

The tables below present the reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures and other supplemental information. See “Non-GAAP Financial Information” above for further information regarding the company’s use of non-GAAP financial measures.

Third-Quarter Sales Growth Reconciliation

	Fiscal 2012	Fiscal 2011
Base sales growth	6.0%	0.3%
Foreign exchange	-0.2	1.0
Acquisitions	1.7	--
Total sales growth	7.5%	1.3%

Third-Quarter Gross Margin Reconciliation

Q3 fiscal 2011 gross margin	44.1%	Q3 fiscal 2010 gross margin	44.6%
Commodities	-2.0	Commodities	-1.5
Cost savings	1.6	Cost savings	1.8
Pricing	2.5	Pricing	0.6
Logistics and manufacturing	-2.0	Logistics and manufacturing	-1.0
Other *	-2.0	Other	-0.3
Q3 fiscal 2012 gross margin before impact of charges	42.2	Q3 fiscal 2011 gross margin before impact of charges	44.2
Restructuring-related charges	0.1	Restructuring-related charges	-0.1
Q3 fiscal 2012 gross margin	42.3%	Q3 fiscal 2011 gross margin	44.1%

* “Other” drivers in gross margin include product and country mix (-140 bps), higher trade-promotion spending (-30 bps), and increases in other costs.

Third-Quarter Diluted EPS Reconciliation

	Fiscal 2012	Fiscal 2011
Diluted EPS – non-GAAP	1.05	\$1.03
Foreign exchange impact	-0.01	0.02
Restructuring and restructuring-related charges	-0.02	-0.03
Diluted EPS – continuing operations	1.02	1.02
(Loss) gain on sale of Auto businesses, net of tax	-0.01	0.07
Diluted EPS – GAAP	\$1.01	\$1.09