

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
NOPAT Adjustments - Impact Analysis														
GAAP Net Income	\$5,140.00	\$7,876.00	\$7,511.00	\$6,787.00	\$9,244.00	\$10,806.00	\$14,127.00	\$16,447.00	\$21,111.00	\$14,800.00	\$2,556.00	(\$2,204.00)	(\$3,599.00)	\$84.00
● Net Non-Operating Items Pre-Tax (see below for more detail)	\$1,795.00	\$525.00	\$550.00	\$1,305.00	\$0.00	\$0.00	\$618.00	\$412.00	\$805.00	\$410.00	\$571.00	\$8,422.00	\$14,218.00	(\$6,275.00)
Net Non-Operating Items Pre-Tax as % of Revenue	5.7%	1.6%	1.7%	3.7%	0.0%	0.0%	1.2%	0.7%	1.1%	0.6%	0.8%	7.0%	12.9%	(6.7%)
Change in Total Reserves (see "Total Reserves" below)	-	(\$294.00)	\$10.00	\$37.00	(\$24.00)	(\$688.00)	\$2,463.00	(\$581.00)	\$971.00	\$2,572.00	\$10,691.00	\$14,499.00	(\$6,139.00)	(\$7,204.00)
Change in Total Reserves as % of Revenue	-	(0.9%)	0.0%	0.1%	(0.1%)	(1.8%)	4.8%	(1.0%)	1.3%	3.9%	14.7%	12.1%	(5.6%)	(7.7%)
● Goodwill Amortization (see Source Document)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Goodwill Amortization as % of Revenue	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
● ESO Expense (Employee Stock Options) (see ESO page)	(\$329.69)	(\$658.28)	(\$360.44)	(\$389.25)	(\$809.00)	(\$337.18)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)
ESO Expense as a % of Revenue	(1.0%)	(2.0%)	(1.1%)	(1.1%)	(2.3%)	(0.9%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)
● Implied Interest for PV of Operating Leases (see PV Leases page)	\$0.00	\$0.00	\$0.00	\$435.57	\$417.76	\$520.14	\$458.54	\$435.10	\$565.72	\$800.02	\$823.43	\$961.34	\$864.05	\$814.34
Implied Interest for PV of Operating Leases as % of Revenue	0.0%	0.0%	0.0%	1.2%	1.2%	1.3%	0.9%	0.8%	0.8%	1.2%	1.1%	0.8%	0.8%	0.9%
● Non-Operating Tax Adjustment (proprietary calculation)	(\$524.91)	\$36.71	(\$30.21)	(\$622.64)	(\$213.83)	\$77.08	(\$77.90)	(\$291.27)	(\$304.95)	(\$910.04)	(\$1,042.40)	(\$4,857.03)	(\$460.90)	(\$1,486.31)
Non-Operating Tax Adjustment as % of Revenue	(1.7%)	0.1%	(0.1%)	(1.8%)	(0.6%)	0.2%	(0.2%)	(0.5%)	(0.4%)	(1.4%)	(1.4%)	(4.1%)	(0.4%)	(1.6%)
● Net After-Tax Non-Operating Items (see Source Document)	\$25.00	\$6.00	\$6.00	\$5.00	\$5.00	\$4.00	\$16.00	\$18.00	\$22.00	\$182.00	\$1,452.00	\$8,480.00	\$1,361.00	\$1,362.00
Net After-Tax Non-Operating Items as % of Revenue	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	2.0%	7.1%	1.2%	1.5%
● Plug Override - NOPAT	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NOPAT (Net Operating Profit After Tax)	\$6,105.40	\$7,491.44	\$7,886.35	\$7,557.89	\$8,619.94	\$10,382.04	\$17,604.64	\$16,439.83	\$23,169.77	\$17,853.98	\$15,051.03	\$25,301.31	\$6,244.14	(\$12,704.97)
Invested Capital Adjustments - Impact Analysis														
Reported Net Assets	\$45,938.00	\$44,432.00	\$47,628.00	\$48,520.00	\$50,319.00	\$47,980.00	\$99,645.00	\$101,533.00	\$135,272.00	\$146,803.00	\$177,052.00	\$231,444.00	\$228,248.00	\$230,101.00
● Excess Cash (see Invested Capital page)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)
Excess Cash as % of Net Assets	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)
● Total Reserves (see Source Document)	\$7,122.00	\$6,828.00	\$6,838.00	\$6,875.00	\$6,851.00	\$6,163.00	\$8,626.00	\$8,045.00	\$9,016.00	\$11,588.00	\$23,071.00	\$37,200.00	\$41,885.00	\$33,783.00
Reserves as % of Net Assets	15.5%	15.4%	14.4%	14.2%	13.6%	12.8%	8.7%	7.9%	6.7%	7.9%	13.0%	16.1%	18.4%	14.7%
● Deferred Tax Liability (see Source Document)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Deferred Taxes as a % of Net Assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
● Unconsolidated Subsidiary Assets (non-operating) (see Source Document)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unconsolidated Subsidiary Assets (non-operating) as % of Net Assets	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)
Net Assets from Discontinued Operations (see Source Document)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)	(\$0.00)
Net Assets from Discontinued Operations as % of Net Assets	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)	(0.0%)
● Off-Balance-Sheet Operating Leases (see PV Leases page)	\$0.00	\$0.00	\$0.00	\$5,458.31	\$5,301.56	\$6,981.69	\$6,081.38	\$6,093.89	\$7,676.02	\$10,929.18	\$12,162.93	\$14,654.50	\$12,838.73	\$12,724.09
Off-Balance-Sheet Operating Leases as % of Net Assets	0.0%	0.0%	0.0%	11.2%	10.5%	14.6%	6.1%	6.0%	5.7%	7.4%	6.9%	6.3%	5.6%	5.5%
● Accumulated Unrecorded Goodwill (see Source Document)	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50	\$32,423.50
Accumulated Unrecorded Goodwill as % of Net Assets	70.6%	73.0%	68.1%	66.8%	64.4%	67.6%	32.5%	31.9%	24.0%	22.1%	18.3%	14.0%	14.2%	14.1%
● Accumulated Goodwill Amortization (see Source Document)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Accumulated Goodwill Amortization as % of Net Assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
● Accumulated Asset Write-Downs After-Tax (see Source Document)	\$0.00	\$0.00	\$0.00	\$449.21	\$449.21	\$449.21	\$449.21	\$449.21	\$449.21	\$449.21	\$449.21	\$449.21	\$11,825.21	\$16,072.54
Accumulated Asset Write-Downs After-Tax as % of Net Assets	0.0%	0.0%	0.0%	0.9%	0.9%	0.9%	0.5%	0.4%	0.3%	0.3%	0.3%	0.2%	5.2%	7.0%
● Accumulated OCI (Other Comprehensive Income) (see Source Document)	(\$152.00)	\$2,658.00	\$746.00	(\$437.00)	(\$1,232.00)	\$2,148.00	\$2,587.00	\$7,556.00	\$7,711.00	(\$1,129.00)	\$10,825.00	\$5,619.00	\$66.00	\$5,437.00
Accumulated OCI as % of Net Assets	(0.3%)	6.0%	1.6%	(0.9%)	(2.4%)	4.5%	2.6%	7.4%	5.7%	(0.8%)	6.1%	2.4%	0.0%	2.4%
● Plug Override - Invested Capital	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Invested Capital	\$85,331.50	\$86,341.50	\$87,635.50	\$93,289.01	\$94,112.27	\$96,145.39	\$149,812.09	\$156,100.60	\$192,547.73	\$201,063.89	\$255,983.64	\$321,790.21	\$327,286.44	\$330,541.13
Average Invested Capital	\$85,331.50	\$85,836.50	\$86,988.50	\$90,462.26	\$93,700.64	\$95,128.83	\$122,978.74	\$152,956.35	\$174,324.17	\$196,805.81	\$228,523.76	\$288,886.93	\$324,538.32	\$328,913.78
Net Non-Operating Items Pre-Tax - Detail														
Net Non-Operating Items Hidden in Operating Items	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$364.00)	\$5,701.00	(\$242.00)	(\$11,197.00)
Net Non-Operating Items Hidden in Operating Items as % of Revenue	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(0.5%)	4.8%	(0.2%)	(12.0%)
Asset Write-Downs Hidden in Operating Items	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$240.00	\$1,100.00
Asset Write-Downs Hidden in Operating Items as % of Revenue	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	1.2%
Income from Recurring Net Periodic Benefit Costs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Income from Recurring Net Periodic Benefit Costs as % of Revenue	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Non-Recurring Net Periodic Benefit Costs in Operating Items	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Recurring Net Periodic Benefit Costs in Operating Items as % of Revenue	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other Net Non-Operating Items	\$1,795.00	\$525.00	\$550.00	\$1,305.00	-	-	\$618.00	\$412.00	\$805.00	\$410.00	\$935.00	\$2,721.00	\$14,220.00	\$3,822.00
Other Net Non-Operating Items as % of Revenue	5.7%	1.6%	1.7%	3.7%	0.0%	0.0%	1.2%	0.7%	1.1%	0.6%	1.3%	2.3%	12.9%	4.1%
● Total Net Non-Operating Items Pre-Tax	\$1,795.00	\$525.00	\$550.00	\$1,305.00	\$0.00	\$0.00	\$618.00	\$412.00	\$805.00	\$410.00	\$571.00	\$8,422.00	\$14,218.00	(\$6,275.00)
Total Net Non-Operating Items Pre-Tax as % of Revenue	5.7%	1.6%	1.7%	3.7%	0.0%	0.0%	1.2%	0.7%	1.1%	0.6%	0.8%	7.0%	12.9%	(6.7%)