

1999 QUARTERLY OPERATING RESULTS

All figures in US \$

(\$ in thousands except per share amounts)

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