

| 1998 | 1997 | 1996 | 1995 | 1994 | 1993 |
|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| \$ 2,101,145 54,385 | \$ 1,780,616 46,895 | \$ 1,798,970 40,360 | \$ 1,723,057 32,242 | \$ 1,165,754 18,767 | \$ 1,142,926 28,670 |
| 1.54 to 1 | 1.56 to 1 | 1.68 to 1 | 1.44 to 1 | 1.41 to 1 | 1.61 to 1 |
| \$ 197,659 | \$ 178,203 | \$ 155,569 | \$ 113,339 | \$ 106,058 | \$ 100,688 |
| 566,007 | 497,361 | 383,644 | 368,614 | 367,485 | 264,949 |
| 807,489 | 737,643 | 572,505 | 533,947 | 504,364 | 351,020 |
| 26,221 | 54,095 | 36,300 | 17,799 | 25,000 | - |
| 371,405 | 324,308 | 283,387 | 238,761 | 200,433 | 173,797 |
| 15.63 % | 15.43 % | 15.46 % | 14.68 % | 10.03 % | 18.28 % |
| \$ 1,004,500 | \$ 912,057 | \$ 845,300 | \$ 828,400 | \$ 793,060 | \$ 736,600 |
| 3,329,500 | 3,050,000 | 2,750,200 | 2,625,000 | 2,500,000 | 1,858,600 |
| \$ 1.06 | \$ 0.91 | \$ 0.79 | \$ 0.64 | \$ 0.38 | \$ 0.58 |
| 1.04 | 0.90 | 0.78 | 0.64 | 0.37 | 0.57 |
| 7.12 | 6.24 | 5.47 | 4.70 | 3.98 | 3.48 |
| 52,192 | 51,978 | 51,842 | 50,768 | 50,346 | 49,929 |

Net earnings for fiscal 1994 included special charges totaling \$10.2 million, or \$0.20 per diluted share.

