

## NON-GAAP DISCLOSURE CALCULATIONS

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

#### CONSOLIDATED:

	Q3 2022 TTM	Q3 2022 YTD	Q3 2022 QTD	Q3 2021 YTD	Q3 2021 QTD	Q2 2022 QTD	Q1 2022 QTD	Q4 2021 QTD
Net earnings	\$ 720,091	\$ 573,085	\$ 172,101	\$ 405,358	\$ 125,747	207,853	193,131	147,006
Interest expense	13,544	10,213	3,516	10,483	3,433	3,395	3,302	3,331
Interest and investment expense (income), net	4,022	6,905	1,658	(3,615)	370	4,154	1,093	(2,883)
Taxes	234,755	188,692	58,561	127,909	37,628	69,147	60,984	46,063
Expense associated with share-based compensation arrangements	22,759	19,979	7,437	8,444	2,702	5,611	6,931	2,780
Net (gain) loss on sale or impairment of property, plant & equipment	(1,158)	352	(414)	(10,482)	(8,905)	1,072	(306)	(1,510)
Equity in loss in investee	4,231	2,740	1,208	2,411	946	1,017	515	1,491
Depreciation expense	91,324	68,881	24,847	61,741	23,399	22,192	21,842	22,443
Amortization of intangibles	18,027	13,448	4,708	9,369	2,176	4,068	4,672	4,579
<b>ADJUSTED EBITDA</b>	<b>\$ 1,107,595</b>	<b>\$ 884,295</b>	<b>\$ 273,622</b>	<b>\$ 611,618</b>	<b>\$ 187,496</b>	<b>\$ 318,509</b>	<b>\$ 292,164</b>	<b>\$ 223,300</b>
Net sales	9,729,847	7,713,042	2,322,855	6,619,329	2,093,784	2,900,874	2,489,313	2,016,805

#### ADJUSTED EBITDA MARGIN

	11.4%	11.5%	11.8%	9.2%	9.0%	11.0%	11.7%	11.1%

	2021	2020	2019	2018	2017
Net earnings	\$ 552,364	\$ 253,882	\$ 182,404	\$ 152,412	\$ 124,040
Interest expense	13,814	9,311	8,700	8,893	6,218
Interest and investment (income) expense, net	(6,498)	(4,468)	(4,468)	517	(731)
Taxes	173,972	87,101	58,270	45,441	51,967
Expense associated with share-based compensation arrangements	11,224	4,034	4,007	3,574	3,618
Net (gain) loss on sale or impairment of property, plant & equipment	(11,992)	1,470	1,565	(6,604)	(863)
Goodwill impairment	-	11,485	-	-	-
Gain from reduction of estimated earnout liability	-	(4,134)	-	-	-
Equity in loss in investee	3,902	-	-	-	-
Depreciation expense	84,184	63,964	60,494	54,949	48,536
Amortization of intangibles	13,948	8,716	6,325	6,393	4,860
<b>ADJUSTED EBITDA</b>	<b>\$ 834,918</b>	<b>\$ 431,361</b>	<b>\$ 317,297</b>	<b>\$ 265,575</b>	<b>\$ 237,645</b>
Net sales	8,636,134	5,153,998	4,416,009	4,489,180	3,941,182

#### ADJUSTED EBITDA MARGIN

	9.7%	8.4%	7.2%	5.9%	6.0%

## NON-GAAP DISCLOSURE CALCULATIONS

### RETAIL:

	Q3 2022 TTM	Q3 2022 YTD	Q3 2022 QTD	Q3 2021 YTD	Q3 2021 QTD	Q2 2022 QTD	Q1 2022 QTD	Q4 2021 QTD
Net earnings	\$ 121,404	\$ 93,888	\$ 21,496	\$ 67,384	\$ (19,535)	18,146	54,246	27,516
Interest expense	161	60	19	(3)	(3)	17	24	101
Taxes	39,540	30,913	7,420	21,263	(6,801)	6,364	17,129	8,627
Expense associated with share-based compensation arrangements	3,988	3,323	1,041	2,082	622	1,061	1,221	665
Net loss (gain) on sale or impairment of property, plant & equipment	666	617	86	(47)	63	226	305	49
Depreciation expense	18,483	13,813	4,821	12,285	4,146	4,556	4,436	4,670
Amortization of intangibles	3,977	2,742	943	1,545	333	916	883	1,235
<b>ADJUSTED EBITDA</b>	<b>\$ 188,219</b>	<b>\$ 145,356</b>	<b>\$ 35,826</b>	<b>\$ 104,509</b>	<b>\$ (21,175)</b>	<b>\$ 31,286</b>	<b>\$ 78,244</b>	<b>\$ 42,863</b>

Net sales	3,663,873	2,959,976	845,304	2,714,440	696,201	1,121,440	993,232	703,897
-----------	-----------	-----------	---------	-----------	---------	-----------	---------	---------

<b>ADJUSTED EBITDA MARGIN</b>	<b>5.1%</b>	<b>4.9%</b>	<b>4.2%</b>	<b>3.9%</b>	<b>-3.0%</b>	<b>2.8%</b>	<b>7.9%</b>	<b>6.1%</b>
-------------------------------	-------------	-------------	-------------	-------------	--------------	-------------	-------------	-------------

	2021	2020	2019	2018
Net earnings	\$ 94,900	\$ 115,678	\$ 46,768	\$ 40,220
Interest expense	98	2	-	1
Taxes	29,890	39,686	14,940	11,991
Expense associated with share-based compensation arrangements	2,747	1,015	184	123
Net loss (gain) on sale or impairment of property, plant & equipment	2	2	269	(58)
Depreciation expense	16,955	11,675	11,041	10,029
Amortization of intangibles	2,780	1,482	1,380	1,038
<b>ADJUSTED EBITDA</b>	<b>\$ 147,372</b>	<b>\$ 169,540</b>	<b>\$ 74,582</b>	<b>\$ 63,344</b>

Net sales	3,418,337	2,167,122	1,498,710	1,512,477
-----------	-----------	-----------	-----------	-----------

<b>ADJUSTED EBITDA MARGIN</b>	<b>4.3%</b>	<b>7.8%</b>	<b>5.0%</b>	<b>4.2%</b>
-------------------------------	-------------	-------------	-------------	-------------

## NON-GAAP DISCLOSURE CALCULATIONS

### INDUSTRIAL:

	Q3 2022 TTM	Q3 2022 YTD	Q3 2022 QTD	Q3 2021 YTD	Q3 2021 QTD	Q2 2022 QTD	Q1 2022 QTD	Q4 2021 QTD
Net earnings	\$ 246,823	\$ 188,954	\$ 56,777	\$ 143,626	\$ 53,723	\$ 69,949	62,228	57,869
Interest expense	(1)	(3)	1	10	(1)	(1)	(3)	2
Taxes	80,357	62,214	19,319	45,320	16,292	23,245	19,650	18,143
Expense associated with share-based compensation arrangements	4,456	3,842	1,198	1,906	599	1,236	1,408	614
Net loss (gain) on sale or impairment of property, plant & equipment	516	620	13	104	280	672	(65)	(104)
Equity in loss in investee	4,231	2,740	1,208	2,411	946	1,017	515	1,491
Depreciation expense	29,291	22,497	8,931	19,425	8,889	6,759	6,807	6,794
Amortization of intangibles	7,945	5,773	2,357	3,921	1,362	1,701	1,715	2,172
<b>ADJUSTED EBITDA</b>	<b>\$ 373,618</b>	<b>\$ 286,637</b>	<b>\$ 89,804</b>	<b>\$ 216,723</b>	<b>\$ 82,090</b>	<b>\$ 104,578</b>	<b>\$ 92,255</b>	<b>\$ 86,981</b>

Net sales	2,387,363	1,872,510	584,808	1,633,289	573,234	676,333	611,369	514,854
-----------	-----------	-----------	---------	-----------	---------	---------	---------	---------

### ADJUSTED EBITDA MARGIN

	15.6%	15.3%	15.4%	13.3%	14.3%	15.5%	15.1%	16.9%
--	-------	-------	-------	-------	-------	-------	-------	-------

	2021	2020	2019	2018
Net earnings	\$ 201,495	\$ 62,119	\$ 62,839	\$ 45,760
Interest expense	12	22	108	191
Taxes	63,463	21,312	20,074	13,643
Expense associated with share-based compensation arrangements	2,520	1,038	-	-
Net loss (gain) on sale or impairment of property, plant & equipment	-	261	481	(640)
Gain from reduction of estimated earnout liability	-	(4,134)	-	-
Equity in loss in investee	3,902	-	-	-
Depreciation expense	26,219	15,163	14,340	13,026
Amortization of intangibles	6,093	4,159	3,034	3,055
<b>ADJUSTED EBITDA</b>	<b>\$ 303,704</b>	<b>\$ 99,940</b>	<b>\$ 100,876</b>	<b>\$ 75,035</b>

Net sales	2,148,142	1,072,117	1,085,635	1,050,945
-----------	-----------	-----------	-----------	-----------

### ADJUSTED EBITDA MARGIN

	14.1%	9.3%	9.3%	7.1%
--	-------	------	------	------

## NON-GAAP DISCLOSURE CALCULATIONS

### CONSTRUCTION:

	Q3 2022 TTM	Q3 2022 YTD	Q3 2022 QTD	Q3 2021 YTD	Q3 2021 QTD	Q2 2022 QTD	Q1 2022 QTD	Q4 2021 QTD
Net earnings	\$ 302,543	\$ 242,270	\$ 82,477	\$ 140,675	\$ 64,841	\$ 99,890	59,903	60,273
Interest expense	-	-	-	1	1	-	-	-
Taxes	98,670	79,769	27,911	44,389	19,903	32,943	18,915	18,901
Expense associated with share-based compensation arrangements	4,264	3,697	1,090	1,885	575	1,143	1,464	567
Net loss (gain) on sale or impairment of property, plant & equipment	686	62	86	(624)	(756)	(13)	(11)	624
Depreciation expense	13,600	10,101	3,313	9,652	3,323	3,354	3,434	3,499
Amortization of intangibles	3,283	2,481	797	2,723	178	820	864	802
<b>ADJUSTED EBITDA</b>	<b>\$ 423,046</b>	<b>\$ 338,380</b>	<b>\$ 115,674</b>	<b>\$ 198,701</b>	<b>\$ 88,065</b>	<b>\$ 138,137</b>	<b>\$ 84,569</b>	<b>\$ 84,666</b>

Net sales	3,216,301	2,538,973	777,126	2,021,106	722,872	975,376	786,471	677,326
-----------	-----------	-----------	---------	-----------	---------	---------	---------	---------

### ADJUSTED EBITDA MARGIN

	13.2%	13.3%	14.9%	9.8%	12.2%	14.2%	10.8%	12.5%
--	-------	-------	-------	------	-------	-------	-------	-------

	2021	2020	2019	2018
Net earnings	\$ 200,948	\$ 51,443	\$ 62,455	\$ 54,873
Interest expense	1	-	16	202
Taxes	63,290	17,649	19,952	16,361
Expense associated with share-based compensation arrangements	2,452	1,407	22	-
Net loss on sale or impairment of property, plant & equipment	-	1,889	1,037	1,383
Goodwill impairment	-	11,485	-	-
Depreciation expense	13,151	12,123	11,465	10,414
Amortization of intangibles	3,525	2,152	1,164	1,443
<b>ADJUSTED EBITDA</b>	<b>\$ 283,367</b>	<b>\$ 98,148</b>	<b>\$ 96,111</b>	<b>\$ 84,676</b>

Net sales	2,698,434	1,695,683	1,637,156	1,705,016
-----------	-----------	-----------	-----------	-----------

### ADJUSTED EBITDA MARGIN

	10.5%	5.8%	5.9%	5.0%
--	-------	------	------	------

## NON-GAAP DISCLOSURE CALCULATIONS

### ALL OTHER:

	Q3 2022 TTM	Q3 2022 YTD	Q3 2022 QTD	Q3 2021 YTD	Q3 2021 QTD	Q2 2022 QTD	Q1 2022 QTD	Q4 2021 QTD
Net earnings	\$ 49,321	\$ 47,973	\$ 11,351	\$ 53,673	\$ 26,718	\$ 19,868	16,754	1,348
Interest expense	13,384	10,156	3,496	10,475	3,436	3,379	3,281	3,228
Interest and investment expense (income), net	4,022	6,905	1,658	(3,615)	370	4,154	1,093	(2,883)
Taxes	16,188	15,796	3,911	16,937	8,234	6,595	5,290	392
Expense associated with share-based compensation arrangements	10,051	9,117	4,108	2,571	906	2,171	2,838	934
Net (gain) loss on sale or impairment of property, plant & equipment	(3,026)	(947)	(599)	(9,915)	(8,492)	187	(535)	(2,079)
Depreciation expense	29,950	22,470	7,782	20,379	7,041	7,523	7,165	7,480
Amortization of intangibles	2,822	2,452	611	1,180	303	631	1,210	370
<b>ADJUSTED EBITDA</b>	<b>\$ 122,712</b>	<b>\$ 113,922</b>	<b>\$ 32,318</b>	<b>\$ 91,685</b>	<b>\$ 38,516</b>	<b>\$ 44,508</b>	<b>\$ 37,096</b>	<b>\$ 8,790</b>

Net sales	462,310	341,583	115,617	250,494	101,477	127,725	98,241	120,728
-----------	---------	---------	---------	---------	---------	---------	--------	---------

### ADJUSTED EBITDA MARGIN

	26.5%	33.4%	28.0%	36.6%	38.0%	34.8%	37.8%	7.3%
--	-------	-------	-------	-------	-------	-------	-------	------

	2021	2020	2019	2018
Net earnings	\$ 55,021	\$ 24,642	\$ 10,342	\$ 11,559
Interest expense	13,703	9,287	8,576	8,499
Interest and investment (income) expense, net	(6,498)	(4,468)	(4,468)	517
Taxes	17,329	8,454	3,304	3,446
Expense associated with share-based compensation arrangements	3,505	574	3,801	3,451
Net gain on sale or impairment of property, plant & equipment	(11,994)	(682)	(222)	(7,289)
Depreciation expense	27,859	25,003	23,648	21,480
Amortization of intangibles	1,550	923	747	857
<b>ADJUSTED EBITDA</b>	<b>\$ 100,475</b>	<b>\$ 63,733</b>	<b>\$ 45,728</b>	<b>\$ 42,520</b>

Net sales	371,221	219,076	194,508	220,742
-----------	---------	---------	---------	---------

### ADJUSTED EBITDA MARGIN

	27.1%	29.1%	23.5%	19.3%
--	-------	-------	-------	-------

## NON-GAAP DISCLOSURE CALCULATIONS

### II) RETURN ON BEGINNING CAPITAL CALCULATION

CAPITAL CALCULATION	Q3 2022 TTM	2021	2020	2019	2018	2017
Beginning interest bearing debt	\$ 310,212	\$ 311,707	\$ 163,683	\$ 202,278	\$ 146,003	\$ 111,693
Beginning cash overdraft	10,812	-	-	-	-	-
Beginning equity	1,877,474	1,483,152	1,257,733	1,088,684	974,023	860,466
Less: Beginning cash	(138,637)	(436,507)	(168,336)	(27,316)	(28,339)	(34,091)
Prorated capital employed for acquisitions	77,421	386,930	32,983	12,614	29,382	48,447
<b>TOTAL CAPITAL</b>	<b>\$ 2,137,282</b>	<b>\$ 1,745,282</b>	<b>\$ 1,286,063</b>	<b>\$ 1,276,260</b>	<b>\$ 1,121,069</b>	<b>\$ 986,515</b>

RETURN CALCULATION	Q3 2022 TTM	2021	2020	2019	2018	2017
Net earnings	\$ 720,091	\$ 552,364	\$ 253,882	\$ 182,404	\$ 152,412	\$ 124,040
<i>Add back</i> : Expense associated with share-based compensation arrangements	22,759	11,224	4,034	4,007	3,574	3,618
<i>Less</i> : Proforma tax for expense associated with share-based compensation arrangements	(5,644)	(2,683)	(1,029)	(970)	(822)	(1,067)
<i>Add back</i> : Net (gain) loss on sale or impairment of property, plant & equipment	(1,158)	(11,992)	1,470	1,565	(6,604)	(863)
<i>Less</i> : Proforma tax for net loss (gain) on sale or impairment of property, plant & equipment	287	2,866	(375)	(379)	1,519	255
<i>Add back</i> : Goodwill impairment	-	-	11,485	-	-	-
<i>Less</i> : Proforma tax for goodwill impairment	-	-	(774)	-	-	-
<i>Add back</i> : Gain from reduction of estimated earnout liability	-	-	(4,134)	-	-	-
<i>Less</i> : Proforma tax for gain from reduction of estimated earnout liability	-	-	1,054	-	-	-
<i>Add back</i> : Interest expense	13,544	13,814	9,311	8,700	8,893	6,218
<i>Less</i> : Proforma tax for interest expense	(3,359)	(3,302)	(2,374)	(2,105)	(2,045)	(1,834)
<b>NET OPERATING PROFIT AFTER TAX</b>	<b>\$ 746,520</b>	<b>\$ 562,292</b>	<b>\$ 272,550</b>	<b>\$ 193,222</b>	<b>\$ 156,927</b>	<b>\$ 130,366</b>

RETURN ON BEGINNING CAPITAL	34.93%	32.22%	21.19%	15.14%	14.00%	13.21%
-----------------------------	--------	--------	--------	--------	--------	--------

EFFECTIVE TAX RATE	Q3 2022 YTD	2021	2020	2019	2018	2017
Statutory federal rate	21.0%	21.0%	21.0%	21.0%	21.0%	35.0%
State and local taxes (net of federal benefits)	3.5%	3.3%	3.4%	3.9%	3.8%	3.0%
Manufacturing deduction	0.0%	0.0%	0.0%	0.0%	0.0%	-2.5%
Tax credits, including foreign tax credit	-0.3%	-0.6%	-0.9%	-1.3%	-1.6%	-2.0%
Change in uncertain tax positions reserve	0.1%	-0.1%	-0.1%	-0.1%	0.1%	0.4%
Other permanent differences	0.5%	-0.4%	0.6%	0.5%	0.6%	-0.1%
Other, net	0.0%	0.7%	1.5%	0.3%	-0.8%	-4.1%
<b>Adjusted effective tax rate</b>	<b>24.8%</b>	<b>23.9%</b>	<b>25.5%</b>	<b>24.3%</b>	<b>23.1%</b>	<b>29.7%</b>
Effect of noncontrolling owned interest in earnings of partnerships	0.0%	0.0%	0.0%	-0.1%	-0.1%	-0.2%
<b>Effective tax rate</b>	<b>24.8%</b>	<b>23.9%</b>	<b>25.5%</b>	<b>24.2%</b>	<b>23.0%</b>	<b>29.5%</b>