

MSC Industrial Direct Co., Inc.
Operational Statistics - updated quarterly on earnings release date

The following represents historical unaudited financial and statistical information regarding MSC's operations. MSC does not undertake any obligation to update any of the information presented below to reflect future events or circumstances.

This information should not be relied on as necessarily indicative of future trends or results.

During FY12 Q2, MSC acquired ATS Industrial Supply, Inc. ("ATS Industrial") and the results are included beginning in FY12 Q2, unless otherwise noted.

During FY13 Q3, MSC acquired Barnes Distribution North America ("BDNA") and the results are included beginning in FY13 Q3, unless otherwise noted.

Quarterly Sales (in millions)

	FY 14	FY 13	FY 12
Q1	\$678.5	\$577.5	\$545.7
Q2		569.5	563.0
Q3		636.9	612.0
Q4		673.8	635.3

Sales Growth by Month

(Avg Daily Sales Basis) *

FY2014	Sept '13	Oct '13	Nov '13 ***	Dec '13 ****	Jan '14	Feb '14	Mar '14	Apr '14	May '14	June '14	July '14	Aug '14
Net Sales (In Millions)	\$ 259.5	\$ 217.7	\$ 201.3	\$ 212.8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	13.1%	19.6%	21.2%	14.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

FY2013	Sept '12	Oct '12	Nov '12	Dec '12	Jan '13	Feb '13	Mar '13	Apr '13	May '13	June '13	July '13	Aug '13
Net Sales (In Millions)	\$ 229.5	\$ 181.9	\$ 166.1	\$ 186.7	\$ 192.3	\$ 190.5	\$ 235.3	\$ 197.2	\$ 204.4	\$ 248.4	\$ 209.1	\$ 216.3
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	8.3%	3.3%	5.3%	0.3%	2.6%	-0.2%	-1.5%	7.1%	13.9%	10.9%	15.6%	12.9%

FY2012	Sept '11	Oct '11	Nov '11	Dec '11	Jan '12	Feb '12	Mar '12	Apr '12	May '12	June '12	July '12	Aug '12 **
Net Sales (In Millions)	\$ 211.8	\$ 176.1	\$ 157.8	\$ 194.3	\$ 177.9	\$ 190.8	\$ 239.0	\$ 184.1	\$ 188.9	\$ 224.0	\$ 171.9	\$ 239.4
# Sales Days	24	20	18	24	19	20	25	20	20	24	19	25
Growth in ADS	15.7%	14.8%	15.7%	15.3%	17.5%	17.4%	14.4%	15.9%	14.7%	12.2%	9.2%	8.7%

* Compared to same month, prior fiscal year.

** Aug '12 contains five weeks, due to FY 12 being a 53 week period.

*** Excluding the sales adjustment resulting from refining our estimated accrual for direct ship sales, November sales growth was 18.9%.

**** December '13 is an estimate.

Sales Growth by Regions

(Avg Daily Sales Basis) *

	Fiscal 2014					Fiscal 2013			
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
Midwest	6.0%					4.4%	-0.4%	0.6%	0.9%
Northeast	6.0%					-1.6%	-3.9%	-2.7%	-0.8%
Southeast	3.2%					7.2%	2.3%	0.0%	-1.1%
West	4.9%					17.4%	8.6%	2.7%	4.1%
International & Other	10.7%					4.1%	6.9%	-2.7%	2.6%

* Excludes BDNA

Sales Growth by Customer

Type (Avg Daily Sales Basis)

**	Fiscal 2014					Fiscal 2013			
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
Manufacturing	5.1%					6.2%	1.3%	-0.3%	0.0%
Non-Manufacturing	3.9%					4.9%	0.4%	0.9%	1.0%

* Excludes UK Operations

** Excludes BDNA

Sales by Customer Type

(Avg Daily Sales Basis) *,**

	Fiscal 2014					Fiscal 2013			
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
Manufacturing	76%					76%	76%	76%	75%
Non-Manufacturing	24%					24%	24%	24%	25%

* Excludes UK Operations

** Excludes BDNA

Growth Decomposition

(In Thousands)

	Q1 FY14
	Growth
Large Accounts	\$ 11,900
Remaining Business	89,100
Total Growth	\$ 101,000 *

*We estimate that this \$101.0 million increase in net sales is comprised of \$72.4 million from the BDNA operations, which we acquired in April 2013, approximately \$27.6 million is volume related and approximately \$1.0 million is from improved price realization, which includes the effects of price increases, discounting, changes in sales and product mix, and other items.

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Gross Margin Percentage		FY 14	FY 13	FY 12
	Q1	46.4%	45.9%	46.2%
	Q2		45.0%	46.1%
	Q3		45.5%	45.7%
	Q4		45.6%	45.2%

Operating Income (in millions)		FY 14	FY 13	FY 12
	Q1	\$96.8	\$102.4	\$96.8
	Q2		90.6	96.5
	Q3		100.2	110.9
	Q4		92.3	108.0

Operating Income Percentage		FY 14	FY 13	FY 12
	Q1	14.3%	17.7%	17.7%
	Q2		15.9%	17.1%
	Q3		15.7%	18.1%
	Q4		13.7%	17.0%

Total eCOMM Sales (in millions) **, ***		FY 14	FY 13	FY 12	Total eCOMM Sales Annual Run Rate (in millions) ****		FY 14	FY 13	FY 12
	* Q1	\$279.0	\$246.9	\$219.7		* Q1	\$1,138.5	\$1,007.4	\$914.1
	Q2		247.9	227.5		Q2		995.5	931.8
	Q3		265.7	249.7		Q3		1050.5	991.1
	Q4		274.2	268.4		Q4		1084.1	1018.4

* Excludes ATS in FY12 Q1

** Excludes ATS Industrial and BDNA

**** **Run Rate** equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 253 days for FY14, 253 days for FY13, and 258 days for FY12

*** This represents sales made through all eCommerce platforms, including sales made through Electronic Data Interchange systems, VMI systems, Extensible Markup Language ordering based systems, vending machine systems, hosted systems and other electronic portals.

Active Customer Count (in 000's) *, **		FY 14	FY 13	FY 12
	Q1	325	322	322
	Q2		318	325
	Q3		318	325
	Q4		322	325

* An active customer is one who has made a purchase in the last 12 months

** Excludes UK Operations, ATS Industrial and BDNA

Average Transaction Size *		FY 14	FY 13	FY 12
	** Q1	\$405	\$402	\$375
	Q2		398	385
	Q3		395	390
	Q4		398	401

* Excludes UK Operations, ATS Industrial and BDNA

** Excludes ATS in FY12 Q1

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Total Associate Headcount	Fiscal 2014			
	Q1	Q2	Q3	Q4
Full Time	6,218			
Part Time	125			
Total	6,343			

	Fiscal 2013			
	Q1	Q2	Q3	Q4
Full Time	4,858	4,837	6,117	6,133
Part Time	122	117	124	124
Total	4,980	4,954	6,241	6,257

Number of Field Sales Associates *				
	FY 14	FY 13	FY 12	
Q1	1,131	1,093	1,056	
Q2		1,103	1,081	
Q3		1,101	1,101	
Q4		1,123	1,095	

* Excludes BDNA

Direct Mail Pieces (in millions) *				
	FY 14	FY 13	FY 12	
Q1	4.7	4.2	5.2	
Q2		4.0	4.6	
Q3		4.3	4.8	
Q4		3.8	3.4	
Total	4.7	16.3	18.0	

* Excludes UK Operations and BDNA

Customer Fulfillment Center Fill Rate *				
	FY 14	FY 13	FY 12	
Q1	99%	99%	99%	
Q2		99%	99%	
Q3		99%	99%	
Q4		99%	99%	

* Excludes UK Operations and BDNA

Customer Fulfillment Center Error Rate Per 1,000 Pkgs **				
	FY 14	FY 13	FY 12	
Q1	<1.0 *	<1.0 *	<1.0 *	
Q2		<1.0 *	<1.0 *	
Q3		<1.0 *	<1.0 *	
Q4		<1.0 *	<1.0 *	

* Less than 1.0

** Excludes UK Operations and BDNA

Call Center Abandonment Rate **				
	FY 14	FY 13	FY 12	
Q1	<1% *	<1% *	<1% *	
Q2		<1% *	<1% *	
Q3		<1% *	<1% *	
Q4		<1% *	<1% *	

* Less than 1.0%

** Excludes UK Operations and BDNA

Average Calls Taken By Call Center Associates Per Day *				
	FY 14	FY 13	FY 12	
Q1	59	59	59	
Q2		58	59	
Q3		59	58	
Q4		58	59	

* Excludes UK Operations and BDNA