



Diversified Stock Income Plan

Diversified Stock Income Plan (DSIP) Stocks by Sector

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The Diversified Stock Income Plan (DSIP) is a pre-selected list of what we believe are good quality stocks with attractive yields, chosen because of the likelihood of the companies to consistently raise annual dividends. When looking for companies to include on the list, our goal is to find stocks with attractive current yields that are likely to result in a growing stream of income over time, taking into consideration company fundamentals. For a complete discussion of the DSIP program and a discussion of the DSIP list criteria, ask your FA for a copy of the most recent DSIP Quarterly Report. Dividends are not guaranteed and are subject to change or elimination.

Note: Information current as of 1/5/2012; contact your Wells Fargo Advisors financial advisor to confirm relevant information. This report is typically updated at the beginning of the month unless a stock is added or removed from the DSIP list.

	Ticker	Disclosures	1/4/12		Div Yield	Est 3-5 Year Annual Div Growth	Est 3-5 Year Annual EPS Growth	Cycle	Dividend	
			Price	Div					Increases Since Added to DSIP	Consec. Annual Increases for Co. *
Consumer Discretionary										
Johnson Controls, Inc.	JCI	M	\$32.50	\$0.72	2.2%	7%	15%	Jan	4	2
McDonald's Corporation	MCD	M	\$99.39	\$2.80	2.8%	8%	10%	Mar	7	35
Nordstrom, Inc.	JWN	M	\$50.08	\$0.92	1.8%	7%	12%	Mar	4	2
Polaris Industries, Inc.	PII		\$55.41	\$0.90	1.6%	8%	19%	Feb	9	16
Target Corporation	TGT		\$50.00	\$1.20	2.4%	7%	11%	Mar	5	39
V.F. Corporation	VFC	M	\$135.38	\$2.88	2.1%	7%	13%	Mar	4	39
Consumer Staples										
Brown-Forman Corporation	BF.B		\$79.28	\$1.40	1.8%	7%	9%	Jan	5	28
The Clorox Company	CLX	M	\$67.10	\$2.40	3.6%	6%	8%	Feb	7	35
Colgate-Palmolive Company	CL	M	\$90.60	\$2.32	2.6%	8%	10%	Feb	6	48
Costco Wholesale Corporation	COST		\$84.07	\$0.96	1.1%	8%	13%	Feb	3	6
General Mills, Inc.	GIS	M	\$40.54	\$1.22	3.0%	6%	8%	Feb	4	8
Kellogg Company	K	M	\$50.41	\$1.72	3.4%	6%	8%	Mar	6	7
Kimberly-Clark Corporation	KMB		\$72.99	\$2.80	3.8%	6%	6%	Jan	12	39
McCormick & Company, Inc.	MKC	M	\$50.32	\$1.24	2.5%	8%	8%	Jan	5	26
PepsiCo, Inc.	PEP	3	\$66.74	\$2.06	3.1%	6%	8%	Mar	17	39
Procter & Gamble Company	PG	3M	\$66.80	\$2.10	3.1%	6%	9%	Feb	13	55
J. M. Smucker Company	SJM		\$77.28	\$1.92	2.5%	7%	8%	Mar	4	14
Sysco Corporation	SYT		\$29.00	\$1.08	3.7%	5%	7%	Jan	16	42
Wal-Mart Stores, Inc.	WMT	M	\$59.71	\$1.46	2.4%	6%	10%	Jan	7	37

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Energy										
Chevron Corporation	CVX	3M	\$110.18	\$3.24	2.9%	4%	6%	Mar	10	24
ConocoPhillips	COP		\$73.82	\$2.64	3.6%	4%	1%	Mar	9	11
Energen Corporation	EGN	M	\$52.38	\$0.54	1.0%	4%	5%	Mar	17	29
Exxon Mobil Corporation	XOM	3	\$86.02	\$1.88	2.2%	4%	9%	Mar	13	29
Royal Dutch Shell plc §	RDSA		\$74.27	\$3.36	4.5%	3%	4%	Mar	8	0
Financial										
Aflac Incorporated	AFL		\$44.57	\$1.32	3.0%	6%	10%	Mar	6	29
Brown & Brown, Inc.	BRO		\$22.29	\$0.34	1.5%	5%	13%	Feb	4	18
Chubb Corporation	CB		\$68.90	\$1.56	2.3%	6%	10%	Jan	0	29
Commerce Bancshares, Inc.	CBSH		\$38.49	\$0.92	2.4%	4%	7%	Mar	15	43
Eaton Vance Corporation	EV		\$23.80	\$0.76	3.2%	7%	9%	Feb	12	31
Financial - REITs										
Realty Income Corporation	O	M	\$34.52	\$1.75	5.1%	4%	4%	Monthly	22	16
Health Care										
Abbott Laboratories	ABT		\$56.50	\$1.92	3.4%	5%	8%	Feb	3	39
Baxter International Inc.	BAX		\$49.66	\$1.34	2.7%	7%	10%	Jan	4	5
Becton, Dickinson & Company	BDX	M	\$73.18	\$1.80	2.5%	8%	10%	Mar	5	39
Johnson & Johnson	JNJ	3	\$65.48	\$2.28	3.5%	6%	6%	Mar	3	49
Novartis AG ~	NVS		\$57.93	\$2.36	4.1%	5%	5%	Annual	6	14
Owens & Minor, Inc.	OMI		\$27.85	\$0.80	2.9%	7%	10%	Mar	5	13
Teva Pharmaceutical Ind. Ltd ~	TEVA		\$43.55	\$0.89	2.0%	9%	9%	Mar	0	12
Industrials										
3M Company	MMM	3	\$84.18	\$2.20	2.6%	5%	10%	Mar	6	53
Emerson Electric Company	EMR	3	\$48.03	\$1.60	3.3%	6%	13%	Mar	18	55
General Dynamics Corporation	GD	M	\$68.12	\$1.88	2.8%	6%	7%	Feb	3	20
W.W. Grainger, Inc.	GWV		\$187.87	\$2.64	1.4%	7%	14%	Mar	5	40
Illinois Tool Works Inc.	ITW	M	\$48.28	\$1.44	3.0%	5%	15%	Jan	6	47
Norfolk Southern Corporation	NSC	M	\$75.05	\$1.72	2.3%	5%	14%	Mar	13	10
United Parcel Service, Inc.	UPS	3	\$73.84	\$2.08	2.8%	6%	10%	Mar	3	2
United Technologies Corp	UTX		\$75.05	\$1.92	2.6%	6%	11%	Mar	9	17
Information Technology										
Accenture plc	ACN		\$52.93	\$1.35	2.6%	6%	12%	Semi	4	5
Analog Devices, Inc.	ADI		\$35.98	\$1.00	2.8%	5%	10%	Mar	3	7
Automatic Data Processing, Inc.	ADP		\$54.40	\$1.58	2.9%	5%	10%	Jan	8	37
FactSet Research Systems Inc.	FDS		\$87.23	\$1.08	1.2%	8%	15%	Mar	3	12
Harris Corporation	HRS		\$36.51	\$1.12	3.1%	5%	10%	Mar	3	10
Intel Corporation	INTC	3	\$25.11	\$0.84	3.3%	6%	10%	Mar	5	7
Int'l Business Machines Corp.	IBM	3M	\$185.54	\$3.00	1.6%	6%	10%	Mar	11	16
Jack Henry & Associates, Inc.	JKHY		\$32.97	\$0.42	1.3%	8%	12%	Mar	11	8
Microsoft Corporation	MSFT	3	\$27.40	\$0.80	2.9%	7%	10%	Mar	0	8
Paychex, Inc.	PAYX		\$30.23	\$1.28	4.2%	2%	10%	Feb	8	1
Materials										
Air Products & Chemicals, Inc.	APD	M	\$87.09	\$2.32	2.7%	6%	12%	Feb	5	29
AptarGroup, Inc.	ATR		\$52.39	\$0.88	1.7%	6%	10%	Feb	4	17
Ecolab Inc.	ECL	M	\$58.07	\$0.80	1.4%	8%	14%	Jan	5	20
Praxair, Inc.	PX	3M	\$108.99	\$2.00	1.8%	7%	12%	Mar	4	18
Sigma-Aldrich Corporation	SIAL		\$62.82	\$0.72	1.1%	8%	10%	Mar	8	35
Telecommunications										
AT&T, Inc.	T	3M	\$30.43	\$1.76	5.8%	3%	5%	Feb	4	28

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Utilities											
MDU Resources Group, Inc.		MDU		\$21.50	\$0.67	3.1%	3%	6%	Jan	14	21
National Fuel Gas Company	M	NFG		\$55.21	\$1.42	2.6%	3%	1%	Jan	18	41
New Jersey Resources Corp		NJR		\$49.19	\$1.52	3.1%	5%	4%	Jan	17	17
NextEra Energy, Inc.	3M	NEE		\$58.80	\$2.20	3.7%	5%	5%	Mar	18	17
Northeast Utilities	M	NU		\$35.07	\$1.10	3.1%	5%	7%	Mar	7	12
Piedmont Natural Gas Co, Inc.		PNY		\$33.77	\$1.16	3.4%	4%	5%	Jan	18	33
SCANA Corporation	M	SCG		\$44.12	\$1.94	4.4%	3%	4%	Jan	10	11
South Jersey Industries, Inc.		SJI		\$56.58	\$1.61	2.8%	5%	9%	Apr	8	13
Southern Company	M	SO		\$45.00	\$1.89	4.2%	4%	6%	Mar	0	10
Average:						2.8%	6%	9%			

~ Dividend does not reflect the foreign tax withholding.

§ Dividend does not reflect the foreign tax withholding. Royal Dutch Shell has two classes of shares (RDS.A, RDS.B). Dividends on both classes are paid in U.S. dollars. A foreign tax is withheld from the Class A shares but not from the Class B shares. The Class B shares may be more appropriate for tax-deferred accounts. Consult a tax advisor for details. RDS paid dividends at the same rate for calendar years 2010 and 2011. RDS previously increased its dividend 9 consecutive years.

* Company consecutive dividend increases determined on calendar year basis.

Dividend growth rate estimates are from the analysts who choose stocks for DSIP; consensus earnings growth rate estimates are from Thomson Baseline.

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