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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT  
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 18, 2011

**BRADY CORPORATION**

(Exact name of registrant as specified in its charter)

**Wisconsin**

(State or other jurisdiction  
of incorporation)

**1-14959**

(Commission File Number)

**39-0971239**

(IRS Employer Identification No.)

**6555 West Good Hope Road  
Milwaukee, Wisconsin**

(Address of principal executive offices)

**53223**

(Zip Code)

Registrant's telephone number, including area code: **(414) 358-6600**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On May 18, 2011, Brady Corporation (the “Corporation”) issued a press release announcing its fiscal 2011 third quarter financial results. A copy of the press release is being furnished to the Securities and Exchange Commission as Exhibit 99.1 attached hereto and is incorporated herein by reference.

Item 9.01 FINANCIAL STATEMENTS AND EXHIBITS

(d) Exhibits.

The following is filed as an Exhibit to this Report.

| Exhibit No. | Description of Exhibit                                                                                           |
|-------------|------------------------------------------------------------------------------------------------------------------|
| 99.1        | Press Release of Brady Corporation, dated May 18, 2011, relating to third quarter fiscal 2011 financial results. |

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SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

BRADY CORPORATION

Date: May 20, 2011

/s/ THOMAS J. FELMER

Thomas J. Felmer  
Senior Vice President &  
Chief Financial Officer

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## EXHIBIT INDEX

| EXHIBIT<br>NUMBER | DESCRIPTION                                                                                                      |
|-------------------|------------------------------------------------------------------------------------------------------------------|
| 99.1              | Press Release of Brady Corporation, dated May 18, 2011, relating to third quarter fiscal 2011 financial results. |

For More Information:

Investor contact: Aaron Pearce 414-438-6895

Media contact: Carole Herbstreit 414-438-6882

**Brady Corporation reports fiscal 2011 third quarter results**

MILWAUKEE (May 18, 2011)—Brady Corporation (NYSE: BRC), a world leader in identification solutions, today reported financial results for its fiscal 2011 third quarter ended April 30, 2011.

**Third-quarter results:**

Net income in the fiscal 2011 third quarter was up 20.7 percent to \$28.6 million compared to \$23.7 million in the same quarter last year. Excluding \$0.9 million of after-tax restructuring charges in the third quarter of fiscal 2011 and \$1.7 million of after-tax restructuring charges in the same quarter last year, net income was up 16.1 percent to \$29.5 million compared to \$25.4 million in the same quarter last year.

Earnings per diluted Class A Common Share were up 20.0 percent to \$0.54 in the third quarter of fiscal 2011 compared to \$0.45 in the third quarter of fiscal 2010. Excluding after-tax restructuring charges, earnings per diluted Class A Common Share increased 14.6 percent to \$0.55 in the third quarter of fiscal 2011 compared to \$0.48 per share in the same quarter of fiscal 2010.

Sales for the fiscal 2011 third quarter were up 4.9 percent to \$337.9 million compared to \$321.9 million in the third quarter of fiscal 2010. Organic sales growth was 1.0 percent, acquisitions net of divestitures contributed 0.4 percent to sales, and the impact of foreign currency translation increased sales by 3.5 percent. By segment, organic sales increased 2.7 percent in the Americas and 3.6 percent in Europe, and decreased 5.1 percent in the Asia-Pacific region.

**Nine-month results:**

Net income for the nine months ended April 30, 2011 was up 31.0 percent to \$79.1 million compared to \$60.4 million in the same period in fiscal 2010. Excluding \$5.0 million of after-tax restructuring charges in the nine-month period ended April 30, 2011 and \$6.9 million of after-tax restructuring charges in the same period last year, net income was up 25.0 percent to \$84.1 million compared to \$67.3 million in the same period last year.

Earnings per diluted Class A Common Share were up 30.7 percent to \$1.49 for the nine-month period ended April 30, 2011 compared to \$1.14 in the same period of fiscal 2010. Excluding after-tax restructuring charges, earnings per diluted Class A Common Share increased 24.4 percent to \$1.58 for the nine-month period ended April 30, 2011 compared to \$1.27 per share in the same period of fiscal 2010.

Sales for the nine-month period ended April 30, 2011 were up 6.4 percent to \$996.5 million compared to \$936.2 million in the same period last year. Organic sales growth was 4.1 percent, acquisitions net of divestitures contributed 1.4 percent to sales, and the impact of foreign currency translation increased sales by 0.9 percent. By segment, organic sales increased 5.3 percent in the Americas, 5.6 percent in Europe and 0.4 percent in the Asia-Pacific region.

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## Commentary and Guidance:

“While organic sales were relatively flat, we saw a 20.7% increase in net income. Our focus on process improvement and process standardization through the Brady Business Performance System is having a positive impact on our ability to turn organic sales growth into net income growth,” said Frank M. Jaehnert, Brady’s President and Chief Executive Officer.

“Our strong cash generation remains a highlight for Brady with an ending cash balance of \$374 million at April 30, 2011. We remain focused on putting our cash to work through investment in organic growth opportunities as well as strategic acquisitions,” said Brady Chief Financial Officer Thomas J. Felmer. “We are tightening our previously provided full-year guidance range for earnings per diluted Class A Common share to \$2.20 to \$2.30, from between \$2.15 and \$2.35 per diluted Class A Common share. This is exclusive of pre-tax restructuring charges of \$8 to \$10 million, or \$0.11 to \$0.14 per share.”

A webcast regarding fiscal 2011 third quarter results will be available at [www.investor.bradycorp.com](http://www.investor.bradycorp.com) beginning at 9:30 a.m. Central Time today.

Brady Corporation is an international manufacturer and marketer of complete solutions that identify and protect premises, products and people. Brady’s products help customers increase safety, security, productivity and performance and include high-performance labels and signs, safety devices, printing systems and software, and precision die-cut materials. Founded in 1914, the company has millions of customers in electronics, telecommunications, manufacturing, electrical, construction, education, medical and a variety of other industries. Brady is headquartered in Milwaukee, Wisconsin and employs approximately 6,600 people at operations in the Americas, Europe and Asia-Pacific. Brady’s fiscal 2010 sales were approximately \$1.26 billion. Brady stock trades on the New York Stock Exchange under the symbol BRC. More information is available on the Internet at [www.bradycorp.com](http://www.bradycorp.com).

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Brady believes that certain statements in this news release are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. All statements related to future, not past, events included in this news release, including, without limitation, statements regarding Brady’s future financial position, business strategy, targets, projected sales, costs, earnings, capital expenditures, debt levels and cash flows, and plans and objectives of management for future operations are forward-looking statements. When used in this news release, words such as “may,” “will,” “expect,” “intend,” “estimate,” “anticipate,” “believe,” “should,” “project” or “plan” or similar terminology are generally intended to identify forward-looking statements. These forward-looking statements by their nature address matters that are, to different degrees, uncertain and are subject to risks, assumptions and other factors, some of which are beyond Brady’s control, that could cause actual results to differ materially from those expressed or implied by such forward-looking statements. For Brady, uncertainties arise from the length or severity of the current worldwide economic downturn or timing or strength of a subsequent recovery; future financial performance of major markets Brady serves, which include, without limitation, telecommunications, manufacturing, electrical, construction, laboratory, education, governmental, public utility, computer, transportation; difficulties in making and integrating acquisitions; risks associated with newly acquired businesses; Brady’s ability to develop and successfully market new products; changes in the supply of, or price for, parts and components; increased price pressure from suppliers and customers; fluctuations in currency rates versus the US dollar; unforeseen tax consequences; potential write-offs of Brady’s substantial intangible assets; Brady’s ability to retain significant contracts and customers; risks associated with international operations; Brady’s ability to maintain compliance with its debt covenants; technology changes; business interruptions due to implementing business systems; environmental, health and safety compliance costs and liabilities; future competition; interruptions to sources of supply; Brady’s ability to realize cost savings from operating initiatives; difficulties associated with exports; risks associated with restructuring plans; risks associated with obtaining governmental approvals and maintaining regulatory compliance; and numerous other matters of national, regional and global scale, including those of a political, economic, business, competitive and regulatory nature contained from time to time in Brady’s U.S. Securities and Exchange Commission filings, including, but not limited to, those factors listed in the “Risk Factors” section located in Item 1A of Part I of Brady’s Form 10-K for the year ended July 31, 2010. These uncertainties may cause Brady’s actual future results to be materially different than those expressed in its forward-looking statements. Brady does not undertake to update its forward-looking statements.

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**BRADY CORPORATION AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**

(Dollars in Thousands)

|                                                            | (Unaudited)                  |                  |                   |                             |                  |                   |
|------------------------------------------------------------|------------------------------|------------------|-------------------|-----------------------------|------------------|-------------------|
|                                                            | Three Months Ended April 30, |                  |                   | Nine Months Ended April 30, |                  |                   |
|                                                            | 2011                         | 2010             | Percentage Change | 2011                        | 2010             | Percentage Change |
| Net sales                                                  | \$ 337,896                   | \$ 321,887       | 4.9%              | \$ 996,493                  | \$ 936,202       | 6.4%              |
| Cost of products sold                                      | 170,258                      | 161,690          | 5.3%              | 505,333                     | 471,644          | 7.1%              |
| Gross margin                                               | 167,638                      | 160,197          | 4.6%              | 491,160                     | 464,558          | 5.7%              |
| Operating expenses:                                        |                              |                  |                   |                             |                  |                   |
| Research and development                                   | 10,550                       | 10,709           | -1.5%             | 32,226                      | 30,950           | 4.1%              |
| Selling, general and administrative                        | 115,006                      | 111,227          | 3.4%              | 332,394                     | 328,638          | 1.1%              |
| Restructuring charge                                       | 1,211                        | 2,347            | -48.4%            | 6,986                       | 9,597            | -27.2%            |
| Total operating expenses                                   | 126,767                      | 124,283          | 2.0%              | 371,606                     | 369,185          | 0.7%              |
| Operating income                                           | 40,871                       | 35,914           | 13.8%             | 119,554                     | 95,373           | 25.4%             |
| Other income and (expense):                                |                              |                  |                   |                             |                  |                   |
| Investment and other income                                | 1,428                        | 121              | 1080.2%           | 2,892                       | 1,273            | 127.2%            |
| Interest expense                                           | (5,103)                      | (5,147)          | -0.9%             | (16,640)                    | (15,472)         | 7.5%              |
| Income before income taxes                                 | 37,196                       | 30,888           | 20.4%             | 105,806                     | 81,174           | 30.3%             |
| Income taxes                                               | 8,607                        | 7,193            | 19.7%             | 26,737                      | 20,810           | 28.5%             |
| Net income                                                 | <u>\$ 28,589</u>             | <u>\$ 23,695</u> | 20.7%             | <u>\$ 79,069</u>            | <u>\$ 60,364</u> | 31.0%             |
| Per Class A Nonvoting Common Share:                        |                              |                  |                   |                             |                  |                   |
| Basic net income                                           | \$ 0.54                      | \$ 0.45          | 20.0%             | \$ 1.50                     | \$ 1.15          | 30.4%             |
| Diluted net income                                         | \$ 0.54                      | \$ 0.45          | 20.0%             | \$ 1.49                     | \$ 1.14          | 30.7%             |
| Dividends                                                  | \$ 0.18                      | \$ 0.175         | 2.9%              | \$ 0.54                     | \$ 0.525         | 2.9%              |
| Per Class B Voting Common Share:                           |                              |                  |                   |                             |                  |                   |
| Basic net income                                           | \$ 0.54                      | \$ 0.45          | 20.0%             | \$ 1.48                     | \$ 1.13          | 31.0%             |
| Diluted net income                                         | \$ 0.54                      | \$ 0.45          | 20.0%             | \$ 1.47                     | \$ 1.12          | 31.3%             |
| Dividends                                                  | \$ 0.18                      | \$ 0.175         | 2.9%              | \$ 0.523                    | \$ 0.508         | 3.0%              |
| Weighted average common shares outstanding (in thousands): |                              |                  |                   |                             |                  |                   |
| Basic                                                      | 52,701                       | 52,427           |                   | 52,581                      | 52,378           |                   |
| Diluted                                                    | 53,337                       | 52,873           |                   | 53,067                      | 52,971           |                   |

**BRADY CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**

(IN THOUSANDS)

|                                                                                                                                                       | (Unaudited)           |                      |
|-------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|----------------------|
|                                                                                                                                                       | <u>April 30, 2011</u> | <u>July 31, 2010</u> |
| <b>ASSETS</b>                                                                                                                                         |                       |                      |
| <b>Current assets:</b>                                                                                                                                |                       |                      |
| Cash and cash equivalents                                                                                                                             | \$ 373,978            | \$ 314,840           |
| Accounts receivable — net                                                                                                                             | 235,634               | 221,621              |
| Inventories:                                                                                                                                          |                       |                      |
| Finished products                                                                                                                                     | 59,727                | 52,906               |
| Work-in-process                                                                                                                                       | 14,741                | 13,146               |
| Raw materials and supplies                                                                                                                            | 28,034                | 28,620               |
| Total inventories                                                                                                                                     | 102,502               | 94,672               |
| Prepaid expenses and other current assets                                                                                                             | 39,614                | 37,839               |
| <b>Total current assets</b>                                                                                                                           | <b>751,728</b>        | <b>668,972</b>       |
| <b>Other assets:</b>                                                                                                                                  |                       |                      |
| Goodwill                                                                                                                                              | 799,395               | 768,600              |
| Other intangible assets, net                                                                                                                          | 96,386                | 103,546              |
| Deferred income taxes                                                                                                                                 | 52,744                | 39,103               |
| Other                                                                                                                                                 | 19,633                | 20,808               |
| <b>Property, plant and equipment:</b>                                                                                                                 |                       |                      |
| Cost:                                                                                                                                                 |                       |                      |
| Land                                                                                                                                                  | 6,416                 | 6,265                |
| Buildings and improvements                                                                                                                            | 103,060               | 101,138              |
| Machinery and equipment                                                                                                                               | 302,017               | 289,727              |
| Construction in progress                                                                                                                              | 13,601                | 9,873                |
|                                                                                                                                                       | 425,094               | 407,003              |
| Less accumulated depreciation                                                                                                                         | 284,334               | 261,501              |
| <b>Property, plant and equipment — net</b>                                                                                                            | <b>140,760</b>        | <b>145,502</b>       |
| <b>Total</b>                                                                                                                                          | <b>\$ 1,860,646</b>   | <b>\$ 1,746,531</b>  |
| <b>LIABILITIES AND STOCKHOLDERS' INVESTMENT</b>                                                                                                       |                       |                      |
| <b>Current liabilities:</b>                                                                                                                           |                       |                      |
| Accounts payable                                                                                                                                      | \$ 90,621             | \$ 96,702            |
| Wages and amounts withheld from employees                                                                                                             | 67,316                | 67,285               |
| Taxes, other than income taxes                                                                                                                        | 9,061                 | 7,537                |
| Accrued income taxes                                                                                                                                  | 17,399                | 10,138               |
| Other current liabilities                                                                                                                             | 65,300                | 50,862               |
| Current maturities on long-term debt                                                                                                                  | 61,264                | 61,264               |
| <b>Total current liabilities</b>                                                                                                                      | <b>310,961</b>        | <b>293,788</b>       |
| <b>Long-term obligations, less current maturities</b>                                                                                                 | <b>351,789</b>        | <b>382,940</b>       |
| <b>Other liabilities</b>                                                                                                                              | <b>65,741</b>         | <b>64,776</b>        |
| <b>Total liabilities</b>                                                                                                                              | <b>728,491</b>        | <b>741,504</b>       |
| <b>Stockholders' investment:</b>                                                                                                                      |                       |                      |
| Common stock:                                                                                                                                         |                       |                      |
| Class A nonvoting common stock — Issued 51,261,487 and 51,261,487 shares, respectively and outstanding 49,226,952 and 48,875,716 shares, respectively | 513                   | 513                  |
| Class B voting common stock — Issued and outstanding, 3,538,628 shares                                                                                | 35                    | 35                   |
| Additional paid-in capital                                                                                                                            | 308,908               | 304,205              |
| Income retained in the business                                                                                                                       | 769,081               | 718,512              |
| Treasury stock - 1,724,535 and 2,175,771 shares, respectively of Class A nonvoting common stock, at cost                                              | (51,959)              | (66,314)             |
| Accumulated other comprehensive income                                                                                                                | 109,840               | 50,905               |
| Other                                                                                                                                                 | (4,263)               | (2,829)              |

|                                |                            |                            |
|--------------------------------|----------------------------|----------------------------|
| Total stockholders' investment | <u>1,132,155</u>           | <u>1,005,027</u>           |
| <b>Total</b>                   | <u><u>\$ 1,860,646</u></u> | <u><u>\$ 1,746,531</u></u> |

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**BRADY CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Dollars in Thousands)

|                                                                                                        | (Unaudited)<br>Nine Months Ended<br>April 30, |                   |
|--------------------------------------------------------------------------------------------------------|-----------------------------------------------|-------------------|
|                                                                                                        | 2011                                          | 2010              |
| Operating activities:                                                                                  |                                               |                   |
| Net income                                                                                             | \$ 79,069                                     | \$ 60,364         |
| Adjustments to reconcile net income to net cash provided by operating activities:                      |                                               |                   |
| Depreciation and amortization                                                                          | 37,522                                        | 40,276            |
| Non-cash portion of restructuring charges                                                              | 2,155                                         | 1,455             |
| Non-cash portion of stock-based compensation expense                                                   | 9,396                                         | 7,574             |
| Gain on the sale of business                                                                           | (4,394)                                       | —                 |
| Deferred income taxes                                                                                  | (9,018)                                       | (4,582)           |
| Changes in operating assets and liabilities<br>(net of effects of business acquisitions/divestitures): |                                               |                   |
| Accounts receivable                                                                                    | 211                                           | (17,192)          |
| Inventories                                                                                            | (1,491)                                       | 3,887             |
| Prepaid expenses and other assets                                                                      | 772                                           | (5,273)           |
| Accounts payable and accrued liabilities                                                               | (8,355)                                       | 31,493            |
| Income taxes                                                                                           | 4,579                                         | 152               |
| Net cash provided by operating activities                                                              | 110,446                                       | 118,154           |
| Investing activities:                                                                                  |                                               |                   |
| Acquisition of business, net of cash acquired                                                          | (7,970)                                       | (30,431)          |
| Payments of contingent consideration                                                                   | (979)                                         | —                 |
| Divestiture of business, net of cash retained in business                                              | 12,979                                        | —                 |
| Purchases of property, plant and equipment                                                             | (13,671)                                      | (20,927)          |
| Other                                                                                                  | (379)                                         | 1,197             |
| Net cash used in investing activities                                                                  | (10,020)                                      | (50,161)          |
| Financing activities:                                                                                  |                                               |                   |
| Payment of dividends                                                                                   | (28,500)                                      | (27,560)          |
| Proceeds from issuance of common stock                                                                 | 7,154                                         | 3,494             |
| Principal payments on debt                                                                             | (42,514)                                      | (26,143)          |
| Income tax benefit from the exercise of stock options and deferred compensation distribution           | 1,075                                         | 182               |
| Net cash used in financing activities                                                                  | (62,785)                                      | (50,027)          |
| Effect of exchange rate changes on cash                                                                | 21,497                                        | 984               |
| Net increase in cash and cash equivalents                                                              | 59,138                                        | 18,950            |
| Cash and cash equivalents, beginning of period                                                         | 314,840                                       | 188,156           |
| Cash and cash equivalents, end of period                                                               | <u>\$ 373,978</u>                             | <u>\$ 207,106</u> |
| Supplemental disclosures:                                                                              |                                               |                   |
| Cash paid during the period for:                                                                       |                                               |                   |
| Interest, net of capitalized interest                                                                  | \$ 16,349                                     | \$ 18,217         |
| Income taxes, net of refunds                                                                           | 26,695                                        | 18,296            |
| Acquisitions:                                                                                          |                                               |                   |
| Fair value of assets acquired, net of cash                                                             | \$ 4,624                                      | \$ 15,366         |
| Liabilities assumed                                                                                    | (1,446)                                       | (5,201)           |
| Goodwill                                                                                               | 4,792                                         | 20,266            |
| Net cash paid for acquisitions                                                                         | <u>\$ 7,970</u>                               | <u>\$ 30,431</u>  |

Information by regional segment for the three and nine months ended April 30, 2011 and 2010 is as follows:

| (in thousands)                     | Americas   | Europe     | Asia-Pacific | Total Region | Corporate and Eliminations | Total      |
|------------------------------------|------------|------------|--------------|--------------|----------------------------|------------|
| <b>SALES TO EXTERNAL CUSTOMERS</b> |            |            |              |              |                            |            |
| Three months ended:                |            |            |              |              |                            |            |
| April 30, 2011                     | \$ 149,217 | \$ 105,894 | \$ 82,785    | \$ 337,896   | —                          | \$ 337,896 |
| April 30, 2010                     | \$ 144,413 | \$ 98,152  | \$ 79,322    | \$ 321,887   | —                          | \$ 321,887 |
| Nine months ended:                 |            |            |              |              |                            |            |
| April 30, 2011                     | \$ 431,216 | \$ 301,985 | \$ 263,292   | \$ 996,493   | —                          | \$ 996,493 |
| April 30, 2010                     | \$ 402,255 | \$ 289,101 | \$ 244,846   | \$ 936,202   | —                          | \$ 936,202 |

#### SALES GROWTH INFORMATION

|                                    |       |      |       |      |   |      |
|------------------------------------|-------|------|-------|------|---|------|
| Three months ended April 30, 2011: |       |      |       |      |   |      |
| Base                               | 2.7%  | 3.6% | -5.1% | 1.0% | — | 1.0% |
| Currency                           | 1.3%  | 4.0% | 7.0%  | 3.5% | — | 3.5% |
| Acquisitions/Divestitures          | -0.7% | 0.3% | 2.5%  | 0.4% | — | 0.4% |
| Total                              | 3.3%  | 7.9% | 4.4%  | 4.9% | — | 4.9% |

Nine months ended April 30, 2011:

|                           |      |       |      |      |   |      |
|---------------------------|------|-------|------|------|---|------|
| Base                      | 5.3% | 5.6%  | 0.4% | 4.1% | — | 4.1% |
| Currency                  | 0.9% | -3.2% | 5.6% | 0.9% | — | 0.9% |
| Acquisitions/Divestitures | 1.0% | 2.1%  | 1.5% | 1.4% | — | 1.4% |
| Total                     | 7.2% | 4.5%  | 7.5% | 6.4% | — | 6.4% |

#### SEGMENT PROFIT

|                                |           |           |           |           |            |           |
|--------------------------------|-----------|-----------|-----------|-----------|------------|-----------|
| Three months ended:            |           |           |           |           |            |           |
| April 30, 2011                 | \$ 38,292 | \$ 28,938 | \$ 9,976  | \$ 77,206 | \$ (3,561) | \$ 73,645 |
| April 30, 2010                 | \$ 33,858 | \$ 27,472 | \$ 12,775 | \$ 74,105 | \$ (3,558) | \$ 70,547 |
| Percentage increase (decrease) | 13.1%     | 5.3%      | -21.9%    | 4.2%      |            | 4.4%      |

Nine months ended:

|                                |            |           |           |            |             |            |
|--------------------------------|------------|-----------|-----------|------------|-------------|------------|
| April 30, 2011                 | \$ 108,666 | \$ 82,165 | \$ 38,330 | \$ 229,161 | \$ (12,087) | \$ 217,074 |
| April 30, 2010                 | \$ 90,205  | \$ 78,281 | \$ 38,589 | \$ 207,075 | \$ (10,161) | \$ 196,914 |
| Percentage increase (decrease) | 20.5%      | 5.0%      | -0.7%     | 10.7%      |             | 10.2%      |

#### NET INCOME RECONCILIATION (in thousands)

|                                      | Three months ended: |                | Nine months ended: |                |
|--------------------------------------|---------------------|----------------|--------------------|----------------|
|                                      | April 30, 2011      | April 30, 2010 | April 30, 2011     | April 30, 2010 |
| Total profit for reportable segments | \$ 77,206           | \$ 74,105      | \$ 229,161         | \$ 207,075     |
| Corporate and eliminations           | (3,561)             | (3,558)        | (12,087)           | (10,161)       |
| Unallocated amounts:                 |                     |                |                    |                |
| Administrative costs                 | (31,563)            | (32,286)       | (90,534)           | (91,944)       |
| Restructuring charge                 | (1,211)             | (2,347)        | (6,986)            | (9,597)        |
| Investment and other income          | 1,428               | 121            | 2,892              | 1,273          |
| Interest expense                     | (5,103)             | (5,147)        | (16,640)           | (15,472)       |
| Income before income taxes           | 37,196              | 30,888         | 105,806            | 81,174         |
| Income taxes                         | (8,607)             | (7,193)        | (26,737)           | (20,810)       |
| Net income                           | \$ 28,589           | \$ 23,695      | \$ 79,069          | \$ 60,364      |

# RECONCILIATION OF GAAP MEASURES TO NON-GAAP MEASURES

(in thousands)

|                               | Fiscal 2011   |               |               |               |                |
|-------------------------------|---------------|---------------|---------------|---------------|----------------|
|                               | Q1            | Q2            | Q3            | Q4            | Total          |
| <b>EBITDA (1)</b>             |               |               |               |               |                |
| Net income                    | \$ 26,281     | \$ 24,199     | \$ 28,589     |               | \$ 79,069      |
| Interest expense              | 5,687         | 5,850         | 5,103         |               | 16,640         |
| Income taxes                  | 9,925         | 8,205         | 8,607         |               | 26,737         |
| Depreciation and amortization | 12,594        | 12,908        | 12,020        |               | 37,522         |
| <br>EBITDA (non-GAAP measure) | <br>\$ 54,487 | <br>\$ 51,162 | <br>\$ 54,319 | <br>\$ —      | <br>\$ 159,968 |
|                               |               |               |               |               |                |
|                               | Fiscal 2010   |               |               |               |                |
|                               | Q1            | Q2            | Q3            | Q4            | Total          |
| <b>EBITDA (1)</b>             |               |               |               |               |                |
| Net income                    | \$ 21,668     | \$ 15,001     | \$ 23,695     | \$ 21,592     | \$ 81,956      |
| Interest expense              | 5,162         | 5,163         | 5,147         | 5,750         | 21,222         |
| Income taxes                  | 8,775         | 4,842         | 7,193         | 6,636         | 27,446         |
| Depreciation and amortization | 13,817        | 13,549        | 12,910        | 12,746        | 53,022         |
| <br>EBITDA (non-GAAP measure) | <br>\$ 49,422 | <br>\$ 38,555 | <br>\$ 48,945 | <br>\$ 46,724 | <br>\$ 183,646 |

- (1) Brady is presenting EBITDA because it is used by many of our investors and lenders, and is presented as a convenience to them. EBITDA represents net income before interest expense, income taxes and depreciation and amortization. EBITDA is not a calculation based on generally accepted accounting principles (GAAP). The amounts included in the EBITDA calculation, however, are derived from amounts included in the Condensed Consolidated Statements of Income data. EBITDA should not be considered as an alternative to net income or operating income as an indicator of the company's operating performance, or as an alternative to operating cash flows as a measure of liquidity. The EBITDA measure presented may not always be comparable to similarly titled measures reported by other companies due to differences in the components of the calculation.