

## 1999 QUARTERLY OPERATING RESULTS

All figures in US \$

(\$ in thousands except per share amounts)

|  | First<br>Quarter<br>ended<br>31-Mar-99 | Second<br>Quarter<br>ended<br>30-Jun-99 | Third<br>Quarter<br>ended<br>30-Sep-99 | Fourth<br>Quarter<br>ended<br>30-Dec-99 | 1999<br>Year-to-<br>Date<br>Totals |
|--|--|---|--|---|------------------------------------|
| <b>Sales</b>   | \$158,095                              | \$131,598                               | \$145,279                              | \$161,730                               | \$596,702                          |
| <b>Cost of sales</b>                                     | 122,083                                | 99,510                                  | 109,827                                | 121,554                                 | 452,974                            |
| <b>Gross profits</b>                                     | 36,012                                 | 32,088                                  | 35,452                                 | 40,176                                  | 143,728                            |
| <b>as percent of sales</b>                               | 22.80%                                 | 24.40%                                  | 24.40%                                 | 24.80%                                  | 24.10%                             |
| <b>Expenses</b>  |  |   |  |   |                                    |
| - Operating  | \$17,119                               | \$13,686                                | \$15,391                               | \$16,892                                | \$63,088                           |
| - Amortization   | \$4,599                                | \$4,236                                 | \$3,787                                | \$3,848                                 | \$16,470                           |
| - Research and<br>development costs                      | \$334                                  | \$337                                   | \$260                                  | \$288                                   | \$1,219                            |
| - Interest on long-term debt                             | \$1,437                                | \$1,115                                 | \$1,174                                | \$1,305                                 | \$5,031                            |
| - Other interest   | \$26                                   | \$59                                    | \$22                                   | \$81                                    | \$188                              |
| <b>Pretax earnings</b>                                   | 12,497                                 | 12,655                                  | 14,818                                 | 17,762                                  | 57,732                             |
| <b>as percent of sales</b>                               | 7.90%                                  | 9.60%                                   | 10.20%                                 | 11.00%                                  | 9.70%                              |
| <b>Income taxes</b>                                      | \$3,906                                | \$3,834                                 | \$4,545                                | \$5,471                                 | \$17,756                           |
| <b>Net earnings from continuing<br/>operations</b>       | 8,591                                  | 8,821                                   | 10,273                                 | 12,291                                  | 39,976                             |
| <b>as percent of sales</b>                               | 5.40%                                  | 6.70%                                   | 7.10%                                  | 7.60%                                   | 6.70%                              |
| <b>Loss from discontinued<br/>operations</b>             | -80                                    | -489                                    | -363                                   | -469                                    | -1,401                             |
| <b>Net earnings</b>                                      | 8,511                                  | 8,332                                   | 9,910                                  | 11,822                                  | 38,575                             |
| <b>as percent of sales</b>                               | 5.40%                                  | 6.30%                                   | 6.80%                                  | 7.30%                                   | 6.50%                              |
| <b>Earnings per share from<br/>continuing operations</b> |  |   |  |   |                                    |
| - Basic*   | \$0.31                                 | \$0.32                                  | \$0.36                                 | \$0.44                                  | \$1.43                             |
| - Fully diluted*   | \$0.29                                 | \$0.31                                  | \$0.35                                 | \$0.42                                  | \$1.37                             |
| <b>Earnings per share</b>                                |  |   |  |   |                                    |
| - Basic*   | \$0.31                                 | \$0.30                                  | \$0.35                                 | \$0.42                                  | \$1.38                             |
| - Fully diluted*   | \$0.29                                 | \$0.29                                  | \$0.34                                 | \$0.40                                  | \$1.32                             |

\*Adjusted to account for the weighted daily average number of shares outstanding