

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 Three Months Ended September 30,			
	2011		2010	
	Amount	% to Net Sales	Amount	% to Net Sales
Net sales	<u>\$ 1,310,029</u>	<u>100.00%</u>	<u>\$ 1,270,701</u>	<u>100.00%</u>
Gross profit	\$ 199,751	15.25%	\$ 194,861	15.33%
Operating expenses	\$ 135,117	10.32%	\$ 129,323	10.18%
Post-retirement medical plan termination	--	--	3,315	0.26
Adjusted operating expenses	<u>\$ 135,117</u>	<u>10.32%</u>	<u>\$ 132,638</u>	<u>10.44%</u>
Operating income	\$ 64,634	4.93%	\$ 65,538	5.15%
Operating expense item noted above	--	--	(3,315)	(0.26)%
Adjusted operating income	<u>\$ 64,634</u>	<u>4.93%</u>	<u>\$ 62,223</u>	<u>4.89%</u>
Net income	\$ 35,779		\$ 36,470	
Operating expense item noted above, net of tax	--		(2,053)	
Adjusted net income	<u>\$ 35,779</u>		<u>\$ 34,417</u>	
Diluted earnings per share	\$ 0.81		\$ 0.77	
Per share operating expense item noted above	--		(0.05)	
Adjusted diluted earnings per share	<u>\$ 0.81</u>		<u>\$ 0.72</u>	
Adjusted diluted earnings per share — growth rate over the prior year period		13%		
Weighted average number of common shares — diluted	44,202		47,548	

Note: Adjusted Operating Expenses, Operating Income, Net Income and Earnings Per Share in the third quarter of 2010 exclude the effects of terminating a post-retirement medical plan. Generally Accepted Accounting Principles require that the effects of this item be included in the Condensed Consolidated Statements of Income. Management believes that excluding this item 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 this item to the Condensed Consolidated Statements of Income reported in accordance with Generally Accepted Accounting Principles.

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,			
	2011		2010	
	Amount	% to Net Sales	Amount	% to Net Sales
Net sales	<u>\$ 3,804,110</u>	<u>100.00%</u>	<u>\$ 3,645,769</u>	<u>100.00%</u>
Gross profit	\$ 566,362	14.89%	\$ 540,966	14.84%
Operating expenses	\$ 413,917	10.88%	\$ 389,309	10.68%
Equity compensation – CEO transition	(4,409)	(0.12)%	--	--
Asset impairment charge	(1,635)	(0.04)%	--	--
Post-retirement medical plan termination	--	--	6,077	0.17%
Adjusted operating expenses	<u>\$ 407,873</u>	<u>10.72%</u>	<u>\$ 395,386</u>	<u>10.85%</u>
Operating income	\$ 152,445	4.01%	\$ 151,657	4.16%
Operating expense item noted above	6,044	0.16%	(6,077)	(0.17)%
Adjusted operating income	<u>\$ 158,489</u>	<u>4.17%</u>	<u>\$ 145,580</u>	<u>3.99%</u>
Net income	\$ 81,062		\$ 81,697	
Operating expense item noted above, net tax	4,367		(3,754)	
Adjusted net income	<u>\$ 85,429</u>		<u>\$ 77,943</u>	
Diluted earnings per share	\$ 1.77		\$ 1.68	
Per share operating expense item noted above	0.10		(0.08)	
Adjusted diluted earnings per share	<u>\$ 1.87</u>		<u>\$ 1.60</u>	
Adjusted diluted earnings per share — growth rate over the prior year period		17%		
Weighted average number of common shares — diluted	45,718		48,624	

Note: Adjusted Operating Expenses, Operating Income, Net Income and Earnings Per Share for the nine months ended September 30, 2011, 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. In addition, the results for the nine months ended September 30, 2010, were adjusted to exclude the effects of terminating a post-retirement medical plan. 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.