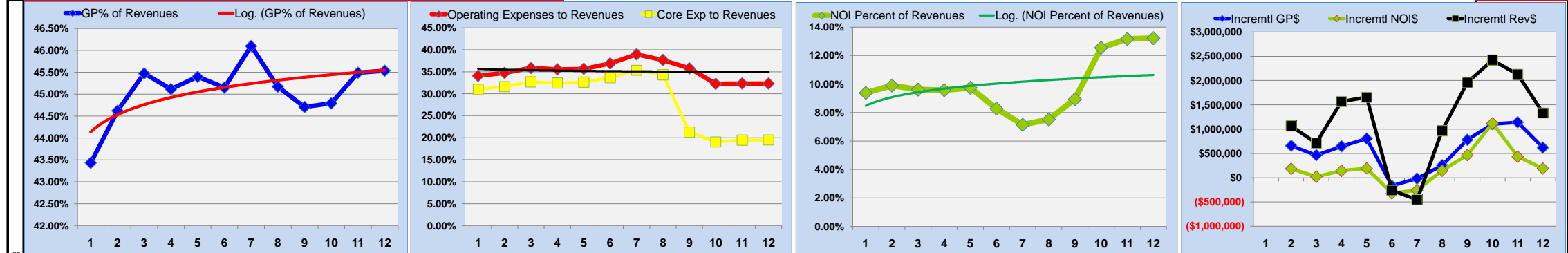


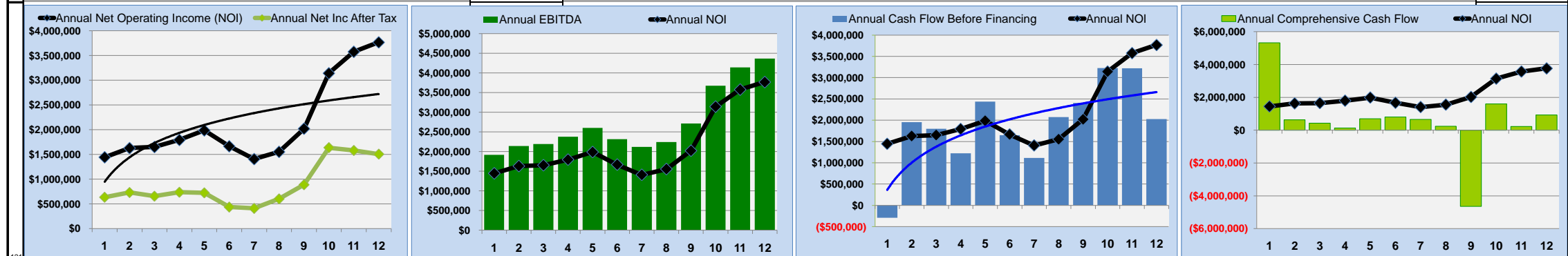
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
65	OVERHEAD ALLOCATION DOLLARS			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
66	Overhead Allocation Percent of Revenues			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
67	TOTAL NET GROSS PROFIT MARGIN			\$6,686,000	\$7,344,000	\$7,808,000	\$8,454,000	\$9,258,000	\$9,090,000	\$9,072,000	\$9,326,000	\$10,106,000	\$11,210,000	\$12,352,000	\$12,971,000	
68	GP Margin Percent of Revenues			43.44%	44.62%	45.47%	45.12%	45.40%	45.15%	46.10%	45.17%	44.71%	44.79%	45.49%	45.54%	
69																
70	Cumulative Gross Profit Percentage to Revenues			43.44%	44.03%	44.51%	44.66%	44.81%	44.87%	45.04%	45.06%	45.02%	45.00%	45.04%	45.08%	
71	PRICING POLICY (revenues divided by COGS)	1.43		1.77	1.81	1.83	1.82	1.83	1.82	1.86	1.82	1.81	1.81	1.83	1.84	
72	Cumulative CM Mark-Up Average			1.77	1.79	1.80	1.81	1.81	1.81	1.82	1.82	1.82	1.82	1.82	1.82	
73			core expenses	30.98%	31.61%	32.70%	32.43%	32.64%	33.65%	35.34%	34.30%	21.27%	19.04%	19.45%	19.48%	

				1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	AVERAGES
76	OPERATING EXPENSES- VARIABLE (exclude depreciation exp)			\$4,768,000	\$5,202,000	\$5,615,000	\$6,076,000	\$6,657,000	\$6,774,000	\$6,954,000	\$7,081,000	\$4,809,000	\$4,764,000	\$5,281,000	\$5,549,000	
77	SALARIES and WAGES			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,168,000	\$2,328,000	\$2,457,000	\$2,577,000	
78	OFFICERS' COMPENSATION			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$417,000	\$445,000	\$474,000	\$479,000	
79	Depreciation Expense			\$474,000	\$513,000	\$542,000	\$584,000	\$614,000	\$650,000	\$711,000	\$692,000	\$691,000	\$531,000	\$564,000	\$599,000	
80	TOTAL OPERATING EXPENSES			\$5,242,000	\$5,715,000	\$6,157,000	\$6,660,000	\$7,271,000	\$7,424,000	\$7,665,000	\$7,773,000	\$8,085,000	\$8,068,000	\$8,776,000	\$9,204,000	
81	Operating Expenses Percent of Revenues			34.05%	34.72%	35.86%	35.54%	35.65%	36.88%	38.95%	37.65%	35.77%	32.24%	32.32%	32.31%	
82																
83																
84	NET OPERATING INCOME (NOI)			\$1,444,000	\$1,629,000	\$1,651,000	\$1,794,000	\$1,987,000	\$1,666,000	\$1,407,000	\$1,553,000	\$2,021,000	\$3,142,000	\$3,576,000	\$3,767,000	
85	NOI Percent of Revenues			9.38%	9.90%	9.62%	9.57%	9.74%	8.28%	7.15%	7.52%	8.94%	12.55%	13.17%	13.22%	

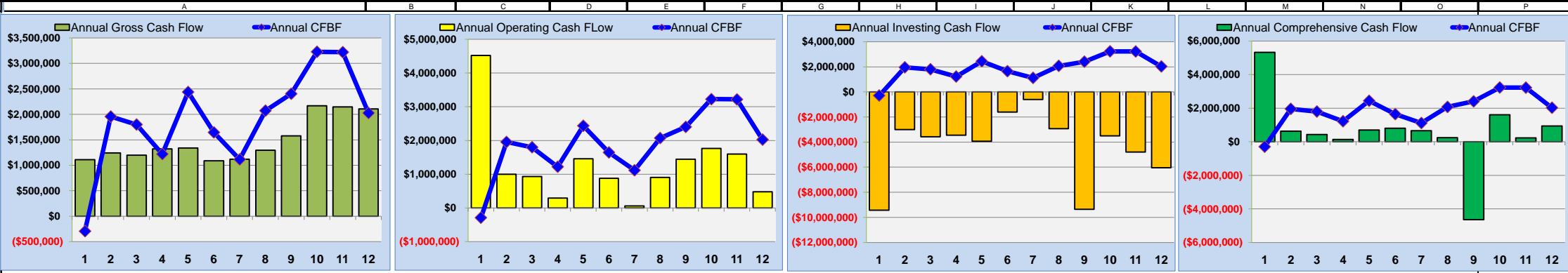


89																
90																
91																
92																
93	INCREMENTAL MONTHLY CHANGE IN GP DOLLARS			\$658,000	\$464,000	\$646,000	\$804,000	(\$168,000)	(\$18,000)	\$254,000	\$780,000	\$1,104,000	\$1,142,000	\$619,000		
94	INCREMENTAL MONTHLY CHANGE IN NOI DOLLARS			\$185,000	\$22,000	\$143,000	\$193,000	(\$321,000)	(\$259,000)	\$146,000	\$468,000	\$1,121,000	\$434,000	\$191,000		
95	MONTHLY INCREMENTAL NOI \$ CHANGE to GROSS PROFIT \$ CHANGE				28.12%	4.74%	22.14%	24.00%	191.07%	1438.89%	57.48%	60.00%	101.54%	38.00%	30.86%	
96	cash balance interest rate on 1/2 the annual year end balances			5.0%	5.1%	4.8%	4.7%	5.9%	3.5%	1.6%	1.0%	1.4%	3.2%	4.7%	4.4%	
97	OTHER INCOME / EXPENSE			1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	
98	Interest income	0.00%		133,000	152,000	154,000	154,000	213,000	141,000	70,000	45,000	30,000	94,000	144,000	155,000	
99	Other income	0.00%		0	0	0	0	0	0	0	0	0	0	0	0	
100	Other income	0.00%		0	0	0	0	0	0	0	0	0	0	0	0	
101	Other expense	0.00%		0	0	0	0	0	0	0	0	0	0	0	0	
102	Other expense	0.00%		0	0	0	0	0	0	0	0	0	0	0	0	
103	Interest Expense (-) / Finance Charges	0.00%		(771,000)	(866,000)	(967,000)	(1,019,000)	(1,272,000)	(1,203,000)	(913,000)	(818,000)	(939,000)	(1,287,000)	(1,787,000)	(2,085,000)	
104				5.2%	5.0%	5.0%	4.9%	5.2%	4.7%	3.5%	3.0%	2.4%	3.0%	3.8%	4.0%	
105	TOTAL OTHER INC/(EXP)			(638,000)	(714,000)	(813,000)	(865,000)	(1,059,000)	(1,062,000)	(843,000)	(773,000)	(909,000)	(1,193,000)	(1,643,000)	(1,930,000)	
106																

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
107	Percent of Net Income before Tax to Revenues (monthly)			5.24%	5.56%	4.88%	4.96%	4.55%	3.00%	2.87%	3.78%	4.92%	7.79%	7.12%	6.45%	
108	NET INCOME before tax			\$806,000	\$915,000	\$838,000	\$929,000	\$928,000	\$604,000	\$564,000	\$780,000	\$1,112,000	\$1,949,000	\$1,933,000	\$1,837,000	
109																
110	FEDERAL INCOME (REFUNDS)			171,000	184,000	182,000	193,000	204,000	167,000	154,000	178,000	224,000	312,000	353,000	331,000	
111	NET INCOME after tax			\$635,000	\$731,000	\$656,000	\$736,000	\$724,000	\$437,000	\$410,000	\$602,000	\$888,000	\$1,637,000	\$1,580,000	\$1,506,000	
112	ACTUAL FEDERAL INCOME TAX %			21.22%	20.11%	21.72%	20.78%	21.98%	27.65%	27.30%	22.82%	20.14%	16.01%	18.26%	18.02%	
113	Net income after tax as a % of Revenues			4.13%	4.44%	3.82%	3.93%	3.55%	2.17%	2.08%	2.92%	3.93%	6.54%	5.82%	5.29%	
114																
115	CASH FLOW before FINANCING MONTHLY			(\$292,000)	\$1,957,000	\$1,800,000	\$1,221,000	\$2,438,000	\$1,646,000	\$1,116,000	\$2,073,000	\$2,404,000	\$3,227,000	\$3,220,000	\$2,026,000	
116	Cash Flow before Financing as a % of Revenues			-1.90%	11.89%	10.48%	6.52%	11.96%	8.18%	5.67%	10.04%	10.64%	12.89%	11.86%	7.11%	
117	TOTAL COMPREHENSIVE CASH FLOW:			\$5,333,000	\$635,000	\$431,000	\$135,000	\$702,000	\$803,000	\$662,000	\$240,000	(\$4,640,000)	\$1,603,000	\$230,000	\$932,000	
118																
119	EBITDA MONTHLY			\$1,918,000	\$2,142,000	\$2,193,000	\$2,378,000	\$2,601,000	\$2,316,000	\$2,118,000	\$2,245,000	\$2,712,000	\$3,673,000	\$4,140,000	\$4,366,000	
120																

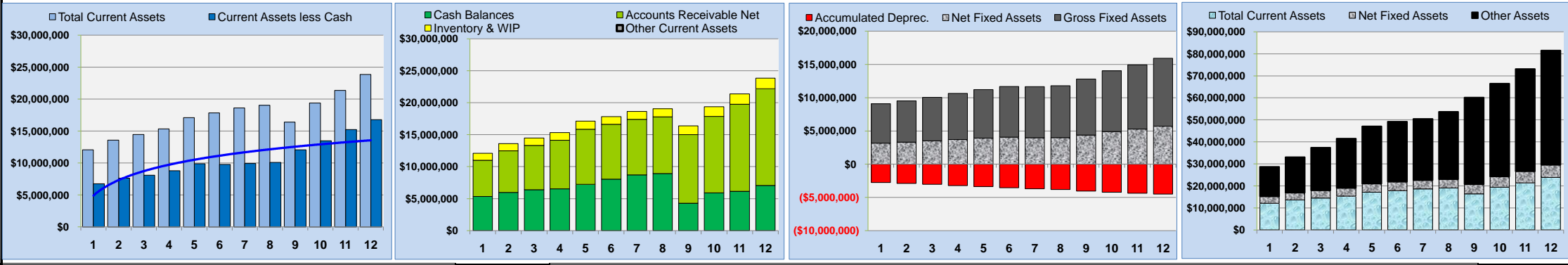


		1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	AVERAGES
122	CASH FLOW STATEMENT													
129	AR cash flow (increase) / decrease +	(\$5,664,000)	(\$845,000)	(\$424,000)	(\$672,000)	(\$1,001,000)	\$31,000	(\$126,000)	(\$128,000)	(\$1,862,000)	(\$1,271,000)	(\$1,649,000)	(\$1,508,000)	
135	Inventory cash flow (increase) / decrease +	(\$1,079,000)	(\$35,000)	(\$25,000)	(\$59,000)	(\$74,000)	\$64,000	(\$13,000)	(\$46,000)	(\$119,000)	(\$119,000)	(\$108,000)	(\$43,000)	
139	Other Current Assets cash flow (inc) / dec+	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
143	Fixed Assets cash flow (inc) / dec+	(\$5,923,000)	(\$285,000)	(\$333,000)	(\$395,000)	(\$356,000)	(\$322,000)	(\$64,000)	(\$127,000)	(\$622,000)	(\$706,000)	(\$522,000)	(\$557,000)	
147	Other Assets cash flow (inc) / dec+	(\$3,500,000)	(\$2,726,000)	(\$3,238,000)	(\$3,051,000)	(\$3,572,000)	(\$1,277,000)	(\$545,000)	(\$2,804,000)	(\$8,744,000)	(\$2,805,000)	(\$4,278,000)	(\$5,487,000)	
151	Accounts Payable cash flow inc. / (dec)	\$4,232,000	\$461,000	\$1,024,000	\$734,000	\$1,327,000	\$281,000	(\$171,000)	\$452,000	(\$2,695,000)	\$384,000	\$1,750,000	(\$55,000)	
155	Other Payables cash flow inc / (dec)	\$7,033,000	\$1,417,000	\$360,000	\$293,000	\$1,204,000	\$505,000	\$369,000	\$628,000	\$6,123,000	\$2,771,000	\$1,605,000	\$2,084,000	
159	Line of Credit cash flow inc / (dec)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
163	Long Term Debt cash flow inc / (dec)	\$3,651,000	\$421,000	\$741,000	\$635,000	\$736,000	\$598,000	\$403,000	\$199,000	\$8,341,000	\$464,000	\$809,000	\$3,561,000	
167	Equity cash flow inc / (dec)	\$5,474,000	\$983,000	\$1,128,000	\$1,330,000	\$1,100,000	(\$164,000)	(\$312,000)	\$772,000	(\$6,641,000)	\$717,000	\$479,000	\$832,000	
166	INCOME STATEMENT CASH FLOW: CFO	\$1,109,000	\$1,244,000	\$1,198,000	\$1,320,000	\$1,338,000	\$1,087,000	\$1,121,000	\$1,294,000	\$1,579,000	\$2,168,000	\$2,144,000	\$2,105,000	
169	OPERATING CASH FLOW: CFO	\$4,522,000	\$998,000	\$935,000	\$296,000	\$1,456,000	\$881,000	\$59,000	\$906,000	\$1,447,000	\$1,765,000	\$1,598,000	\$478,000	
170	INVESTING CASH FLOW: CFI	(\$9,423,000)	(\$3,011,000)	(\$3,571,000)	(\$3,446,000)	(\$3,928,000)	(\$1,599,000)	(\$609,000)	(\$2,931,000)	(\$9,366,000)	(\$3,511,000)	(\$4,800,000)	(\$6,044,000)	
171	DEBT FINANCING CASH FLOW: CFF	\$3,651,000	\$421,000	\$741,000	\$635,000	\$736,000	\$598,000	\$403,000	\$199,000	\$8,341,000	\$464,000	\$809,000	\$3,561,000	
172	EQUITY FINANCING CASH FLOW: CFF	\$5,474,000	\$983,000	\$1,128,000	\$1,330,000	\$1,100,000	(\$164,000)	(\$312,000)	\$772,000	(\$6,641,000)	\$717,000	\$479,000	\$832,000	
173		\$4,522,000	\$5,520,000	\$6,455,000	\$6,751,000	\$8,207,000	\$9,088,000	\$9,147,000	\$10,053,000	\$11,500,000	\$13,265,000	\$14,863,000	\$15,341,000	
174	TOTAL COMPREHENSIVE CASH FLOW:	\$5,333,000	\$635,000	\$431,000	\$135,000	\$702,000	\$803,000	\$662,000	\$240,000	(\$4,640,000)	\$1,603,000	\$230,000	\$932,000	
175		\$5,333,000	\$5,968,000	\$6,399,000	\$6,534,000	\$7,236,000	\$8,039,000	\$8,701,000	\$8,941,000	\$4,301,000	\$5,904,000	\$6,134,000	\$7,066,000	
176	CASH BALANCE CHANGE:	\$5,333,000	\$635,000	\$431,000	\$135,000	\$702,000	\$803,000	\$662,000	\$240,000	(\$4,640,000)	\$1,603,000	\$230,000	\$932,000	
177	COMPREHENSIVE CASH FLOW minus CASH CHANGE	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
178	Cumulative	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
179	PLUG FACTOR to BALANCE for "ERRORS"	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	



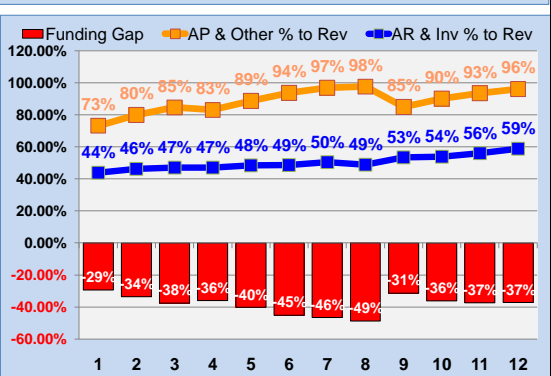
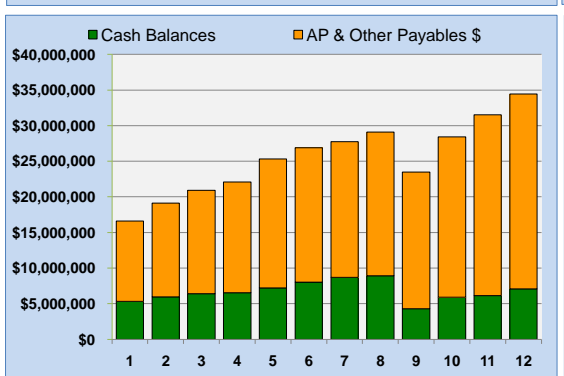
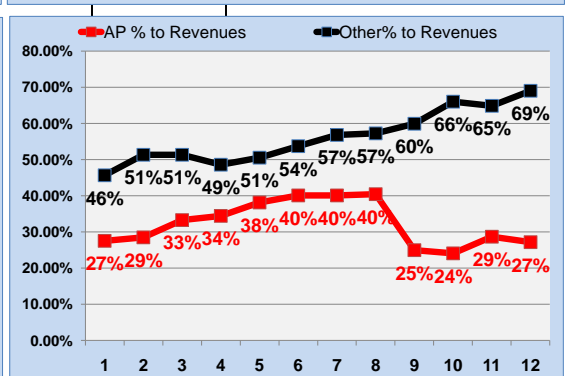
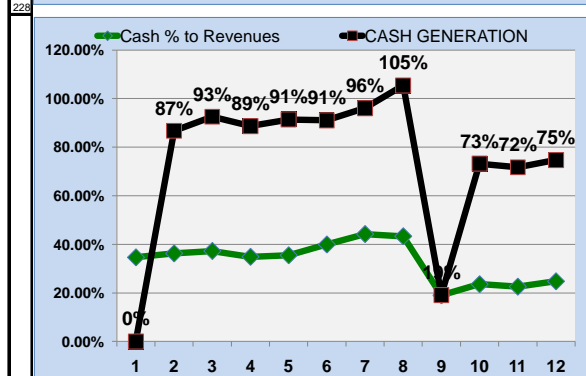
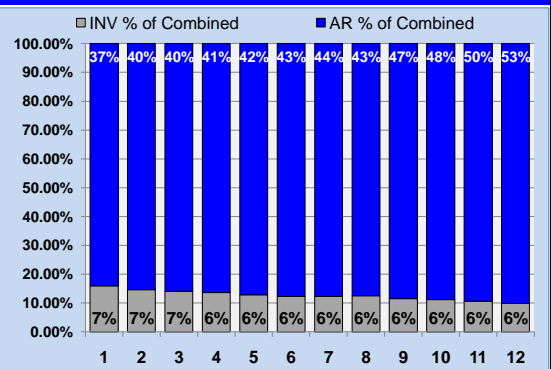
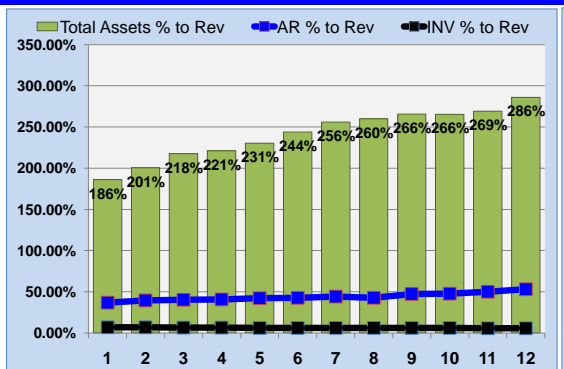
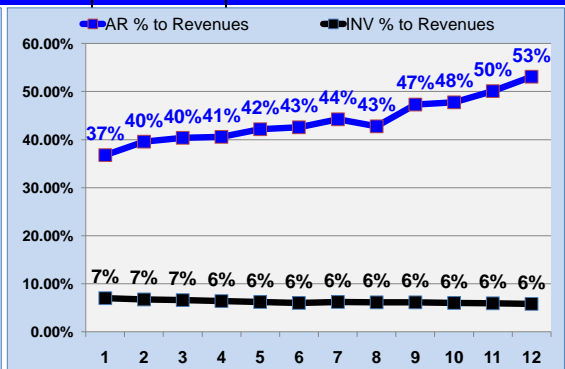
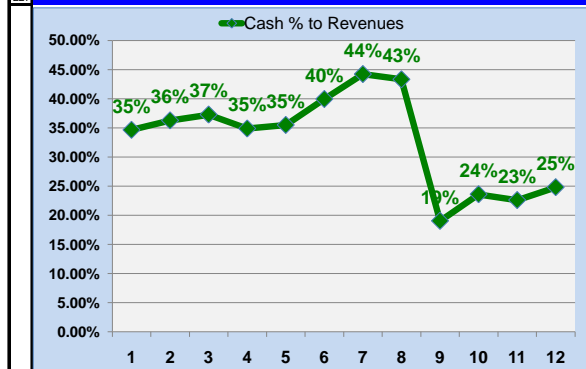
BALANCE SHEET STATEMENT **1996** **1997** **1998** **1999** **2000** **2001** **2002** **2003** **2004** **2005** **2006** **2007** **AVERAGES**

ASSETS			1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	AVERAGES
Cash and Cash Equivalent Securities		0.00%	\$5,333,000	\$5,968,000	\$6,399,000	\$6,534,000	\$7,236,000	\$8,039,000	\$8,701,000	\$8,941,000	\$4,301,000	\$5,904,000	\$6,134,000	\$7,066,000	
Accounts Receivable - Net		0.00%	\$5,664,000	\$6,509,000	\$6,933,000	\$7,605,000	\$8,606,000	\$8,575,000	\$8,701,000	\$8,829,000	\$10,691,000	\$11,962,000	\$13,611,000	\$15,119,000	
Inventory and Work in Process		0.00%	\$1,079,000	\$1,114,000	\$1,139,000	\$1,198,000	\$1,272,000	\$1,208,000	\$1,221,000	\$1,267,000	\$1,386,000	\$1,505,000	\$1,613,000	\$1,656,000	
All other assets - category 1		0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
All other assets - category 2		0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Current Assets			\$12,076,000	\$13,591,000	\$14,471,000	\$15,337,000	\$17,114,000	\$17,822,000	\$18,623,000	\$19,037,000	\$16,378,000	\$19,371,000	\$21,358,000	\$23,841,000	
Accounts Receivable - Net and Inventory			\$6,743,000	\$7,623,000	\$8,072,000	\$8,803,000	\$9,878,000	\$9,783,000	\$9,922,000	\$10,096,000	\$12,077,000	\$13,467,000	\$15,224,000	\$16,775,000	
Accounts Payable and Other Payables			\$11,265,000	\$13,143,000	\$14,527,000	\$15,554,000	\$18,085,000	\$18,871,000	\$19,069,000	\$20,149,000	\$19,179,000	\$22,540,000	\$25,378,000	\$27,381,000	
NET FUNDING GAP of WORKING CAPITAL			(\$4,522,000)	(\$5,520,000)	(\$6,455,000)	(\$6,751,000)	(\$8,207,000)	(\$9,088,000)	(\$9,147,000)	(\$10,053,000)	(\$7,102,000)	(\$9,073,000)	(\$10,154,000)	(\$10,606,000)	
Furniture & Fixtures		0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Plant & Equipment		0.00%	\$5,923,000	\$6,208,000	\$6,541,000	\$6,936,000	\$7,292,000	\$7,614,000	\$7,678,000	\$7,805,000	\$8,427,000	\$9,133,000	\$9,655,000	\$10,212,000	
Leasehold Improvements		0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Office Equipment		0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Gross Fixed Assets			\$5,923,000	\$6,208,000	\$6,541,000	\$6,936,000	\$7,292,000	\$7,614,000	\$7,678,000	\$7,805,000	\$8,427,000	\$9,133,000	\$9,655,000	\$10,212,000	
(Accumulated Depreciation)			(\$2,760,000)	(\$2,898,000)	(\$3,032,000)	(\$3,227,000)	(\$3,369,000)	(\$3,549,000)	(\$3,699,000)	(\$3,813,000)	(\$4,047,000)	(\$4,224,000)	(\$4,375,000)	(\$4,497,000)	
Total Net Fixed Assets			\$3,163,000	\$3,310,000	\$3,509,000	\$3,709,000	\$4,065,000	\$4,065,000	\$3,979,000	\$3,992,000	\$4,380,000	\$4,909,000	\$5,280,000	\$5,715,000	
Checksum			(\$2,760,000)	(\$138,000)	(\$134,000)	(\$195,000)	(\$142,000)	(\$180,000)	(\$150,000)	(\$114,000)	(\$234,000)	(\$177,000)	(\$151,000)	(\$122,000)	
Other Assets - Deposits		fixed	\$13,403,000	\$16,129,000	\$19,367,000	\$22,418,000	\$25,990,000	\$27,267,000	\$27,812,000	\$30,616,000	\$39,360,000	\$42,165,000	\$46,443,000	\$51,930,000	
			36.8%	39.5%	40.4%	40.6%	42.2%	42.6%	44.2%	42.8%	47.3%	47.8%	50.1%	53.1%	
Total Assets			\$28,642,000	\$33,030,000	\$37,347,000	\$41,464,000	\$47,027,000	\$49,154,000	\$50,414,000	\$53,645,000	\$60,118,000	\$66,445,000	\$73,081,000	\$81,486,000	



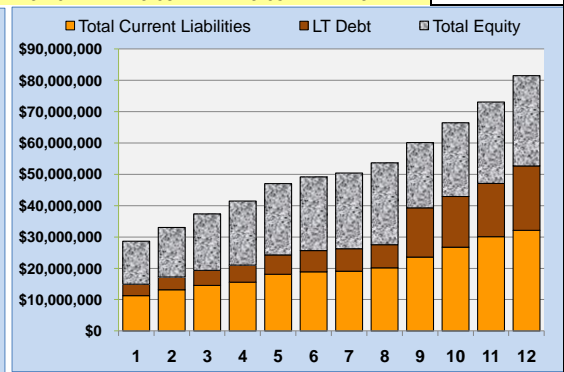
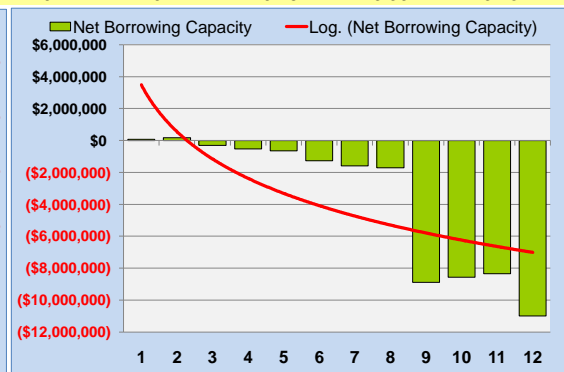
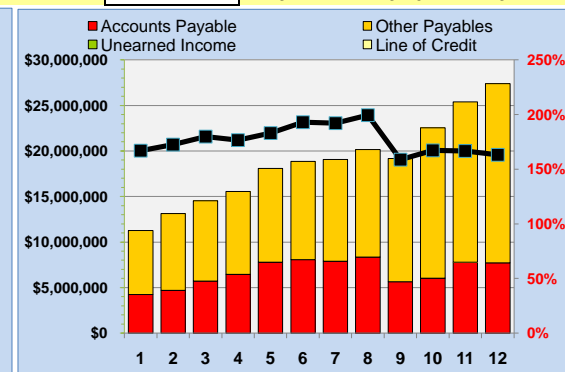
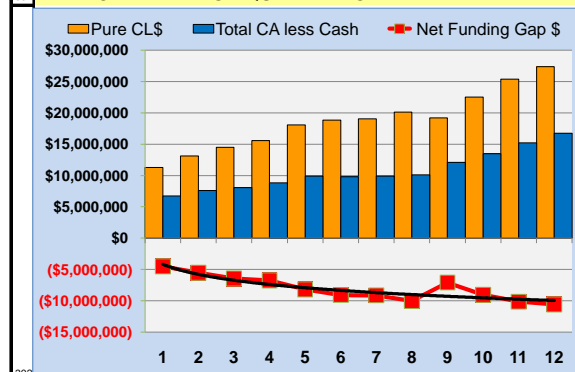
Balance Sheet Assets as a Percentage of Annual Revenues			1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	AVERAGES
Cash Balances			34.65%	36.26%	37.27%	34.87%	35.48%	39.93%	44.21%	43.31%	19.03%	23.59%	22.59%	24.81%	
Accounts Receivable - Net		0.00%	36.80%	39.55%	40.38%	40.59%	42.20%	42.59%	44.21%	42.77%	47.30%	47.80%	50.13%	53.08%	
Inventory and Work in Process		0.00%	7.01%	6.77%	6.63%	6.39%	6.24%	6.00%	6.20%	6.14%	6.13%	6.01%	5.94%	5.81%	
All other assets - category 1			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
All other assets - category 2			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	

	D	E	F	G	H	I	J	K	L	M	N	O
Total Current Assets	78.45%	82.58%	84.28%	81.85%	83.92%	88.53%	94.63%	92.21%	72.46%	77.40%	78.66%	83.70%
	43.81%	46.32%	47.01%	46.98%	48.44%	48.59%	50.42%	48.90%	53.43%	53.81%	56.07%	58.89%
Furniture & Fixtures	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Plant & Equipment	38.48%	37.72%	38.10%	37.02%	35.76%	37.82%	39.02%	37.81%	37.28%	36.49%	35.56%	35.85%
Leasehold Improvements	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Office Equipment	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Gross Fixed Assets	38.48%	37.72%	38.10%	37.02%	35.76%	37.82%	39.02%	37.81%	37.28%	36.49%	35.56%	35.85%
(Accumulated Depreciation)	-17.93%	-17.61%	-17.66%	-17.22%	-16.52%	-17.63%	-18.80%	-18.47%	-17.90%	-16.88%	-16.11%	-15.79%
Total Net Fixed Assets	20.55%	20.11%	20.44%	19.79%	19.24%	20.19%	20.22%	19.34%	19.38%	19.62%	19.45%	20.06%
Other Assets - Deposits	87.07%	98.00%	112.80%	119.64%	127.45%	135.44%	141.33%	148.30%	174.13%	168.48%	171.05%	182.31%
Total Assets	186.07%	200.69%	217.51%	221.28%	230.60%	244.16%	256.18%	259.84%	265.96%	265.50%	269.16%	286.08%



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
231	Balance Sheet Liabilities as a Percentage of Annual Revenues			1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	AVERAGE
232	Accounts Payable	0.00%		27.49%	28.52%	33.30%	34.43%	38.14%	40.03%	40.08%	40.40%	24.97%	24.09%	28.65%	27.12%	
233	Other payables	0.00%		45.69%	51.34%	51.31%	48.58%	50.54%	53.71%	56.82%	57.20%	59.87%	65.98%	64.82%	69.01%	
234	Other specific payables			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	19.46%	16.75%	17.34%	16.62%	
235	Unearned Income			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
236	Accrued Taxes Payable on Net Income			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
237	LINE OF CREDIT			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
238	Current Portion of LT Debt			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
239	Total Current Liabilities			73.18%	79.86%	84.61%	83.01%	88.68%	93.74%	96.90%	97.60%	104.30%	106.82%	110.81%	112.75%	
240			AP & Other %	73.18%	79.86%	84.61%	83.01%	88.68%	93.74%	96.90%	97.60%	84.85%	90.07%	93.47%	96.13%	
241				-29.38%	-33.54%	-37.59%	-36.03%	-40.24%	-45.14%	-46.48%	-48.69%	-31.42%	-36.25%	-37.40%	-37.23%	
242																
243	Long-term Debt			23.72%	24.74%	28.03%	29.07%	30.32%	33.69%	36.51%	35.77%	69.57%	64.69%	62.60%	72.18%	
244	Shareholder Loan			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
245	Other LT DEBT			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
246	Less Current Portion of Long-term Debt			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
247	Total Long-Term Liabilities			23.72%	24.74%	28.03%	29.07%	30.32%	33.69%	36.51%	35.77%	69.57%	64.69%	62.60%	72.18%	
248																
249	Total Liabilities			96.90%	104.60%	112.64%	112.08%	119.01%	127.42%	133.41%	133.36%	173.87%	171.51%	173.41%	184.93%	
250																
251	Common Stock			6.50%	6.08%	5.82%	5.34%	4.90%	4.97%	5.08%	4.84%	4.42%	4.00%	3.68%	3.51%	
252	Adjusting Amounts to Balance Monthly			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
253	Cumulative Adjusting Amounts to Balance			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
254	Retained earnings - beginning			79.66%	86.69%	96.29%	100.97%	104.14%	110.43%	116.39%	119.58%	84.73%	84.71%	87.54%	93.51%	
255	Net income (loss)			4.13%	4.44%	3.82%	3.93%	3.55%	2.17%	2.08%	2.92%	3.93%	6.54%	5.82%	5.29%	
256	Quarterly Tax Payments - Actual Paid			-1.11%	-1.12%	-1.06%	-1.03%	-1.00%	-0.83%	-0.78%	-0.86%	-0.99%	-1.25%	-1.30%	-1.16%	
257	Dividends or other distributions			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
258	Retained earnings - ending			82.67%	90.02%	99.05%	103.86%	106.69%	111.77%	117.69%	121.64%	87.67%	90.00%	92.06%	97.64%	
259	Treasury Stock			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
260	Other Equity - Preferred Stock, Etc.			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
261	Total Equity or Net Worth (Book Value Basis)			89.17%	96.09%	104.87%	109.20%	111.60%	116.73%	122.77%	126.48%	92.09%	94.00%	95.74%	101.15%	
262																
263	Total Liabilities and Equity			186.07%	200.69%	217.51%	221.28%	230.60%	244.16%	256.18%	259.84%	265.96%	265.50%	269.16%	286.08%	
264				1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	
265																

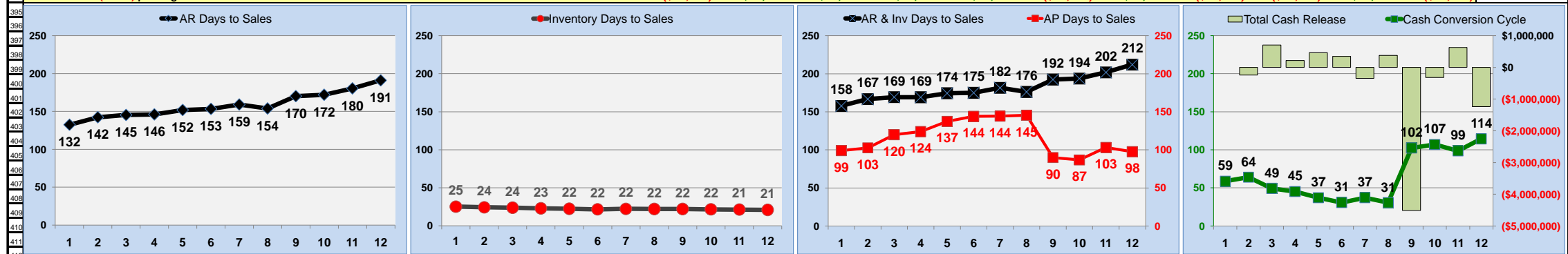
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
266	LIABILITIES			\$11,265,000	\$13,143,000	\$14,527,000	\$15,554,000	\$18,085,000	\$18,871,000	\$19,069,000	\$20,149,000	\$19,179,000	\$22,540,000	\$25,378,000	\$27,381,000	
267	Accounts Payable	0.00%		\$4,232,000	\$4,693,000	\$5,717,000	\$6,451,000	\$7,778,000	\$8,059,000	\$7,888,000	\$8,340,000	\$5,645,000	\$6,029,000	\$7,779,000	\$7,724,000	
268	Other payables	0.00%		\$7,033,000	\$8,450,000	\$8,810,000	\$9,103,000	\$10,307,000	\$10,812,000	\$11,181,000	\$11,809,000	\$13,534,000	\$16,511,000	\$17,599,000	\$19,657,000	
269	Other specific payables	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,398,000	\$4,192,000	\$4,709,000	\$4,735,000	
270	Unearned Income	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
271	Accrued Taxes Payable on Net Income	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
272	LINE OF CREDIT	VARIOUS		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
273	Current Portion of LT Debt	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
274	Total Current Liabilities			\$11,265,000	\$13,143,000	\$14,527,000	\$15,554,000	\$18,085,000	\$18,871,000	\$19,069,000	\$20,149,000	\$23,577,000	\$26,732,000	\$30,087,000	\$32,116,000	
275	Funding Gap Percentage			167.06%	172.41%	179.97%	176.69%	183.08%	192.90%	192.19%	199.57%	158.81%	167.37%	166.70%	163.23%	
276	Long-term Debt	0.00%		\$3,651,000	\$4,072,000	\$4,813,000	\$5,448,000	\$6,184,000	\$6,782,000	\$7,185,000	\$7,384,000	\$15,725,000	\$16,189,000	\$16,998,000	\$20,559,000	
277	Shareholder Loan	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
278	Other LT DEBT	0.00%		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
279	Less Current Portion of Long-term Debt			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
280	Total Long-Term Liabilities			\$3,651,000	\$4,072,000	\$4,813,000	\$5,448,000	\$6,184,000	\$6,782,000	\$7,185,000	\$7,384,000	\$15,725,000	\$16,189,000	\$16,998,000	\$20,559,000	
281																
282	Total Liabilities			\$14,916,000	\$17,215,000	\$19,340,000	\$21,002,000	\$24,269,000	\$25,653,000	\$26,254,000	\$27,533,000	\$39,302,000	\$42,921,000	\$47,085,000	\$52,675,000	
283	MAXIMUM BORROWING CAPACITY (60%/30%)			\$3,722,100	\$4,239,600	\$4,501,500	\$4,922,400	\$5,545,200	\$5,507,400	\$5,586,900	\$5,677,500	\$6,830,400	\$7,628,700	\$8,650,500	\$9,568,200	
284	NET BORROWING CAPACITY REMAINING			\$71,100	\$167,600	(\$311,500)	(\$525,600)	(\$638,800)	(\$1,274,600)	(\$1,598,100)	(\$1,706,500)	(\$8,894,600)	(\$8,560,300)	(\$8,347,500)	(\$10,990,800)	
285																
286	Common Stock			\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	
287	Adjusting Amounts to Balance Monthly			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
288	Cumulative Adjusting Amounts to Balance			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
289	Retained earnings - beginning			\$12,262,000	\$14,268,000	\$16,533,000	\$18,919,000	\$21,238,000	\$22,231,000	\$22,904,000	\$24,688,000	\$19,152,000	\$21,199,000	\$23,769,000	\$26,636,000	
290	Net income (loss)			\$635,000	\$731,000	\$656,000	\$736,000	\$724,000	\$437,000	\$410,000	\$602,000	\$888,000	\$1,637,000	\$1,580,000	\$1,506,000	
291	Quarterly Tax Payments - Actual Paid			(\$171,000)	(\$184,000)	(\$182,000)	(\$193,000)	(\$204,000)	(\$167,000)	(\$154,000)	(\$178,000)	(\$224,000)	(\$312,000)	(\$353,000)	(\$331,000)	
292	Dividends or other distributions			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
293	Retained earnings - ending			\$12,726,000	\$14,815,000	\$17,007,000	\$19,462,000	\$21,758,000	\$22,501,000	\$23,160,000	\$25,112,000	\$19,816,000	\$22,524,000	\$24,996,000	\$27,811,000	
294	Treasury Stock			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
295	Other Equity - Preferred Stock, Etc.			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
296	Total Equity or Net Worth (Book Value Basis)	check		\$13,726,000	\$15,815,000	\$18,007,000	\$20,462,000	\$22,758,000	\$23,501,000	\$24,160,000	\$26,112,000	\$20,816,000	\$23,524,000	\$25,996,000	\$28,811,000	
297				48%	48%	48%	49%	48%	48%	48%	49%	35%	35%	36%	35%	
298	Total Liabilities and Equity	check		\$28,642,000	\$33,030,000	\$37,347,000	\$41,464,000	\$47,027,000	\$49,154,000	\$50,414,000	\$53,645,000	\$60,118,000	\$66,445,000	\$73,081,000	\$81,486,000	
299				\$28,642,000	\$33,030,000	\$37,347,000	\$41,464,000	\$47,027,000	\$49,154,000	\$50,414,000	\$53,645,000	\$60,118,000	\$66,445,000	\$73,081,000	\$81,486,000	
300		Checksum		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
301	FINANCED DEBT TO EQUITY RATIO			0.27	0.26	0.27	0.27	0.27	0.29	0.30	0.28	0.76	0.69	0.65	0.71	



			1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
GROSS EXTERNAL FINANCING NEED (using current assets and current liabilities)														
REVENUES			15,393,000	16,458,000	17,170,000	18,738,000	20,393,000	20,132,000	19,679,000	20,645,000	22,604,000	25,026,000	27,152,000	28,484,000
CURRENT ASSETS TO REVENUES			78.45%	82.58%	84.28%	81.85%	83.92%	88.53%	94.63%	92.21%	72.46%	77.40%	78.66%	83.70%
CURRENT LIABILITIES TO REVENUES			73.18%	79.86%	84.61%	83.01%	88.68%	93.74%	96.90%	97.60%	104.30%	106.82%	110.81%	112.75%
CHANGE IN REVENUES			15,393,000	1,065,000	712,000	1,568,000	1,655,000	(261,000)	(453,000)	966,000	1,959,000	2,422,000	2,126,000	1,332,000
PROFIT MARGIN			4.13%	4.44%	3.82%	3.93%	3.55%	2.17%	2.08%	2.92%	3.93%	6.54%	5.82%	5.29%
RETAINED EARNINGS/NET INCOME			365.00%	381.90%	462.45%	452.12%	441.54%	275.19%	257.42%	460.38%	-797.59%	204.38%	201.47%	239.57%
EFN \$ AMOUNT:(EXCESS)			(1,506,750)	(151,661)	(128,121)	(296,612)	(338,234)	29,190	34,562	(181,711)	(10,088)	(1,036,183)	(932,723)	(555,685)
ADJ. WORKING CAP EXTERNAL FINANCING NEED (using ARs plus inventory & APs & other payables)														
REVENUES			15,393,000	16,458,000	17,170,000	18,738,000	20,393,000	20,132,000	19,679,000	20,645,000	22,604,000	25,026,000	27,152,000	28,484,000
ACCOUNTS RECEIVABLE PLUS INVENTORY TO REVENUES			43.81%	46.32%	47.01%	46.98%	48.44%	48.59%	50.42%	48.90%	53.43%	53.81%	56.07%	58.89%
ACCOUNTS PAYABLE TO REVENUES			27.49%	28.52%	33.30%	34.43%	38.14%	40.03%	40.08%	40.40%	24.97%	24.09%	28.65%	27.12%
OTHER PAYABLES (in Current Liabilities) to REVENUES			45.69%	51.34%	51.31%	48.58%	50.54%	53.71%	56.82%	57.20%	59.87%	65.98%	64.82%	69.01%
CHANGE IN REVENUES			15,393,000	1,065,000	712,000	1,568,000	1,655,000	(261,000)	(453,000)	966,000	1,959,000	2,422,000	2,126,000	1,332,000
PROFIT MARGIN			4.13%	4.44%	3.82%	3.93%	3.55%	2.17%	2.08%	2.92%	3.93%	6.54%	5.82%	5.29%
RETAINED EARNINGS/NET INCOME			365.00%	381.90%	462.45%	452.12%	441.54%	275.19%	257.42%	460.38%	-797.59%	204.38%	201.47%	239.57%
EFN \$ AMOUNT:(EXCESS)			(6,839,750)	(537,851)	(393,472)	(843,378)	(925,474)	133,411	234,854	(600,070)	(1,681)	(1,201,870)	(1,044,300)	(664,690)
CASH and LINE OF CREDIT NEED														
CASH BALANCE	AVERAGE	\$6,713,000	5,333,000	5,968,000	6,399,000	6,534,000	7,236,000	8,039,000	8,701,000	8,941,000	4,301,000	5,904,000	6,134,000	7,066,000
CASH BURN RATE in DAYS	AVERAGE	337	298	318	325	315	325	340	362	353	316	351	359	384
NEEDED LINE of CREDIT (assuming no cash)	AVERAGE	\$2,289,421		138,302	(678,654)	(975,587)	(1,096,738)	521,441	978,570	(1,015,472)	13,514,602	4,092,343	4,261,822	5,443,009
NEEDED LINE of CREDIT (including other payables)	AVERAGE	(\$10,235,397)		(8,311,698)	(9,488,654)	(10,078,587)	(11,403,738)	(10,290,559)	(10,202,430)	(12,824,472)	(19,398)	(12,418,657)	(13,337,178)	(14,213,991)
CASH minus NEEDED ADJUSTED LINE of CREDIT	AVERAGE	\$17,073,851		14,279,698	15,887,654	16,612,587	18,639,738	18,329,559	18,903,430	21,765,472	4,320,398	18,322,657	19,471,178	21,279,991
ACTUAL CURRENT LINE of CREDIT	AVERAGE	\$0		0	0	0	0	0	0	0	0	0	0	0
ANNUAL EXCESS or SHORTFALL CASH BALANCE	AVERAGE	\$17,073,851		14,279,698	15,887,654	16,612,587	18,639,738	18,329,559	18,903,430	21,765,472	4,320,398	18,322,657	19,471,178	21,279,991
ANNUAL net change in EXCESS or SHORTFALL					1,607,956	724,933	2,027,151	(310,179)	573,870	2,862,042	(17,445,074)	14,002,260	1,148,521	1,808,813
MAXIMUM POTENTIAL LINE OF CREDIT (60% AR & 30% INV)	AVERAGE	\$6,031,700	3,722,100	4,239,600	4,501,500	4,922,400	5,545,200	5,507,400	5,586,900	5,677,500	6,830,400	7,628,700	8,650,500	9,568,200
CURRENT TOTAL LIABILITIES OUTSTANDING	AVERAGE	\$9,582,500	3,651,000	4,072,000	4,813,000	5,448,000	6,184,000	6,782,000	7,185,000	7,384,000	15,725,000	16,189,000	16,998,000	20,559,000
BORROWING AVAILABILITY or OVER-BORROWED	AVERAGE	(\$3,550,800)	71,100	167,600	(311,500)	(525,600)	(638,800)	(1,274,600)	(1,598,100)	(1,706,500)	(8,894,600)	(8,560,300)	(8,347,500)	(10,990,800)
ANNUAL EBITDA TO % BEARING DEBT MULTIPLE	AVERAGE	3.27	1.90	1.90	2.19	2.29	2.38	2.93	3.39	3.29	5.80	4.41	4.11	4.71
RETURN ON TOTAL ASSETS (ROA)	AVERAGE	3.49%	4.34%	4.28%	3.80%	3.72%	3.68%	2.82%	2.24%	2.33%	2.71%	3.99%	4.09%	3.87%
ROA adjusted for FINANCIAL EFFICIENCY	AVERAGE	5.14%	6.78%	6.18%	5.89%	5.84%	4.76%	4.05%	4.30%	2.90%	5.28%	5.41%	5.14%	
WEIGHTED COST OF CAPITAL (with equity @ 15%)	AVERAGE	8.39%	9.31%	9.25%	9.28%	9.34%	9.40%	9.11%	8.62%	8.51%	6.43%	6.84%	7.27%	7.32%
RETURN ON EQUITY (ROE)	AVERAGE	48.06%	55.52%	55.47%	43.72%	43.16%	38.18%	22.31%	20.36%	27.67%	51.19%	83.51%	72.93%	62.73%
VALUATION COMPONENTS														
YEAR END PRIME RATE			8.25%	8.50%	7.75%	8.50%	9.50%	4.85%	4.25%	4.00%	5.15%	7.25%	8.25%	7.25%
AFTER TAX PRIME RATE			6.52%	6.72%	6.12%	6.72%	7.51%	3.83%	3.36%	3.16%	4.07%	5.73%	6.52%	5.73%
MINIMUM REQUIRED EQUITY RETURN			12.10%	11.85%	11.50%	11.00%	10.00%	11.65%	11.85%	12.65%	12.60%	13.20%	11.95%	12.00%
WEIGHTED COST OF CAPITAL (50/50 use of debt and equity)			9.31%	9.28%	8.81%	8.86%	8.75%	7.74%	7.60%	7.91%	8.33%	9.46%	9.23%	8.86%
AVERAGE ROA minus WEIGHTED COST OF CAPITAL			-4.97%	-4.97%	-5.48%	-5.63%	-5.72%	-6.28%	-6.38%	-6.18%	-3.72%	-2.85%	-3.17%	-3.46%
CAPITALIZATION of NET INCOME (after tax) with 6.5% GROWTH			22,607,922	26,271,339	28,382,910	31,219,512	32,142,064	35,220,633	37,146,093	42,846,975	48,412,158	55,234,078	57,796,068	63,712,322
DEBT FREE CAPITALIZED VALUE less ACTUAL TOTAL LIABILITIES (implied Equity)			7,691,922	9,056,339	9,042,910	10,217,512	7,873,064	9,567,633	10,892,093	15,313,975	9,110,158	12,313,078	10,711,068	11,037,322
ACTUAL BOOK EQUITY			\$13,726,000	\$15,815,000	\$18,007,000	\$20,462,000	\$22,758,000	\$23,501,000	\$24,160,000	\$26,112,000	\$20,816,000	\$23,524,000	\$25,996,000	\$28,811,000
ACTUAL MARKET VALUE OF EQUITY - (Wilshire 5000)			\$7,198,000	\$9,298,000	\$11,318,000	\$13,813,000	\$12,176,000	\$10,819,000	\$8,343,000	\$10,500,000	\$11,988,000	\$12,518,000	\$14,258,000	\$14,911,000
MV EQUITY to IMPLIED EQUITY VALUE			0.94	1.03	1.25	1.35	1.55	1.13	0.77	0.69	1.32	1.02	1.33	1.35
DEBT FREE MARKET VALUE YIELD			5.63%	5.31%	4.65%	4.42%	4.77%	3.91%	3.37%	3.32%	3.16%	4.61%	4.79%	4.58%
DEBT FREE MARKET VALUE P/E			17.75	18.84	21.50	22.62	20.97	25.55	29.65	30.13	31.65	21.69	20.87	21.81
EQUITY MARKET VALUE YIELD			8.85%	7.77%	5.85%	5.31%	6.02%	4.41%	5.34%	5.87%	7.33%	12.30%	10.71%	9.73%
EQUITY MARKET VALUE P/E			11.30	12.86	17.10	18.82	16.61	22.67	18.72	17.04	13.65	8.13	9.34	10.27

		1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
ALTMAN Z FINANCIAL HEALTH SCORE													
WORKING CAPITAL / TOTAL ASSETS (x 6.56)		2.8%	1.4%	-0.1%	-0.5%	-2.1%	-2.1%	-0.9%	-2.1%	-12.0%	-11.1%	-11.9%	-10.2%
ENDING RETAINED EARNINGS / TOTAL ASSETS (x 3.26)		0.19	0.09	(0.01)	(0.03)	(0.14)	(0.14)	(0.06)	(0.14)	(0.79)	(0.73)	(0.78)	(0.67)
EARNINGS PRE - % EXP & INC TAX / TOTAL ASSETS (x 6.72)		44.4%	44.9%	45.5%	46.9%	46.3%	45.8%	45.9%	46.8%	33.0%	33.9%	34.2%	34.1%
NET WORTH / TOTAL LIABILITIES (x 1.05)		1.45	1.46	1.48	1.53	1.51	1.49	1.50	1.53	1.07	1.11	1.12	1.11
		5.5%	5.4%	4.8%	4.7%	4.7%	3.7%	2.9%	3.0%	3.4%	4.9%	5.1%	4.8%
		0.37	0.36	0.32	0.32	0.31	0.25	0.20	0.20	0.23	0.33	0.34	0.32
		92.0%	91.9%	93.1%	97.4%	93.8%	91.6%	92.0%	94.8%	53.0%	54.8%	55.2%	54.7%
		0.97	0.96	0.98	1.02	0.98	0.96	0.97	1.00	0.56	0.58	0.58	0.57
ALTMAN Z SCORE		2.97	2.88	2.78	2.83	2.67	2.56	2.60	2.59	1.07	1.28	1.25	1.34

NET TRADE CYCLE ANNUAL NON-AVERAGED		CURRENT TERMS of SALE												
		1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	
NUMBER OF DAYS TIED UP IN ACCOUNTS RECEIVABLE	YTD AVERAGE													
	AVERAGE	158	132	142	145	146	152	153	159	154	170	172	180	191
CASH RELEASE or USE from ACCOUNTS RECEIVABLE	AVERAGE	(\$335,042)	\$1,101,067	(\$453,123)	(\$142,410)	(\$38,864)	(\$329,302)	(\$79,144)	(\$318,950)	\$299,113	(\$1,024,218)	(\$125,468)	(\$632,808)	(\$840,283)
NUMBER OF DAYS TIED UP IN INVENTORIES	YTD AVERAGE													
	AVERAGE	23	25	24	24	23	22	22	22	22	22	22	21	21
CASH RELEASE or USE from INVENTORIES	AVERAGE	\$22,533		\$39,653	\$23,193	\$45,016	\$31,811	\$47,720	(\$40,182)	\$13,936	\$1,225	\$29,509	\$19,852	\$36,129
LESS: NUMBER OF DAYS TIED UP IN ACCOUNTS PAYABLE	YTD AVERAGE													
	AVERAGE	116	99	103	120	124	137	144	144	145	90	87	103	98
CASH RELEASE or USE from ACCOUNTS PAYABLE	AVERAGE	(\$44,730)	(\$734,898)	\$168,199	\$820,973	\$211,912	\$757,227	\$380,547	\$10,340	\$64,795	(\$3,486,381)	(\$220,857)	\$1,237,827	(\$436,616)
NET TRADE CYCLE DAYS	YTD AVERAGE	65	59	64	49	45	37	31	37	31	102	107	99	114
CAPITAL CASH NEEDS FOR FULL NET TRADE CYCLE		\$27,961,118	\$32,502,384	\$26,288,219	\$26,235,758	\$23,546,609	\$19,570,980	\$23,017,616	\$19,751,236	\$71,792,320	\$81,523,761	\$82,285,457	\$100,585,450	
DAILY OPERATIONAL EXPENSE CASH NEEDS		\$476,133	\$507,133	\$532,400	\$580,600	\$635,167	\$634,833	\$618,600	\$645,033	\$700,833	\$761,933	\$833,600	\$879,300	
NET CASH RELEASE or USE from TRADE CYCLE			(\$245,271)	\$701,757	\$218,063	\$459,736	\$349,123	(\$348,793)	\$377,845	(\$4,509,374)	(\$316,816)	\$624,870	(\$1,240,769)	
CASH GAIN or (LOSS) per Chg in NET TRADE DAYS			(\$45,717)	\$47,694	\$52,050	\$56,647	\$55,922	(\$54,664)	\$57,347	(\$62,789)	(\$69,517)	\$75,422	(\$79,122)	



SUSTAINABLE REVENUE GROWTH		1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	
PROFIT MARGIN TO REVENUES	AVERAGE	4.04%	4.13%	4.44%	3.82%	3.93%	3.55%	2.17%	2.08%	2.92%	3.93%	6.54%	5.29%	
RETENTION RATIO - CURRENT RETAINED to NET INC.	AVERAGE	234.44%	365.00%	381.90%	462.45%	452.12%	441.54%	275.19%	257.42%	460.38%	-797.59%	204.38%	239.57%	
RETURN ON EQUITY (ROE)	AVERAGE	47.38%	55.52%	55.47%	43.72%	43.16%	38.18%	22.31%	20.36%	27.67%	51.19%	83.51%	62.73%	
RETURN ON ASSETS (ROA)	AVERAGE	3.41%	4.34%	4.28%	3.80%	3.72%	3.68%	2.82%	2.24%	2.33%	2.71%	3.99%	3.87%	
YTD CUML. ANNUAL REVENUE CHANGE - NOMINAL	AVERAGE	5.84%	6.92%	4.33%	9.13%	8.83%	-1.28%	-2.25%	4.91%	9.49%	10.71%	8.50%	4.91%	
YTD CUML. ANNUAL REVENUE CHANGE - PRICE ADJ.	AVERAGE	5.56%	5.85%	3.45%	8.86%	8.57%	-1.38%	-2.57%	4.88%	9.56%	10.76%	8.41%	4.83%	
SUSTAINABLE REVENUE GROWTH (Equity Based)	AVERAGE	98.04%	202.63%	211.83%	202.16%	195.15%	168.56%	61.40%	52.42%	127.37%	-408.30%	170.67%	146.94%	150.28%
INTERNAL REVENUE GROWTH (Asset Based)	AVERAGE	8.66%	15.85%	16.36%	17.58%	16.80%	16.23%	7.77%	5.78%	10.71%	-21.62%	8.16%	8.25%	9.27%
INTERNAL REVENUE GROWTH (Cash Flow Asset Based)	AVERAGE	4.00%	18.62%	5.92%	4.82%	2.94%	5.18%	3.35%	2.21%	3.86%	4.00%	4.86%	4.41%	2.49%