sales in Q4 declined 31.8% YOY to \$98 million, in line with our estimate of \$98.6 million.**

**Gross margin improved 200 basis points YOY to 15.8% due to the net effect of a positive LIFO adjustment.**

**Backlog increased 30% YOY to \$172.7 million**

**Effective cost management continued as SG&A declined 23.9% YOY for the quarter.**

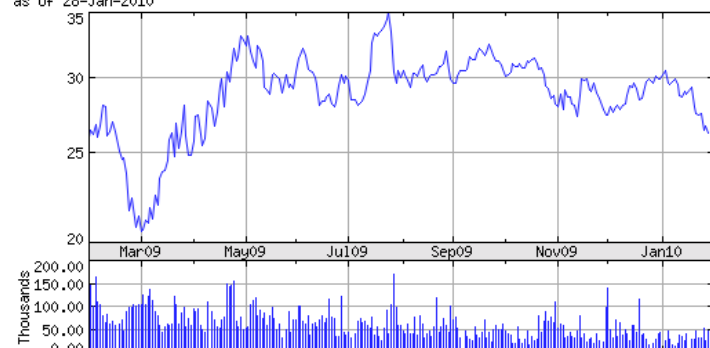
**Cash increased sequentially \$2.9 million to \$124.8 million (\$12.12/share) while debt declined to \$13.2 million.**

**Market conditions are described as "stable but soft"**

**The stock trades at a discount to peers based on TTM performance.**

**We are amending our FY10 EPS estimate to \$1.25 to account for lower projected interest income and uncertainty regarding non-residential construction spending for 2010.**

FOSTER L B CO  
as of 28-Jan-2010



#### **Q4 EPS Better Than Expected**

Q4 EPS of \$.38 exceeded our estimate of \$.30 due to higher than expected gross margin (\$.17) and lower than expected SG&A expense (\$.04) offset by a higher tax rate (\$.09) and lower interest income (\$.04). Total sales in Q4 declined 31.8% YOY to \$98 million, slightly below our estimate of \$98.6 million. In terms of business segments, sales declines were as follows: Rail (36.8%), Construction (26.8%), and Tubular (38.9%). All product lines except bridge, transit and concrete buildings registered YOY declines. The bridge and concrete buildings product lines most directly benefited from Federal Stimulus spending. Stable but soft generally describes current business conditions. In this vein, total backlog increased 30% YOY to \$172.7 million. Backlog has increased sequentially in three consecutive quarters. Gross margin improved 200 basis points YOY to 15.8%, exceeding our estimate of 14%. A positive LIFO adjustment of \$9.2 million was offset by negative adjustments of \$6.5 million related to manufacturing variances, inventory obsolescence, scrap pricing, and lower production volumes. SG&A expense came in lower than expected due to lower bad debt expense, travel and entertainment, and incentive compensation. Due to the lower interest rate environment, interest income was lower than expected. The income tax rate of 40.7% was higher than expected due to lower deductions. Cash increased nearly \$3 million sequentially to \$124.9 million (\$12.12/share). The company paid down \$8.9 million in debt for the year to \$13.2 million. Capacity utilization is around 45%. The stock trades at a discount to its peers on a trailing twelve month basis based on several valuation metrics.

#### **Outlook**

The company believes that stimulus-related projects will slow in 2010 and topline challenges will continue in the near term. The most salient weakness appears to be in the tubular products division although this represents only 5% of total revenue. Railroad companies are generally forecasting flat cap ex spending for 2010 while the company cites non-residential construction decline estimates of 10-15% for 2010. Gross margin pressure remains the most significant risk factor going forward due to competitive pricing. Any potential positive impacts from federally funded light-rail projects remain on the periphery. The company is projecting cap ex spending of \$6-\$7 million for FY10. Due to the company's cost restructuring, it is believed that as volumes grow expenses will not increase proportionally. We have lowered our FY10 sales forecast based on more cautionary statements from management regarding non-residential construction spending and a lessened impact from stimulus spending. A rebound in non-residential construction is generally expected for 2011. Additionally, we have lowered our sales estimate for the tubular products division based on current trends. We have also lowered our FY10 interest income estimate meaningfully in anticipation of continued low interest rates. We have lowered our EPS forecast for FY10 to \$1.25.

#### **Disclaimers & Disclosures**

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**Peer Group (in thousands)**

Ticker	Name	Price	EV / Sales	EV / EBITDA	Price / BV	CY 2009E P/E	CY 2010E P/E
STLD	Steel Dynamics	\$15.18	1.4	31.2	1.7	NA	11.1
NWPX	Northwest Pipe	\$23.92	0.8	6.3	0.7	53.2	18.8
TRN	Trinity Industries	\$15.64	0.9	5.1	0.7	12.3	29.5
PRPX	Portec Rail Products	\$10.92	1.1	8.4	1.6	17.6	13.5
KOP	Koppers	\$27.92	0.7	7.0	9.0	14.5	10.4
CAT	Caterpillar	\$52.24	1.7	17.2	4.0	24.4	19.4
	<b>Median</b>		<b>1.0</b>	<b>7.7</b>	<b>1.6</b>	<b>17.6</b>	<b>16.2</b>
<b>FSTR*</b>	<b>L.B. Foster</b>	<b>\$26.98</b>	<b>0.4</b>	<b>5.0</b>	<b>1.2</b>	<b>17.6</b>	<b>18.7</b>

Prices as of 1/29/10

FSTR has \$12.12/ share in Cash

Note: All figures based on trailing 12-months except CY 2009E and CY 2010E, which are based on 21st Century or consensus estimates



# 21<sup>st</sup> Century Equity Research

Income Statement (in millions)	2005	2006	2007	Q1-08	Q2-08	Q3-08	Q4-08	2008	Q1-09	Q2-09	Q3-09	Q4-09	2009	Q1-10E	Q2-10E	Q3-10E	Q4-10E	2010E
Sales	\$353.5	\$389.8	\$509.0	\$93.4	\$129.8	\$145.5	\$143.7	\$512.5	\$97.7	\$93.8	\$92.4	\$98.0	\$381.8	\$86.0	\$90.4	\$93.1	\$98.4	\$367.9
COGS	\$313.5	\$338.2	\$432.6	\$77.8	\$107.9	\$122.8	\$123.8	\$432.4	\$84.0	\$81.0	\$74.7	\$82.5	\$322.2	\$74.0	\$77.6	\$79.6	\$83.4	\$314.5
Gross Profit	\$40.0	\$51.6	\$76.4	\$15.6	\$21.9	\$22.7	\$19.9	\$80.1	\$13.7	\$12.8	\$17.7	\$15.5	\$59.6	\$12.0	\$12.8	\$13.5	\$15.0	\$53.3
SG&A Expense	\$31.1	\$33.7	\$37.4	\$9.4	\$10.0	\$10.1	\$11.5	\$40.9	\$9.0	\$8.6	\$9.0	\$8.8	\$35.4	\$8.5	\$8.0	\$8.4	\$8.7	\$33.6
EBIT	\$8.9	\$17.9	\$39.0	\$6.3	\$11.9	\$12.6	\$8.4	\$39.2	\$4.7	\$4.2	\$8.7	\$6.7	\$24.2	\$3.5	\$4.8	\$5.1	\$6.3	\$19.7
Interest Expense	\$2.5	\$3.4	\$4.0	\$0.6	\$0.5	\$0.5	\$0.4	\$1.9	\$0.3	\$0.3	\$0.3	\$0.1	\$1.0	\$0.1	\$0.1	\$0.1	\$0.1	\$0.4
Other Income, Net	\$1.3	\$1.2	\$2.0	\$0.7	\$0.7	\$0.5	\$0.6	\$2.5	\$0.3	\$0.4	\$1.5	\$0.0	\$2.2	\$0.2	\$0.2	\$0.4	\$0.4	\$1.2
Pretax Income	\$7.7	\$15.8	\$36.9	\$6.4	\$12.2	\$12.6	\$8.6	\$39.7	\$4.7	\$4.3	\$9.9	\$6.6	\$25.4	\$3.6	\$4.9	\$5.4	\$6.6	\$20.6
Income Tax	\$2.3	\$5.1	\$11.0	\$2.3	\$4.5	\$4.5	\$2.9	\$14.2	\$1.7	\$1.6	\$3.7	\$2.7	\$9.7	\$1.4	\$1.9	\$2.0	\$2.5	\$7.7
Net Income	\$5.4	\$10.7	\$25.0	\$4.1	\$7.7	\$8.1	\$5.7	\$25.5	\$3.0	\$2.7	\$6.2	\$3.9	\$15.7	\$2.3	\$3.1	\$3.4	\$4.1	\$12.9
Shares Outstanding-Diluted	10.4	10.8	11.0	11.1	11.0	10.7	10.4	10.8	10.3	10.3	10.3	10.3	10.3	10.3	10.3	10.3	10.3	10.3
EPS - Diluted	\$0.52	\$0.99	\$2.28	\$0.36	\$0.69	\$0.76	\$0.55	\$2.36	\$0.29	\$0.26	\$0.60	\$0.38	\$1.53	\$0.22	\$0.30	\$0.33	\$0.40	\$1.25
% Change	261.4%	90.2%	129.9%	28.4%	10.6%	18.3%	-32.3%	3.5%	-20.5%	-62.7%	-20.4%	-31.1%	-35.2%	-23.7%	15.9%	-45.6%	6.0%	-18.2%
<b>% of Sales</b>																		
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
COGS	88.7%	86.8%	85.0%	83.3%	83.1%	84.4%	86.2%	84.4%	86.0%	86.4%	80.8%	84.2%	84.4%	86.0%	85.8%	85.5%	84.8%	85.5%
Gross Profit	11.3%	13.2%	15.0%	16.7%	16.9%	15.6%	13.8%	15.6%	14.0%	13.6%	19.2%	15.8%	15.6%	14.0%	14.2%	14.5%	15.2%	14.5%
SG&A Expense	8.8%	8.6%	7.3%	10.0%	7.7%	6.9%	8.0%	8.0%	9.2%	9.2%	9.7%	9.0%	9.3%	9.9%	8.8%	9.0%	8.8%	9.1%
EBIT	2.5%	4.6%	7.7%	6.7%	9.2%	8.7%	5.8%	7.6%	4.8%	4.4%	9.4%	6.8%	6.3%	4.1%	5.4%	5.5%	6.4%	5.4%
Interest Expense	0.7%	0.9%	0.8%	0.6%	0.4%	0.3%	0.3%	0.4%	0.3%	0.3%	0.3%	0.1%	0.3%	0.1%	0.1%	0.1%	0.1%	0.1%
Other Income, Net	0.4%	0.3%	0.4%	0.7%	0.6%	0.3%	0.4%	0.5%	0.3%	0.4%	1.6%	0.0%	0.7%	0.3%	0.3%	0.5%	0.5%	0.4%
Pretax Income	2.2%	4.1%	7.3%	6.8%	9.4%	8.7%	6.0%	7.8%	4.8%	4.5%	10.7%	6.7%	6.7%	4.2%	5.5%	5.8%	6.7%	5.6%
Income Tax	29.8%	32.1%	29.7%	36.2%	37.0%	35.7%	33.7%	35.8%	36.0%	37.5%	37.3%	41.0%	38.1%	37.5%	37.5%	37.5%	37.5%	37.5%
Net Income	1.5%	2.7%	4.9%	4.3%	5.9%	5.6%	4.0%	5.0%	3.1%	2.8%	6.7%	4.0%	4.1%	2.6%	3.4%	3.6%	4.2%	3.5%
<b>Revenue by Segment</b>																		
Rail Products	\$157.8	\$189.5	\$260.8	\$45.8	\$60.8	\$65.6	\$62.3	\$234.5	\$53.9	\$44.3	\$41.2	\$39.4	\$178.8	\$48.5	\$43.4	\$42.2	\$41.4	\$175.5
Construction Products	\$174.9	\$180.5	\$211.6	\$40.2	\$60.0	\$69.8	\$72.9	\$242.9	\$36.2	\$44.5	\$48.1	\$53.4	\$182.1	\$32.6	\$42.2	\$46.9	\$52.0	\$173.7
Tubular Products	\$20.8	\$19.8	\$36.6	\$7.5	\$9.0	\$10.1	\$8.5	\$35.1	\$7.6	\$5.0	\$3.1	\$5.2	\$21.0	\$4.9	\$4.8	\$4.0	\$4.9	\$18.7
Total	\$353.5	\$389.8	\$509.0	\$93.4	\$129.8	\$145.5	\$143.7	\$512.5	\$97.7	\$93.8	\$92.4	\$98.0	\$381.8	\$86.0	\$90.4	\$93.1	\$98.4	\$367.9
<b>Revenue % by Segment</b>																		
Rail Products	44.6%	48.6%	51.2%	49.0%	46.8%	45.1%	43.4%	45.8%	55.2%	47.2%	44.6%	40.2%	46.8%	56.4%	48.0%	45.3%	42.1%	47.7%
Construction Products	49.5%	46.3%	41.6%	43.0%	46.2%	48.0%	50.7%	47.4%	37.1%	47.4%	52.0%	54.5%	47.7%	37.9%	46.7%	50.4%	52.9%	47.2%
Tubular Products	5.9%	5.1%	7.2%	8.0%	6.9%	7.0%	5.9%	6.9%	7.8%	5.4%	3.4%	5.3%	5.5%	5.7%	5.3%	4.3%	5.0%	5.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<b>Revenue Segment (Year / Year)</b>																		
Rail Products	9.2%	20.1%	37.7%	-27.5%	-23.3%	6.8%	9.2%	-10.1%	17.7%	-27.2%	-37.2%	-36.7%	-23.8%	-10.0%	-2.0%	2.5%	5.0%	-1.8%
Construction Products	28.2%	3.2%	17.2%	-2.9%	1.9%	12.0%	48.8%	14.8%	-9.9%	-25.9%	-31.1%	-26.8%	-25.0%	-10.0%	-5.0%	-2.5%	-2.5%	-4.6%
Tubular Products	23.3%	-4.8%	84.7%	22.2%	-13.6%	-15.8%	6.0%	-4.1%	1.7%	-44.0%	-69.1%	-38.9%	-40.3%	-35.0%	-5.0%	27.8%	-5.0%	-11.0%
Total	18.7%	10.3%	30.6%	-15.6%	-12.6%	7.2%	26.0%	0.7%	4.5%	-27.8%	-36.5%	-31.8%	-25.5%	-11.9%	-3.6%	0.8%	0.4%	-3.7%
<b>Backlog by Segment</b>																		
Rail Products	\$56.6	\$64.1	\$61.6	\$57.5	\$60.6	\$72.4	\$68.4	\$68.4	\$56.7	\$56.3	\$55.1							
Construction Products	\$71.4	\$66.1	\$70.3	\$110.2	\$121.7	\$97.0	\$57.6	\$57.6	\$69.4	\$79.9	\$97.0							
Tubular Products	\$1.5	\$11.1	\$6.4	\$6.0	\$9.9	\$9.4	\$6.5	\$6.5	\$4.8	\$4.3	\$3.5							
Total	\$129.5	\$141.3	\$138.3	\$173.7	\$192.2	\$178.8	\$132.5	\$132.5	\$130.9	\$140.5	\$155.6	\$172.7	\$172.7					

Fiscal Year End - December

(\$ in millions, except per share data)

Note: FY08 EPS and EBIT excludes one-time gains



# 21<sup>st</sup> Century Equity Research

Balance Sheet	2006	2007	2008	Q1-09	Q2-09	Q3-09	Q4-09	2009	Q1-10E	Q2-10E	Q3-10E	Q4-10E	2010E
<b>Assets</b>													
Cash	\$3.0	\$121.1	\$115.0	\$99.0	\$118.1	\$122.0	\$124.8	\$124.8	\$120.2	\$120.0	\$125.7	\$135.3	\$135.3
Accounts Receivable	\$66.0	\$53.6	\$64.3	\$58.7	\$50.0	\$51.8	\$61.1	\$61.1	\$54.7	\$57.5	\$56.1	\$59.3	\$59.3
Inventories	\$98.0	\$102.4	\$102.9	\$98.0	\$94.3	\$97.0	\$98.9	\$98.9	\$89.2	\$93.5	\$91.6	\$91.4	\$91.4
Other Current Assets	\$6.5	\$7.2	\$4.1	\$5.0	\$6.1	\$4.5	\$4.6	\$4.6	\$5.0	\$5.0	\$5.0	\$5.0	\$5.0
Current Assets	\$173.5	\$284.4	\$286.3	\$260.7	\$268.5	\$275.3	\$289.4	\$289.4	\$269.0	\$276.0	\$278.4	\$291.0	\$291.0
Net Property, Plant, and Equipment	\$52.0	\$44.1	\$40.0	\$38.4	\$38.0	\$38.3	\$37.4	\$37.4	\$36.0	\$35.0	\$34.0	\$33.0	\$33.0
Goodwill	\$0.4	\$0.4	\$0.3	\$0.3	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4	\$0.4
Other Assets	\$18.0	\$1.8	\$4.6	\$5.0	\$6.9	\$5.4	\$5.4	\$5.4	\$6.7	\$6.0	\$10.0	\$5.0	\$5.0
Total Assets	\$243.9	\$330.8	\$331.2	\$304.4	\$313.8	\$319.4	\$332.6	\$332.6	\$312.1	\$317.4	\$322.8	\$329.4	\$329.4
<b>Liabilities and Stockholders' Equity</b>													
Accounts Payable	\$55.0	\$53.5	\$70.6	\$40.7	\$45.9	\$48.0	\$61.8	\$61.8	\$40.5	\$44.2	\$48.0	\$52.1	\$52.1
Other Current Liabilities	\$13.0	\$24.1	\$7.8	\$10.7	\$11.8	\$12.7	\$12.6	\$12.6	\$12.5	\$13.0	\$13.5	\$14.0	\$14.0
Short-term Debt	\$3.8	\$6.2	\$5.8	\$5.8	\$5.8	\$5.4	\$5.4	\$5.4	\$5.4	\$5.4	\$5.0	\$5.0	\$5.0
Current Liabilities	\$71.8	\$83.8	\$84.2	\$57.2	\$63.5	\$66.1	\$79.8	\$79.8	\$58.4	\$62.6	\$66.5	\$71.1	\$71.1
Long-term Debt	\$54.6	\$16.2	\$21.7	\$20.2	\$25.2	\$23.1	\$13.2	\$13.2	\$13.0	\$13.0	\$12.0	\$11.0	\$11.0
Other Liabilities	\$15.5	\$17.0	\$7.9	\$8.4	\$2.4	\$1.9	\$7.6	\$7.6	\$5.8	\$3.8	\$3.0	\$1.8	\$1.8
Total Liabilities	\$141.9	\$116.9	\$113.8	\$85.8	\$91.1	\$91.1	\$100.6	\$100.6	\$77.2	\$79.4	\$81.5	\$83.9	\$83.9
Shareholder Equity	\$102.0	\$213.8	\$217.4	\$218.6	\$222.7	\$228.3	\$232.6	\$232.6	\$234.9	\$238.0	\$241.3	\$245.5	\$245.5
Total Liabilities and Equity	\$243.9	\$330.8	\$331.2	\$304.4	\$313.8	\$319.4	\$333.2	\$333.2	\$312.1	\$317.4	\$322.8	\$329.4	\$329.4
Book Value Per Share	\$9.44	\$19.49	\$20.09	\$21.22	\$21.62	\$22.17	\$22.58	\$22.58	\$22.80	\$23.10	\$23.43	\$23.83	\$23.83
<b>Asset Utilization and Efficiency</b>													
Accounts Receivable Turnover	6.9	8.5	8.7	6.4	6.9	7.3	6.9	6.1	5.9	6.5	6.6	6.8	6.1
Days' Sales in Receivables Outstanding	61.8	38.4	45.8	54.8	48.7	51.2	56.9	58.4	58.0	58.0	55.0	55.0	58.8
Inventory Turnover	3.8	4.4	3.9	3.3	3.4	3.1	3.4	3.3	3.1	3.4	3.4	3.6	3.4
Days' Sales in Inventory Outstanding	105.8	86.4	86.9	106.5	106.2	118.5	109.4	112.0	110.0	110.0	105.0	100.0	100.0
Accounts Payable Turnover	6.7	7.9	5.9	6.0	7.5	6.4	6.0	5.9	5.8	7.3	6.9	6.7	6.3
Days' Purchases in Payables Outstanding	59.4	45.1	59.6	44.2	51.7	58.6	68.4	70.0	50.0	52.0	55.0	57.0	60.5
Cash Conversion Cycle (Days)	108.2	79.7	73.1	117.1	103.2	111.0	97.9	100.4	118.0	116.0	105.0	98.0	98.4
<b>Capital Structure</b>													
Total Debt-to-Total Capital Ratio	34.9%	7.0%	9.1%	8.5%	10.2%	9.2%	5.4%	5.4%	5.2%	5.2%	4.7%	4.3%	4.3%
Total Debt-to-Equity Ratio	53.5%	7.6%	10.0%	9.2%	11.3%	10.1%	5.7%	5.7%	5.5%	5.5%	5.0%	4.5%	4.5%
Fiscal Year End - December													
(\$ in millions, except per share data)													



# 21<sup>st</sup> Century Equity Research

ROIC and Free Cash Flow		2006	2007	2008	Q1-09	Q2-09	Q3-09	Q4-09	2009	Q1-10E	Q2-10E	Q3-10E	Q4-10E	2010E
<b>NOPAT</b>														
EBIT		\$17.9	\$39.0	\$39.2	\$4.7	\$4.2	\$8.7	\$6.7	\$24.2	\$3.5	\$4.8	\$5.1	\$6.3	\$19.7
Cash Taxes on EBIT		\$4.0	\$9.8	\$13.5	\$2.1	\$4.3	\$4.3	\$2.8	\$9.3	\$1.3	\$1.8	\$2.0	\$2.5	\$7.6
NOPAT		\$14.0	\$29.2	\$25.7	\$2.6	(\$0.2)	\$4.4	\$3.9	\$14.9	\$2.2	\$3.0	\$3.1	\$3.8	\$12.2
<b>Cash Taxes on EBIT</b>														
Income Tax Provision		\$5.1	\$11.0	\$14.2	\$1.7	\$1.6	\$3.7	\$2.7	\$9.7	\$1.4	\$1.9	\$2.0	\$2.5	\$7.7
Taxes on Interest Expense		(\$1.1)	(\$1.2)	(\$0.7)	\$3.0	\$2.7	\$6.2	\$3.9	(\$0.4)	(\$0.0)	(\$0.0)	(\$0.0)	(\$0.0)	(\$0.1)
Cash Taxes on EBIT		\$4.0	\$9.8	\$13.5	\$4.7	\$4.3	\$9.9	\$6.6	\$9.3	\$1.3	\$1.8	\$2.0	\$2.5	\$7.6
<b>Invested Capital</b>														
Total Debt		\$58.4	\$22.4	\$27.5	\$26.0	\$31.0	\$28.5	\$18.6	\$18.6	\$18.4	\$18.4	\$17.0	\$16.0	\$16.0
Stockholders' Equity		\$102.0	\$213.8	\$217.4	\$218.6	\$222.7	\$228.3	\$232.6	\$232.6	\$234.9	\$238.0	\$241.3	\$245.5	\$245.5
Total Cash & Short-term Investments		\$3.0	\$121.1	\$115.0	\$99.0	\$118.1	\$122.0	\$124.8	\$124.8	\$120.2	\$120.0	\$125.7	\$135.3	\$135.3
Invested Capital		\$157.4	\$115.1	\$129.9	\$145.6	\$135.6	\$134.8	\$126.4	\$126.4	\$133.1	\$136.4	\$132.6	\$126.2	\$126.2
<b>Return on Invested Capital</b>														
Return on Invested Capital (Average)		10.2%	21.4%	21.0%	7.5%	-0.5%	13.4%	12.3%	11.6%	6.3%	8.9%	9.3%	12.0%	9.6%
Note: Quarterly Figures Have Been Annualized														
<b>Free Cash Flow</b>														
Net Income (Loss)		\$10.7	\$25.0	\$25.5	\$3.0	\$2.7	\$6.2	\$3.9	\$15.7	\$2.3	\$3.1	\$3.4	\$4.1	\$12.9
Adjustments:														
Depreciation and Amortization		\$6.1	\$8.3	\$8.9	\$2.2	\$2.2	\$2.3	\$2.0	\$8.7	\$2.2	\$2.2	\$2.2	\$2.2	\$8.8
Changes in Operating Assets and Liabilities:														
Accounts Receivable		(\$18.6)	\$12.4	(\$10.7)	\$5.6	\$8.7	(\$1.8)	(\$9.3)	\$3.2	\$6.4	(\$2.8)	\$1.3	(\$3.2)	\$1.8
Inventories		(\$29.1)	(\$4.4)	(\$0.5)	\$4.9	\$3.7	(\$2.7)	(\$1.9)	\$4.0	\$9.7	(\$4.4)	\$1.9	\$0.2	\$7.5
Other Current Assets		(\$4.0)	(\$0.7)	\$3.1	(\$0.9)	(\$1.1)	\$1.6	(\$0.1)	(\$0.5)	(\$0.4)	\$0.0	\$0.0	\$0.0	(\$0.4)
Other Non-current Assets		(\$1.0)	\$16.2	(\$2.8)	(\$0.4)	(\$1.9)	\$1.5	\$0.0	(\$0.8)	(\$1.3)	\$0.7	(\$4.0)	\$5.0	\$0.4
Accounts Payable		\$12.2	(\$1.5)	\$17.1	(\$29.9)	\$5.2	\$2.1	\$13.8	(\$8.8)	(\$21.3)	\$3.7	\$3.8	\$4.1	(\$9.7)
Other Current Liabilities		(\$0.8)	\$11.1	(\$16.3)	\$2.9	\$1.1	\$0.9	(\$0.1)	\$4.8	\$1.4	\$1.0	\$1.0	\$1.0	\$4.4
Other Liabilities		\$10.8	\$1.5	(\$9.1)	\$0.5	(\$6.0)	(\$0.5)	\$5.7	(\$0.3)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Total Changes in Operating Assets and Liabilities		(\$30.5)	\$34.4	(\$19.0)	(\$17.3)	\$9.7	\$1.1	\$8.1	\$1.6	(\$5.4)	(\$1.8)	\$4.0	\$7.1	\$4.0
Net Cash Flow from Operations		(\$17.9)	\$67.6	\$13.3	(\$12.1)	\$14.6	\$9.6	\$14.0	\$25.4	(\$3.1)	\$1.3	\$7.4	\$11.3	\$16.9
Capital Expenditures		(\$17.0)	(\$5.3)	(\$4.8)	(\$1.4)	(\$1.2)	(\$1.7)	(\$2.7)	(\$7.0)	(\$1.5)	(\$1.5)	(\$1.7)	(\$1.7)	(\$6.4)
Free Cash Flow		(\$34.9)	\$62.3	\$8.5	(\$13.5)	\$13.4	\$7.9	\$11.3	\$18.4	(\$4.6)	(\$0.2)	\$5.7	\$9.6	\$10.5
Free Cash Flow per Share		(\$3.23)	\$5.68	\$0.78	(\$1.31)	\$1.30	\$0.77	\$1.10	\$1.79	(\$0.45)	(\$0.02)	\$0.55	\$0.93	\$1.02