

NON-GAAP DISCLOSURE CALCULATIONS

I) CALCULATION OF EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION

	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Earnings	\$ 182,404	\$ 152,412	\$ 124,040	\$ 105,497	\$ 85,132	\$ 61,564	\$ 45,804	\$ 26,010	\$ 5,913
Interest Expense	8,700	8,893	6,218	4,575	5,133	4,267	4,851	4,053	3,732
Interest and investment income	(4,468)	517	(731)	(541)	(294)	(2,235)	(640)	(510)	(566)
Taxes	58,270	45,441	51,967	55,174	45,870	34,149	24,454	15,054	2,874
Expense associated with Share-Based Compensation Arrangements	4,007	3,574	3,618	2,336	1,956	2,018	1,932	1,367	1,528
Net Loss (Gain) on Sale or Impairment of Property, Plant & Equipment	1,565	(6,604)	(863)	-	172	(3,400)	297	(6,890)	2,490
Loss Reserve on Notes Receivable	-	-	-	-	-	-	15	2,131	-
Canadian Anti-Dumping Duty Assessment	-	-	-	-	-	1,600	1,526	2,328	-
Expense associated with Early Retirement Arrangements	-	-	-	-	-	-	-	-	2,857
	250,478	204,233	184,249	167,041	137,969	97,963	78,239	43,543	18,828
Depreciation Expense	60,494	54,949	48,536	40,823	37,709	33,913	31,091	30,461	30,804
Amortization of Intangibles	6,325	6,393	4,860	2,795	3,532	2,410	2,473	2,918	5,183
EBITDA	\$ 317,297	\$ 265,575	\$ 237,645	\$ 210,659	\$ 179,210	\$ 134,286	\$ 111,803	\$ 76,922	\$ 54,815
EBITDA MARGIN	7.2%	5.9%	6.0%	6.5%	6.2%	5.0%	4.5%	3.7%	3.0%

II) RETURN ON BEGINNING CAPITAL CALCULATION

CAPITAL CALCULATION									
	2019	2018	2017	2016	2015	2014	2013	2012	2011
Beginning Interest Bearing Debt	\$ 202,278	\$ 146,003	\$ 111,693	\$ 85,895	\$ 98,645	\$ 84,700	\$ 95,790	\$ 52,470	\$ 55,291
Beginning Equity	1,088,684	974,023	860,466	766,409	699,560	649,734	607,525	582,599	581,176
less: Beginning Cash	(27,316)	(28,339)	(34,091)	(87,756)	(405)	(720)	(14,478)	(11,305)	(43,363)
Prorated Capital Employed for Acquisitions	12,614	29,382	48,447	38,303	-	229	-	-	-
TOTAL CAPITAL	1,276,260	1,121,069	986,515	802,851	797,800	733,943	688,837	623,764	593,104
RETURN CALCULATION									
	2019	2018	2017	2016	2015	2014	2013	2012	2011
Net Earnings Attributable to Controlling Interest	182,404	152,412	124,040	105,497	85,132	61,564	45,804	26,010	5,913
<i>add back</i> : Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans	4,007	3,574	3,618	2,336	1,956	2,018	1,932	1,367	1,528
<i>less</i> : Proforma tax for Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans	(970)	(822)	(1,067)	(801)	(684)	(720)	(672)	(507)	(542)
<i>add back</i> : Net (Gain) Loss on Property, Plant & Equipment	1,565	(6,604)	(863)	-	172	(3,400)	297	(6,890)	2,490
<i>less</i> : Proforma tax for Net Loss on Property, Plant & Equipment	(379)	1,519	255	-	(60)	1,214	(103)	2,556	(884)
<i>add back</i> : Loss Reserve on Notes Receivable	-	-	-	-	-	-	15	2,131	-
<i>less</i> : Proforma tax for Loss Reserve on Notes Receivable	-	-	-	-	-	-	(5)	(791)	-
<i>add back</i> : Canadian Anti-Dumping Duty Assessment	-	-	-	-	-	1,600	1,526	2,328	-
<i>less</i> : Proforma tax for Canadian Anti-Dumping Duty Assessment	-	-	-	-	-	(571)	(531)	(864)	-
<i>add back</i> : Expense associated with Early Retirement Arrangements	-	-	-	-	-	-	-	-	2,857
<i>less</i> : Proforma tax for Expense associated with Early Retirement Arrangements	-	-	-	-	-	-	-	-	(1,014)
<i>add back</i> : After Tax Effect of Interest Expense	6,595	6,848	4,384	3,007	3,338	2,744	3,163	2,549	2,407
NET OPERATING PROFIT AFTER TAX	193,223	156,927	130,366	110,039	89,854	64,448	51,425	27,890	12,754
RETURN ON BEGINNING CAPITAL	15.14%	14.00%	13.21%	13.71%	11.26%	8.78%	7.47%	4.47%	2.15%

EFFECTIVE TAX RATE	2019	2018	2017	2016	2015	2014	2013	2012	2011
Statutory Federal Rate	21.0%	21.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	34.0%
State and Local Taxes (Net of Federal Benefits)	3.9%	3.8%	3.0%	3.1%	3.6%	4.1%	4.2%	5.2%	8.2%
Manufacturing Deduction	0.0%	0.0%	-2.5%	-2.4%	-2.4%	-2.0%	-2.0%	-1.6%	-1.9%
Tax Credits, including foreign tax credit	-1.3%	-1.6%	-2.0%	-1.4%	-1.6%	-1.9%	-2.5%	-1.2%	-15.4%
Change in uncertain tax positions reserve	-0.1%	0.1%	0.4%	0.4%	0.3%	-0.2%	0.6%	-1.0%	0.4%
Other permanent differences	0.5%	0.6%	-0.1%	0.1%	0.7%	0.6%	0.6%	1.1%	4.9%
Other, Net	0.3%	-0.8%	-4.1%	-0.3%	-0.3%	0.3%	-0.8%	-0.4%	5.3%
Adjusted Effective Tax Rate	24.3%	23.1%	29.7%	34.5%	35.3%	35.9%	35.1%	37.1%	35.5%
Change in Valuation Allowance									
Effect of Noncontrolling Owned Interest in Earnings of Partnerships	-0.1%	-0.1%	-0.2%	-0.2%	-0.3%	-0.2%	-0.3%	-0.5%	-3.0%
Effective Tax Rate	24.2%	23.0%	29.5%	34.3%	35.0%	35.7%	34.8%	36.6%	32.5%

III) LUMBER MARKET ADJUSTED EBITDA MARGIN

LUMBER MARKET ADJUSTED NET SALES

	2019	2018	2017	2016	2015
Net Sales	\$ 4,416,009	\$ 4,489,180	\$ 3,941,182	\$ 3,240,493	\$ 2,887,071
Cost of Goods Sold	(3,730,491)	(3,896,286)	(3,398,356)	(2,765,903)	(2,487,167)
Gross Profit	685,518	592,894	542,826	474,590	399,904
Total Unit Sale Growth	6%	6%	15%	11%	
Lumber Market Adjusted Net Sales (2015 Base Year)	4,140,855	3,906,467	3,685,346	3,204,649	2,887,071
LUMBER MARKET ADJUSTED EBITDA MARGIN (2015 Base Year)	7.7%	6.8%	6.4%	6.6%	6.2%