

5.3 CONSOLIDATED RESULTS

Selected Annual Information

The table below summarizes key financial information for our last three fiscal years.

(All amounts in thousands except per share amounts and exchange rates)				
	2011*	2010**	2009***	
Sales				
Canada	\$ 296,009	\$ 284,356	\$ 297,709	
United States	\$ 372,580	\$ 300,359	\$ 329,477	
Total sales	\$ 668,589	\$ 584,715	\$ 627,186	
Net income:				
Total	\$ 18,180	\$ 19,985	\$ 19,747	
Basic Earnings per Common Share	\$ 1.20	\$ 1.24	\$ 1.07	
Diluted Earnings per Common Share	\$ 1.19	\$ 1.23	\$ 1.07	
Net income excluding one-time business acquisition, integration costs and other expenses, after income tax:				
Total	\$ 27,555	\$ 21,535	\$ 20,889	
Basic Earnings per Common Share	\$ 1.82	\$ 1.34	\$ 1.14	
Diluted Earnings per Common Share	\$ 1.80	\$ 1.33	\$ 1.14	
Total assets	\$ 690,535	\$ 328,302	\$ 304,247	
Total long-term financial liabilities	\$ 240,037	\$ 47,164	\$ 53,548	
Cash dividends per share:				
Common Shares	\$ 0.39	\$ 0.33	\$ 0.27	
Non-Voting Equity Shares	\$ 0.39	\$ 0.33	\$ 0.27	
Gross capital expenditures	\$ 7,830	\$ 5,251	\$ 12,668	
Average foreign exchange rate for the year (USD/CAD)	\$ 0.9891	\$ 1.0300	\$ 1.1405	

* Includes the results of the Icelandic USA Acquisition for December 19, 2011 to December 31, 2011 and the results of the Viking Acquisition for the full year.

** Includes the results of the Viking Acquisition for December 13, 2011 to January 1, 2011. Restated for IFRS.

*** Not restated for IFRS. These are calculated using Canadian generally accepted accounting principles.