

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

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**FORM 8-K**

**CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

Date of report (Date of earliest event reported): January 20, 2009

**PARKER-HANNIFIN CORPORATION**

(Exact Name of Registrant as Specified in Charter)

**Ohio**  
(State or Other Jurisdiction  
of Incorporation)

**1-4982**  
(Commission  
File Number)

**34-0451060**  
(IRS Employer  
Identification No.)

**6035 Parkland Blvd.**  
**Cleveland, Ohio**  
(Address of Principal Executive Offices)

**44124-4141**  
(Zip Code)

Registrant's telephone number, including area code: (216) 896-3000

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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**Item 2.02 Results of Operations and Financial Condition****Item 7.01 Regulation FD Disclosure**

The following information is furnished pursuant to Item 2.02, "Results of Operations and Financial Condition" and Item 7.01, "Regulation FD Disclosure"

On January 20, 2009, Parker-Hannifin Corporation issued a press release and presented a Webcast announcing earnings for the quarter ended December 31, 2008. The press release contains references to sales growth excluding the effects of acquisitions and foreign currency exchange rates. The effects of acquisitions and foreign currency exchange rates are removed to allow investors and the company to meaningfully evaluate changes in sales on a comparable basis from period to period. A copy of the press release is filed as Exhibit 99.1 to this report. A copy of the Webcast presentation is filed as Exhibit 99.2 to this report.

**Item 9.01 Financial Statements and Exhibits**

(c) Exhibits:

- 99.1 Press release issued by Parker-Hannifin Corporation, dated January 20, 2009.
- 99.2 Webcast presentation by Parker-Hannifin Corporation, dated January 20, 2009.

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**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

PARKER-HANNIFIN CORPORATION

By: /s/ Timothy K. Pistell

Timothy K. Pistell

Executive Vice President - Finance and  
Administration and Chief Financial Officer

Date: January 20, 2009



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### **Segment Results**

In the Industrial North America segment, second-quarter sales increased slightly to \$993.0 million, and operating income declined 24.0 percent to \$107.6 million, compared with the same period a year ago.

In the Industrial International segment, second-quarter sales declined 11.5 percent to \$1.0 billion, and operating income declined 34.3 percent to \$115.1 million, compared with the same period a year ago.

In the Aerospace segment, second-quarter sales increased 10.0 percent to \$473.7 million, and operating income increased 34.2 percent to \$69.7 million, compared with the same period a year ago.

In the Climate & Industrial Controls segment, second-quarter sales declined 21.8 percent to \$179.2 million, and the segment recorded an operating loss of \$12.8 million, compared with an operating profit of \$5.4 million in the same period a year ago.

### **Orders**

In addition to financial results, Parker also reported a decline of 20 percent in total orders for the quarter ending December 31, 2008, compared with the same quarter a year ago. Parker reported the following orders by operating segment:

- Orders declined 18 percent in the Industrial North America segment, compared with the same quarter a year ago.
- Orders declined 28 percent in the Industrial International segment, compared with the same quarter a year ago.
- Orders increased 2 percent in the Aerospace segment on a rolling 12 month average basis.
- Orders declined 28 percent in the Climate and Industrial Controls segment, compared with the same quarter a year ago.

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**Outlook**

For fiscal 2009, the company revised guidance for earnings from continuing operations to the range of \$3.85 to \$4.25 per diluted share. Previous guidance for earnings from continuing operations was \$5.35 to \$5.75 per diluted share.

“While the outlook holds many challenges, Parker has a seasoned management team that has experience managing through a downturn,” added Washkewicz. “Workforce and expense reductions have been implemented throughout the company and contingency plans are in place should further actions become necessary. In short, we are prepared to adjust our costs appropriately to reflect changing demand levels. At the same time, we will stay vigilantly focused on long-term growth and are confident that we will emerge in an even stronger position as demand in our end markets improves.”

**NOTICE OF CONFERENCE CALL:** Parker Hannifin’s conference call and slide presentation to discuss its fiscal second-quarter results are available to all interested parties via live webcast today at 10:00 a.m. ET, on the company’s investor information web site, <http://www.phstock.com>. To access the call, click on the “Live Webcast” link. From this link, users also may complete a pre-call system test and register for e-mail notification of future events and information available from Parker.

With annual sales exceeding \$12 billion, Parker Hannifin is the world’s leading diversified manufacturer of motion and control technologies and systems, providing precision-engineered solutions for a wide variety of mobile, industrial and aerospace markets. The company employs approximately 62,000 people in 48 countries around the world. Parker has increased its annual dividends paid to shareholders for 52 consecutive years, among the top five longest-running dividend-increase records in the S&P 500 index. For more information, visit the company’s web site at <http://www.parker.com>, or its investor information site at <http://www.phstock.com>.

**Notes on Orders**

Orders provide near-term perspective on the company’s outlook, particularly when viewed in the context of prior and future quarterly order rates. However, orders are not in themselves an indication of future performance. All comparisons are at constant currency exchange rates, with the prior year restated to the current-year rates. All exclude acquisitions until they can be reflected in both the numerator and denominator. Aerospace comparisons are rolling 12-month average computations. The Total Parker orders number is derived from a weighted average of the year-over-year quarterly percent change in orders for the Industrial North America, Industrial International, and Climate and Industrial Controls segments, and the year-over-year 12-month rolling average of orders in the Aerospace segment.

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**Forward-Looking Statements**

Forward-looking statements contained in this and other written and oral reports are made based on known events and circumstances at the time of release, and as such, are subject in the future to unforeseen uncertainties and risks. All statements regarding future performance, earnings projections, events or developments are forward-looking statements. It is possible that the future performance and earnings projections of the company and individual segments may differ materially from current expectations, depending on economic conditions within its mobile, industrial and aerospace markets, and the company's ability to maintain and achieve anticipated benefits associated with announced realignment activities, strategic initiatives to improve operating margins, actions taken to combat the effects of the current recession, and growth, innovation and global diversification initiatives. A change in economic conditions in individual markets may have a particularly volatile effect on segment results. Among the other factors which may affect future performance are: changes in business relationships with and purchases by or from major customers or suppliers, including delays or cancellations in shipments or significant changes in financial condition; uncertainties surrounding timing, successful completion or integration of acquisitions; threats associated with and efforts to combat terrorism; uncertainties surrounding the ultimate resolution of outstanding legal proceedings; competitive market conditions and resulting effects on sales and pricing; increases in raw material costs that cannot be recovered in product pricing; the company's ability to manage costs related to employee retirement and health care benefits and insurance; and global economic factors, including manufacturing activity, air travel trends, currency exchange rates, difficulties entering new markets and general economic conditions such as inflation, deflation, interest rates and credit availability. The company makes these statements as of the date of this disclosure, and undertakes no obligation to update them.

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**PARKER HANNIFIN CORPORATION - DECEMBER 31, 2008**  
**CONSOLIDATED STATEMENT OF INCOME**

(Unaudited)

(Dollars in thousands except per share amounts)	Three Months Ended December 31,		Six Months Ended December 31,	
	2008	2007	2008	2007
<b>Net sales</b>	<b>\$ 2,688,656</b>	<b>\$ 2,829,060</b>	<b>\$ 5,753,344</b>	<b>\$ 5,616,316</b>
Cost of sales	<u>2,121,450</u>	<u>2,194,137</u>	<u>4,458,672</u>	<u>4,316,434</u>
Gross profit	567,206	634,923	1,294,672	1,299,882
Selling, general and administrative expenses	337,183	318,961	669,866	643,922
Interest expense	30,307	26,016	58,403	48,437
Other expense (income), net	1,843	(6,224)	11,801	(6,389)
Income before income taxes	197,873	296,170	554,602	613,912
Income taxes	42,472	84,307	149,025	172,452
<b>Net income</b>	<b>\$ 155,401</b>	<b>\$ 211,863</b>	<b>\$ 405,577</b>	<b>\$ 441,460</b>
<b>Earnings per share:</b>				
Basic earnings per share	\$ .97	\$ 1.26	\$ 2.49	\$ 2.61
Diluted earnings per share	\$ .96	\$ 1.23	\$ 2.47	\$ 2.56
Average shares outstanding during period - Basic	160,839,120	168,063,375	162,627,269	168,923,092
Average shares outstanding during period - Diluted	161,755,586	171,993,863	164,272,066	172,456,317
Cash dividends per common share	\$ .25	\$ .21	\$ .50	\$ .42

**BUSINESS SEGMENT INFORMATION BY INDUSTRY**

(Unaudited)

(Dollars in thousands)	Three Months Ended December 31,		Six Months Ended December 31,	
	2008	2007	2008	2007
<b>Net sales</b>				
Industrial:				
North America	\$ 993,040	\$ 991,419	\$ 2,100,117	\$ 1,997,247
International	1,042,741	1,177,749	2,265,933	2,278,637
Aerospace	473,667	430,698	952,140	857,988
Climate & Industrial Controls	179,208	229,194	435,154	482,444
<b>Total</b>	<b>\$ 2,688,656</b>	<b>\$ 2,829,060</b>	<b>\$ 5,753,344</b>	<b>\$ 5,616,316</b>
<b>Segment operating income</b>				
Industrial:				
North America	\$ 107,615	\$ 141,680	\$ 268,101	\$ 296,862
International	115,122	175,227	318,074	358,660
Aerospace	69,658	51,917	137,806	109,353
Climate & Industrial Controls	(12,814)	5,421	2,685	20,927
<b>Total segment operating income</b>	<b>\$ 279,581</b>	<b>\$ 374,245</b>	<b>\$ 726,666</b>	<b>\$ 785,802</b>
Corporate general and administrative expenses	42,372	40,039	82,746	85,348
<b>Income from operations before interest expense and other</b>	<b>237,209</b>	<b>334,206</b>	<b>643,920</b>	<b>700,454</b>
Interest expense	30,307	26,016	58,403	48,437
Other expense	9,029	12,020	30,915	38,105
<b>Income before income taxes</b>	<b>\$ 197,873</b>	<b>\$ 296,170</b>	<b>\$ 554,602</b>	<b>\$ 613,912</b>



**PARKER HANNIFIN CORPORATION - DECEMBER 31, 2008**  
**CONSOLIDATED BALANCE SHEET**

(Unaudited)

(Dollars in thousands)	December 31,	2008	2007
<b>Assets</b>			
<b>Current assets:</b>			
Cash and cash equivalents		\$ 261,990	\$ 197,650
Accounts receivable, net		1,682,338	1,745,683
Inventories		1,519,651	1,477,267
Prepaid expenses		69,498	63,774
Deferred income taxes		145,131	137,206
<b>Total current assets</b>		<b>3,678,608</b>	<b>3,621,580</b>
Plant and equipment, net		1,888,023	1,804,979
Goodwill		2,884,187	2,669,678
Intangible assets, net		1,236,724	627,702
Other assets		427,649	493,567
<b>Total assets</b>		<b>\$10,115,191</b>	<b>\$9,217,506</b>
<b>Liabilities and shareholders' equity</b>			
<b>Current liabilities:</b>			
Notes payable		\$ 1,022,112	\$ 865,058
Accounts payable		751,942	756,495
Accrued liabilities		777,462	770,016
Accrued domestic and foreign taxes		116,183	104,919
<b>Total current liabilities</b>		<b>2,667,699</b>	<b>2,496,488</b>
Long-term debt		1,882,693	1,151,469
Pensions and other postretirement benefits		480,561	361,605
Deferred income taxes		216,131	118,203
Other liabilities		286,426	312,505
Shareholders' equity		4,581,681	4,777,236
<b>Total liabilities and shareholders' equity</b>		<b>\$10,115,191</b>	<b>\$9,217,506</b>

**CONSOLIDATED STATEMENT OF CASH FLOWS**

(Unaudited)

(Dollars in thousands)	Six Months Ended December 31,	
	2008	2007
<b>Cash flows from operating activities:</b>		
Net income	\$ 405,577	\$ 441,460
Depreciation and amortization	175,885	155,146
Stock-based compensation	28,451	30,086
Net change in receivables, inventories, and trade payables	72,151	(90,157)
Net change in other assets and liabilities	(247,558)	(42,674)
Other, net	10,009	(20,260)
<b>Net cash provided by operating activities</b>	<b>444,515</b>	<b>473,601</b>
<b>Cash flows from investing activities:</b>		
Acquisitions (net of cash of \$24,191 in 2008 and \$11,396 in 2007)	(705,128)	(463,051)
Capital expenditures	(174,391)	(118,742)
Proceeds from sale of plant and equipment	10,550	13,571
Other, net	(2,973)	(2,701)
<b>Net cash (used in) investing activities</b>	<b>(871,942)</b>	<b>(570,923)</b>
<b>Cash flows from financing activities:</b>		
Net (payments for) common share activity	(430,080)	(475,943)
Net proceeds from debt	911,428	670,344
Dividends	(81,331)	(71,867)
<b>Net cash provided by financing activities</b>	<b>400,017</b>	<b>122,534</b>
Effect of exchange rate changes on cash	(36,648)	(268)
Net (decrease) increase in cash and cash equivalents	(64,058)	24,944
Cash and cash equivalents at beginning of period	326,048	172,706
<b>Cash and cash equivalents at end of period</b>	<b>\$ 261,990</b>	<b>\$ 197,650</b>

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# ***Parker Hannifin Corporation***

Quarterly Earnings Release  
2nd Quarter FY 2009

January 20, 2009

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# ***Forward-Looking Statements***

## ***Forward-Looking Statements:***

Forward-looking statements contained in this and other written and oral reports are made based on known events and circumstances at the time of release, and as such, are subject in the future to unforeseen uncertainties and risks. All statements regarding future performance, earnings projections, events or developments are forward-looking statements. It is possible that the future performance and earnings projections of the company and individual segments may differ materially from current expectations, depending on economic conditions within its mobile, industrial and aerospace markets, and the company's ability to maintain and achieve anticipated benefits associated with announced realignment activities, strategic initiatives to improve operating margins, actions taken to combat the effects of the current recession, and growth, innovation and global diversification initiatives. A change in economic conditions in individual markets may have a particularly volatile effect on segment results. Among the other factors which may affect future performance are: changes in business relationships with and purchases by or from major customers or suppliers, including delays or cancellations in shipments or significant changes in financial condition; uncertainties surrounding timing, successful completion or integration of acquisitions; threats associated with and efforts to combat terrorism; uncertainties surrounding the ultimate resolution of outstanding legal proceedings; competitive market conditions and resulting effects on sales and pricing; increases in raw material costs that cannot be recovered in product pricing; the company's ability to manage costs related to employee retirement and health care benefits and insurance; and global economic factors, including manufacturing activity, air travel trends, currency exchange rates, difficulties entering new markets and general economic conditions such as inflation, deflation, interest rates and credit availability. The company makes these statements as of the date of this disclosure, and undertakes no obligation to update them.

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## ***Non-GAAP Financial Measure***

This presentation reconciles sales amounts reported in accordance with U.S. GAAP to sales amounts adjusted to remove the effects of acquisitions made within the prior four quarters as well as the effects of currency exchange rates on sales. The effects of acquisitions and currency exchange rates are removed to allow investors and the company to meaningfully evaluate changes in sales on a comparable basis from period to period.

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## ***Discussion Agenda***

- CEO 2<sup>nd</sup> Quarter Highlights
- Key Performance Measures & Outlook
- Questions & Answers
- CEO Closing Comments

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## ***Second Quarter & YTD Highlights***

Q2 FY09:

- ◆ Double digit Industrial margins
- ◆ Aerospace sales growth and margins of 10% and 14.7%, respectively
- ◆ Decrementals, without Acquisitions, of 29%

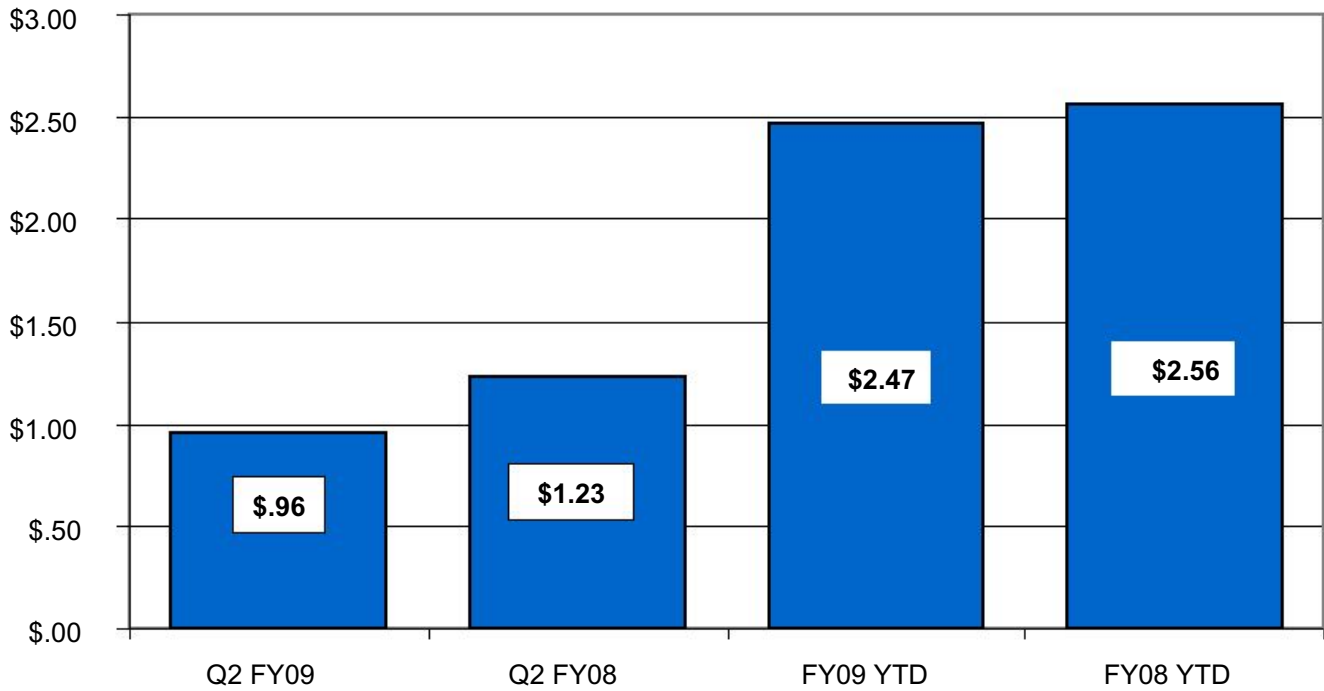
YTD FY09:

- ◆ Cash flow year to date of \$445M
- ◆ Share repurchases totaling \$434 million
- ◆ Nine acquisitions - \$532 million revenues

# Financial Highlights

## Diluted Earnings per Share

### 2<sup>nd</sup> Quarter



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## ***Influences on 2<sup>nd</sup> Quarter Earnings***

Diluted Earnings per Share decreased as a result of:

- ◆ Unanticipated & extended shutdowns by major OEM customers
- ◆ Decreased Sales of 5%; organic growth (5%)

Offset by:

- ◆ Lower tax expense due to decreased income and a lower effective tax rate
- ◆ Fewer shares outstanding



# Financial Highlights

## Sales – 2<sup>nd</sup> Quarter and 1<sup>st</sup> Half

Dollars in millions	2nd Quarter			Year To Date		
	FY2009	% Change	FY2008	FY2009	% Change	FY2008
<u>Sales</u>						
As reported	\$2,689	(5.0)%	\$ 2,829	\$ 5,753	2.4 %	\$ 5,616
Acquisitions	179	6.3 %		304	5.4 %	
Currency	(170)	(6.0)%		(119)	(2.1)%	
Adjusted Sales	\$2,680	(5.3)%		\$ 5,568	(0.9)%	

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# ***Influences on Sales***

## Positives:

- ◆ Aerospace strength
- ◆ Acquisitions

## Negatives:

- ◆ Global recession
- ◆ Currency

# Segment Reporting

## Industrial North America

Dollars in millions	2nd Quarter			Year To Date		
	FY2009	% Change	FY2008	FY2009	% Change	FY2008
<u>Sales</u>						
As reported	\$ 993	0.2 %	\$ 991	\$ 2,100	5.2 %	\$ 1,997
Acquisitions	86	8.7 %		162	8.1 %	
Currency	(19)	(1.9)%		(19)	(0.9)%	
Adjusted Sales	\$ 926	(6.6)%		\$ 1,957	(2.0)%	
<u>Operating Margin</u>						
As reported	\$ 108		\$ 142	\$ 268		\$ 297
% of Sales	10.8 %		14.3 %	12.8 %		14.9 %

# Segment Reporting

## Industrial International

Dollars in millions	2nd Quarter			Year To Date		
	FY2009	% Change	FY2008	FY2009	% Change	FY2008
<u>Sales</u>						
As reported	\$ 1,043	(11.5)%	\$ 1,178	\$ 2,266	(0.6)%	\$ 2,279
Acquisitions	87	7.4 %		123	5.4 %	
Currency	(133)	(11.4)%		(86)	(3.8)%	
Adjusted Sales	\$ 1,089	(7.5)%		\$ 2,229	(2.2)%	
<u>Operating Margin</u>						
As reported	\$ 115		\$ 175	\$ 318		\$ 359
% of Sales	11.0 %		14.9 %	14.0 %		15.7 %

# Segment Reporting

## Aerospace

Dollars in millions	2nd Quarter			Year To Date		
	FY2009	% Change	FY2008	FY2009	% Change	FY2008
<u>Sales</u>						
As reported	\$ 474	10.0 %	\$ 431	\$ 952	11.0 %	\$ 858
Acquisitions	5	1.2 %		18	2.1 %	
Currency	(5)	(1.2)%		(4)	(0.5)%	
Adjusted Sales	\$ 474	10.0 %		\$ 938	9.4 %	
<u>Operating Margin</u>						
As reported	\$ 70		\$ 52	\$ 138		\$ 109
% of Sales	14.7 %		12.1 %	14.5 %		12.7 %

# Segment Reporting

## Climate & Industrial Controls

Dollars in millions	2nd Quarter			Year To Date		
	FY2009	% Change	FY2008	FY2009	% Change	FY2008
<u>Sales</u>						
As reported	\$ 179	(21.8)%	\$ 229	\$ 435	(9.8)%	\$ 482
Acquisitions	-			-		
Currency	(12)	(5.1)%		(10)	(2.1)%	
Adjusted Sales	\$ 191	(16.7)%		\$ 445	(7.7)%	
<u>Operating Margin</u>						
As reported	\$ (13)		\$ 5	\$ 3		\$ 21
% of Sales	(7.2)%		2.4 %	0.6 %		4.3 %

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# Parker Order Rates

## Three Month Rolling at Period End

	<u>FY09</u>		<u>FY08</u>	
	<u>DEC</u>	<u>SEPT</u>	<u>DEC</u>	<u>SEPT</u>
<b>Total Parker</b>	<b>- 20 %</b>	<b>+ 1 %</b>	<b>+ 10 %</b>	<b>+ 7 %</b>
<b>Industrial North America</b>	<b>- 18 %</b>	<b>+ 2 %</b>	<b>+ 4 %</b>	<b>0%</b>
<b>Industrial International</b>	<b>- 28 %</b>	<b>- 4 %</b>	<b>+ 16 %</b>	<b>+ 19 %</b>
<b>Aerospace</b>	<b>+ 2 %</b>	<b>+ 9 %</b>	<b>+ 19 %</b>	<b>+ 12 %</b>
<b>Climate &amp; Industrial Controls</b>	<b>- 28 %</b>	<b>+ 5 %</b>	<b>- 6 %</b>	<b>- 13 %</b>

**Excludes Acquisitions & Currency**

**3-month year-over-year comparisons of total dollars, except Aerospace  
Aerospace is calculated using a 12-month moving average**

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# ***Balance Sheet Summary***

- ◆ Cash

- ◆ Working capital

- Inventory
- Accounts receivable
- Accounts payable



# Strong Cash Flow

## Cash from Operating Activities

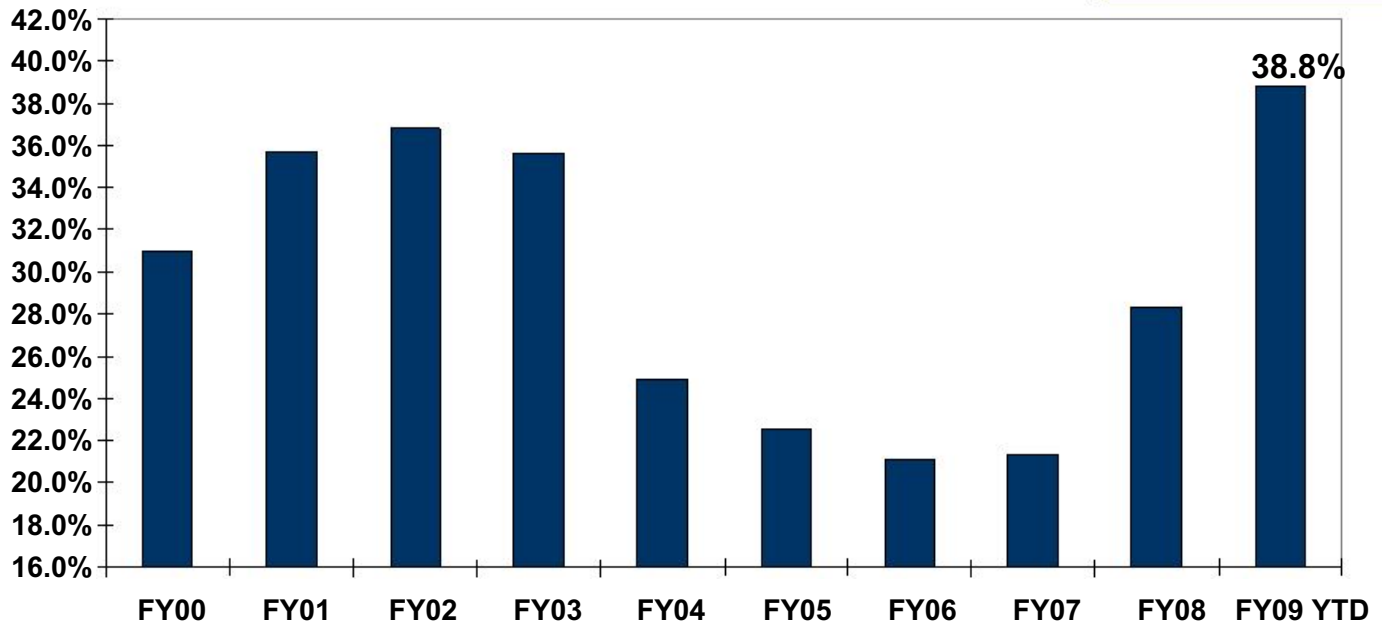
### 2<sup>nd</sup> Quarter



# Financial Leverage

Debt to Debt Equity

**38.8%**  
Debt to Debt Equity  
(36.6% net Debt)



# ***FY 2009 Earnings Outlook Assumptions Segment Sales & Operating Income***

<b>FY 2009 Sales change versus FY 2008</b>	
Industrial North America	<b>(8.8)% -- (8.4)%</b>
Industrial International	<b>(17.3)% -- (16.9)%</b>
Aerospace	<b>3.2 % -- 3.6 %</b>
Climate & Industrial Controls	<b>(17.3)% -- (16.9)%</b>

<b>FY 2009 Operating margin percentages</b>	
Industrial North America	<b>11.5 % -- 12.3 %</b>
Industrial International	<b>12.2 % -- 13.0 %</b>
Aerospace	<b>13.3 % -- 13.9 %</b>
Climate & Industrial Controls	<b>.8 % -- 1.4 %</b>

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## ***FY 2009 Earnings Outlook Assumptions below Operating Margin***

- Corporate Admin (6%) to (10%) vs. FY 2008
- Interest Expense + 3% to + 10% vs. FY 2008
- Other Expense (Inc.) (30%) to (40%) vs. FY 2008
- Tax Rate 27 %

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## ***Earnings Outlook – FY09***

	<u>Low</u>	<u>High</u>
<b>Diluted earnings per share</b>	<b>\$ 3.85</b>	<b>\$ 4.25</b>

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# ***Questions & Answers...***

Slide 21

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# *Appendix*

## Income Statements

- 2<sup>nd</sup> Quarter FY2009
- 1<sup>st</sup> Half FY2009

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## **Income Statement – 2<sup>nd</sup> Quarter**

Dollars in millions	<u>FY 2009</u>		<u>FY 2008</u>	
	<u>% of Sales</u>		<u>% of Sales</u>	
<b>Net Sales</b>	\$ 2,688.7	100.0 %	\$ 2,829.1	100.0 %
Cost of sales	2,121.5	78.9 %	2,194.1	77.6 %
Gross profit	567.2	21.1 %	635.0	22.4 %
S, G & A	337.2	12.5 %	319.0	11.3 %
Interest expense	30.3	1.1 %	26.0	.9 %
Other expense (income), net	1.8	.1 %	(6.2)	(.3)%
Income before taxes	197.9	7.4 %	296.2	10.5 %
Income taxes	42.5	1.6 %	84.3	3.0 %
<b>Net income</b>	<b>\$ 155.4</b>	<b>5.8 %</b>	<b>\$ 211.9</b>	<b>7.5 %</b>



# ***Income Statement – 1<sup>ST</sup>Half***

Dollars in millions	<u>FY 2009</u>		<u>FY 2008</u>	
	<u>% of Sales</u>		<u>% of Sales</u>	
<b>Net Sales</b>	\$ 5,753.3	100.0 %	\$ 5,616.3	100.0 %
Cost of sales	4,458.6	77.5 %	4,316.4	76.9 %
Gross profit	1,294.7	22.5 %	1,299.9	23.1 %
S, G & A	669.9	11.6 %	643.9	11.5 %
Interest expense	58.4	1.0 %	48.4	.8 %
Other expense (income), net	11.8	.3 %	(6.4)	(.2)%
Income before taxes	554.6	9.6 %	614.0	11.0 %
Income taxes	149.0	2.6 %	172.5	3.1 %
<b>Net income</b>	<b>\$ 405.6</b>	<b>7.0 %</b>	<b>\$ 441.5</b>	<b>7.9 %</b>