

United Stationers Inc. and Subsidiaries
Reconciliation of Non-GAAP Financial Measures
Adjusted Operating Income, Net Income and Diluted Earnings Per Share
(unaudited)
(in thousands, except per share data)

	For the Nine Months Ended September 30,			
	2012		2011	
	Amount	% to Net Sales	Amount	% to Net Sales
Net sales	\$ 3,836,032	100.00%	\$ 3,804,110	100.00%
Gross profit	\$ 572,946	14.94%	\$ 566,362	14.89%
Operating expenses	\$ 427,389	11.14%	\$ 413,917	10.88%
Facility closures and severance charge	(6,247)	(0.16)%	--	--
Equity compensation – CEO transition	--	--	(4,409)	(0.12)%
Asset impairment charge	--	--	(1,635)	(0.04)%
Adjusted operating expenses	\$ 421,142	10.98%	\$ 407,873	10.72%
Operating income	\$ 145,557	3.80%	\$ 152,445	4.01%
Operating expense item noted above	6,247	0.16%	6,044	0.16%
Adjusted operating income	\$ 151,804	3.96%	\$ 158,489	4.17%
Net income	\$ 78,905		\$ 81,062	
Operating expense item noted above, net tax	3,873		4,367	
Adjusted net income	\$ 82,778		\$ 85,429	
Diluted earnings per share	\$ 1.91		\$ 1.77	
Per share operating expense item noted above	0.10		0.10	
Adjusted diluted earnings per share	\$ 2.01		\$ 1.87	
Adjusted diluted earnings per share — growth rate over the prior year period		7.5%		
Weighted average number of common shares — diluted	41,229		45,718	

Note: Adjusted Operating Expenses, Operating Income, Net Income and Earnings Per Share for the nine months ended September 30, 2012, exclude the effects of a \$6.2 million charge related to facility closures and severance cost. In addition, the results for the nine months ended September 30, 2011, were adjusted to exclude the effects of an equity compensation charge related to a transition agreement with the former chief executive officer and a non-deductible asset impairment charge. Generally Accepted Accounting Principles require that the effects of this item be included in the Condensed Consolidated Statements of Income. Management believes that excluding these items results in an appropriate comparison of the Company's ongoing operating results. It is helpful to provide readers of the financial statements with a reconciliation of these items to the Condensed Consolidated Statements of Income reported in accordance with Generally Accepted Accounting Principles.