

Supplemental Slides

First Quarter Fiscal 2010 Earnings Call

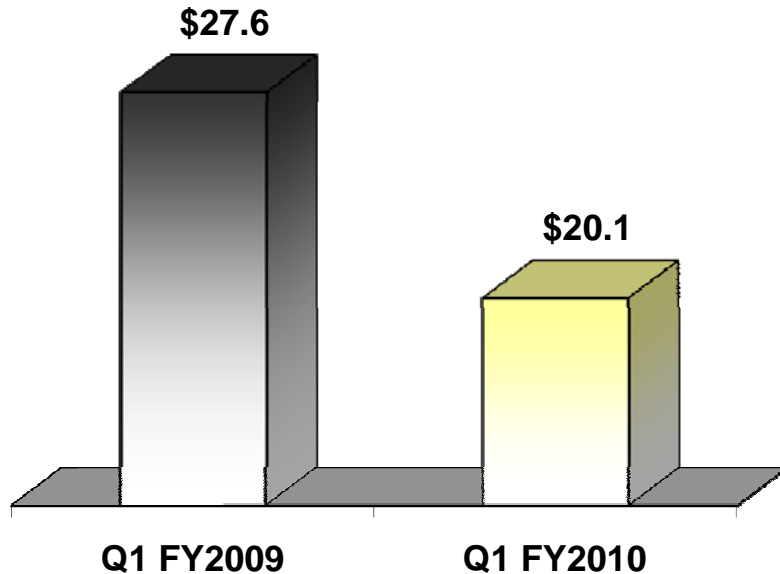


Capacity to *grow*
STRENGTH TO PERFORM

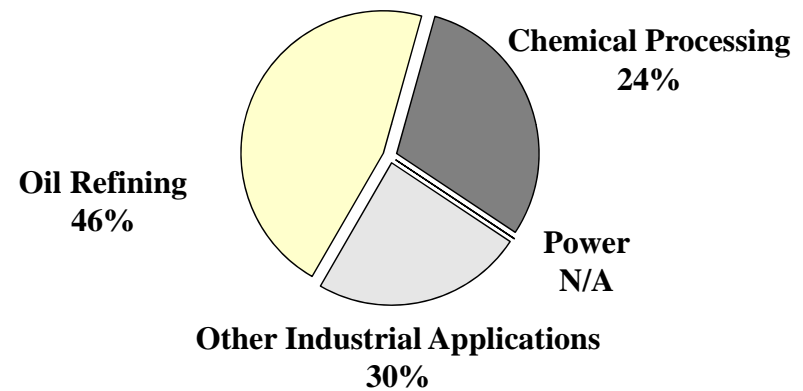
Revenue Review: First Quarter Fiscal 2010

Sales

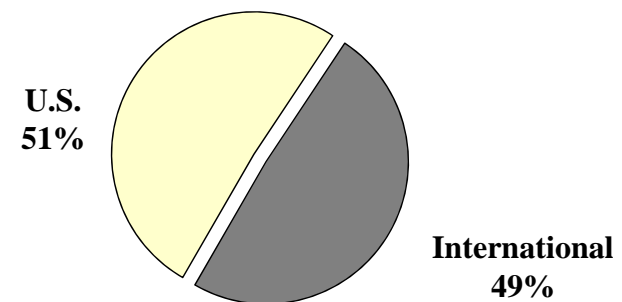
(\$ in millions)



Sales by Market

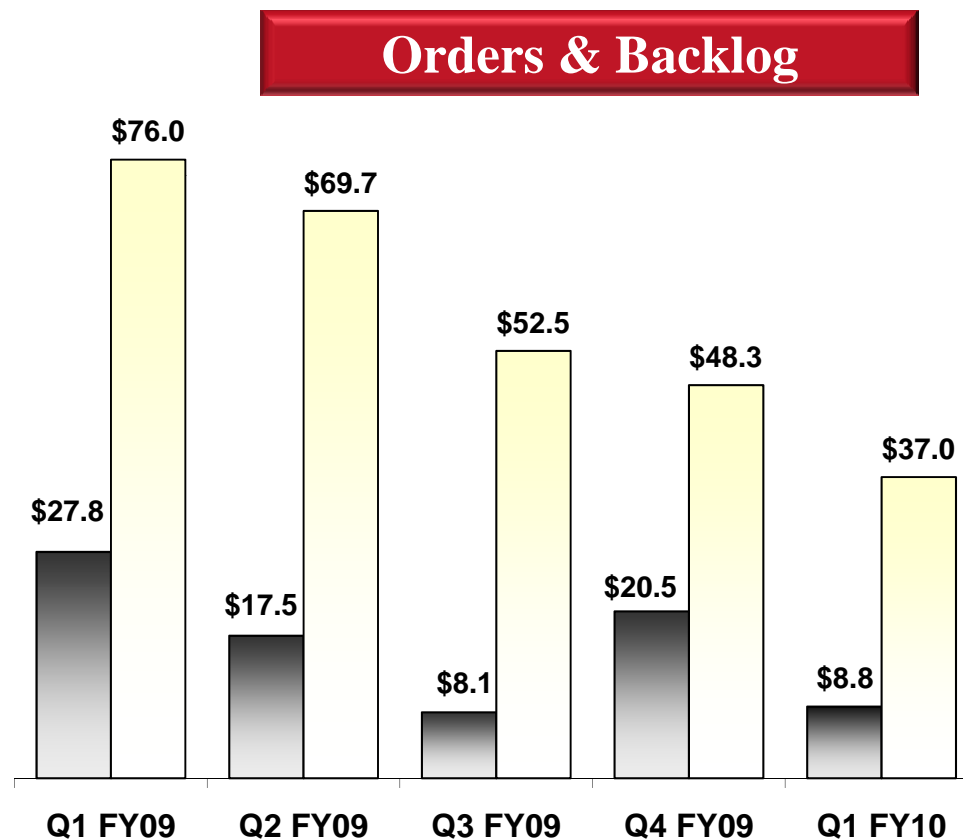


U.S. / International Sales



Orders & Backlog Review: First Quarter Fiscal 2010

(\$ in millions)

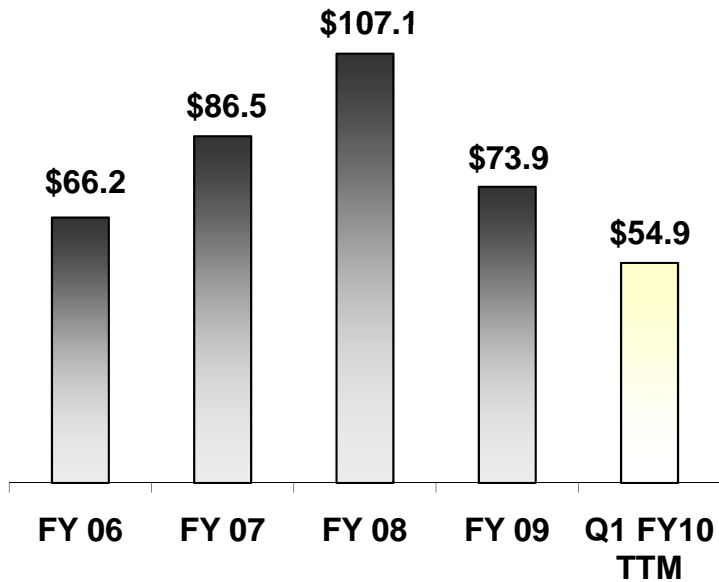


Q1 FY10 backlog includes \$4.2 million in orders placed on hold and a \$0.2 million reinstated order

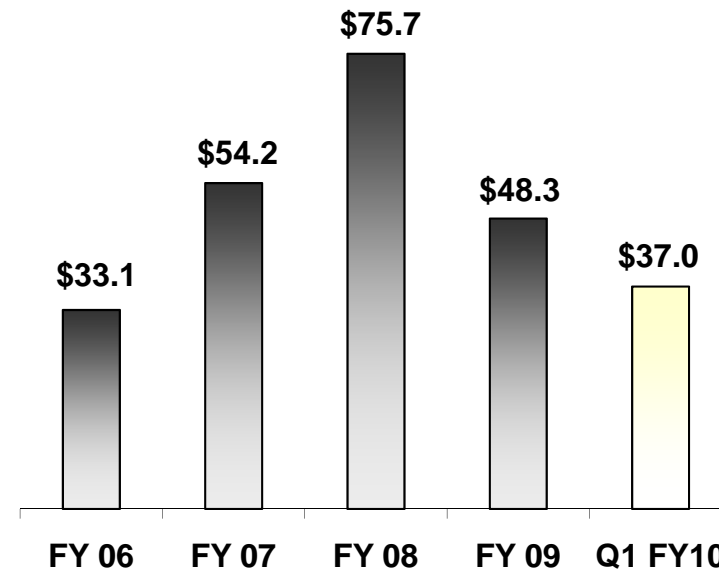
Orders & Backlog Review: First Quarter Fiscal 2010

Order Trend

(\$ in millions)



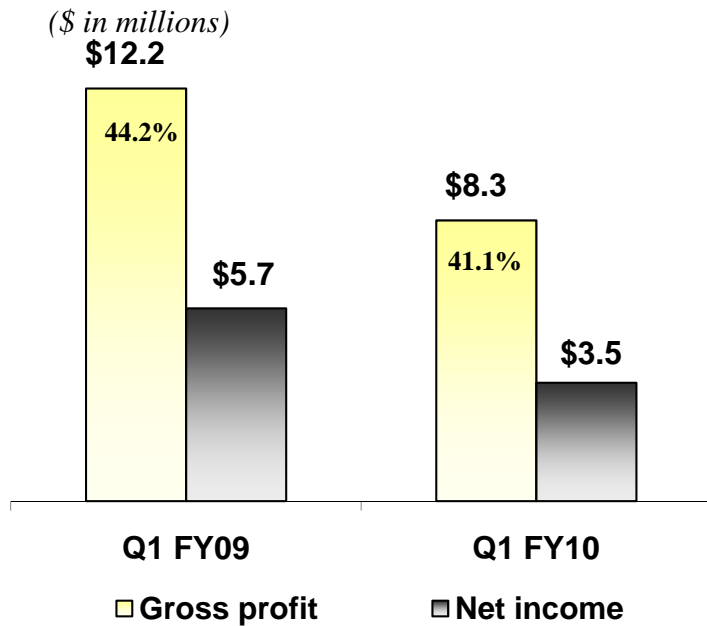
Backlog Trend



Q1 FY10 backlog includes \$4.2 million in orders placed on hold and a \$0.2 million reinstated order

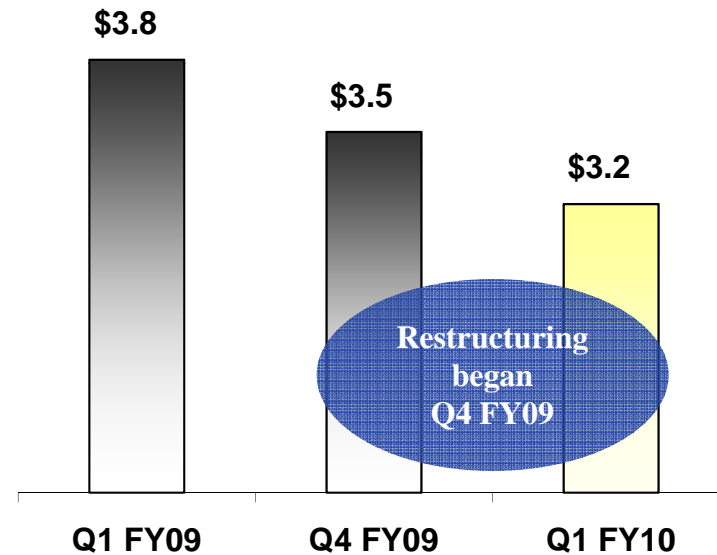
Operational Review: First Quarter Fiscal 2010

Gross Profit & Net Income



Q1 FY09 tax rate ~ 30.3%

SG&A

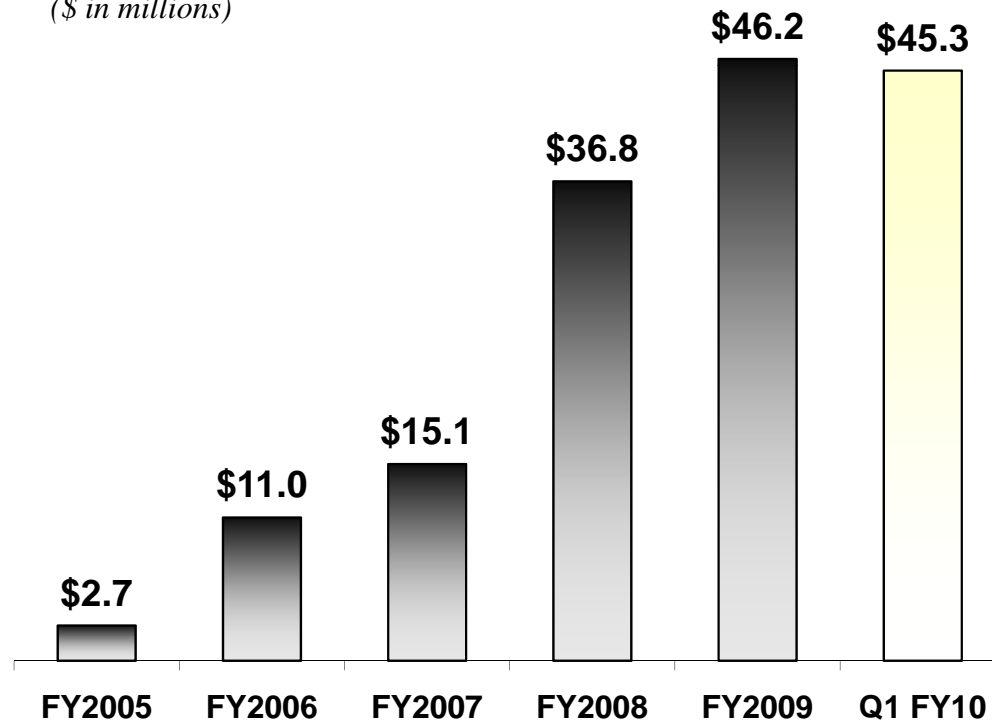


FY 2010 tax rate (est.): 30% - 31%

Operational Review: Balance Sheet

Strong Cash Position

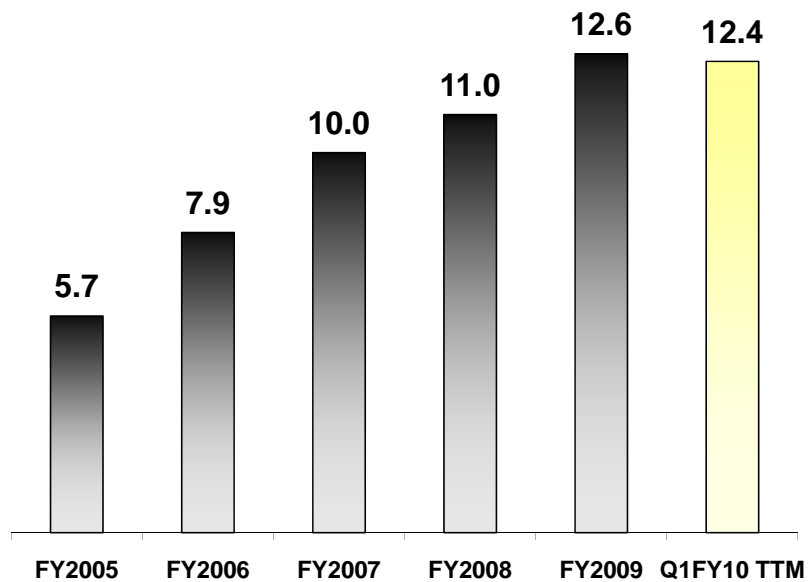
(\$ in millions)



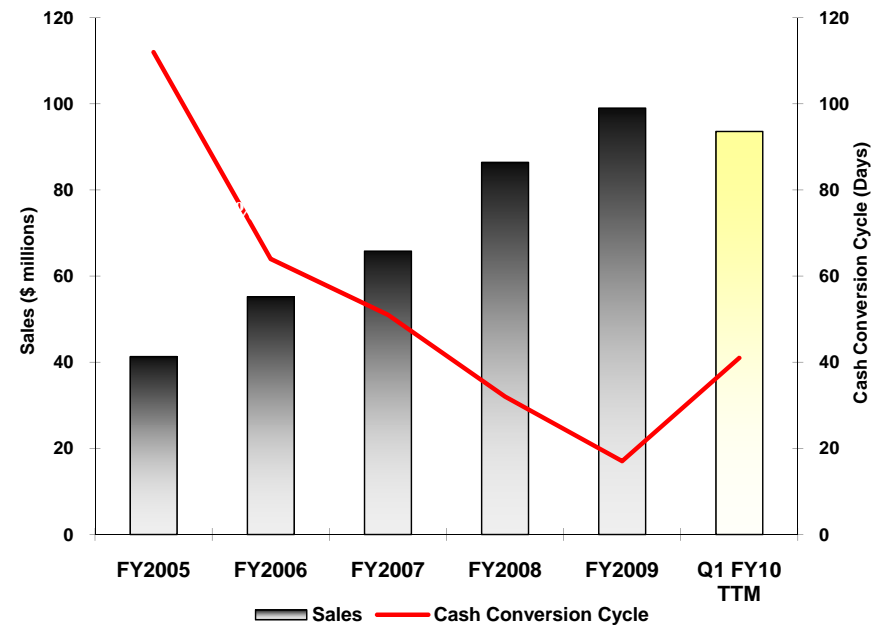
**\$42.1 million
invested in U.S.
Treasury securities
with maturities of
91 to 180 days and
no bank debt**

Operational Review: Managing Cash in the Downturn

Inventory Turnover (times)



Cash Conversion



Note: cash conversion cycle equals days sales outstanding plus days inventory on hand minus days payables outstanding