NON-GAAP DISCLOSURE CALCULATIONS

less: Proforma tax for Canadian Anti-Dumping Duty Assessment

add back: After Tax Effect of Interest Expense

add back: Expense associated with Early Retirement Arrangements

less: Proforma tax for Expense associated with Early Retirement Arrangements

NET OPERATING PROFIT AFTER TAX

RETURN ON BEGINNING CAPITAL

	I) CALCULATION OF EARNINGS BEFORE INTEREST, TAXES, DEPRECL	ATION AND AM									
Net Earnings Attributable to Controlling Interest \$148,598 \$119,512 \$101,179 \$80,595 \$57,551 \$43,082 \$23,934 \$4,549 \$17,411 \$24,272 Interest Expense \$8,893 \$6,218 4,575 \$5,133 4,267 4,851 4,053 3,732 3,549 4,611 Taxes 45,411 51,967 55,174 45,870 34,149 24,454 15,054 2,784 7,200 13,852 Expense associated with Share-Based Compensation Arrangements 3,574 3,618 2,336 1,956 2,018 1,932 1,367 1,528 2,632 1,706 Net Earnings Attributable to Noncontrolling Interest 3,574 4,518 4,518 4,518 4,518 2,618 1,932 1,367 1,528 2,632 1,706 Net Earnings Attributable to Noncontrolling Interest 6,604 4,518 4,518 4,518 4,518 2,618 1,932 1,367 1,528 2,632 1,706 Net Earnings Attributable to Noncontrolling Interest 6,604 4,518 4,518 4,518 4,518 2,0			ORTIZATION								
Net Earnings Attributable to Controlling Interest \$148,598 \$119,512 \$101,179 \$80,595 \$57,551 \$43,082 \$23,934 \$4,549 \$17,411 \$24,272 Interest Expense \$8,893 \$6,218 4,575 \$5,133 4,267 4,851 4,053 3,732 3,549 4,611 Taxes 45,411 51,967 55,174 45,870 34,149 24,45 1,054 2,784 7,200 13,852 Expense associated with Share-Based Compensation Arrangements 3,574 3,618 2,336 1,956 2,018 1,932 1,367 1,528 2,632 1,706 Net Earnings Attributable to Noncontrolling Interest 3,874 4,518 4,518 4,518 4,518 2,618 1,932 1,367 1,528 2,632 1,706 Net Earnings Attributable to Noncontrolling Interest 6,604 4,518 4,518 4,518 4,518 2,618 1,000 2,000 2,000 2,400		2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Registre	Net Earnings Attributable to Controlling Interest										
Taxes 45,441 51,967 55,174 45,870 34,149 24,454 15,054 2,874 7,200 13,852 Expense associated with Share-Based Compensation Arrangements 3,574 3,618 2,336 1,956 2,018 1,932 1,367 1,528 2,632 1,706 Net Earnings Attributable to Noncontrolling Interest 3,814 4,528 4,318 4,537 4,013 2,722 2,076 1,364 2,000 459 Net Loss Gain) on Sale or Impairment of Property, Plant & Equipment (6,604) (863)	e e										,
Expense associated with Share-Based Compensation Arrangements 3,574 3,618 2,336 1,956 2,018 1,932 1,367 1,528 2,632 1,706 1,000 1,00	•										,
Net Earnings Attributable to Noncontrolling Interest		*							*		,
Net Loss (Gain) on Sale or Impairment of Property, Plant & Equipment Loss Reserve on Notes Receivable 1	1 1	,				,					
Loss Reserve on Notes Receivable	č č					,					
Canadian Anti-Dumping Duty Assessment - - - - - 1,600 1,526 2,328 - - - - 1,500 1,526 1,52	. , , , , , , , , , , , , , , , , , , ,	-	_	-						· -	-
Expense associated with Early Retirement Arrangements 1,888		_	_	-	-	1.600	1.526		_	-	_
Unrealized loss on investments 1,888	1 0 7	_	-	-	-	,	*	-	2,857	-	-
Pepreciation Expense 205,604 184,980 167,582 138,263 100,198 78,879 44,053 19,394 34,531 44,127 Depreciation Expense 54,949 48,536 40,823 37,709 33,913 31,091 30,461 30,804 30,429 32,917 Amortization of Intangibles 6,393 4,860 2,795 3,532 2,410 2,473 2,918 5,183 6,919 8,308 EBITIDA 266,946 238,376 211,200 179,504 136,521 112,443 77,432 55,381 71,879 585,381 IN RETURN ON BEGINNING CAPITAL CALCULATION 2018 2017 2016 2015 2014 2013 2012 2011 2010 2009 Beginning Interest Bearing Debt 146,003 111,693 85,895 98,645 84,700 95,790 552,470 552,91 568,946 568,946 Beginning Equity 699,560 649,734 607,525 582,599 581,176 568,946 Beginning Equity 699,560 649,734 607,525 582,599 581,176 568,946 Beginning Caph 699,560 649,734 607,525 682,599 581,706 689,426 Beginning Equity 699,560 649,734 607,525 682,599 681,706 Beginning Equity 699,560 649,734 649,734 649,735 Beginning Equity 699,560 649,734 649,734 649,735 Beginning Equity 699,560 649,734 649,73		1.888	_	-	-	-	_	_	-	-	_
Depreciation Expense 54,949 48,536 40,823 37,709 33,913 31,091 30,461 30,804 30,429 32,917 Amortization of Intangibles 6,393 4,860 2,795 3,532 2,410 2,473 2,918 5,183 6,919 8,308 EBITDA 266,946 238,376 211,200 179,504 136,521 112,443 77,432 55,381 71,879 85,352 II) RETURN ON BEGINNING CAPITAL CALCULATION 2018 2015 2014 2013 2012 2011 2010 2009 Beginning Interest Bearing Debt 140,003 111,693 85,895 85,895 84,700 95,790 52,470 55,291 53,854 101,174 Beginning Equity 59,402 860,466 766,409 699,560 649,734 607,525 582,599 581,176 568,946 548,226 Less: Beginning Cash 29,382 48,447 38,303 229 529 529 54,000 54,363 67,410 568,946 548,226 Less		,									
Depreciation Expense 54,949 48,536 40,823 37,709 33,913 31,091 30,461 30,804 30,429 32,917 Amortization of Intangibles 6,393 4,860 2,795 3,532 2,410 2,473 2,918 5,183 6,919 8,308 EBITDA 266,946 238,376 211,200 179,504 136,521 112,443 77,432 55,381 71,879 85,352 II) RETURN ON BEGINNING CAPITAL CALCULATION 2018 2015 2014 2013 2012 2011 2010 2009 Beginning Interest Bearing Debt 140,003 111,693 85,895 85,895 84,700 95,790 52,470 55,291 53,854 101,174 Beginning Equity 59,402 860,466 766,409 699,560 649,734 607,525 582,599 581,176 568,946 548,226 Less: Beginning Cash 29,382 48,447 38,303 229 529 529 54,000 54,363 67,410 568,946 548,226 Less	-	205,604	184,980	167,582	138,263	100,198	78,879	44,053	19,394	34,531	44,127
Amortization of Intangibles 1	Depreciation Expense	,	,	,		,	,	,	,	,	,
EBITDA \$ 266,946 \$ 238,376 \$ 211,200 \$ 179,504 \$ 136,521 \$ 112,443 \$ 77,432 \$ 55,381 \$ 71,879 \$ 85,352 \$	*	,				,	*			*	
CAPITAL CALCULATION 2018 2017 2016 2015 2014 2013 2012 2011 2010 2009 Beginning Interest Bearing Debt \$146,003 \$111,693 \$85,895 \$98,645 \$84,700 \$95,790 \$52,470 \$55,291 \$53,854 \$101,174 Beginning Equity 974,023 860,466 766,409 699,560 649,734 607,525 582,599 581,176 568,946 548,226 less: Beginning Cash (28,339) (34,091) (87,756) (405) (720) (14,478) (11,305) (43,363) (67,410) - Prorated Capital Employed for Acquisitions 29,382 48,447 38,303 229 58 4,950 -	_										
CAPITAL CALCULATION 2018 2017 2016 2015 2014 2013 2012 2011 2010 2009 Beginning Interest Bearing Debt \$146,003 \$111,693 \$85,895 \$98,645 \$84,700 \$95,790 \$52,470 \$55,291 \$53,854 \$101,174 Beginning Equity 974,023 860,466 766,409 699,560 649,734 607,525 582,599 581,176 568,946 548,226 less: Beginning Cash (28,339) (34,091) (87,756) (405) (720) (14,478) (11,305) (43,363) (67,410) - Prorated Capital Employed for Acquisitions 29,382 48,447 38,303 229 58 4,950 -	II) RETURN ON BEGINNING CAPITAL CALCULATION										
Beginning Interest Bearing Debt \$ 146,003 \$ 111,693 \$ 85,895 \$ 98,645 \$ 84,700 \$ 95,790 \$ 52,470 \$ 55,291 \$ 53,854 \$ 101,174 Beginning Equity 974,023 860,466 766,409 699,560 649,734 607,525 582,599 581,176 568,946 548,226 less: Beginning Cash (28,339) (34,091) (87,756) (405) (720) (14,478) (11,305) (43,363) (67,410) - Prorated Capital Employed for Acquisitions 29,382 48,447 38,303 229 52,470 55,291 55,291 508,946 548,226	,	2018	2015								
Beginning Equity 974,023 860,466 766,409 699,560 644,734 607,525 582,599 581,176 568,946 548,226 less: Beginning Cash (28,339) (34,091) (87,756) (405) (720) (14,478) (11,305) (43,363) (67,410) - Prorated Capital Employed for Acquisitions 29,382 48,447 38,303 229 582,599 581,176 568,946 548,226			2017	2016	2015	2014	2013	2012	2011	2010	2009
less: Beginning Cash (28,339) (34,091) (87,756) (405) (720) (14,478) (11,305) (43,363) (67,410) - Prorated Capital Employed for Acquisitions 29,382 48,447 38,303 229 4,950 -	Reginning Interest Regring Debt	\$ 146,003 \$									
Prorated Capital Employed for Acquisitions 29,382 48,447 38,303 229 4,950 -	Beginning Interest Bearing Beet		111,693 \$	85,895 \$	98,645 \$	84,700 \$	95,790 \$	52,470 \$	55,291 \$	53,854 \$	101,174
	Beginning Equity	974,023	111,693 \$ 860,466	85,895 \$ 766,409	98,645 \$ 699,560	84,700 \$ 649,734	95,790 \$ 607,525	52,470 \$ 582,599	55,291 \$ 581,176	53,854 \$ 568,946	101,174
	Beginning Equity less: Beginning Cash	974,023 (28,339)	111,693 \$ 860,466 (34,091)	85,895 \$ 766,409 (87,756)	98,645 \$ 699,560	84,700 \$ 649,734 (720)	95,790 \$ 607,525	52,470 \$ 582,599	55,291 \$ 581,176	53,854 \$ 568,946 (67,410)	101,174
RETURN CALCULATION 2018 2017 2016 2015 2014 2013 2012 2011 2010 2009	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions	974,023 (28,339) 29,382	111,693 \$ 860,466 (34,091) 48,447	85,895 \$ 766,409 (87,756) 38,303	98,645 \$ 699,560 (405)	84,700 \$ 649,734 (720) 229	95,790 \$ 607,525 (14,478)	52,470 \$ 582,599 (11,305)	55,291 \$ 581,176 (43,363)	53,854 \$ 568,946 (67,410) 4,950	101,174 548,226
Net Earnings Attributable to Controlling Interest 148,598 119,512 101,179 80,595 57,551 43,082 23,934 4,549 17,411 24,272	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL	974,023 (28,339) 29,382 1,121,069	111,693 \$ 860,466 (34,091) 48,447 986,515	85,895 \$ 766,409 (87,756) 38,303 802,851	98,645 \$ 699,560 (405) 797,800	84,700 \$ 649,734 (720) 229 733,943	95,790 \$ 607,525 (14,478) 688,837	52,470 \$ 582,599 (11,305) 623,764	55,291 \$ 581,176 (43,363) 593,104	53,854 \$ 568,946 (67,410) 4,950 560,340	101,174 548,226 - - 649,400
add back: Expense Associated with Share-Based Compensation Arrangements 3 574 3 618 2 336 1 956 2 018 1 932 1 367 1 528 2 632 1 706	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION	974,023 (28,339) 29,382 1,121,069	111,693 \$ 860,466 (34,091) 48,447 986,515	85,895 \$ 766,409 (87,756) 38,303 802,851	98,645 \$ 699,560 (405) 797,800 2015	84,700 \$ 649,734 (720) 229 733,943	95,790 \$ 607,525 (14,478) 688,837 2013	52,470 \$ 582,599 (11,305) 623,764 2012	55,291 \$ 581,176 (43,363) 593,104 2011	53,854 \$ 568,946 (67,410) 4,950 560,340	101,174 548,226 - 649,400 2009
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest	974,023 (28,339) 29,382 1,121,069 2018	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179	98,645 \$ 699,560 (405) 797,800 2015 80,595	84,700 \$ 649,734 (720) 229 733,943 2014 57,551	95,790 \$ 607,525 (14,478) 688,837 2013 43,082	52,470 \$ 582,599 (11,305) 623,764 2012 23,934	55,291 \$ 581,176 (43,363) 593,104 2011 4,549	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411	101,174 548,226
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements	974,023 (28,339) 29,382 1,121,069	111,693 \$ 860,466 (34,091) 48,447 986,515	85,895 \$ 766,409 (87,756) 38,303 802,851	98,645 \$ 699,560 (405) 797,800 2015	84,700 \$ 649,734 (720) 229 733,943	95,790 \$ 607,525 (14,478) 688,837 2013	52,470 \$ 582,599 (11,305) 623,764 2012	55,291 \$ 581,176 (43,363) 593,104 2011	53,854 \$ 568,946 (67,410) 4,950 560,340	101,174 548,226 - 649,400 2009
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements less: Proforma tax for Expense Associated with Share-Based Compensation	974,023 (28,339) 29,382 1,121,069 2018 148,598 3,574	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512 3,618	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179 2,336	98,645 \$ 699,560 (405) 797,800 2015 80,595 1,956	84,700 \$ 649,734 (720) 229 733,943 2014 57,551 2,018	95,790 \$ 607,525 (14,478) 688,837 2013 43,082 1,932	52,470 \$ 582,599 (11,305) 623,764 2012 23,934 1,367	55,291 \$ 581,176 (43,363) 593,104 2011 4,549 1,528	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411 2,632	101,174 548,226 - 649,400 2009 24,272 1,706
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements less: Proforma tax for Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans	974,023 (28,339) 29,382 1,121,069 2018 148,598 3,574 (822)	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512 3,618 (1,067)	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179 2,336 (801)	98,645 \$ 699,560 (405) 797,800 2015 80,595 1,956 (684)	84,700 \$ 649,734 (720) 229 733,943 2014 57,551 2,018 (720)	95,790 \$ 607,525 (14,478) 688,837 2013 43,082 1,932 (672)	52,470 \$ 582,599 (11,305) 623,764 2012 23,934 1,367 (507)	55,291 \$ 581,176 (43,363) 593,104 2011 4,549 1,528 (542)	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411 2,632 (1,024)	101,174 548,226 - 649,400 2009 24,272 1,706 (635)
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements less: Proforma tax for Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans add back: Net Earnings Attributable to Noncontrolling Interest	974,023 (28,339) 29,382 1,121,069 2018 148,598 3,574 (822) 3,814	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512 3,618 (1,067) 4,528	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179 2,336 (801) 4,318	98,645 \$ 699,560 (405) 797,800 2015 80,595 1,956 (684) 4,537	84,700 \$ 649,734 (720) 229 733,943 2014 57,551 2,018 (720) 4,013	95,790 \$ 607,525 (14,478) 688,837 2013 43,082 1,932 (672) 2,722	52,470 \$ 582,599 (11,305) 623,764 2012 23,934 1,367 (507) 2,076	55,291 \$ 581,176 (43,363) 593,104 2011 4,549 1,528 (542) 1,364	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411 2,632 (1,024) 2,500	101,174 548,226
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements less: Proforma tax for Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans add back: Net Earnings Attributable to Noncontrolling Interest add back: Net (Gain) Loss on Property, Plant & Equipment	974,023 (28,339) 29,382 1,121,069 2018 148,598 3,574 (822) 3,814 (6,604)	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512 3,618 (1,067) 4,528 (863)	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179 2,336 (801)	98,645 \$ 699,560 (405) 797,800 2015 80,595 1,956 (684) 4,537 172	84,700 \$ 649,734 (720) 229 733,943 2014 57,551 2,018 (720) 4,013 (3,400)	95,790 \$ 607,525 (14,478) 688,837 2013 43,082 1,932 (672) 2,722 297	52,470 \$ 582,599 (11,305) 623,764 2012 23,934 1,367 (507) 2,076 (6,890)	55,291 \$ 581,176 (43,363) 593,104 2011 4,549 1,528 (542) 1,364 2,490	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411 2,632 (1,024) 2,500 1,239	101,174 548,226
	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements less: Proforma tax for Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans add back: Net Earnings Attributable to Noncontrolling Interest add back: Net (Gain) Loss on Property, Plant & Equipment less: Proforma tax for Net Loss on Property, Plant & Equipment	974,023 (28,339) 29,382 1,121,069 2018 148,598 3,574 (822) 3,814	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512 3,618 (1,067) 4,528	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179 2,336 (801) 4,318	98,645 \$ 699,560 (405) 797,800 2015 80,595 1,956 (684) 4,537 172 (60)	84,700 \$ 649,734 (720) 229 733,943 2014 57,551 2,018 (720) 4,013 (3,400) 1,214	95,790 \$ 607,525 (14,478) 688,837 2013 43,082 1,932 (672) 2,722 297 (103)	52,470 \$ 582,599 (11,305) 623,764 2012 23,934 1,367 (507) 2,076 (6,890) 2,556	55,291 \$ 581,176 (43,363) 593,104 2011 4,549 1,528 (542) 1,364	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411 2,632 (1,024) 2,500 1,239 (482)	101,174 548,226
add back: Canadian Anti-Dumping Duty Assessment 1,600 1,526 2,328	Beginning Equity less: Beginning Cash Prorated Capital Employed for Acquisitions TOTAL CAPITAL RETURN CALCULATION Net Earnings Attributable to Controlling Interest add back: Expense Associated with Share-Based Compensation Arrangements less: Proforma tax for Expense Associated with Share-Based Compensation Arrangements and Stock Grant Plans add back: Net Earnings Attributable to Noncontrolling Interest add back: Net (Gain) Loss on Property, Plant & Equipment	974,023 (28,339) 29,382 1,121,069 2018 148,598 3,574 (822) 3,814 (6,604)	111,693 \$ 860,466 (34,091) 48,447 986,515 2017 119,512 3,618 (1,067) 4,528 (863)	85,895 \$ 766,409 (87,756) 38,303 802,851 2016 101,179 2,336 (801) 4,318	98,645 \$ 699,560 (405) 797,800 2015 80,595 1,956 (684) 4,537 172	84,700 \$ 649,734 (720) 229 733,943 2014 57,551 2,018 (720) 4,013 (3,400)	95,790 \$ 607,525 (14,478) 688,837 2013 43,082 1,932 (672) 2,722 297	52,470 \$ 582,599 (11,305) 623,764 2012 23,934 1,367 (507) 2,076 (6,890)	55,291 \$ 581,176 (43,363) 593,104 2011 4,549 1,528 (542) 1,364 2,490	53,854 \$ 568,946 (67,410) 4,950 560,340 2010 17,411 2,632 (1,024) 2,500 1,239	101,174 548,226

6,848

156,927

14.00%

4,384

130,366

13.21%

3,007

110,039

13.71%

3,338

89,854

11.26%

(571)

2,744

64,448

8.78%

(531)

3,163

51,425

7.47%

(864)

2,549

27,890

4.47%

2,857

(1,014)

2,407

12,754

2.15%

2,168

24,444

4.36%

2,896

28,213

4.34%

EFFECTIVE TAX RATE	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Statutory Federal Rate	21.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	34.0%	35.0%	35.0%
State and Local Taxes (Net of Federal Benefits)	3.8%	3.0%	3.1%	3.6%	4.1%	4.2%	5.2%	8.2%	2.4%	1.9%
Manufacturing Deduction	0.0%	-2.5%	-2.4%	-2.4%	-2.0%	-2.0%	-1.6%	-1.9%	-1.6%	-0.8%
Tax Credits, including foreign tax credit	-1.6%	-2.0%	-1.4%	-1.6%	-1.9%	-2.5%	-1.2%	-15.4%	-1.7%	-1.8%
Change in uncertain tax positions reserve	0.1%	0.4%	0.4%	0.3%	-0.2%	0.6%	-1.0%	0.4%	0.2%	
Other permanent differences	0.6%	-0.1%	0.1%	0.7%	0.6%	0.6%	1.1%	4.9%	2.2%	2.3%
Other, Net	-0.8%	-4.1%	-0.3%	-0.3%	0.3%	-0.8%	-0.4%	5.3%	2.4%	0.6%
Adjusted Effective Tax Rate	23.1%	29.7%	34.5%	35.3%	35.9%	35.1%	37.1%	35.5%	38.9%	37.2%
Change in Valuation Allowance									-10.5%	-1.4%
Effect of Noncontrolling Owned Interest in Earnings of Partnerships	-0.1%	-0.2%	-0.2%	-0.3%	-0.2%	-0.3%	-0.5%	-3.0%	-1.8%	0.1%
Effective Tax Rate	23.0%	29.5%	34.3%	35.0%	35.7%	34.8%	36.6%	32.5%	26.6%	35.9%

III) LUMBER	MARKET	ADJUSTED	EBITDA	MARGIN
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LUMBER MARKET ADJUSTED NET SALES	2018	2017	2016	2015	2014
Net Sales	\$ 4,489,180	\$ 3,941,182 \$	3,240,493 \$	2,887,071 \$	2,660,329
Cost of Goods Sold	(3,896,286)	(3,398,356)	(2,765,903)	(2,487,167)	(2,334,987)
Gross Profit	592,894	542,826	474,590	399,904	325,342
Total Unit Sales Growth Lumber Market Adjusted Net Sales (2014 Base Year)	7% 4,033,322	15% 3,769,460	11% 3,277,791	11% 2,952,965	2,660,329
LUMBER MARKET ADJUSTED EBITDA MARGIN (2014 Base Year)	6.6%	6.3%	6.4%	6.1%	5.1%

	2018	2017
Total Unit Sales Growth	7%	15%
Lumber Market Adjusted Net Sales (2017 Base Year)	4,217,065	3,941,182
LUMBER MARKET ADJUSTED EBITDA MARGIN (2017 Base Year)	6.3%	6.0%
LUMBER MARKET ADJUSTED EDITOR MARGIN (2017 base real)	0.5 /0	0.0 /0