

|  |  | 1996 |  | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | LAST 5 YEAR AVG | TREND |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1997 |  |  |  |  |  |  |  |  |  | UP | DOWN |
| A | \% Pre-tax Profit on Sales (Net Before Taxes $\div$ Sales) | 9.0 | -14.5 |  |  |  |  | 26.8 | 31.6 | 38.8 | 44.2 | 35.3 | UP |  |
| B | \% Earned on Equity (E/S $\div$ Book Value) | 15.6 | 4.3 | 3.3 | 7.4 | 27.9 | 23.6 | 16.4 | 20.6 | 24.1 | 25.6 | 22.0 | UP |  |

3 PRICE-EARNINGS HISTORY as an indicator of the future


Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.


D UP-SIDE DOWN-SIDE RATIO (Potential Gain vs. Risk of Loss)

| High Price | (4A1) | 171.8 | Minus Present Price |  | 102.550 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Present Pric |  | 102.550 | Minus Low Price | (4B1) | 64.6 | $\begin{array}{r} 69.3 \\ 38.0 \end{array}$ | $=$ |  |

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

| High Price | (4A1) | $\mathbf{1 7 1 . 8}$ |
| :--- | :--- | :--- |
|  |  |  |

$=\left(\begin{array}{l}1.675\end{array}\right.$
) $\mathrm{X} 100=($
167.5
) $-100=$
67.5
\% Appreciation

Relative Value: 126.6\% Proj. Relative Value: 113.0\%
5-YEAR POTENTIAL This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

© 1996. National Association of Investors Corporation; 711 West Thirteen Mile Road, Madison Hgts., Michigan 48071
Printed: 07/02/06 10:28 AM Prepared by: jah Using The Investor's Toolkit


2 Rasedgas
 BETA $.95 \quad(1.00=$ Market $)$

 \begin{tabular}{lll}
Insider Decisions \\
$J A S S$ \& N \\
\hline

 

\& $\mathbf{J}$ \& $\mathbf{A}$ \& $\mathbf{S}$ \& $\mathbf{O}$ \& $\mathbf{N}$ \& $\mathbf{D}$ \& $\mathbf{J}$ \& $\mathbf{F}$ \& $\mathbf{M}$ \\
to Buy \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \\
Options \& 3 \& 7 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \\
to Sell \& 2 \& 7 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \& 0 \\
\hline
\end{tabular} Institutional Decisions

|  | 3 Q2005 | 4 Q2005 | 1Q2006 |
| :--- | ---: | ---: | ---: |
| to Buy | 268 | 344 | 311 |
| to Sell | 229 | 261 | 309 |
| Hld's(000) | 290509 | 320550 | 329036 |
|  | 1991 |  |  | | 1990 | 1991 | 1992 | 1993 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |


| 1990 | 1991 | 1992 | 1993 | 1994 | 19 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 73.20 | 33.65 | 27.97 | 26.56 | 29.15 | 32.70 |
| 4.73 | 4.07 | 3.29 | 3.04 | 2.63 |  |
| 1.12 | 1.25 | 41 | 12 | d. 18 |  |
| 2.50 | 1.38 | 1.00 | 1.00 | 1.00 |  |
| 4.88 | 3.56 | 3.11 | 3.54 | 3.48 | 3.07 |
| 13.74 | 14.33 | 11.33 | 11.07 | 9.88 | 10.3 |
| 296.36 | 300.06 | 303.73 | 305.60 | 316.85 | 318 |
| 22.2 | 16.6 | 46.4 | NMF |  |  |
| 1.65 | 1.06 | 2.81 | NMF |  |  |
| 10.0\% | 6.7\% | 5.3\% | 5.0\% | 5.2\% |  |
| CAPITAL STRUCTURE as of 3/31/06 |  |  |  |  |  |
| Total Debt \$3528 mill. LT Debt $\$ 3273$ mill. |  |  | Due in 5 Yrs $\$ 1395$ mill. LT Interest $\$ 190$ mill. |  |  |

(LT interest earned: 25.0x: Total interest coverage: 23.9x) Leases, (15\% of Cap' Pension Assets-12/05 $\$ 424$ mill. Oblig. $\$ 492$ mill. Pfd Stock None
Common Stock $428,268,858$ shs.

MARKET CAP: $\$ 40.6$ billion (Large Cap)

| CURRENT POSITION <br> (\$MILL.) | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 5}$ | $\mathbf{3 / 3 1 / 0 6}$ |
| :--- | ---: | ---: | ---: |
| Cash Assets | 1449 | 2441 | 2031 |
| Receivables | 2235 | 3141 | 3453 |
| Inventory (LIFO) | 545 | 735 | 718 |
| Other | 202 | 257 | 1880 |
| Current Assets | 4431 | 6574 | 8082 |
| Accts Payable | 1557 | 2069 | 2335 |
| Debt Due | 459 | 46 | 255 |
| Other | 1407 | 2165 | 3065 |
|  |  | 3423 | 4280 |
| Current Liab. |  | 5655 |  |

Current Liab.

| Past | Past | Est'd '03-'05 |
| :---: | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to'09.'11 |
| -- | $3.5 \%$ | $10.0 \%$ |
| $11.5 \%$ | $21.5 \%$ | $6.0 \%$ |
| $29.0 \%$ | $35.5 \%$ | $4.5 \%$ |
| $1.0 \%$ | $2.0 \%$ | $8.0 \%$ |
| $10.5 \%$ | $22.0 \%$ | $13.5 \%$ |


| Book Value |  | 10.5\% 22.0\% |  |  | 3.5\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Cal } \\ \text { end } \end{gathered}$ | QUARTERLY SALES (\$ mill.) |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. |  |
| 2003 | 2371 | 2266 | 2319 | 2370 | 9326 |
|  | 2557 | 2724 | 3005 | 3082 | 促 |
| 2005 | 3303 | 3518 | 4057 | 4330 |  |
| 2006 | 4570 | 4600 | 4600 | 460 | 837 |
|  | 4700 | 4600 | 4400 | 430 |  |
| $\begin{aligned} & \text { Cal- } \\ & \text { endar } \end{aligned}$ | EARNINGS PER SHARE A |  |  |  | Full <br> Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec |  |
| 2003 | 1.15 | 1.0 | 1.16 | . 89 |  |
|  |  | 1.48 | 9 | 2.11 |  |
| 2005 | 2.16 | 2.12 | 2.69 | 2.8 |  |
| 2006 | 2.87 | 2.80 | 2.70 | 2.6 | 11.05 |
|  | 2.65 | 2.60 | 2.60 | 2.60 | 10.4 |
| $\begin{array}{\|c\|c\|} \text { Cal- } \\ \text { endar } \end{array}$ | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }}$ |  |  |  |  |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 3 |  |
|  | . 25 | 25 | . 25 | . 25 |  |
| 2003 | . 2 | . 26 | . 26 | . 2 |  |
| 2004 | . 26 | . 275 | . 275 | . 275 | 1.09 |
| 205 | . 275 | 31 |  |  |  |
| 2006 | 36 | . 36 |  |  |  |



