

Reconciliation of Non-GAAP Measures

Earnings before interest, taxes, depreciation and amortization (EBITDA) for the three and twelve months ended October 31, 2011 and 2010, respectively:

EBITDA:	FY2012	FY2011	FY2012	FY2011
	Q1	Q1	Q1TTM	Q1TTM
Net Income	\$ 272	\$ 99	\$ 2,616	\$ 714
Interest	62	201	651	711
Amortization included in cost of sales	335	251	1,211	1,052
Depreciation/Amort included in overhead	403	407	1,684	1,643
Income taxes *	168	145	(994)	(1,416)
EBITDA	<u>\$ 1,240</u>	<u>\$ 1,103</u>	<u>\$ 5,168</u>	<u>\$ 2,704</u>

* Includes income tax provision of \$262 from discontinued operations in the fourth quarter of fiscal 2010.

Earnings before interest, taxes, depreciation and amortization (EBITDA) for the following fiscal quarters:

Quarterly	10/31/11	07/31/11	04/30/11	01/31/11	10/31/10	07/31/10	04/30/10	01/31/10
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
	2012	2011	2011	2011	2011	2010	2010	2010
Net Income	\$ 272	\$ 1,680	\$ 541	\$ 123	\$ 99	\$ 413	\$ 26	\$ 176
Interest	62	194	192	203	201	207	153	150
Amortization included in cost of sales	335	312	291	273	251	270	265	266
Depreciation/Amort included in overhead	403	429	442	410	407	408	411	417
Income taxes *	168	(1,498)	402	(66)	145	(1,561)	-	-
EBITDA	<u>\$ 1,240</u>	<u>\$ 1,117</u>	<u>\$ 1,868</u>	<u>\$ 943</u>	<u>\$ 1,103</u>	<u>\$ (263)</u>	<u>\$ 855</u>	<u>\$ 1,009</u>
Trailing 12 months (TTM)								
Net Income	\$ 2,616	\$ 2,443	\$ 1,176	\$ 661	\$ 714	\$ 777	\$ 250	\$ 280
Interest	651	790	803	764	711	649	580	450
Amortization included in cost of sales	1,211	1,127	1,085	1,059	1,052	1,054	1,041	980
Depreciation/Amort included in overhead	1,684	1,688	1,667	1,636	1,643	1,640	1,642	1,460
Income taxes *	(994)	(1,017)	(1,080)	(1,482)	(1,416)	(1,556)	(118)	99
EBITDA	<u>\$ 5,168</u>	<u>\$ 5,031</u>	<u>\$ 3,651</u>	<u>\$ 2,638</u>	<u>\$ 2,704</u>	<u>\$ 2,564</u>	<u>\$ 3,395</u>	<u>\$ 3,269</u>

* Includes income tax provision of \$262 from discontinued operations in the fourth quarter of fiscal 2010.

Management believes EBITDA is helpful in understanding period-over-period operating results separate and apart from non-operating expenses and expenses pertaining to prior period investing activities, particularly given the Company's significant investments in capitalized software and its continuing efforts in completing acquisitions, which typically result in significant depreciation and amortization expense in subsequent periods. The Company uses EBITDA as a factor in evaluating potential acquisition targets and analyzing the pro forma impact of the acquisition on the Company. However, EBITDA has significant limitations as an analytical tool and should only be used cautiously in addition to, and never as a substitute for, operating income, cash flows or other measures of financial performance prepared in accordance with generally accepted accounting principles and may not necessarily be comparable to similarly titled measures of other companies.