


# Non-GAAP Measures



Historically, interest rate swaps, openings and expansions of distribution facilities and asset impairment charges (including goodwill) have been classified as special items. However, at this time we do not know the extent or significance of these items or whether the Company will in fact incur any of these items in the future. The Company's guidance is based on a number of assumptions, which are subject to change and many of which are outside the control of the Company. If any of these assumptions vary, the Company's guidance may change. There can be no assurance that the Company will achieve these results.

The Company may from time to time update these publicly announced projections, but it is not obligated to do so. Additional information concerning factors that could cause actual results to materially differ from those in the forward-looking statements is contained in the Company's SEC filings, including its periodic reports filed under the Securities Exchange Act of 1934, as amended (copies of which are available upon request from the Company's Executive Vice President and Secretary).

# 2Q05 GAAP to Non-GAAP Bridge

000's except per share amounts	GAAP	Costs Associated with Closing the Mounds View, MN facility	Non-GAAP
Net sales	504,710		504,710
Cost of sales	409,385		409,385
Gross profit	95,325		95,325
Operating expenses	78,577	(353)	78,224
Amortization of intangibles	172		172
Total operating expenses	78,749		78,396
Operating income	16,576		16,929
Interest and other, net	1,455		1,455
Net income	9,244		9,439
Per diluted share	\$ 0.22	\$ (0.01)	\$ 0.23

# 3Q05 GAAP to Non-GAAP Bridge

000's except per share amounts	GAAP	Costs Associated with Closing the Mounds View, MN facility	Costs Associated with Opening the Greenwood, IN facility	Non-GAAP
Net sales	534,335			534,335
Cost of sales	432,387			432,387
Gross profit	101,948			101,948
Operating expenses	82,655	(103)	(11)	82,541
Amortization of intangibles	177			177
Total operating expenses	82,832			82,718
Operating income	19,116			19,230
Interest and other, net	1,741			1,741
Net income	10,686			10,756
Per diluted share	\$ 0.26	\$ -	\$ -	\$ 0.26

# 4Q05 GAAP to Non-GAAP Bridge

000's except per share amounts	GAAP	Costs Associated with Opening the Greenwood, IN facility	Costs Associated with Closing the Hawaii facility	Termination of Interest Rate Swap Agreement	Non-GAAP
Net sales	542,981				542,981
Cost of sales	437,652				437,652
Gross profit	105,329				105,329
Operating expenses	85,857	(254)	(67)		85,536
Amortization of intangible	169				169
Total operating expenses	86,026				85,705
Operating income	19,303				19,624
Interest and other, net	951			557	1,508
Net income	11,779				11,633
Per diluted share	\$ 0.28	\$ -	\$ -	\$ 0.01	\$ 0.28 *

\* Total reflects rounding

# 1Q06 GAAP to Non-GAAP Bridge

000's except per share amounts	GAAP	Costs Associated with Opening the Rocklin, CA facility	Costs Associated with Opening the Greenwood, IN facility	Employment Transition Agreement Costs	Non-GAAP
Net sales	575,641				575,641
Cost of sales	465,374				465,374
Gross profit	110,267				110,267
Operating expenses	95,513	(672)	(92)	(3,512)	91,237
Amortization of intangible	145				145
Total operating expenses	95,658				91,382
Operating income	14,609				18,885
Interest and other, net	2,238				2,238
Net income	7,670				10,320
Per diluted share	\$ 0.18	\$ 0.01	\$ -	\$ 0.05	\$ 0.24

# 2Q06 GAAP to Non-GAAP Bridge

000's except per share amounts	GAAP	Costs Associated with Opening the Rocklin, CA facility	Non-GAAP
Net sales	601,082		601,082
Cost of sales	484,677		484,677
Gross profit	116,405		116,405
Operating expenses	96,057	(251)	95,806
Amortization of intangible	142		142
Total operating expenses	96,199		95,948
Operating income	20,206		20,457
Interest and other, net	3,059		3,059
Net income	10,631		10,787
Per diluted share	\$ 0.25	\$ -	\$ 0.26 *

\* Total reflects rounding

# Explanation of Costs

- ❖ 1Q05 – None
- ❖ 2Q05 – Labor and moving costs associated with closing the Mounds View, MN facility for broadband distribution.
- ❖ 3Q05 – Labor and moving costs associated with closing the Mounds View, MN facility for broadband distribution; incremental costs associated with opening the Greenwood, Indiana facility.
- ❖ 4Q05 – Incremental costs associated with opening the Greenwood, Indiana facility; costs related to the closing of the Hawaii facility; income related to the early termination of an interest rate swap agreement.
- ❖ 1Q06 – Incremental and redundant costs associated with opening the Rocklin, California facility; incremental costs associated with opening the Greenwood, Indiana facility; non-recurring cash and non-cash expenses incurred in accordance with the employment transition agreement between the Company and its former President and Chief Executive Officer.
- ❖ 2Q06 - Incremental and redundant costs associated with opening the Rocklin, California facility.
- ❖ 3Q06 – None
- ❖ 4Q06 – None
- ❖ 1Q07 – None
- ❖ 2Q07 – None
- ❖ 3Q07 – None
- ❖ 4Q07 – None