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 March 31,			
	2015		2014	
	Amount	% to Net Sales	Amount	% to Net Sales
Net Sales	$ 1,332,375	100.0%	$ 1,254,139	100.0%
Gross profit	$ 204,450	15.3%	$ 187,083	14.9%
Operating expenses	$ 198,372	14.9%	$ 148,849	11.9%
Workforce reduction and facility consolidation charge	(6,433)	(0.5%)	-	-
Rebranding - intangible asset impairment and amortization	(10,462)	(0.8%)	-	-
Asset held for sale impairment	(13,566)	(1.0%)	-	-
Adjusted operating expenses	$ 167,911	12.6%	$ 148,849	11.9%
Operating income	$ 6,078	0.5%	$ 38,234	3.0%
Operating expense items noted above	30,461	2.3%	-	-
Adjusted operating income	$ 36,539	2.7%	$ 38,234	3.0%
Net (loss) income	$ (3,992)		$ 21,857	
Operating expense items noted above, net of tax	23,896		-	
Adjusted net income	$ 19,904		$ 21,857	
Diluted (loss) earnings per share	$ (0.10)		$ 0.55	
Per share operating expense items noted above	0.62		-	
Adjusted diluted earnings per share	$ 0.52		$ 0.55	
Adjusted diluted earnings per share - change over the prior year period	(5.5%)			
Weighted average number of common shares - diluted	38,534		39,655	

Note: Adjusted Operating Expenses, Adjusted Operating Income, Adjusted Net Income and Adjusted Earnings per Share in the first quarter of 2015 exclude the effects of a $6.4 million workforce reduction and facility consolidation charge, $10.5 million intangible asset charge and accelerated amortization related to rebranding, and $13.6 million impairment charge related to listing a non-strategic business for sale. Generally Accepted Accounting Principles require that the effects of these items be included in the Condensed Consolidated Statements of Income. Management believes that excluding these items is an appropriate comparison of its ongoing operating results and to the results of the prior year. It is helpful to provide readers of its financial statements with a reconciliation of these items to its Condensed Consolidated Statements of Income reported in accordance with Generally Accepted Accounting Principles.