


RECENT PRICE	117.05	P/E RATIO	18.2 (Trailing: 20.7 Median: 15.0)	RELATIVE P/E RATIO	1.01	DIV'D YLD	2.8%	VALUE LINE
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	© VALUE LINE PUB. LLC	19-21
10.47	10.83	12.23	14.10	15.94	16.98	18.43	21.51	23.02	22.47	22.49	23.87	24.19	25.28	26.71	25.44	<b>26.65</b>	<b>27.95</b>	Sales per sh <sup>A</sup>	<b>36.30</b>
2.27	2.46	2.85	3.36	3.84	4.25	4.60	5.23	5.70	5.69	5.92	6.25	6.48	7.08	7.26	6.95	<b>7.35</b>	<b>8.05</b>	"Cash Flow" per sh	<b>11.20</b>
1.70	1.91	2.23	2.70	3.10	3.50	3.76	4.15	4.57	4.63	4.76	5.00	5.10	5.52	5.70	5.48	<b>5.95</b>	<b>6.70</b>	Earnings per sh <sup>A B</sup>	<b>9.20</b>
.62	.70	.80	.92	1.10	1.28	1.46	1.62	1.80	1.93	2.11	2.25	2.40	2.59	2.76	2.95	<b>3.15</b>	<b>3.35</b>	Div'ds Decl'd per sh <sup>C</sup>	<b>4.55</b>
.59	.57	.71	.76	.73	.88	.92	1.04	1.11	.86	.87	1.06	1.06	1.27	1.33	1.26	<b>1.05</b>	<b>1.20</b>	Cap'l Spending per sh	<b>1.15</b>
6.76	7.95	7.65	9.05	10.71	12.73	13.59	15.25	15.35	18.37	20.66	20.95	23.33	26.25	25.06	25.83	<b>27.10</b>	<b>31.95</b>	Book Value per sh <sup>D</sup>	<b>43.70</b>
2781.9	3047.2	2968.3	2968.0	2971.0	2974.5	2893.2	2840.2	2769.2	2754.3	2738.1	2724.4	2778.5	2820.6	2783.3	2755.0	<b>2705.0</b>	<b>2700.0</b>	Common Shs Outs't'g <sup>E</sup>	<b>2700.0</b>
26.4	27.2	25.9	19.4	18.1	18.5	16.6	15.4	14.3	12.5	13.1	12.7	13.1	15.6	17.7	18.2	<i><b>Bold figures are Value Line estimates</b></i>		Avg Ann'l P/E Ratio	<b>16.0</b>
1.72	1.39	1.41	1.11	.96	.99	.90	.82	.86	.83	.83	.80	.83	.88	.93	.92			Relative P/E Ratio	<b>1.00</b>
1.4%	1.3%	1.4%	1.8%	2.0%	2.0%	2.3%	2.5%	2.8%	3.3%	3.4%	3.5%	3.6%	3.0%	2.7%	3.0%			Avg Ann'l Div'd Yield	<b>3.1%</b>

[illegible]

Calendar	QUARTERLY SALES (\$ mill.) <sup>A</sup>				Full Year
	Mar.Per	Jun.Per	Sep.Per	Dec.Per	
2013	17505	18777	17575	18355	71312
2014	18115	19495	18467	18254	74331
2015	17374	17787	17102	17811	70074
2016	17482	18482	17820	18316	72100
2017	18350	19300	18600	19300	75550

Calendar	EARNINGS PER SHARE <sup>AB</sup>					Full Year
	Mar.Per	Jun.Per	Sep.Per	Dec.Per		
2013	1.44	1.48	1.36	1.24		5.52
2014	1.64	1.51	1.66	.89		5.70
2015	1.53	1.60	1.20	1.15		5.48
2016	1.54	1.43	1.53	1.45		5.95
2017	1.75	1.70	1.65	1.60		6.70

Calendar	QUARTERLY DIVIDENDS PAID 				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2012	.57	.61	.61	.61	2.40
2013	.61	.66	.66	.66	2.59
2014	.66	.70	.70	.70	2.76
2015	.70	.75	.75	.75	2.95
2016	.75	.80	.80		

(A) Years end on the last Sunday in December.	d\$1.51; '12, d\$1.24; '13, d71¢. GAAP as of	vestment plan available.	<b>Company's Financial Strength</b>	A++
(B) Diluted earnings. Excludes nonrecurring:	2015. Next earnings report due late Jan.	(D) Includes intangibles. On 10/2/16: \$50.8 bil-	<b>Stock's Price Stability</b>	100
'01, d7¢; '02, d7¢; '03, d30¢; '04, d26¢; '05,	(C) Dividends historically paid: March, June,	lion, \$18.67 a share. (E) In millions.	<b>Price Growth Persistence</b>	70
d4¢; '06, d3¢; '07, d52¢; '09, d23¢; '10, 2¢; '11,	September and December. ■ Dividend rein-		<b>Earnings Predictability</b>	100

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