

The Almanac of American Employers



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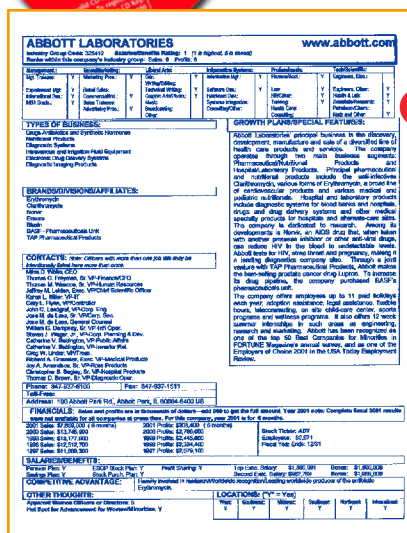
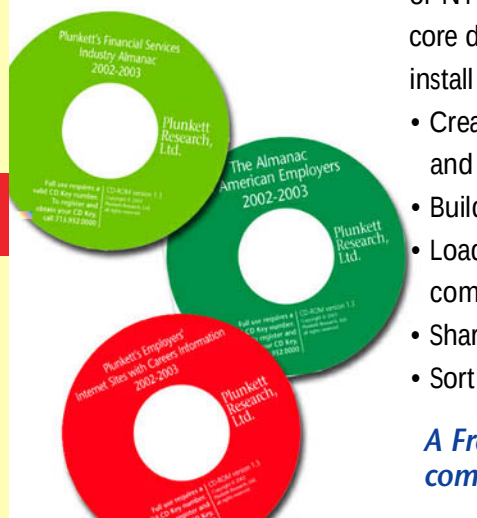
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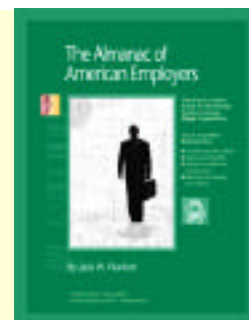
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INTRODUCTION

THE ALMANAC OF AMERICAN EMPLOYERS 2002-2003 is an easy-to-use solution to what would otherwise be a complicated problem: How can you tell, among all of America's giant companies, which firms are most likely to be hiring? Among those hot firms, which are the best to work for? No other source provides this book's easy-to-understand comparisons of growth, treatment of employees, salaries, benefits, pension plans, profit sharing and many other items of great importance to job seekers.

Especially helpful is the way in which THE ALMANAC OF AMERICAN EMPLOYERS enables readers with no business background to readily compare the growth potential and benefit plans of large employers. You'll see the mid-term financial record of each firm, along with the impact of earnings, sales and growth plans on each company's potential to provide a lucrative and lasting employment opportunity.

Information is presented in a way that will satisfy the differing interests of individual employees. You'll find separate rankings for dozens of categories of data that you may want to consider. While the book is aimed primarily at job seekers, it will also be of tremendous value to researchers, marketing executives and personnel professionals. THE ALMANAC OF AMERICAN EMPLOYERS is the premier guide to the most successful employers in the nation, their policies and their performances.

Previously, thorough and objective reviews of corporations were written primarily by investment experts. These analysts' methods may pick out the best stock purchases, but they do not consider companies from an employee's point-of-view. THE ALMANAC OF AMERICAN EMPLOYERS is your opportunity to become an expert yourself, from a job seeker's point-of-view, in a matter of minutes. Five hundred of the biggest, most successful corporate employers in America are analyzed in this book. Tens of thousands of pieces of information, gathered from a wide variety of sources, have been researched for these corporations and are presented here in a unique form that can be easily understood by job seekers of all types.

Thanks to THE ALMANAC OF AMERICAN EMPLOYERS' exclusive data system, potentially confusing considerations have been reduced to simple groups of focused data. By scanning the data groups and the long list of unique indexes, you can find the best employer to fit your personal desires.

The AMERICAN EMPLOYERS 500 are among the best, major growth companies to work for in America. Which companies offer the best benefits, are the biggest employers or earn the most profits? Where are these companies operating? What firms have the highest potential salaries? All of these things and more are made easy for the reader to determine.

Thousands of observations are made that will be of great interest to prospective employees. For many of the firms, you'll find comments about such items as plans for growth, increases or decreases in the number of employees and charitable programs. You'll also find notes about special programs for the convenience of employees, such as health and recreation facilities, job training or career paths. Finally, you'll find basic information on each company, including the home office address and telephone number, regional, national and international locations, a description of the business and a list of selected subsidiaries and trade names. You'll even find fax numbers, Internet addresses and toll-free phone numbers for most of the firms.

Whether you are currently employed by one of these corporate giants or you are considering applying for a job with one, you'll be able to see how each company compares with the others, even if you don't have the slightest understanding of accounting, finance or employee benefits.

Whatever your purpose for researching corporate employers, you'll find this book to be a valuable guide. Nonetheless, as is true with all resources, this volume has limitations that the reader should be aware of:

- Financial data and other corporate information can change quickly. A book of this type can be no more current than the data that was available as of the time of editing. Consequently, the financial picture, management and ownership of the firm(s) you are studying may have changed since the date of this book. For example, this almanac includes the most up-to-date sales figures and profits available to the editors as of late 2001. That means that we have typically used financial data for December 31, 2000, or for a fiscal year that ended during 2001.
- Corporate mergers, acquisitions and downsizing are occurring at a very rapid rate. Such events may have created significant change, subsequent to the publishing of this book, within a company you are studying.
- Some of the companies in THE AMERICAN EMPLOYERS 500 are so large in scope and in variety of business endeavors conducted within a parent organization that we have been unable to completely list all subsidiaries, affiliations,

divisions and activities within a firm's corporate structure.

- This volume is intended to be a general guide to major employers in numerous industries. That means that researchers should look to this book for an overview and, when conducting in-depth research, should contact the specific corporations and related industry associations in question for the very latest changes and data. Where possible, we have listed contact names, toll-free telephone numbers and World Wide Web site addresses for the companies, government agencies and industry associations involved so that the reader may get further details without unnecessary delay.
- We have used exhaustive efforts to locate and fairly present accurate and complete data. However, when using this book or any other source for business and industry information, the reader should use caution and due diligence by conducting further research where it seems appropriate. We wish you success in your endeavors, and we trust that your experience with this book will be both satisfactory and productive.

Good luck in your job search. Be patient, do your research and use this book as an important start in the right direction.

Jack W. Plunkett
Houston, Texas
November, 2001

HOW TO USE THIS BOOK

Dozens of excellent books already exist to help you choose a career, write a resume, apply for a job, dress for the office, etc. Such things are not the purpose of THE ALMANAC OF AMERICAN EMPLOYERS. Instead, this book's job is to help you sort through America's giant corporate employers to determine which may be the best for you, or to see how your current employer compares to others. Whether you are just entering the job market and looking for your first position, or you are thinking about switching companies during mid-career to find more promising vistas, you'll find this book to be a valuable guide.

The two primary sections of the book are devoted first to general information for job seekers and then to the "Individual Data Listings" for THE AMERICAN EMPLOYERS 500. If time permits, you should begin your research in the front chapters of this book. Also, you will find lengthy indexes in Chapter 4 and in the back of the book.

GENERAL INFORMATION FOR JOB SEEKERS

Chapter 1: Economics—Major Trends Affecting Job Seekers. This chapter presents an encapsulated view of the major trends that are creating rapid changes in the employment picture at major corporations.

Chapter 2: Research—7 Keys for Job Seekers. This chapter provides a definitive list of items that job

seekers should look for when conducting research into major corporate employers.

Chapter 3: Important Contacts for Job Seekers.

This chapter covers contacts for important government agencies, organizations, job banks, reference sources and more. Included are World Wide Web sites and contact addresses for a wide variety of uses.

THE AMERICAN EMPLOYERS 500

Chapter 4: THE AMERICAN EMPLOYERS 500: Who They Are and How They Were Chosen.

The companies compared in this book were chosen from all industries, on a nationwide basis. They were hand selected from the largest American-based employers, based on type of business, industry sector and competitive advantage. For a complete description, see Chapter 4.

Individual Data Listings:

Look at one of the companies in THE AMERICAN EMPLOYERS 500's Individual Data Listings. You'll find the following information fields:

Company Name:

The company profiles are in alphabetical order by company name. If you don't find the company you are seeking, it may be a subsidiary or division of one of the firms covered in this book. Try looking it up in the Index by Subsidiaries, Brand Names and Selected Affiliations in the back of the book.

Approximate Salaries and Benefits Rating:

5 is the lowest, 1 is the highest. This is a general comment on the level of salaries and benefits typically paid within the industry in which the firm operates. If, during our research, we determined that a firm pays a particularly high or low level of salaries or benefits compared to others in its industry, we adjusted its rating. However, these ratings are provided only as a fast and convenient means of comparison for the reader. A low rating should not be taken as a slur against the employer, and a high rating should not be taken as a blanket endorsement. Actual salaries or wages offered to the employee will vary widely, and will depend on the experience and education of the employee, the type of work done and the geographic location of the employment center.

Ranks:

Industry Group Code: An NAIC code used to group companies within like segments. (See Chapter 4 for a list of codes.)

Ranks Within THE AMERICAN EMPLOYERS

500: The companies are ranked, among profiled firms in their industry group codes, for annual sales and annual profits, with 1 being the highest rank.

Types of Business:

A listing of the types of business specialties conducted by the firm.

Brands/Divisions/Affiliations:

Major brand names, operating divisions or subsidiaries of the firm, as well as major corporate affiliations – such as another firm that owns a significant portion of the company's stock. A complete Index by Subsidiaries, Brand Names and Selected Affiliations is in the back of the book.

Contacts:

The names and titles of up to 24 top officers of the company are listed, including human resources contacts.

Address:

The firm's full headquarters address, the headquarters telephone, plus toll-free and fax numbers where available. Also provided is the World Wide Web site address.

Financials:

Annual Sales (2001 or the latest fiscal year available to the editors, plus up to four previous years): These are stated in thousands of dollars (add three zeros if you want the full number). This figure represents consolidated worldwide sales from all operations. 2001 figures may be estimates or may be for only part of the year—partial year figures are appropriately footnoted.

Annual Profits (2001 or the latest fiscal year available to the editors, plus up to four previous years): These are stated in thousands of dollars (add three zeros if you want the full number). This figure represents consolidated, after-tax net profit from all operations, generally before non-recurring items. 2001 figures may be estimates or may be for only part of the year—partial year figures are appropriately footnoted.

Total Number of Employees: The approximate total number of employees, worldwide, as of the beginning of 2001 (or the latest data available to the editors).

Apparent Salaries/Benefits:

Due to wide variations in the manner in which corporations report benefits to the U.S. Government's regulatory bodies, not all plans will have been uncovered during our effort to research this data. Also, the availability of such plans to employees will vary according to the qualifications that employees must meet to become eligible. For example, some benefit plans may be available only to salaried workers – others only to employees who work more than 1,000 hours yearly. Benefits that are available to employees of the main or parent company may not be available to employees of the subsidiaries.

A "Y" in appropriate fields indicates "Yes."

NOTE: Generally, employees covered by wealth-building benefit plans do not fully own ("vest in") funds contributed on their behalf by the employer until as many as five years of service with that employer have passed.

Pension Plan: The firm offers a pension plan to qualified employees. The type and generosity of these plans vary widely from firm to firm. Caution: Some employers refer to plans as "pension" or "retirement plans" when they are actually 401(k) savings plans that require a contribution by the employee. True "pension" plans are rarely offered.

ESOP Stock Plan (Employees' Stock Ownership Plan): This type of plan is in wide use. Typically, the plan borrows money from a bank and uses those funds to purchase a large block of the corporation's stock. The corporation makes contributions to the plan over a period of time, and the stock purchase loan is eventually paid off. The value of the plan grows significantly as long as the market price of the stock holds up. Qualified employees are allocated a share of the plan based on their length of service and their level of salary.

Savings Plan, 401(k): Under this type of plan, employees make a tax-deferred deposit into an account. In the best plans, the company makes annual

matching donations to the employees' accounts, typically in some proportion to deposits made by the employees themselves. A good plan will match one-half of employee deposits of up to six percent of wages. In other words, an employee earning \$30,000 yearly might deposit \$1,800 (6%) into the plan. The company might match one-half of the employee's deposit, or \$900. The plan grows on a tax-deferred basis, similar to an IRA. A very generous plan will match 100% of employee deposits. However, some plans do not call for the employer to make a matching deposit at all. Other plans call for a matching contribution to be made at the discretion of the firm's board of directors. Actual terms of these plans vary widely from firm to firm. Generally, these savings plans will allow employees to deposit as much as 15% of salary into the plan on a tax-deferred basis. However, the portion that the company uses to calculate its matching deposit is generally limited to a maximum of 6%.

Stock Purchase Plan: Qualified employees may purchase the company's common stock at a price below its market value under a specific plan. Typically, the employee is limited to investing a small percentage of wages in this plan. These plans usually offer a 15% discount, but the discount may range from 5 to 15%. Some of these plans allow for deposits to be made through regular monthly payroll deductions.

Profit Sharing: Qualified employees are awarded an annual amount equal to some portion of a company's profits. In a very generous plan, the pool of money awarded to employees would be 15% of profits. Typically, this money is deposited into a long-term retirement account. Caution: Some employers refer to plans as "profit sharing" when they are actually 401(k) savings plans. True profit sharing plans are rarely offered.

Highest Executive Salary: The highest executive salary paid, typically a 2000 amount (or the latest year available to the editors) and typically paid to the Chief Executive Officer.

Highest Executive Bonus: The apparent bonus, if any, paid to the above person.

Second Highest Executive Salary: The next-highest executive salary paid, typically a 2000 amount (or the latest year available to the editors) and typically paid to the President or Chief Operating Officer.

Second Highest Executive Bonus: The apparent bonus, if any, paid to the above person.

Competitive Advantage:

A brief statement regarding an outstanding feature that gives the firm an edge in the marketplace.

Other Thoughts:

A "Y" in appropriate fields indicates "Yes."

Stock Ticker: When available, the unique stock market symbol used to identify this firm's common stock for trading and tracking purposes.

Apparent Women Officers or Directors: It's difficult to obtain this information on an exact basis, and employers generally do not disclose the data in a public way. However, we have indicated what our best efforts reveal to be the apparent number of women who are either in the posts of corporate officers, or who sit on the board of directors. There is a wide variance from company to company.

Hot Spot for Advancement for Women/ Minorities: These are firms that either have posted a far above-average number of women and/or minorities to high posts, or that have a good record of going out of their way to recruit, train, promote and retain women or minorities. (See the Index of Hot Spots For Women and Minorities in the back of the book.)

Growth Plans/ Special Features:

Listed here are observations regarding the firm's strategy, hiring plans, plans for growth and product development, along with general information regarding a company's business and prospects.

Locations:

Primary locations outside of the headquarters, categorized by regions of the United States and by international locations. A "Y" in the appropriate field indicates "Yes." A complete index by locations is in this chapter.

Chapter 1

ECONOMICS: MAJOR TRENDS AFFECTING JOB SEEKERS

Overall, the employment market over the past 10 years has been exceptional. For example, in April 2000, the unemployment rate had dropped to 3.9%, a 30-year record low, and 24 million new jobs had been created in the U.S. during the then nine year old economic boom. At the same time that the number of jobs ballooned, workplace efficiency increased at an exceptional rate. U.S. business productivity (the amount of output per employee) soared by an average of 2.9% each year from 1996 to 2000, nearly double the rate of 1.5% seen over the previous 20 years.

Unfortunately, however, by late 2001 the unemployment rate shot up to the 6% range (representing about 9 million people). This means that millions more Americans are in the process of seeking jobs than at any time in recent years. For the first time since the early 1990s, many types of job seekers are forced to launch intense job searches. Some of these people will find exactly the type of job and compensation they want; others will be forced to settle for much less.

In order to compete effectively in today's job market, one of the most important things you can do is to arm yourself with knowledge.

THE ALMANAC OF AMERICAN EMPLOYERS 2002-2003 can be a great help to job seekers in making objective decisions about where to work. It is extremely important for the knowledgeable job seeker to use the best reference tools possible in order to seek out and apply to

employers that offer a reasonable balance of financial stability coupled with a high level of opportunities for advancement and financial incentives.

Many of America's most successful firms need immense numbers of new employees. For example, the booming firm that dominates the home repair, hardware and fixtures retail category, Home Depot, may need as many as 100,000 new hires over the next three years. Thousands of additional companies, in technical and non-technical businesses, will need very large numbers of new hires, even during periods when the economy slows down. Even most large companies that are not increasing their overall numbers of employees will be hiring on a regular basis due to normal attrition, that is, the loss of employees due to retirement, voluntary retirement, relocation or other personal circumstances.

Here is an excellent example of the strength of the U.S. job market: On one weekday in early November, 2001, America's Job Bank, www.ajb.org, a free service for both job seekers and employers, claimed that 17,189 new jobs has been posted for the day, compared to only 2,636 new resumes. The site claimed 1,042,457 total job opportunities posted, and 399,143 resumes available for viewing. Monster.com, the most-visited job site, claimed over 1 million available jobs posted to their system in late 2001 (while most of these jobs are in the U.S., some are posted in their foreign sites. Monster also stated that over 13 million resumes were posted to their

system worldwide, a strong indicator of the vast number of people who are considering a job change at any one time, even if they are currently employed.) The U.S. economy provides jobs for over 130 million people. Opportunity surrounds you if you know how to look.

The Effects of the September 11th Attack on the U.S. Job Market

Job seekers of all types should be alert to recent changes in the job market that were completely unexpected. While some types of employers have a bleak job outlook since terrorists launched an unprecedented attack on America (and on the American economy) on September 11, 2001, employers in many sectors will continue to have excellent hiring potential. Since the attack created a handful of immediate structural changes in the way Americans live and do business, an overview of these changes can be useful for those who are seeking employment. These changes were brought on by general uncertainty, a slowing economy and a desire for heightened security and personal safety. Job seekers should consider the following:

Among the primary employment sectors that were negatively affected:

- Travel and Tourism: Due to personal safety concerns and spending constraints. (This sector employed about 8 million people prior to September 2001.)
- Luxury Goods and High-End Retailing: Due to the faltering economy, spending constraints and a change in mood of some consumers.
- Investment Banking, Securities and other Financial Services: Because of economic uncertainty and the faltering stock market.
- Shipping, Trucking and Logistics: Due to increased costs and delays caused by tightened security requirements, as well as the slow economy.
- New Housing: Due to economic uncertainty and slowing personal income.
- Advertising: Advertising budgets are among the first items to be cut during a downturn.

Employment Sectors That will be Posting Job Growth due to September 11th Events:

- Discount Retailing: Companies like Wal-Mart, Costco and Target will benefit as cost-conscious consumers look for the best possible prices.

- Guard and Security Services: Companies, government units, entertainment sites and industrial facilities of all types will create intense demand for additional guards as well as for consultants who can advise on security matters. For example, see the profile of Pinkerton's in Chapter 4.
- Defense Contractors: Companies that manufacture weaponry and defense systems as well as suppliers of services and disposable goods to the U.S. and to other military services will enjoy sharp increases in business. For example, see the Lockheed Martin, Northrup Grumman and United Technologies profiles in Chapter 4.
- Firms in Investigation, Surveillance and Prevention Equipment and Services: Companies that make such items as closed-circuit television and other monitoring devices, personal identification systems including high-tech systems that identify people seeking entry to facilities, computer network security software and hardware, alarms systems, etc. will enjoy large increases in business. For example, study the profile of the security consulting firm Kroll, Inc.
- Non-Airline Transportation: Passenger railroads, private aviation and other select industries will see increases in business as people seek alternative means of travel in order to avoid public airlines. Likewise, video conferencing services, an alternative to personal visits, will see sharp upturns in business.
- Select Construction and Engineering Firms: Contractors involved in the reconstruction of Manhattan and the Pentagon, engineers and contractors involved in projects that enhance security at airports, industrial locations and other at-risk facilities. For example, see the profile of Fluor in Chapter 4.
- Companies that manufacture hazard-resistant clothing, safety gear and certain vaccines or antibiotics: Government agencies and companies of all types will be purchasing supplies to combat the potential effects of biological hazards. Firms making such things as safety clothing and antibiotics will see large growth in business.

Part of the nation's economic growth of the past ten years was fueled by re-engineered corporations—companies that have been re-thinking the way they work, taking advantage of advances in communications and industrial technology, eliminating costly layers of management and going global to get new customers. Many companies were forced into re-engineering by intense competition from foreign firms that enjoy lower cost structures than U.S.-based employers.

Another significant portion of the nation's growth was fueled by unprecedented investments in startup companies that were focused on developing new technologies or new services based on leading-edge technology.

These factors led to booming rates of investment in new high-efficiency, high-technology equipment, as well as in new plants, warehouses and office facilities.

Meanwhile, corporate mergers have been taking place at an intense rate. Many of these mergers are instigated by a desire to consolidate the companies involved, cutting employees who are in duplicated jobs and thereby hopefully creating more efficient, more profitable firms.

However, the biggest cause of change for employees, and therefore job seekers, is the tidal wave of new technology that is revolutionizing the workplace at all levels. Companies that are prospering are using new technology to communicate with customers, automate back office tasks and industrial operations and push ahead with research and development.

This new technology means continuous retraining for much of the workforce. Job seekers who want the best posts must have the training and skills that will let them utilize new technology effectively. If you don't have good basic computer skills, get them – even if it means you have to take night classes in word processing and spreadsheets at your local junior college. If you are seeking work in a technical post, take all necessary steps to make sure your technical understanding and competence are up-to-date. Jobs are remaining unfilled at many companies because there are shortages of people who are technically-qualified. Workforce development is a critical need nationwide.

The Bureau of Labor Statistics forecasts that about 2 million new jobs will be created, on average, each year between 1998 and 2008. Only about one-third of those jobs will be created by major employers. That's because many of the largest companies are investing in advanced technology in order to do more business with fewer employees.

Competition from workers in the Third World, in such nations as Mexico, Indonesia, Thailand, South Korea and the Republic of China, means that fewer pure manufacturing jobs will be available in the U.S., where pay is high and employee benefit costs are immense. For example, in 1973, factory operators, laborers and fabricators accounted for 21% of the U.S. workforce. Today, these workers total about

12%. (Managerial and professional workers are now about 28%, up from 20%.)

In fact, the costs of Social Security taxes, Medicare taxes, employer-sponsored health care and other benefits have risen so high (an amount equal to 38% to 45% of wages) that they provide considerable incentive for firms to hold down the number of employees working in U.S. locations.

These facts of life in the business world have created two new industries: temporary personnel and outsourcing.

Temporary Employment and the Temporary Help Industry:

More and more, major firms are using temporary workers to fill short-term needs, cutting overall employment costs because temps generally do not receive benefits, bonuses and continuing training. At the same time, companies are outsourcing many of the tasks they once completed in-house – everything from the manufacture of components for new cars at GM to back-office records keeping at mortgage firms and credit card companies.

The number of people working for temporary help agencies in the U.S. jumped five-fold during the past 15 years, from about one-half million in 1985 to 2.5 million today. Three out of the four largest employers in the American Employers 500 firms are temp firms. Wal-Mart is the only non-temporary help company in the top four.

The Largest, U.S.-Based Temporary Staffing Firms, with Web Site Address and Employee Count (both U.S. and non-U.S. employees):

Kelly Services, Inc., www.kellyservices.com, 770,000
Manpower, Inc., www.manpower.com, 2,719,000
Spherion Corporation, www.spherion.com, 547,000

The largest temporary help agencies tend to have vast global operations. For example, Adecco is a Swiss firm with very large operations in the U.S., Europe and elsewhere, employing hundreds of thousands of people. Manpower, based in the U.S., does a major part of its business in France.

Temporary staffing companies operate about 20,000 offices around the nation, which brought in \$63.6 billion in revenues during 2000—almost four times the revenues of 1990. From 1992 to 1995, temporary help employment enjoyed explosive growth, averaging 20.3% yearly increases. Since

1995, however, the industry has slowed down considerably, and the total number of temp workers fell during 2001. Demand for temporary workers slows dramatically during economic downturns. Job seekers definitely should consider turning to temporary agencies when necessary, but they may find that the ideal temp job can be hard to find when the economy is soft.

The use of temporary workers enables employers to increase the workforce quickly when orders from customers increase, and to reduce employment overhead just as quickly when revenues decrease. Temporary workers are also an extremely efficient way to fill needs in one-time projects, to fill slots of permanent employees who are on leave and to screen potential candidates for full-time positions.

At the same time, some Americans prefer to work as temporary employees, feeling that this gives them significant flexibility in their working lives. About one-third of temp employees prefer this lifestyle. Unfortunately, many people end up working in temporary positions who would greatly prefer to be full-time employees. Nonetheless, temporary workers tend to hold significant skills as well as college degrees.

A large percentage work in professional specialties, such as law or accounting. Interestingly, the number of information technology temps has increased dramatically in the past several years. As shortages of certain types of infotech workers occurred, many highly skilled workers were able to demand extremely lucrative pay for temporary assignments. Some temporary workers have gotten the most out of the system by moving readily from shrinking industries to those that are expanding as the economy evolves. Others have found excellent permanent work when they were introduced to new companies as temps. Historically, about 72% of temporary workers find permanent employment within one year, according to the National Association of Temporary Staffing Services, www.natss.org. The average length of a temporary assignment is about 10 weeks.

Temporary Workers, by Category:

Manufacturing Floor	30.6%
Marketing/Sales	3.6%
Services (Personal care, janitorial, food service, security services, etc.)	7.1%
Executives/Managers	4.8%
Professional Specialty (Information specialty, engineering, law, etc.)	4.9%
Technicians (Health technicians, computer programmers, paralegals, etc.)	4.6%
Blue-Collar Workers	7.1%
Administrative/Clerical	36.5%

Source: U.S. Bureau of Labor Statistics

In fact, through the years, the temporary workforce has become increasingly technical in nature. For example, software giant Microsoft employed about 6,000 "permanent" temporary workers in a recent year.

Technology Continues to Create Sweeping Changes in the Workforce

Jobs are shifting to new categories of work that are based on technology that didn't exist five or ten years ago. For example, major companies have recently created the job title "Web Master" to describe the employee in charge of the firms' Internet sites and intranet operations. Banks and insurance companies are slashing employees, but many of the tasks they once did in-house are now performed by outsourcing companies that are posting soaring growth. Here's another example of employment changes due to technology: In the telecommunications industry, phone companies are using new computerized "digital" switches that require less manpower to operate, and voice-recognition equipment that has eliminated the need for many "information" operators. Meanwhile, large numbers of jobs have been created at booming cellular telephone companies.

In some cases, outsourced jobs and temp jobs pay employees less than the permanent, in-house jobs did in the past. The bright side, however, is that the fast-growth companies that need temps and outsourced help also create high-paying executive, administrative, marketing, information system and financial jobs in huge numbers as they become mammoth companies themselves.

Banking is one of the industries that has cut large numbers of jobs due to advancing technology, outsourcing, use of temporary workers and, especially, the closing and consolidation of branches and offices as a result of bank mergers. At the same time, however, new categories of jobs have been created in banks, such as specialists in online banking and licensed professionals who sell investment products to bank customers.

While corporate revenues soared over the past several years, wage and salary growth have been tame until recent months. For example, non-farm wages went up only 3.8% in 1997 and 1996, 2.5% in 1995, 1.8% in 1994 and 2.3% in 1993. More recently, the costs of wages and benefits for employers grew by slightly more than 4% in 2000. With so many firms scrambling to find qualified workers in today's era of high employment, wages will most likely increase at a faster pace. Meanwhile, many companies are striving to become model employers in order to attract and keep good employees. Much higher emphasis is being placed on wealth-building benefit plans, training and policies that help accommodate an employee's personal and family life.

Wealth-Building Benefit Plans

Fortunately, millions of Americans are now participating in 401(k) savings plans, and much of their money is invested in corporate stocks—both the common stocks of their employers and the stocks of other corporations. So, while companies are downsizing, and employees, in many cases, are earning less, a large portion of the workforce is benefiting from a major boost in total wealth through the growth of the value of the stocks in their 401(k) plans. Likewise, many millions of employees have enjoyed growth in the value of their profit sharing plans, stock options and discount stock purchase plans. (Of course, the ups and downs of stock values mean that the value of such plans can decline. However, the biggest advantage to the employee is frequently the amount contributed by the employer to such plans, combined with deferral of income taxes in many plans.)

Rather than the basic annual pay increases of the past, many firms are now switching to pay-for-performance. This is a system of bonuses based on the achievement of profit or productivity goals by an employee, his or her unit or the entire company.

Some plans are very simple. For example, Bloomberg Financial Markets gives its employees

certificates redeemable in two years for a cash amount based on the company's growth in total sales. Levi Strauss offered its 37,000 employees a one-time bonus equal to their 1996 salaries if the company met its \$7.6 billion annual cash flow target by 2001. Safelite Glass has offered its 1,600 employees cash bonuses twice a year based on meeting goals for output and quality. Other plans are only for select groups of employees. For example, Houston-based BMC Software has established a unique system that enables some of its employees who are programmers to receive a royalty based on the sales of the programs that they write—such a royalty can easily add up to \$1 million for a qualified employee. Pay-for-performance, as a percent of corporate salaries overall, has jumped from less than 4% in 1991 to about 8% today.

Many rank and file workers now have the ability to benefit from stock options. A study conducted by the consulting firm of Watson Wyatt Worldwide, found that nearly 19% of all employees (at a group of major employers included in a survey) were eligible for stock options in 1999, up from 12% in 1998.

Of course, top executives continue to make the most from stock options.

Massive Layoffs Become an Everyday Occurrence

Very high numbers of layoffs have been common in nearly every year since 1991, according to statistics maintained by the human resources and outplacement consulting firm of Challenger, Gray & Christmas. In 2000, for example, 613,000 jobs were cut in major U.S. companies, but an even higher percent of the workforce was cut during each of the similar boom years of 1998 and 1999. Here again, corporate restructuring, mergers and re-engineering are driving vast changes at employers of all types. During 2001, the economic slide plus the September attacks led to job cuts on a much larger scale, nearing 2 million total jobs eliminated during the year. More than 400,000 jobs were cut in October 2001 alone. The travel industry was particularly hard hit, but companies in telecommunications, computer hardware and commercial aircraft (Boeing) also made huge cuts in employment. Even during the next upturn in the economy, however, major job cuts will be announced as corporate restructuring continues.

Here is a summary of major trends that are sweeping through American business and are having an unavoidable effect on job seekers of all types:

- 1) Downsizing/Consolidation Through Mergers/Re-engineering of Corporations
- 2) Consolidation/Convergence in Financial Services Industries
- 3) E-Commerce Technologies Continue to Alter the Supply Chain and Create New Opportunities
- 4) Outsourcing/Temporary Workers
- 5) Exporting and the Globalization of Business
- 6) Continued Health Care Industry Growth/New Health Care Opportunities from Biotechnology
- 7) Convergence of Communications, Entertainment and Data Processing Technologies
- 8) New Energy Technologies will Create Incredible Opportunities

While all of these trends are positive because they make businesses more efficient and competitive, these trends mean that some types of operations will undergo vast restructuring and layoffs, while others will enjoy growth and job creation.

1) Downsizing/Consolidation Through Mergers/Re-engineering of Corporations

Mergers, consolidations, the movement of manufacturing to cheaper foreign locations and other factors (including poor financial performance at some firms) will continue to lead to large layoffs by many employers on a continual basis.

While much of the layoff activity of the 1980s was caused by mergers, leveraged buyouts and frantic efforts to cut expenses because of vastly increased loads of corporate debt, the “downsizing” of the '90s resulted from a nationwide effort to increase efficiency for efficiency's sake. Simply put, American corporations are anxious to change outdated methods in order to be more competitive. This trend continues today. At the same time, corporate mergers will continue to lead to layoffs in the 2000s. This is because mergers between companies in similar businesses create duplicated offices, branches, factories and administrative jobs.

In the case of U.S. manufacturing in particular, the loss of large numbers of jobs in recent years is sometimes a sign of strength rather than a sign of weakness. Factories are running with fewer people

because of immense investments in robotics and “CAD/CAM” (Computer-Aided Design/Computer-Aided Manufacturing). Over the 15 years ending in 1997, manufacturing output in the U.S. rose by more than 27%, after adjusting for inflation. Output per employee was up more than 38%.

Millions of manufacturing jobs were lost due to the rise of productivity. Meanwhile, companies in both manufacturing and services have caught on to “TQM” (Total Quality Management), quality circles, management by teams and other common sense systems that mean fewer mid-management, white-collar types are needed to communicate with the people doing the day-to-day work. Instead, workers have been encouraged to communicate among themselves. In many cases, workers are receiving unprecedented responsibility, setting their own goals and schedules, tracking costs and output and boosting profits. Twenty years ago, these were the tasks of middle managers.

In fact “communicating” is largely what the trend of using new practices and technologies while cutting layers of management is all about, whether it is communication between the top offices and the factory floor, communication with customers, communication between the computers in one corporate office with the computers in another or communication from desk-to-desk in massive service businesses.

Even businesses without factories are re-engineering. Take Aetna Insurance, for example. Until recently, the firm had 3,000 employees issuing new policies, and a new policy took about 15 days to write. Today, by linking desktop computers to the firm's databases, it takes only 700 employees to do the same job and do it better. The average time of issuing a new policy has dropped by 66% to only 5 days.

2) Consolidation/Convergence in Financial Services Industries

(For additional information, see Plunkett's Financial Services Industry Almanac.)

Like many industry sectors, the banking and insurance sectors have recently seen several substantial mergers, with no indication that this trend will slow. Though bigger banks may not necessarily translate into better banks, “superbanks” are emerging with major regional or national presences.

For example, banking giant Citicorp and insurance giant Travelers Group, Inc. completed a \$70 billion merger in 1998, forming the largest financial services

corporation in the world. In fact, it was, at the time, the largest corporate combination in history. This merger affirms the shift toward full-service, financial services super-firms. Merger focus in banking and insurance will continue to include convergence, where stock broker-dealers, insurers, banks and other related but not sector-specific companies combine forces to become super-companies. This newly popular form of merging, as illustrated in the Citicorp/Travelers Group deal, allows for merged super-companies to have a single delivery system for their products into giant, combined customer bases.

The trend of creating financial services giants through mergers does not guarantee instant success for the parties involved. For example, one of the benefits that such companies as Citicorp hope for is increased revenues through cross-marketing. That is, Citicorp wants to sell Travelers' insurance products to banking customers, and Travelers wants to sell Citicorp's banking services to insurance customers. However, it is unknown whether such cross-marketing will be successful in the long run. Affluent and educated customers will tend to purchase financial services where they get the greatest returns, products and services—not necessarily where they get the most products from one firm. An exception will arise where consumers who are hooked on the convenience of e-commerce want to view all of their financial assets in products in one Internet portal. In this case, being able to log onto, for example, a Merrill Lynch site showing bank accounts, credit card balances, retirement accounts, investment accounts and insurance coverage in one view could have tremendous competitive advantage.

3) E-Commerce Technologies Continue to Alter the Supply Chain and Create New Opportunities (For additional information, see *Plunkett's E-Commerce & Internet Business Almanac*.)

In a major study released in mid-2001 by Forrester Research for the National Association of Purchasing Management (NAPM), researchers found that 84% of U.S. corporations see the Internet as an important part of their future buying procedures (over the following 12 months), but only 29% reported cost savings from their Internet activities. Only 7% reported that "the Internet has introduced major changes to their procurement processes." Corporations that purchase more than \$100 million in goods yearly for their entire operations were twice as likely to report significant changes in their buying

practices, due to the Internet, as companies with lesser buying budgets (10.2% vs. 5.2%). Nonetheless, 20% of respondents reported participating in online auctions, and nearly 73% reported purchasing at least some indirect materials online. Slightly over 25% reported at least some buying at "online marketplaces."

A report released by the U.S. Department of Commerce in June 2001 found that online purchases accounted for 11% (\$231 billion) of all costs of materials at manufacturing plants in the U.S. in 1999.

As online ordering, tracking and shipment or inventory management continues to become more sophisticated and more cost-effective, purchasing managers at firms of all types and sizes will migrate to e-commerce for management of their supply chains. There are significant opportunities here for businesses to create very large numbers of new jobs.

Another interesting thought is that the global community that the Internet creates, by its nature, combined with the continuing globalization of business and industry as a whole, will dramatically increase the rate of trade between countries, thus speeding up e-commerce among businesses the world over.

4) Outsourcing/Temporary Workers

Part of the re-engineering process has been a boom in "outsourcing," that is, the use of outside experts to do chores that firms formerly used in-house departments to perform.

For example, Pitney Bowes takes over the mail rooms and copier rooms at major corporations. Pitney Bowes supplies its own copiers and then buys toner and paper by the truckload at the best possible cost. It trains its employees to keep track of every single copy so its clients can control costs. It also motivates copy department employees. The copy department employees are transferred from the client firm to Pitney Bowes, the outsourcing firm. There, these employees learn that the head of a Pitney Bowes copy department can rise to be a regional manager, a vice president or even higher, within the outsourcing firm. The client firm's costs are lowered and its profits rise. The outsourcing provider, Pitney Bowes, makes a tidy profit through its focused expertise and now has a rapidly growing division that creates more than \$100 million in yearly sales by running copier room functions for other firms.

The greatest area of outsourcing growth has long been in computer departments. (Ask Ross Perot how

he made his billions.) IBM, Accenture, EDS and Perot Systems are global leaders in this area.

However, several additional business functions are commonly outsourced. For example, ServiceMaster takes over janitorial tasks and building management and maintenance functions for giant corporate office campuses and industrial facilities. Another company even outsources all of the food warehousing and distribution for Olive Garden and other nationwide restaurant chains. Why? Because it can run trucks and warehouses efficiently while Olive Garden concentrates on running restaurants.

While the 1960s, '70s and '80s saw many firms frantically trying to do all tasks in-house, the '90s were vastly different. As the decade of rising productivity and efficiency, the '90s was an era of specialization and focus. Outsourcing, which rapidly gained popularity in this period, will continue to lead the way to higher efficiency and profits in the 21st Century.

At the same time companies are outsourcing their basic needs to service firms, they are also turning more and more to temporary workers. Temps are easier to layoff when not needed and generally do not qualify for costly benefit plans. However, recent rulings affecting Microsoft and other major employers that use large numbers of "permanent" temps may redefine the nature of the temporary engagement and may force firms to give benefits to workers who were previously thought to be exempt. (See the "temporary workers" section earlier in this chapter.)

Some companies offer combined services of temporary workers and outsourcing. For example, Spherion, a major temporary help firm and one of America's largest employers, is also a leading outsourcing company. Spherion's outsourcing division takes over all of the personnel administration functions for large clients. This means that Spherion's employees then do all of the recruiting, employee records management, benefits management, etc. for client companies. This is a logical extension of Spherion's human resources expertise and good cross-marketing to its roster of corporate clients.

Spherion attempts to save its outsourcing clients 25% to 30% of their former human resources administration costs. Much of that savings comes from lowered labor costs. Spherion typically uses sharp management and efficient practices to run the personnel function of a firm with a human resources staff that is at least 15% smaller than the number of people previously used by the client. (Some of these

people leave the client company and become Spherion employees.) It sometimes moves the personnel office from high-cost locations like New York City to lower cost areas like Phoenix. At the same time, Spherion uses its expertise and buying power to greatly cut the total cost of supplies and services (such as specialized software) used in personnel administration. Outsourced services currently provide 12% of Spherion's revenues, or about \$430 million yearly. The company plans to more than double that amount to \$1 billion by 2004.

5) Exporting and the Globalization of Business

The world is one marketplace more than ever before. Globalization of business supply and service chains is a strong trend today and will grow even stronger in the early 21st Century.

For example, consider the rapid globalization of the automobile industry. Mid-1998 saw the announcement of the purchase of America's Chrysler Corporation by the German firm of Daimler-Benz, maker of Mercedes Benz. Meanwhile, Toyota, Honda, BMW and other foreign firms have been building major auto plants in the U.S. Also, Ford owns a major interest in the Japanese auto firm Mazda. In fact, the entire global automobile industry will most likely be run by only a handful of companies by 2010, which may include Ford, Daimler-Chrysler, Honda and perhaps GM or Toyota.

American companies have been merging and consolidating on a national basis at a rapid clip. That consolidation will continue and will tend to become more global in nature. Meanwhile, U.S. firms will continue to expand into foreign markets through acquisitions and pure expansion.

Trade is not necessarily stable. While global economies are undeniably linked, they do not march hand-in-hand. For example, the late 1990s nose-dive of many Asian economies occurred during one of the biggest economic booms in U.S. history. The strength of America as a consumer market was a platform that helped to stabilize and regenerate Asian businesses that were having difficulties.

Increasing exports of U.S. goods and services have been, and will continue to be, a huge influence on the American economy and on job seekers of virtually all types. For example, in 1986, there were 5 million export-related jobs in the U.S. By 1996, the number had soared to more than 10 million.

America has incredible superiority in several key items needed by the rest of the world, including the

hot growth areas of health products, computers, e-commerce, financial expertise, software and entertainment of all types. The message is clear: America can rapidly build millions of additional jobs through trade, and barrier-breaking agreements like NAFTA are of the greatest importance for the creation of future jobs, although, here again, some current jobs will be displaced.

Many of our growing exports will be to developing nations: places like India, Brazil and, especially since NAFTA, Mexico.

Meanwhile, the U.S. is even exporting its new-found expertise in the booming superstores and discount retailing sectors. For example, about 1,000 of Wal-Mart's 4,200 stores are in locations such as Argentina, Brazil, Canada, China, Germany, Korea, Mexico, Puerto Rico and the U.K. Eventually Wal-Mart may bring its brand of retailing to virtually all of the world's major markets. Watch for a rapidly escalating expansion of the most successful U.S. retailers into overseas markets on all continents.

The typical major U.S. corporation listed on the Dow Jones Industrials creates about 40% of its sales in foreign nations, up from 35% in 1988. Today, exports account for vital 11% of the U.S. Gross Domestic Product (GDP). Compare this to only 4% of GDP created by the U.S. housing industry, and you can readily see just how important exporting is. In 2000, U.S.-based firms earned \$134 billion in profits from their foreign subsidiaries, up dramatically from \$58 billion in 1990. Here's another look at the importance to the global economy of trade with the U.S.: America is an economic and technological giant, accounting for almost 30% of the world's GDP, up from about 26% in 1992. U.S. firms now earn nearly one-half of the world's corporate profits, up by one-third from 1990.

6) Continued Health Care Industry Growth/New Opportunities from Biotechnology

(For more information, see Plunkett's Health Care Industry Almanac and Plunkett's Biotech Industry Almanac.)

America's health care bill equals 14% of the entire output of the U.S. economy! Our health care alone adds up to more than the combined total economies of Canada, Norway and Sweden. Despite this unbelievable cost, about 44 million Americans have no health care insurance coverage at all.

Of course, the total cost of care has been driven up by the total amount and scope of care that is now available.

Employers are still spending vast sums to cover their employees, close to \$4,000 per employee per year on average. That cost is rising rapidly, as HMOs (health maintenance organizations) force through increases in their prices.

The rapid aging of the U.S. population, combined with continuous introduction of new medical technologies means that there is no end in sight to the growth of the health care industry. Millions of jobs will continue to open here, and the industry will feel few effects from economic downturns.

Much of the growth in sales of U.S.-based health products firms will continue to be fueled by demand from foreign nations, especially from emerging nations that begin to develop modern health care systems.

The biggest single opportunity in growth may lie in the biopharmaceuticals industry. Many observers are referring to the present era as "The Golden Age of Biotech" with good reason. Several factors are combining to enable biotech firms and scientists to prosper, including:

- The mapping of the human genome is largely complete.
- The FDA is accelerating new drug approval, including the implementation of a fast-track approval program for urgently-needed therapies.
- There is a convergence of nanotechnology (the creation of very tiny devices) with biotechnology. Technologies that have been developed for the biotech market are now leveraging into uses in entirely new areas such as molecular electronics.
- Advanced computer technology has led to very high speed laboratory research techniques.
- Immense databases have created a new sector referred to as "bioinformatics" whereby basic research data is now widely available to scientists around the globe.
- Partnerships and collaboration among biotech startups, major drug manufacturers and the research departments at major universities are at an all time high.
- Among the most important factors: a veritable frenzy of new financing has poured into the biotech industry which is funding very aggressive research, development and marketing plans.
- Biotech IPOs (initial public offerings of stock) have been highly successful. During 2000 there were 40 biotech IPOs, compared to only three during 1999.

Biotech truly is entering a golden age of rapid advancement. The results will alter human life in profound ways. Not only will our ability to detect, cure and prevent diseases leap forward due to biotech, this field will also create deep changes in the way the world feeds and clothes itself due to genetically-altered plants and agricultural animals.

As our understanding of human biology at the molecular level matures, genetically-engineered pharmaceuticals will be developed that target diseases at their molecular origins, thus lessening the need for some of the more costly elements of health care such as invasive surgery and intensive care. If applied during the early stages of disease development, these new therapies will extend and improve the quality of life for the patient. If a disease has already caused the failure or malfunction of a vital organ or tissue, it may one day be possible for the patient to receive a fully functioning, genetically-engineered replacement, grown with cells harvested from the patient's own tissues. Gene mapping and proteomics will allow researchers to develop therapies to halt disease before it becomes symptomatic, and future newborn children may be screened to determine whether they are genetically predisposed to certain diseases.

Billions of dollars in new revenues will be enjoyed by biotech firms over the mid-term, and tens of thousands of excellent jobs will be created in this industry.

7) Convergence of Communications, Entertainment and Data Processing Technologies (For additional information, see Plunkett's Entertainment and Media Industry Almanac.)

There is a rapidly blurring line between the business segments once claimed exclusively by entertainment, publishing, computing and telephony. Inexpensive home computers are not only a logical gateway to the Internet; they also deliver entertainment via built-in DVD and CD-ROM players, allow the playing of games and, in one integrated unit, can act as very sophisticated telephones, complete with the capabilities of voice mail, call screening and other advanced services.

Recently, many new alternate platforms have been announced, which may eventually reduce the importance of the traditional personal computer. For example, the latest versions of game players by Sony and others will act as Internet devices as well as game enablers.

Largely because of deregulation, the distinctions between various InfoTech industries are starting to disappear. New coalitions are springing up, and massive mergers are occurring. Publishers, Internet firms, cable television companies, telephone companies and television/movie producers are merging and making strategic partnerships at a blinding pace. Disney, already an entertainment *smorgasbord*, purchased network television giant Capital Cities/ABC and has invested very heavily in Internet businesses. Westinghouse bought CBS. The deals are just beginning. The biggest news of all is the recent merger of America Online with entertainment and publishing giant Time Warner.

Meanwhile, computer software and hardware companies have a growing link to entertainment, publishing and cable television. Microsoft made a \$1 billion investment in Comcast, one of the nation's biggest cable TV firms. Also, it made a deal with TCI whereby Microsoft software will be at the heart of millions of cable modems. Likewise, semiconductor leader Intel has a vital interest in the entertainment delivery field.

Consider the path taken by Sony Corp. To begin with, it's a hardware maker with a widely-respected line of everything from home computers to CD-ROM players, stereos, televisions, telephones and even top quality cameras and equipment used in video production. In recent years, Sony has also been a major producer of films, movies and software and a major movie theater owner. It has even grabbed a huge market share in electronic games with its PlayStation product. Now, Sony has completely regrouped to make itself into one of the leading digital content and Internet-based devices firms in the world.

This merging of communications and entertainment of all types is having a profound effect on the employment picture. Traditional companies that fail to keep up with the InfoTech Revolution are losing ground and laying off employees. Meanwhile, companies on the leading edge are soaring, creating hundreds of thousands of jobs on a global basis. At the same time, the day-to-day lives of employees in all types of firms are being altered by InfoTech changes. For example, employee training is now delivered daily by private satellite networks to every store in nationwide retail chains such as Wal-Mart and Home Depot. Giant manufacturers such as GE are sending sales reps away from the office to telecommute from their homes, thanks to the advent of laptop computers, fax machines, voice mail, e-mail and long-distance modem access to Internet-based

databases full of information about customers and inventories.

Starting with today's very rapid implementation of cable modem access to U.S. homes, increasingly faster broadband will soon begin to change the nature of the U.S. home as well as the office. To envision the Convergence Age of the near future, remember to dwell on two things: always on and complete integration of information and media of all types, with Internet appliances of as-yet undreamed of natures continuously talking to each other.

8) New Energy Technologies will Create Incredible Opportunities

(For additional information, see Plunkett's Energy Industry Almanac.)

In recent years, a widespread perception of a nationwide "energy crisis" has created a renewed interest in all things energy-efficient. Smaller cars, high-efficiency homes and even solar power are once again part of popular culture. After all, if you've been enduring a rolling electricity blackout in California or New York, alternative energy sources must seem extremely interesting. At the same time, renewable energy sources and cleaner-burning fuels are of great appeal to the large number of American consumers who have developed a true interest in protecting the environment. Some surveys have shown that consumers would even be willing to pay somewhat more for electricity if they knew it was coming from non-polluting, renewable sources.

Government is once again keenly interested in promoting renewable, alternative energy sources. Many states have created rebates and other incentives to encourage investment in renewable energy systems, and 33 states have new net metering policies that require electric utility companies to pay customers for generating electricity at the same price that they charge those customers for consuming it. In other words, consumers who use solar, microturbines or other methods to generate more electricity than they need from time to time could see their electric meters running backwards. This is a big step forward when you consider the fact that utilities previously purchased such power from consumers at wholesale rates, which may only be 30% or 40% of the retail price.

Important alternative energy technologies that will create tens of thousands of new jobs yearly include: fuel cells, wind power (utilizing advanced wind turbines), solar power (based on new, cost-effective

photovoltaic cells and other technologies) and microturbines (bringing power generation close to the user).

One of the hottest alternative energy technologies is the fuel cell. The fuel cell, in basic terms, consists of quantities of hydrogen and oxygen which are separated by a catalyst. Inside the cell, a chemical reaction within the catalyst generates electricity. Byproducts of this reaction may include heat, carbon dioxide and water. One of the greatest potential advantages of fuel cells is the fact that they are generally clean, efficient energy sources. Fuel cells are already in wide use, even powering a U.S. Post Office in Alaska.

General Motors, Ford, Honda, DaimlerChrysler and Toyota all have significant fuel cell research initiatives. In fact, GM recently exhibited a full-size pickup truck sporting a prototype fuel cell engine that runs on hydrogen extracted from gasoline. Auto makers may have a fuel cell-powered car, perhaps a fuel-cell/electric hybrid, on the market as early as 2004 or 2005.

Not only is the automotive industry keenly interested in fuel cell power for automobiles and trucks, it is also betting on the use of fuel cells for many other purposes. In mid 2001, General Motors made the remarkable announcement that it is developing an affordable fuel cell -powered electric generator for ownership by individual consumers and businesses.

As for wind power, according to the American Wind Energy Association, new windmill projects are springing up nationwide, from three projects under construction in Hawaii, to three proposed projects in Maine. Within the next decade, wind will generate a significant portion of America's electric needs, perhaps as much as 5%.

The solar equipment market is about \$2.5 billion in 2001, up about 500% over the past five years. U.S. manufacturers produced about 60 megawatts of generating capacity in new solar equipment last year, and the industry-leading Japanese manufactured about 80 megawatts. Other alternative energy sectors are posting equally impressive growth. Much of the revenue growth for U.S. firms will lie in exporting goods and services. Watch for tens of thousands of excellent jobs to be created in this sector over the long term. This is a superb industry for people who want to get in on the ground floor of the next big thing.

Chapter 2

RESEARCH: 7 KEYS FOR JOB SEEKERS

Use your library, college placement office, the Internet and other resources to become well-informed about a company and its industry before you ask for an interview.

Research is the key to finding appropriate job openings, targeting the best possible employers and performing well when you go to job interviews. Learn what's unique about a company compared to other firms in its industry. Learn why it's prospering—or why it isn't. Where's this company going? Is it favored by stock investors? What are its hottest-selling products and services? Is it investing in research and new facilities so that it may prosper in the future?

Also, as many people who have been laid off from failing startup firms have learned the hard way, determining a company's level of financial stability can be one of the most important factors in making a career decision.

The more you're willing to dig deep at the library or your college's career planning office, and the more adept you are at using the Internet for research, the better your chances of great success in a job search. If you are willing to ask questions of businesspeople and of employees who currently work for your target employers, you will enhance your job search even further. The two secrets to successful job research are tenacity and focus. Know what to look for and where to find it.

Once you've landed an interview, research both the prospective employer and its industry even further. In this manner, you'll know what questions to ask before you agree to take the job, and you'll present yourself as a knowledgeable potential hire who's truly interested in the company and its business.

Here are the 7 Keys for Research that can lead you to a great employer:

1) Financial Stability

Check bond ratings, credit ratings, debt level, growth in sales/profits and the views of stock analysts.

2) Growth Plans

Look for new plants, stores or offices to be opened, new products or divisions to be launched or plans for strategic acquisitions.

3) Research and Development Programs

Research is a vital investment in the future.

4) Product Development/Manufacturing

Does the company have emerging products and services or utilize cutting edge technologies?

5) Marketing and Distribution Methods

In-house sales force? Dealers and distribution partners? Advertising methods? Increasing market share? Growing international sales?

6) Employee Benefits

Are wealth-building benefit plans offered? Will the company match your deposits to a savings plan? Check for tuition reimbursement, pension plans, profit sharing, ESOP stock ownership plans, discount stock purchase plans, stock options or performance-based compensation.

7) Quality-of-Work Factors

Does the company offer continual training, wellness programs, child care, promote-from-within policies, performance reviews, product discounts or on-site health clubs? Is it a corporate culture that fits your style?

Make notes about these seven key factors for each firm you are considering, and then compare each company's plans and programs to others in the same industry. You'll begin to see what makes some firms outstanding and why those outstanding companies are the best places to make a career investment.

Your research goal should be twofold. First, determine whether this is a firm you want to work for. Are the salaries and benefits appealing? Are layoffs likely? Is it a company with solid growth plans? A growing company will offer opportunities for you to advance when it starts new branches, new stores or new product lines. Second, develop a personal understanding of the company and its industry so you can better sell yourself as a prospective employee.

Women and Minorities:

Certain industries have a greater tendency to offer advancement opportunities for women or minorities. Historically, the banking and insurance segments have tended to promote both women and minorities, as have retailing, electric utilities, publishing and major telephone companies.

Major employers in many other industries are making serious efforts to hire, develop and promote women and minorities for top officers' positions. For example, Hewlett-Packard posted a woman to the CEO spot in 1999, making her the highest-ranking woman among the largest technology firms. Today, four of the Fortune 500 firms have female CEOs, up from only one firm in 1996. In addition to Hewlett-Packard, those firms are Avon Products, Spherion and Golden West Financial.

However, since this book's American Employers 500 group of firms is a unique list, it contains additional female CEOs not found in the Fortune 500.

Female CEOs in the American Employers 500 Firms

Kathy Bronstein, Wet Seal, Inc.
Dorrit J. Bern, Charming Shoppes, Inc.
Pamela J. Kirby, Quintiles Transnational Corp.
Cinda A. Hallman, Spherion Corporation
Carleton S. ("Carly") Fiorina, Hewlett-Packard
Andrea Jung, Avon Products
Marion O. Sandler (Co-CEO) Golden West Financial

The Executive Leadership Council, www.elcinfo.com, a Washington, D.C.-based non-profit group that conducts programs aimed at filling more executive posts with African-Americans has a unique statistic to report. Its membership is composed of senior-level black executives who have jobs that are no more than three levels below the CEO spot at Fortune 500 companies. When the group was founded in 1986 it had only a handful of members. Today, its membership is over 170 people employed in high level executive jobs at 120 major corporations. Approximately one-fourth of them are black women.

Financial services giant Merrill Lynch has posted an African-American, Stan O'Neal, as President and Chief Operating Officer. He is clearly in line to become CEO.

American Employers 500 Firms with Minority Members as CEOs

Erroll B. Davis, Alliant Energy
Franklin D. Raines, Fannie Mae
Kenneth I. Chenault, American Express
Andrea Jung, Avon Products

The U.S. Equal Employment Opportunity Commission reports that, in all U.S. industries combined, approximately 6% of managers are African-American, 4% are Hispanic, 3% are Asian and fewer than 1% are American Indian.

A 2000 study released by Catalyst, a new York-based research group that focuses on women's issues in the workplace, found that 12.5% of officers in the Fortune 500 are women, up from 11.9% the previous year. Catalyst did similar studies in 1998, finding the number to be 11.2%, and in 1995, finding 8.7%. You can access the results of Catalyst studies at www.catalystwomen.org. Obviously, women are making some progress in gaining representation in the highest ranks of corporate America, but they fall far short of parity with men in that regard.

In early 2000, Segal Co., www.segalco.com, a benefits and salaries consulting firm, released a study showing that only 4% of the members of the boards of directors at small to midsize companies, and 11% at large companies, are women. This can be a critical issue for female job seekers because the presence of women on the board of a corporate employer is potentially a sign that the firm is aware of women's issues in the workplace.

Top 20 Employers in the American Employers 500 by Number of Apparent Women as Officers or Directors

Company Name	City	State	Female Officers and Directors	Primary Line of Business
BELLSOUTH CORP	Atlanta	GA	11	Local Telephone Service
ENRON CORP	Houston	TX	11	Utilities-Electric and/or Natural Gas
AMGEN INC	Thousand Oaks	CA	9	Drugs-Diversified
DUKE ENERGY CORP	Charlotte	NC	9	Utilities-Electric and/or Natural Gas
NIKE INC	Beaverton	OR	9	Athletic Shoes/Apparel Manufacturing
GANNETT CO INC	Arlington	VA	8	Newspaper Publishing
BJ'S WHOLESALE CLUB	Natick	MA	8	Warehouse Clubs, Retail
TALBOTS INC (THE)	Hingham	MA	8	Apparel-Women's, Retail
TARGET CORPORATION	Minneapolis	MN	8	Discount Department Stores, Retail
GAP INC (THE)	San Francisco	CA	7	Casual Apparel Stores, Retail
WET SEAL INC (THE)	Foothill Ranch	CA	7	Casual Apparel-Young Women's, Retail
AVON PRODUCTS INC	New York	NY	6	Cosmetics & Beauty Supplies, Direct Selling
FIRSTENERGY CORP	Akron	OH	6	Utilities-Electric and/or Natural Gas
INTUIT INC	Mountain View	CA	6	Computer Software-Financial Management
NORDSTROM INC	Seattle	WA	6	Upscale Department Stores, Retail
RESTORATION HARDWARE	Corte Madera	CA	6	Upscale Furniture & Housewares, Retail
ROSS STORES INC	Newark	CA	6	Discount Apparel Stores, Retail
DYNEGY INC	Houston	TX	6	Utilities-Electric and/or Natural Gas
SPHERION CORPORATION	Fort Lauderdale	FL	6	Temporary Help/Staffing
GENERAL MILLS INC	Minneapolis	MN	6	Cereal Manufacturing

Another important fact covered in Catalysts' studies is the number of women in what are referred to as "line" jobs at the Fortune 500. These are jobs that are considered to be of critical importance in creating growth and profitability at companies; jobs that may place the executive in line to become the CEO some day. Catalyst places the percentage of women in such jobs at 7.3% in 2000, up from 5.3% in 1996.

The number of minority members in the highest offices and on the boards of directors of major companies is much smaller than the number of women.

In a 1999 study of 340 major American corporations, Catalyst found that only 105 of the Fortune 500 firms had women who were minority group members in corporate officer positions.

Where data is available to the editors, THE ALMANAC OF AMERICAN EMPLOYERS 2002-2003 provides information regarding women and minorities' advancement at each profiled company.

Quality of Life Benefits

Many companies offer benefits that help employees balance their personal and professional lives. The concept is that employees who are healthy and comfortable with their personal lives make better, more productive employees. To that end, many companies include fitness programs and family services such as extended maternity leaves and child care or elder care, whether on-site or off-site in the form of referral services. In many cases, benefits are listed on company web sites.

Companies with On-Site Fitness Centers or Health Club Membership Programs

Company	Primary Line of Business
AGILENT TECHNOLOGIES	Test Equipment
AMGEN INC	Drugs-Diversified
BALLY TOTAL FITNESS HOLDING CORPORATION	Health Club Operator
BECTON DICKINSON & CO	Equipment-Injection/Infusion
BROWN SHOE COMPANY INC	Shoe Stores, Retail
CHARMING SHOPPES INC	Apparel-Women's Retail
COUNTRYWIDE CREDIT INDUSTRIES INC	Mortgages
CROWN CORK & SEAL CO INC	Packaging Products
EL PASO CORP	Gas Pipelines
ELECTRONIC ARTS INC	Computer Software-Video Games
ELI LILLY & CO	Drugs-Depression
ENTERGY CORP	Utilities
HUMANA INC	HMO
LEGG MASON INC	Stock Brokerage/Investment Banking
LEHMAN BROTHERS HOLDINGS	Stock Brokerage/Investment Banking
LINCOLN NATIONAL CORPORATION	Life Insurance Company-Underwriting
MERCK & CO INC	Drugs-Manufacturer
NIKE INC	Athletic Shoes/Apparel
NORTHEAST UTILITIES	Utilities
ORACLE CORP	Computer Software
PFIZER INC	Drugs-Diversified
PROCTER & GAMBLE CO	Household Products Manufacturing
PROGRESSIVE CORP	Insurance Company-Underwriting
PRUDENTIAL FINANCIAL	Insurance Company-Underwriting
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED	Utilities
RADIOSHACK CORPORATION	Electronics Stores, Retail
ROCKWELL AUTOMATION	Industrial Automation Solutions
SCHERING-PLOUGH CORP	Drugs-Allergy and Respiratory
STRYKER CORP	Equipment-Surgical Instruments
WHIRLPOOL CORP	Home Appliance Manufacturer

Employers with Headquarters in Smaller Cities with Outdoor Recreation Potential

Company	City	State	Primary Line of Business
WILD OATS MARKETS INC	Boulder	CO	Natural Foods Grocery Stores
CHICO'S FAS INC	Fort Myers	FL	Apparel-Women's Retail
HEALTH MANAGEMENT ASSOCIATES INC	Naples	FL	Hospitals-General
ALBERTSON'S INC	Boise	ID	Grocery Stores
BOISE CASCADE CORP	Boise	ID	Paper Products-Manufacturing
BORDERS GROUP INC	Ann Arbor	MI	Book Stores-Retail
INGLES MARKETS INC	Asheville	NC	Grocery Stores
LL BEAN	Freeport	ME	Outdoor Apparel Catalogs

Growth Potential and Job Stability:

A firm's growth potential should be among your top priorities. Consider this: a new college grad, armed with near-perfect grades and impressive experience, thought he had his dream job when he went to work for a well-known Palo Alto, California-based Internet company in 1999. The technology stock market crash of early 2000 forced hundreds of dotcoms to slash expenses, including the number of employees on the payroll. Companies that had been spending lavish amounts suddenly turned to desperate methods to preserve cash. After only a few months on the job, our friend found himself unemployed along with a horde of other workers who were suddenly laid off. An uncommon horror story? Not really. Companies are always trying to maintain or increase productivity, that is, the ratio of sales per employee. If a company's sales are sliding, or if it is running out of cash, the job picture starts to collapse. This unfortunate grad was enticed into a risky firm with a business model that created little revenue and never produced a profit. A little extra research into the company's finances and true potential for growth might have saved him a lot of trouble.

(Of course, employers are sometimes put in a position of resorting to layoffs due to conditions outside of their control. For example, travel industry companies worldwide cut hundreds of thousands of jobs in the revenue slump following the September 11, 2001 attacks on New York and Washington, D.C.)

As a job seeker, you're forced to look out for your own best interests while you sort through thousands of potential employers in dozens of industries. This means that good research is vital. For example, if you put salary at the top of your list, you may have the wrong priorities. From time-to-time, some of the highest paying firms have been among those cutting the largest numbers of employees. If you are looking for job stability, your biggest challenge is to pick companies that are more likely to hire now and less likely to have lay-offs in the future. That's why a firm's growth outlook should be one of your guiding lights.

However, the key is internal growth caused by expanding sales. Generally less appealing are firms that post a quick spike in growth through big mergers. (In many cases, merged companies will be laying off people who suddenly find themselves filling jobs duplicated in newly consolidated offices. Also, companies that grow excessively through acquisitions may be taking on loads of debt that can become hard to handle later. However, there are occasional exceptions to this rule where firms are enjoying soaring demand for products or services and find it difficult to hire quickly enough to keep up.) Companies that are growing rapidly through internal expansion include those opening new stores, distribution centers or offices, developing exciting new products, moving into new markets and creating hot new technologies, retail formats or services. Those types of expansion mean great career opportunities, including the chance for rapid job promotion.

Where can you look for growth companies? If you're tenacious, you can find opportunities where others will find only rejection. Identifying real prospects for growth takes more than a quick glance.

Banking is a good example of an industry where smart research can lead to interesting job opportunities. We will continue to see large numbers of mergers and consolidations in banking during coming years. As a result, many branches and offices will close, and tens of thousands of jobs will be cut. Nonetheless, tenacious job seekers can find excellent positions in this industry by digging deep and thinking creatively. For example, a few years ago, careful research led to a fantastic career move for a mid-level banking executive in Texas. Despite the fact that newspapers were full of stories about thousands of layoffs at Citicorp at that time, she left a unit of Bank of America and landed bigger pay and responsibility at Citicorp in a rapidly growing call center unit that handled customer service requests

from all over the nation. How did she find the job? In the help wanted ads of the same newspaper that was full of bank layoff stories. Here's an extremely important point for you to remember: like this successful job changer, you should look for opportunities in growing divisions that serve special niches, even when the company as a whole is cutting jobs.

Additional key factors for good corporate growth, and thereby the best job prospects, include:

1) Companies or divisions with a growing share of a promising market.

Management's ability to anticipate or create change in the marketplace makes for a growing company with great prospects. For example, Sam Walton revolutionized the department store business by realizing that consumers want everyday low prices on name-brand merchandise. He created Wal-Mart, while competitor Sears suffered by maintaining an old-fashioned policy of special sales events on private-label goods. Wal-Mart rapidly became one of the largest creators of new jobs in the private sector. Sears was forced to slash its ranks.

What about companies outside of retailing? Microsoft fought its way to the top because of unique products serving a soaring market when it developed highly functional software for personal computers. Microsoft created thousands of millionaire employees through the immense increase in the value of its stock plans. McDonald's leapt to the top of the food service industry by providing exactly what customers wanted: fast, consistent, inexpensive food. Meanwhile, McDonald's talented management team successfully rolled the concept out on a global basis.

The point to these stories is that you shouldn't invest your career in a company with mediocre prospects. With perseverance, you can target your own list of employers that are posting growth due to competitive advantages or growing market demand. Your best bets are companies taking reasonable risks in order to move ahead. Those risks may include investments in advertising, research and development, new technology, improved techniques on the manufacturing floor, testing of new products and the opening of new retail store formats. For example, Chico's FAS stores scored a hit by filling a niche in the women's apparel market, and Genentech became a leader in the biotechnology field by risking vast amounts on research. Also, don't overlook the potential of the export market—many American

firms find much of their growth by creating products and services that enjoy terrific demand overseas as well as in the U.S. Heinz sells more ketchup outside the U.S. than it does at home.

2) Sales and profits: past and present.

The companies most likely to move along at a good clip are those with an exciting history. Firms with an average annual growth in sales of 10% to 15% over the last three to five years are generally promising. Many small and mid-size firms grow at much faster rates and find themselves hiring continuously.

3) Beware of fads

Unfortunately, a few companies post meteoric growth in businesses that turn out to be mere fads. The restaurant and food service industry suffers from this problem on a regular basis. In recent years, companies selling bagels, frozen yogurt, rotisserie chicken and the like enjoyed impressive, nationwide growth only to collapse like a house of cards a couple of years later. Retail chains with short-lived popularity, nutritional supplements and many other types of firms turn out to be fads that are a waste of time for employees.

How to Find and Use Expert Opinions:

Superior sources used by sophisticated job researchers include reports written by: 1) stock analysts; 2) professional market research firms; and 3) journalists at business magazines and industry "trade" magazines. Many major libraries have large collections of industry-specific trade magazines that can give you clues that competing job seekers will overlook. For example, Shopping Center World www.industryclick.com, publishes lists of the fastest growing retail chains. Virtually every other industry is covered by one or two trade magazines that will give you leads to growing companies. Many articles in these magazines contain the names of executives you may want to contact. Also, most industry trade magazines publish help wanted ads in the back. The Gale Directory of Publications and Broadcast Media is a good index to magazines, organized by industry. You can find this directory in major libraries. Primedia, www.industryclick.com/magazine.asp, publishes dozens of industry trade magazines. Search their Internet site for a complete list.

Next, move on to reports from experts. Marketing and investment professionals are looking for some of

the same clues you should use as a job seeker, and reports written by full-time analysts who cover specific companies or industries can help you find firms that are growing and hiring. Multex Investor, www.multexinvestor.com, is the best source of stock analysts' reports. Here, you'll find online access to industry and company coverage written by the nation's best analysts. Most of the reports have a cost, but many are free of charge, and others have prices of as little as \$5 to \$25. Learn to use the "Advanced Search" feature at Multex Investor to find exactly what you want.

Professionally written market research can be found at MarketResearch.com www.marketresearch.com, AllNetResearch, www.allnetresearch.com and Mindbranch, www.mindbranch.com. These market research brokers charge varying fees for access to the reports. However, many of the reports are reasonably priced, and the insight you gain into industries, markets and leading companies can be extremely helpful. All three of these web sites offer the ability to search for reports by a wide variety of criteria, including company name and industry.

Other Basic Resources:

Annual reports/10-Ks/S-1s: Companies that sell their stocks to the public, such as the firms covered in this book, publish annual reports that contain a wealth of information. Annual reports and 10-Ks cover yearly results, financial statements, management practices and other vital information for publicly-held firms. S-1s provide the same type of information on companies that are selling stock to the public for the first time. You can find copies of such reports at large libraries. Online, the best place to acquire this information is at Free Edgar, www.freeedgar.com. Look especially at the five-year "summary financial statement" in the back of these reports. Also, look for growth in sales and earnings. If these are falling, dig deeper to find out why. Faltering sales or profits can lead to layoffs or to a merger with another firm (which could result in deep job cuts). However, never use annual reports as your sole source. While annual reports are required to contain certain facts, they are also marketing tools, and managers use them to make their companies look as good as possible.

You can also access five-year financial results for publicly-held firms, free-of-charge, in the profiles found on MarketGuide, www.marketguide.com.

See Chapter 3, "Important Contacts for Job Seekers" for additional places to get basic corporate data.

More Ways to Research an Employer's Financial Stability and Growth Plans:

1) Major Companies:

a) There's no sense in trying to become a financial analyst on your own. Instead, go to your library and turn to the *Bond Guide* published by Standard & Poor's (New York, NY). This monthly booklet rates thousands of corporate bonds, based on a company's ability to pay principal and interest when due. If you're considering a major corporation with a bond rating of less than BB (an indicator that a company's debt is riskier than "investment grade"), you should do a lot more investigating before you spend much energy chasing a job at that company.

b) Carefully study stock analysts' reports and journalists' articles in trade and business magazines. Analysts' reports cover the current finances and future prospects of specific companies, and talk about the competitive landscape in general.

2) All companies, including medium-sized firms and privately-owned employers:

Study back-issue indexes and archives to major newspapers to see what journalists are reporting about a prospective employer. Many libraries have back issues of *The Wall Street Journal*, *The New York Times* and other imported newspapers on microfilm. At major public and universities libraries, you may be able to access online databases like ProQuest and InfoTrac. These databases have excellent search engines that lead you into online archives of the best publications, including *The Wall Street Journal*, as well as many trade and local publications.

For smaller firms, go online and try American Journalism Review at www.newslink.org, where you'll be able to search news sites including home town newspapers across the nation. Likewise, search local business newspapers at www.bizjournals.com, where you'll find links to dozens of major business weeklies like the *Houston Business Journal*.

3) Invest in a credit report:

If you really want reassurance, go to Hoover's Online at www.hoovers.com and use its links to order a credit report on the employer. These reports, compiled by Dun & Bradstreet or Experian, cost about \$25 to \$125, depending on their complexity, and they can help you determine whether the company is paying its bills on time or has other problems.

See Chapter 3, "Important Contacts for Job Seekers" for additional places to get financial data on corporations. Also, see *Plunkett's Financial Services Industry Almanac 2000-2001* and *Plunkett's On-Line Trading, Finance & Investment Web Sites Almanac* for additional resources.

Look up your firm and industry Internet search engine such as Yahoo Finance

<http://finance.yahoo.com/?u>. There, you may find unusual articles that were recently written about a company's product breakthroughs, treatment of women or minorities, human interest stories, training programs or stories written from other unique slants.

Books and Guides: Also, search at a library or at an online bookseller like Amazon.com for recent books regarding major companies. For example, if you want to apply to Morgan Stanley for a job, don't fail to read *The House of Morgan*. With a little research, you can turn up many other excellent books about specific companies, from banks like Bank of America to publishers like Gannett.

You'll find Plunkett Research's newsletter, *Corporate Jobs Outlook (CJO)*, in college placement offices, libraries of all types and outplacement offices. Here, you'll find easy methods for comparing the financial stability, benefits and advantages of major firms. Each bi-monthly issue contains Reports on 15 to 20 corporations. *CJO* is an easy-to-understand guide to what's going on inside the nation's small to mid-sized, fast growing employers. It's designed to help job seekers of all types. You'll find ratings for each company's financial stability, salaries/benefits and career outlook, along with the latest developments within the firm, its record of posting women or minorities to top jobs, its benefit plans and its growth potential. You can preview the newsletter at our web site: www.plunkettresearch.com.

Plunkett's Industry Reference Books:

Plunkett's Health Care Industry Almanac
Plunkett's InfoTech Industry Almanac
Plunkett's Retail Industry Almanac
Plunkett's Energy Industry Almanac
Plunkett's Entertainment & Media Industry Almanac
Plunkett's E-Commerce & Internet Business Almanac
Plunkett's Telecommunications Industry Almanac
Plunkett's Biotech & Genetics Industry Almanac
Plunkett's Financial Services Industry Almanac

These books will give you in-depth coverage of specific industries and the leading firms in those industries, along with trends and developments in technology and services. You will find these books in public and academic libraries, college placement offices, human resources offices, corporate libraries and government agency libraries. For sample chapters and additional details, you can preview these books at: www.plunkettresearch.com.

Plunkett's Companion to The Almanac of American Employers is our book that provides profiles on 500 additional, rapidly-growing corporate employers. This new companion book covers smaller firms than those in the main volume of THE ALMANAC OF AMERICAN EMPLOYERS.

Online research: See Chapter 3, "Important Contacts for Job Seekers" for additional sites.

Also, our unique book, *Plunkett's Employers' Internet Sites with Careers Information* contains in-depth profiles of the best sites on the World Wide Web that are operated directly by major employers that want to attract new employees. Most of these sites allow the user to apply for a job via online methods.

Popular Job-Search Internet Sites

Headhunter.net	www.headhunter.net
HotJobs	www.hotjobs.com
CareerBuilder	www.careerbuilder.com
Monster	www.monster.com
JobsOnline	www.jobsonline.com

Source: Plunkett Research, Ltd.

Great Places for Industry Research

Industry data: Debbie Flanagan's "Industry Information" site,
<http://home.sprintmail.com/~debflanagan/industry.html>

Plunkett Research, www.plunkettresearch.com see Industry Research channels.

Quintessentialcareers.com
www.quintessentialcareers.com offers a "Guide to researching companies."

Wall Street Research Network, www.wsrn.com publishes data about employers that issue stock.

WetFeet.com, www.wetfeet.com publishes snapshots of hundreds of employers.

Pension Plan Research:

If your employer offers a pension plan, it must give you a "summary plan description" within 90 days of the date you join the plan. You can also request a "summary annual report" of the plan, and once every 12 months you may request an "individual benefit statement" accounting of your interest in the plan.

For additional information about corporate pension plans, start with the government agency charged with protecting and regulating pensions: the Pension Benefit Guaranty Corporation, 1200 K St. NW, Ste. 240, Washington, D.C. 20005-4026, phone 202-326-4000, www.pbgc.gov. They can answer some questions over the telephone.

The U. S. Department of Labor publishes a useful book titled "Protect your Pension." They can be contacted at: U. S. Department of Labor, Division of Technical Assistance and Inquiries, 200 Constitution Ave. NW, Washington, D.C. 20216, 800-998-7542 or 202-219-8776, www.dol.gov.

The Social Security Administration, 800-772-1213, www.ssa.gov, can provide you with information regarding your potential Social Security benefits.

Chapter 3

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I. Advertising/Marketing Careers

Women in Advertising and Marketing

4200 Wisconsin Ave. NW, Ste. 106-238

Washington, D.C. 20016

Phone: 301-369-7400

Web: www.wamdc.org

II. Airlines/Flying Careers

Airbase (The)

Web: www.airforce.com

U.S. Airforce information.

Airline Employment Assistance Corps (The)

Web: www2.csn.net/AEAC/

AEAC helps people find jobs in the airline field.

Aviation/Aerospace Jobs Page

Toll Free: 800-292-7731

Web: www.nationjob.com/aviation

Detailed aviation and aerospace job listings company profiles.

III. Banking Careers

National Banking Network

National Banking Network

2628 Barrett Street

Virginia Beach, VA 23452

Phone: 757-463-5766

Fax: 757-340-0826

Web: <http://banking-financejobs.com>

A network of recruiting firms in the banking and financial services marketplace. Provides job listings.

IV. Biotech Careers

Chase Group (The)

The Chase Group, Inc.

7300 W. 110th Street, Suite 560

Overland Park, Kansas 66210

Phone: 913-663-3100

Fax: 913-663-3131

Web: www.chasegroup.com

Executive search firm specializing in biomedical and pharmaceutical placement.

Pharmaceutical Careers

Pharmaceutical Careers, Inc.

P.O.Bx 124

Pleasantville, NY 10570

Phone: 914-769-1400

Fax: 914-769-1496

Web: www.pharmaceuticalcareers.com/index.html

Recruits professionals for the pharmaceutical/biotech industry.

RPh On The Go!

Toll Free: 800-553-RELY

Web: www.rphonthego.com

Provides temporary and permanent qualified professionals to the pharmacy community.

Sierra Staffing

P.O. Box 540

Hope, Rhode Island 02831

Toll Free: 800-466-4555

Web: www.sierrastaffing.com

Nationwide pharmacy placement company.

V. Book Publishing/Writing Careers

Graphic Communications International Union

1900 L St., NW

Washington, D.C. 20036

Phone: 202-462-1400

Fax: 202-721-0600

Web: www.gciu.org

International Association of Business Communicators

One Hallidie Plaza, Ste. 600

San Francisco, CA 94102

Phone: 415-544-4700

Fax: 415-544-4747

Web: www.iabc.com

Publication: Communication World.

International Newspaper Financial Executives

21525 Ridgetop Circle, Ste. 200

Sterling, VA 20166

Phone: 703-421-4060

Fax: 703-421-4068

Web: www.infe.org

International Publishing Management Association

1205 W College Ave.
Liberty, MO 64068-3733
Phone: 816-781-1111
Fax: 816-781-2790
Web: www.ipma.org
Publication: Perspectives.

International Women's Writing Guild (The)

Box 810, Gracie Station
New York, NY 10028
Phone: 212-737-7536
Fax: 212-737-9469
Web: www.iwwg.com
Publications: Network.

National Association of Science Writers, Inc.

Box 294
Greenlawn, NY 11740
Phone: 631-757-5664
Fax: 631-757-0069
Web: www.nasw.org
Publication: NASW Newsletter.

National Conference of Editorial Writers

Editorial page, Newsday
235 Pinelawn Road
Melville, NY 11747
Phone: 631-843-2904
Fax: 631-843-2986
Web: www.ncew.org
Publications: The Masthead, Editorial Excellence.

National Federation of Press Women, Inc.

P.O. Box 5556
Arlington, VA 22205
Fax: 703-534-5751
Toll Free: 800-780-2715
Web: www.nfpw.org
Publication: Press Woman.

National Writers Union

113 University Place, 6th Floor
New York, NY 10003-4527
Phone: 212-254-0279
Fax: 212-254-0673
Web: www.nwu.org
Publication: American Writer.

Society of Children's Book Writers and Illustrators

8271 Beverly Blvd.
Los Angeles, CA 90048
Phone: 323-782-1010
Fax: 323-782-1892
Web: www.scbwi.org
Publication: SWBCI Bulletin.

Society of Environmental Journalists

P.O.Box 2492
Jenkintown, PA 19046
Phone: 215-884-8174
Fax: 215-836-9972/215-884-8175
Web: www.sej.org

Western Writers of America, Inc.

1012 Fair St.
Franklin, TN 37064
Phone: 615-791-1444
Fax: 615-791-1444
Web: www.westernwriters.org
Publication: The Roundup.

Women's National Book Association, Inc.

160 Fifth Ave.
New York, NY 10010
Phone: 212-675-7805
Fax: 212-989-7542
Web: www.he.net/~susannah/wnba.htm
Publication: The Bookwoman.

VI. Broadcasting Careers**Radio Television News Directors Association**

1000 Connecticut Ave., NW, Ste. 615
Washington, D.C. 20036
Phone: 202-659-6510
Fax: 202-223-4007
Web: www.rtnddf.org

Society of Broadcast Engineers, Inc.

9247 North Meridian Street, Suite 305
Indianapolis, IN 46260
Phone: 317-846-9000
Fax: 317-846-9120
Web: www.sbe.org

VII. Computer/Technology Careers

Aquent

711 Boylston Street

Boston, MA 02116

Phone: 617-535-5000

Fax: 617-535-5005

Toll Free: 877-727-8637

Web: www.aquent.com

Specializes in providing businesses with (Macintosh and Windows) computer experts, filling temporary and permanent positions around the world.

Brassring.com

4701 Patrick Henry Drive, Suite 1701

Santa Clara, CA 95054

Phone: 408-970-8800

Fax: 408-980-5103

Toll Free: 888-999-6505

Web: www.brassring.com

Career management and development, technology trends and future outlooks. Permits the posting of resumes.

ComputerJobs.com

Computerjobs.com

3200 Windy Hill Road, Suite 700 West

Atlanta, GA 30339

Toll Free: 800-850-0045

Web: www.computerjobs.com

Employment web site which offers users a link to computer related job opportunities. It is organized by skill and market.

Dice.com

P.O. Box 7070

Des Moines, IA 50309

Phone: 515-280-1144

Fax: 515-280-1452

Toll Free: 877-386-3323

Web: www.dice.com

Provides free employment services for IT jobs. Includes advanced job searches by geographic location and category, availability announcements and resume postings, as well as profiles on employers and a recruiter's page. Also provides career links.

Heuristics Search

160 West Santa Clara Street, Suite 1200

San Jose, CA 95113

Phone: 408-925-9300

Fax: 408-918-0505

Toll Free: 888-943-8747

Web: www.heuristicssearch.com

A specialty firm that establishes direct hiring and contract hiring relationships between Software Engineers and Software Engineering Companies. Provides personal assistance to people seeking jobs in computer science and information technology.

Information Week Online Careers

Phone: 781-839-1212 or 650-513-4285

Web: www.informationweek.com/career3/

Provides career services, links, and job listings, as well as salary surveys and other information.

Institute for Electrical and Electronics Engineers Employment Service

3 Park Avenue, 17th Floor

New York, NY 10016

Phone: 212-419-7900

Fax: 212-752-4929

Web: <http://jobs.ieeeusa.org/jobs/services>

Job listings by geographic area, a resume bank and links to employment services are featured among other items of interest.

MindSource Software Engineers, Inc.

2685 Marine Way, Ste. 1305

Mountain View, CA 94043

Phone: 650-254-8909

Fax: 650-254-8907

Web: www.mindsrc.com

Specializes in recruiting technical talent in the field of UNIX Systems and Network Administration, Web Engineering, Quality Assurance and support for contract and full-time staffing needs.

Pencom Systems Inc.

40 Fulton St.

New York, NY 10038

Phone: 212-513-7777

Fax: 212-227-1854

Web: www.pencom.com

Geared for software professionals, this open systems recruiting company offers an interactive salary survey, career advisor, job listings, technology resources.

Techcareers.com

Web: www.techcareers.com

Resource for technology professionals to find jobs as well as daily news and information on career management and trends in high technology. Website is currently under construction

Techies.com

6100 W. 110th Street
Bloomington, MN 55438
Phone: 952-944-1020
Fax: 952-253-5475
Toll Free: 800-829-3424
Web: www.techies.com
Allows technical job seekers to view highly technical jobs and apply for the jobs online. The site also offers online training and job advice.

Technology Locator

6480 Weathers Place, Suite 200
San Diego, CA 92121
Phone: 858-552-6800
Fax: 858-552-6820
Toll Free: 800-275-4852
Web: www.tlcsd.com
Technology locator provides engineering and information technology consultants on a contract basis to companies throughout California.

Telecom Insight, Ltd.

9457 S. University Blvd., #352
Highlands Ranch, CO 80126
Phone: 303-740-6104
Fax: 303-470-6104
Web: www.telecominsight.com
Job matching service of professionals with telecommunications and/or information technology experience with companies.

TeleCom Resources

1824 N.E. Division, Suite 1
Bend, OR 97708
Phone: 541-388-6911
Fax: 541-388-1663
Toll Free: 800-800-6577
Web: www.telecomresources.com
Search and placement services for the telecommunications industry.

VIII. Corporate Data**bizjournals.com**

Web: www.bizjournals.com
Operated by the American Business Journals firm, publishers of dozens of leading city business journals nationwide, you can use this site for research into the latest news regarding companies small and large.

Business Wire

Web: www.businesswire.com
Business Wire strives to deliver news in an appropriate and innovative manner. Smartnews releases, industry-specific and company-specific news, today's headlines, conference calls, IPOs on the Internet, media services, Tradeshownews.com and BW Connect Online are all accessible through this informative and constantly updated site.

CNNfn Home Page

Web: www.cnnfn.com
The same in-depth financial information that this cable television financial news unit provides to television viewers can be found on this web site.

Disclosure

Web: www.disclosure-investor.com
An integrated site offering financial information from Disclosure, Inc., Datastream International, Vestek Systems, and I/B/E/S. Each of these Primark subsidiaries are leaders in the financial information field.

Free EDGAR

Web: www.FreeEdgar.com
Complete reference to financial documents filed by publicly held companies.

Hoover's Online

Phone: 512-374-4500
Fax: 512-374-4505
Toll Free: 800-486-8666
Web: www.hoovers.com
Austin, Texas-based Hoover's provides business information online through its superior web site. This comprehensive site features links to news, lists, stock quotes and other products such as Hoover's Industry Snapshots. This site offers over 50,000 company capsules (brief company descriptions and financials), and thousands of in-depth company profiles (company histories, strategies, market positions, major events and other information). The profiles cover U.S. and foreign public and nonpublic companies and are written in an engaging style. These snapshots are provided free-of-charge.

Market Guide

Web: www.marketguide.com

For over 15 years, Market Guide has provided the professional investment community with investment information. New companies are added and updated continually to make Market Guide's database extremely timely and comprehensive. Over 12,000 companies can be researched here.

NewsLink

Web: www.newslink.org

Free service providing access to many online newspapers and periodicals around the world every day.

Plunkett Research, Ltd.

P.O. Drawer 541737

Houston, TX 77254-1737

Phone: 713-932-0000

Fax: 713-932-7080

Web: www.plunkettresearch.com

Online, see the "Industry Research Channels" for in-depth data. Also, see the sample chapters and company lists from Plunkett's business and careers reference books.

PRNewswire

810 7th Avenue, 35th Floor

New York, NY 10019

Phone: 212-596-1500

Toll Free: 888-776-0942

Web: www.prnewswire.com

Supported by major corporations that pay to have their latest corporate and financial news releases available online.

Silicon Investor

InfoSpace Inc

601 108th Ave NE Suite 1200

Bellevue, WA 98004

Phone: 425-201-6100

Fax: 425-201-6150

Web: www.siliconinvestor.com

Silicon Investor is focused on technology companies. The site serves as a financial discussion forum and offers quotes, profiles and charts.

IX. Engineering Careers**American Institute of Chemical Engineers**

3 Park Ave.

New York, NY 10016-5991

Phone: 212-591-8100

Fax: 212-591-8888

Toll Free: 800-242-4363

Web: www.aiche.org

AIChE provides leadership in advancing the chemical engineering profession.

Association of Federal Communications Consulting Engineers

Box 19333, 20th St. Station

Washington, D.C. 20036-0333

Phone: 703-591-0110

Fax: 202-898-0895

Web: www.afcce.org

X. Film & Television Careers**Directors Guild of America, Inc.-Los Angeles**

7920 Sunset Blvd.

Los Angeles, CA 90046

Phone: 310-289-2000

Fax: 310-289-2029

Toll Free: 800-421-4173

Web: www.dga.org

International Television Association

9202 N. Menidian St., Ste. 200

Indianapolis, IN 46260-1810

Phone: 317-816-6269

Fax: 800-801-8926

Toll Free: 800-801-8926

Web: www.itva.org

Publications: Guidelines for Film & Video Industry, Workers, Handbook of Treatments, How to Survive Being Laid Off, It's a Business First and a Creative Outlet Second, Video Systems Magazine

Media Communications Association International

9202 N. Menidian St., Ste. 200

Indianapolis, IN 46260-1810

Phone: 317-816-6269

Fax: 800-801-8926

Toll Free: 800-801-8926

Web: www.itva.org

Publications: Guidelines for Film & Video Industry, Workers, Handbook of Treatments, How to Survive Being Laid Off, It's a Business First and a Creative Outlet Second, Video Systems Magazine.

SCREENSite

Web: www.tcf.ua.edu/screensite/

Resource center for film and TV scholarship with an archive of course syllabi, e-mail listings of media scholars, conference information, school listings and the SCS job list.

Sundance Institute

P.O. Box 3630
Salt Lake City, UT 84110
Phone: 801-328-3456
Fax: 801-575-5175

Web: www.sundance.org

Labs for filmmakers, playwrights, screenwriters, independent producers and other information about independent film.

XI. First Time Jobs/New Grads**AlumniNetwork**

Phone: 416-657-2500
Fax: 905-465-2548

Web: www.alumni-network.com

Lists job openings for experienced and new college graduates.

Black Collegian Home Page

Web: www.black-collegian.com/

Listings for job and internship opportunities. A list of the top-100 minority corporate employers and an assessment of job opportunities.

CACEE WorkWeb

720 Spadina Ave., Ste. 300
Toronto, Ontario M5S 2T9
Canada
Phone: 416-929-5156
Fax: 416-929-5256

Web: www.cacee.com

The Canadian Association of Career Educators and Employers helps students and graduates find employment. Links to career educators, employers and other people who may be helpful in finding a job.

California School-to-Career Information System

Phone: 916-654-6138

Web: www.stc.cahwnet.gov

A joint project of California's public school systems and local business partners. Aimed at helping students move easily from school into employment.

Career Planning Process

Bowling Green University
360 Saddlemire Student Services
Bowling Green, OH 43403
Phone: 419-372-2356
Fax: 419-372-9847

Web:

www.bgsu.edu/offices/careers/process/process.html

Web exercises to help job seekers assess their values, needs, motivational levels and personality traits. Provides hints on how to improve in certain areas and aids in job search and career options.

College Grad Job Hunter

1629 Summit Drive, Ste. 200
Cedarburg, WI 53012
Phone: 262-376-1000
Fax: 262-376-1030

Web: www.collegegrad.com

Offers job postings and helpful hints for newbies to the job market, such as how to write a resume, interview and negotiate.

Getting Past Go-A Survival Guide for College Graduates

Web: www.circlelo.com/cli/recruit.htm

Step-by-step guide to finding a job. Includes tips for recent and soon-to-be college graduates.

Job Web

National Association of Colleges and Employers
62 Highland Avenue
Bethlehem, PA 18017-9085
Phone: 610-868-1421
Fax: 610-868-0208

Web: www.jobweb.org

Provided by the National Association of Colleges and Employers. Includes job openings and employer descriptions.

JobTrak

1964 Westwood Blvd., 3rd Fl.
Los Angeles, CA 90025
Fax: 310-475-7912
Toll Free: 800-999-8725

Web: www.jobtrak.com

Links to hundreds of university and college career centers across the U.S. with entry-level job listings categorized by industry. Major companies also utilize JobTrak.

MBA Central

Web: www.mbacentral.com or www.cruelworld.com
Free career management service designed for business school students and alumni.

National Association of Colleges and Employers

62 Highland Ave.
Bethlehem, PA 18017
Phone: 610-868-1421
Fax: 610-868-0208
Toll Free: 800-544-5272
Web: www.jobweb.org/nace/
“A bridge between higher education and the world of work,” this web site assists graduates with their job hunt.

XII. Health Care Careers**HospitalWeb**

Massachusetts General Hospital
Fruit Street
Boston, MA 02114
Web: <http://neuro-www.mgh.harvard.edu/hospitalweb.shtml>
A compilation of links to U.S. and foreign hospitals on the web.

MedSearch

Toll Free: 800-MONSTER (666-7837)
Web: www.medsearch.com
An Internet health care recruitment site. Rated the #1 niche employment site by the Internet Business Network. Integrated with The Monster Board.

XIII. Industry Research/Market Research**Debbie Flanagan's Industry Information**

Web: <http://home.sprintmail.com/~debflanagan/industry.html>
A wealth of information about where and how to get industry-specific information. Extremely useful for job seekers and researchers of all types.

Marketresearch.com

Web: www.marketresearch.com
This firm is a leading broker for market research and industry analysis written by professionals.

Mindbranch

Web: www.mindbranch.com
This firm is a broker for industry research prepared by market research professionals.

Multex Investor

Web: www.multexinvestor.com
The best source for access to industry reports and company reports written by professional stock and business analysts. Many reports are free, but most have a charge of \$5 and up.

Plunkett Research, Ltd.

P.O. Drawer 541737
Houston, TX 77254-1737
Phone: 713-932-0000
Fax: 713-932-7080
Web: www.plunkettresearch.com
Online, see the “Industry Research Channels” for a wealth of information on various industry sectors.

XIV. Insurance Careers**Insurance Career Center (The)**

Web: www.connectyou.com
Links to insurance companies and job listing services.

XV. Job Listings, General**Adguide**

Adguide Publications, Inc.
3722 W. 50 St. Suite 121
Minneapolis, MN 55410-2016
Web: www.adguide.com
Provides job searches by category and location.

America's Employers

Web: www.americasemployers.com
This site is operated by professional career consultants. You can look for a job here, and find job seeking tips.

America's Job Bank

Web: www.ajb.dni.us
This site is operated by the employment commissions of various state agencies. It contains jobs in both the private sector and in government. You can post your resume.

Asia-Net

MT2 Bldg, 1-12-23 Mita
Meguro-ku, Tokyo 153-0062
Japan

Phone: +81 (0) 3 5794-8055

Fax: +81 (0) 3 5794-8056

Web: www.asia-net.com

A clearinghouse of job listings for bilingual (Japanese/Korean/Chinese and English) professionals. Browse listings, forward resumes, subscribe to an e-mail list.

C.E. Weekly Online

C.E. Publications, Inc.

P.O. Box 3006

Bothell, WA 98041-3006

Phone: 425-806-5200

Fax: 425-806-5585

Web: www.ceweekly.wa.com

Contract Employment Weekly Online posts job listings and links to contract firms. Libraries for reference materials and resume writing guidelines are also provided.

Career Exposure, Inc.

1881 SW Front Ave.

Portland, OR 97201

Phone: 503-525-8498

Web: www.careerexposure.com

An online career center and job placement service.

Career Fairs Clearinghouse

62 Highland Avenue

Bethlehem, PA 18017-9085

Phone: 610-868-1421

Fax: 610-868-0208

Toll Free: 800-544-5272

Web: www.jobweb.org/search/cfairs/

A data base of career fairs, searchable by state or keyword, with contact information.

Career.com

Career.Com

P.O. Box 3536

Los Altos, CA 94024

Phone: 650-197-5510

Fax: 650-917-5515

Web: www.career.com

One of the original online job sites, this site provides job listings and has a resume posting service.

CareerBuilder

10790 Parkridge Blvd.

Reston, VA 20191-4369

Phone: 703-259-5500

Toll Free: 888-670-8326

Web: www.careerbuilder.com

Focuses on the needs of companies but also provides a database of job openings. Resumes are sent directly to the company, and CareerBuilder allows applicants to set up a special e-mail account for job-seeking purposes.

CareerMosaic

Toll Free: 800-891-8880

Web: www.careermosaic.com

Provides employer profiles, presented as paid advertising, from companies that currently need employees. Free job listing services for employers. Resumes can be posted here.

CareerNet's Career Resource Center

Web: www.careers.org

A job resource center with links to jobs and pointers to other career-related web sites. Links to associations, franchising opportunities and library resources.

careers.wsj.com from the publishers of the Wall Street Journal

Fax: 609-520-4731

Toll Free: 800-369-2834

Web: www.careers.wsj.com

Interactive Wall Street Journal's job search and career-management site. Posts job opportunities with employers worldwide. Provides a weekly career column and a range of articles about topics including promotion, career crisis and negotiation for more wages.

CareerSite

CareerSite Corporation

310 Miller Avenue

Ann Harbor, MI 48105

Phone: 734-213-9500

Fax: 734-213-9011

Toll Free: 888-314-5873

Web: www.careersite.com

Job seekers can search this database by employer name or occupation. Employers receive information about how to post open jobs with this agency.

CareerWEB

Careerweb.com

295 Bendix Road

Virginia Beach, VA 23452

Web: www.cweb.com

General career resources along with lists of position openings, company profiles and a resume database.

EscapeArtist

Web: www.escapeartist.com

Provides job searches for overseas positions, as well as some immigration resources.

Exec-U-Net

295 Westport Avenue

Norwalk, CT 06851

Phone: 203-750-1030

Fax: 203-840-8320

Toll Free: 800-637-3126

Web: www.execunet.com

An executive career management information service. \$50-\$325 membership fees.

FlipDog.com

FlipDog.Com

3210 North Canyon Road, Suite 300

Provo, UT 84604

Fax: 801-818-0879

Web: www.flipdog.com

Job search engine, which is free to both job seekers and employers. This unique site scours the Internet to find jobs available at over 45,000 corporate sites.

ForWork

5650 Greenwood Plaza Blvd., Ste. 250

Greenwood Village, CO 80111

Phone: 303-741-9701

Web: www.4work.com

Job opportunities classified by a variety of keywords. Also provides directories and other job-related information.

Freelance Online

Web: www.freelanceonline.com/index1.html

Links to contract jobs, forums, and other information needed by freelance employees like writers, editors and salespeople.

Getajob

HotJobs.Com Ltd

406 West 31st Street

New York, NY 10001

Phone: 212-699-5300

Fax: 212-944-8962

Web: www.getajob.com

Provides job listings, employment articles, book titles and newsgroups for the job seeker.

Guru.com

Guru, Inc.

615 Battery Street

San Francisco, CA 94111

Phone: 415-693-9500

Web: www.guru.com

An excellent site for freelancers and contract workers, especially in the IT field.

HeadHunter.net

Toll Free: 800-891-8880

Web: www.headhunter.net

This employment web site provides job listings that are never more than 45 days old and lists resumes for 90 days.

HotJobs

Web: www.hotjobs.com

Designed for experienced professionals, this site provides a resume posting service, company profiles and a resume workshop. The site allows resume posters to block resumes from being viewed by certain companies and provides a notification service of new jobs.

JobOptions

The Halle Building

1228 Euclid Avenue, Suite 880

Cleveland, OH 44115

Phone: 888-393-6300

Fax: 216-566-7388

Web: www.joboptions.com

Another full service site, Job Options lets you search, post, and use the full advantages of a user-friendly site. It also has an easy-to-use resume builder.

Jobs.com

Jobs.Com

6309 N. O'Connor Road

Irving, TX 75039

Toll Free: 1-800-jobs.com (562-7266)

Web: www.jobs.com

Job search engine, which includes various job search tools and resources.

JobsOnline

JobsOnline

541 North Fairbanks Court, 28th Floor

Chicago, IL 60611

Phone: 312-670-8000

Fax: 312-670-8008

Web: www.jobsonline.com

Provides job listings and various resources for job seekers.

Minorities Job Bank

IMDiversity.com

909 Poydras Street, 36th Floor

New Orleans, LA 70112

Phone: 504-523-0154

Web: www.minorities-jb.com/

Provides job listings and career development information. Also has divisions by particular minority groups.

Minority Recruitment Resources

62 Highland Avenue

Bethlehem, PA 18017

Phone: 610-868-1421

Fax: 610-868-0208

Web: www.jobweb.org/hr/minorities.htm

Collection of links to minority recruitment resources.

Monster Board (The)

Toll Free: 800-666-7837

Web: www.monster.com

An electronic career center that hosts more than 8,000 employers and serves more than 1 million job seekers each month. Build and store a resume online. Finds job listings that match a job seeker's profile and e-mails the results once a week.

Nation Job Network

NationJob

601 SW 9th Street, Suites J&K

Des Moines, IA 50309

Toll Free: 800-292-7731

Web: www.nationjob.com

Develop a profile of the ideal job—location, industry, salary—provide an e-mail address and wait for appropriate listings to be sent to you.

NETSHARE, Inc.

Netshare

2 Commercial Blvd, Suite 200

Novato, CA 94949

Toll Free: 800-241-5642

Web: www.netshare.com

Access to exclusive listings of executive jobs that pay \$70,000 and up. Job seeker pays \$125 a quarter or \$325 a year for access.

Recruiters OnLine Network

Web: www.recruitersonline.com

Job postings (from more than 7,000 recruiters), Careers Online Magazine, resume database. Provides other resources as well.

San Jose Mercury News Career Path

San Jose Mercury news

750 Ridder Park Drive

San Jose, CA 95190

Fax: 408-288-8060

Web: www.mercurycenter.com/products/careerpath

Provides a search by company feature, a listing of employers featured in the San Jose Mercury News newspaper and an Employee News Digest—providing news articles about employment.

Sensemedia Surfer (The)

Web:

<http://ftp.pku.edu.cn/www.rice.edu/sensemedia.net>

Offers an exhaustive collection of employment opportunities with links to job listings, employment agencies, and other online resources.

TOPjobs-USA

Web: www.topjobsusa.com

Claims to list the most desirable jobs at the top of each database list.

XVI. Job Reference Tools

Joyce Lain Kennedy's Careers

Joyce Lain Kennedy

Sun Features Inc, P.O. Box 368

Cardiff, CA 92007

Web: www.sunfeatures.com

Provides links to recommended employment sites.

Also has links to the author's books and booklets and her well-respected career tips.

Professionals Online

Phone: 630-769-9840

Web: www.prosonline.com

Directory of web resources categorized by professions, including business, finance, accounting, law, computers and technology and government. Includes a job-finder service.

Quintessential Careers

Web: www.quintcareers.com

Large collection of data and links for job seekers. Includes advice, tools and job postings. Offers a Guide to Researching Companies.

Society of Human Resource Management

1800 Duke St.

Alexandria, VA 22314

Phone: 703-548-3440

Fax: 703-535-6490

Web: www.shrm.org

Frequently updated information for hiring managers. Also has an online library of articles by key words, such as testing, and provides the latest news in employment and labor law.

Riley Guide (The)

Margaret F. Dikel

11218 Ashley Drive

Rockville, MD 20852

Phone: 301-984-4229

Fax: 301-984-6390

Web: www.dbm.com/jobguide

Extensive and handy index of employment resources, sorted by category, including self-help guides.

Maintained by career and recruitment consultant Margaret F. Dikel, formerly Riley.

Vault.com

150 West 22nd Street

New York, NY 10011

Phone: 212-366-4212

Web: www.vault.com

A comprehensive careers web site for employers and employees, with job postings and valuable information on the employment industry.

Venable Attorneys at Law

Two Hopkins Plaza, Ste. 1800

Baltimore, MD 21201

Phone: 410-244-7400

Fax: 410-244-7742

Web: www.venable.com

Information about personnel decisions and (federal and mid-Atlantic region) employment and technology law updates. Provides a link to an employment law newsletter.

WetFeet.com

Web: www.wetfeet.com

Excellent combination of links and resources for job seekers.

What Color is Your Parachute?

Web: <http://washingtonpost.com/parachute/>

The Net Guide to Dick Bolle's best-selling book is based on the "Job-Hunting on the Internet" chapter in his book. It is designed to aid job hunters and career changers who want to use the Internet as part of their job search and provides links to Job Listing, Resume, Career Counseling, Contacts and Research sites.

Women's Wire

Web: www.womenswire.com/work

Offers career services and chat rooms, as well as profiles about career-related and other issues for women. Provides a link to www.women.com, a site with additional business related resources for women.

Worknet@ILR

Cornell University

Information and Referral Center, Day Hall Lobby

Ithaca, NY 14853-2801

Phone: 607-254-4636

Web: www.ilr.cornell.edu/workplace.html

Has a link to Workindex, a guide to labor and workplace resources on the web, as well as links to labor relations centers, institutions and affiliated groups.

XVII. Labor Organizations**Communications Workers of America**

501 3rd Street NW

Washington, DC 20001

Phone: 202-434-1100

Fax: 202-434-1279

Web: www.cwa-union.org

America's largest communications and media union. Represents over 740,000 men and women in both private and public sectors. Members are employed in telecom, broadcasting, cable TV, journalism, publishing, electronics and general manufacturing, as well as airline customer service, government service, health care, education and other fields.

International Brotherhood of Electrical Workers

1125 15th St. NW

Washington, DC 20005

Phone: 202-833-7000

Fax: 202-728-7664

Web: www.ibew.org

A union representing 750,000 active members in the construction, utility, telecom, electronic manufacturing, railroad and broadcasting industries.

XVIII Microelectronics Careers

Electronics Technicians Association

502 North Jackson
Greencastle, IN 46135
Phone: 765-653-4301
Fax: 765-653-4287
Toll Free: 800-288-3824
Web: www.eta-sda.com

XIX. Online Recruiting and Employment ASPs and Solutions

EmploymentTalk.com

2049 Century Park East, 4th Floor
Los Angeles, CA 90067
Phone: 213-624-5061
Web: www.employmenttalk.com
Online solutions for the outplacement industry.

Hire.com

200 Academy Drive
Austin, TX 78704
Phone: 512-583-4400
Fax: 512-583-4401
Toll Free: 800-953-4473
Web: www.hire.com
This site offers human resources recruitment services online.

Icarian.com

Icarian Inc
555 North mathilda Avenue
Sunnyvale, CA 94086
Phone: 408-743-5700
Fax: 408-743-5701 or 408-830-0895
Toll Free: 800-991-9699
Web: www.icarian.com

XX. Restaurant Careers

American Culinary Federation (The)

6615 Lawrence Woods Court
P.O. Box 3425
Lantana, FL 33462
Phone: 561-712-3426
Toll Free: 800-624-9458
Web: www.acfpalmbeach.com

EHS & Associates

Web: www.ehs-associates.com
Consulting for all phases of restaurant management and job recruitment.

Foodservice.com

FoodBuy
1000 Mansell Exchange West, Suite 300
Alpharetta, GA 30022
Phone: 770-998-0579
Fax: 770-998-7168
Toll Free: 800-896-4442
Web: www.foodservice.com
Web site design and job search services for the food service industry.

Resources in Food, Inc.

Resources In Food
1007 N. Main St.
Columbia, IL 62236
Phone: 618-281-3100
Fax: 618-281-3110
Web: www.rifood.com
Provides professional management placement for the food industry.

Roth Young DC

Chicago location: Mary Jo Garvey
1100 W. Northwest Hwy, Suite 106
Mount Prospect, IL 60056-2271
Phone: 847-797-9211
Fax: 847-797-9303
Web: www.rothyoung.com/main.html
Specialists in food service employment.

United Food and Commercial Workers

International Union

Education Department
1775 K St., NW
Washington, D.C. 20006
Web: www.ufcw.org

XXI. Satellite-Related Professional Organizations

Society of Satellite Professionals International

The New York Technology information Center
55 Broad Street, 14th Floor
New York, NY 10004
Phone: 212-809-5199
Fax: 212-825-0075
Web: www.ssapi.org

XXII. Testing Resources

Consulting Psychologists Press

3803 East Bayshore Road

Palo Alto, CA 94303

Phone: 650-969-8901

Toll Free: 800-624-1765

Web: www.mbti.com

Publishes the Meyers-Briggs Type Indicator and Strong Inventory Test. Provides information about the tests and offers books and services for career advisors and testing professionals.

Kenaxa

Eleven Penn Center

1835 Market Street 20th Floor

Philadelphia, PA 19103

Phone: 215-546-7330

Fax: 215-546-7331

Toll Free: 800-935-6694

Web: www.knowitallinc.com

Provides PC and Internet-based tests to check people's skills in everything from Windows 95 and Access to programming languages like C++ and COBOL. Provides a downloadable demo.

Qwiz, Inc.

8601 Dunwoody Place, Ste. 420

Atlanta, GA 30350

Phone: 770-650-8080

Fax: 770-642-6115

Toll Free: 800-724-2145

Web: www.qwiz.com

Tests proficiency in software packages like Microsoft Word and IT software applications (Java, Generic Help Desk, C++, Windows NT). Localized for different countries.

TeckCheck

Bookman Testing Services, Inc.

1251 Avenue of the Americas, Concourse 1

New York, NY 10020

Phone: 646-366-7630

Fax: 646-366-8120

Web: www.teckcheck.com

PC-Based tests in 90 competencies including C, C++, CICS, DB2, Lotus Notes, Oracle, PowerBuilder, RPG and Visual Basic. Sample questions are provided.

XXIII. U.S. Government Agencies

Bureau of Labor Statistics

Division of Information Services

2 Massachusetts Avenue, N.E. Room 260

Washington, D.C. 20212

Phone: 202-691-5200

Fax: 202-691-7890

Web: <http://stats.bls.gov>

The BLS is the principal fact-finding agency for the Federal Government in the broad field of labor economics and statistics. The BLS is an independent national statistical agency that collects, processes, analyzes and disseminates essential statistical data to the American public, the U.S. Congress, other Federal agencies, state and local governments, business and labor. The BLS also serves as a statistical resource to the Department of Labor.

Department of Labor

Office of Public Affairs

200 Constitution Avenue, N.W. Room S-1032

Washington, DC 20210

Web: www.dol.gov

Provides tools to find out if companies are complying with family and medical leave requirements.

Equal Employment Opportunity Commission

U.S. Equal Employment Opportunity

1801 L. Street, N. W.

Washington, D.C. 20507

Phone: 202-663-4900

Toll Free: 800-669-4000

Web: www.eeoc.gov

Details about various protective laws regarding employment that help gauge how much job testing job candidates can be required to go through. Also provides information on how to file a discrimination claim.

FedWorld.gov

U.S. Department of Commerce

Springfield, VA 22161

Phone: 703-605-6000

Web: www.fedworld.gov/categor.htm

Annotated index of links to job-, labor- and management-related U.S. Government servers. Employment opportunities listings, labor statistics and pointers to other government information servers are also offered.

Government Printing Office (GPO)

Government Printing Office
732 North Capitol Street NW
Washington, DC 20401
Phone: 202-512-0000
Web: www.gpo.gov/
Online source for many government books and documents.

HRS Federal Job Search

Web: www.hrsjobs.com
Database of federal jobs available across the U.S. A profile with desired job type, salary and location will initiate numerous e-mailed applicable postings to the job seeker.

National Labor Relations Board

Mark Baptist-Kalaris, Franklin Court Bldg, Suite 5530
1099 14th Street
Washington, DC 20570-0001
Phone: 202-208-3000
Fax: 202-208-3013
Web: www.nlrb.gov
Provides case reports on labor disputes searchable by company or union.

STAT-USA

HCHB Room 4885
United States Department of Commerce
Washington, DC 20230
Phone: 202-482-1986
Fax: 202-482-2164
Toll Free: 800-782-8872
Web: www.stat-usa.gov/
An agency in the Economics and Statistics Administration in the United States Department of Commerce. The site offers daily economic news, statistical releases, export and trade databases and information and domestic economic databases.

Chapter 4

THE AMERICAN EMPLOYERS 500, 2002-2003: WHO THEY ARE AND HOW THEY WERE CHOSEN

Note: financial data given for each of the AMERICAN EMPLOYERS 500 firms is for the year ended December 31, 2000, a fiscal year ended in 2001 or the latest figures available to the editors. Telephone numbers, addresses, contact names, Internet addresses and other vital facts were collected in late 2001.

The companies chosen to be listed in THE ALMANAC OF AMERICAN EMPLOYERS are not the same as the "Fortune 500" or any other list of corporations. The AMERICAN EMPLOYERS 500 (the actual count is 501 firms) were chosen specifically for their likelihood to provide new job openings or long-lived jobs to the greatest number of employees. Complete information about each firm can be found in the "Individual Data Listings," beginning about the middle of this book. They are in alphabetical order.

THE AMERICAN EMPLOYERS 500 includes companies from all parts of the United States and from all industry segments: banks, retailers, service companies, wholesalers and distributors, insurance companies and others, as well as industrial companies, technology firms and manufacturers.

Simply stated, the list contains 501 of the largest, most successful, employers in the United States today. In particular, the list contains companies that we have hand-selected to have qualities that we feel will be of greatest interest to job seekers of today

who are looking for opportunities to obtain employment with major corporations.

The U.S. employment market is in a unique position as of late 2001 as this book goes to press. The economy is suffering, some industry sectors, such as travel and hospitality, are undergoing structural changes that will be long lasting and significant layoffs are occurring. An air of general business uncertainty pervades.

The recently ended economic boom lasted so long that many of today's job seekers have never experienced such a market, and many job seekers will find themselves having to work harder at job searches than they ever have in the past.

Despite the economic difficulties and changes, total unemployment remains relatively low. America is the home of thousands of superb employers with excellent potential for current hiring and new job creation.

In order to make this reference guide as useful as possible, we have altered our company selection criteria of past editions. Rather than focusing largely on mid-term growth histories, we are instead focusing more on type of business, industry sector served and competitive advantage. This is due to the fact that some sectors, such as personal computers, that have grown rapidly over recent history are now in a business slump. Consequently, we have deleted some truly outstanding companies, where we know

that they are in a major downsizing trend due to the state of the economy or the state of their particular markets. For example, we have intentionally not listed many of the best-known names in travel, computers and technology. The 2002-2003 list is heavy on retailers (particularly discount retailers that are growing rapidly), electric and gas utilities, financial services firms, major restaurant firms and large companies involved in oil and gas production. On the technology side, the list is heavy on pharmaceuticals/biotechnology companies, companies that are enjoying excellent revenues by selling outsourced computer services, stable software companies, and companies involved in niche electronics and other technology specialties. However, if economic conditions remain unfavorable, job seekers should bear in mind the fact that firms of many types will be forced to restrain hiring. Also, frequent layoffs have become standard in corporate America. (See Chapter 1 "Trends" for further thoughts about layoffs and other trends.)

To be included in our list, the firms generally were selected on the following criteria:

- 1) U.S.-based, for-profit companies.** (However, a small number of companies may be subsidiaries of foreign-based firms.)
- 2) 2,500 employees or more.**
- 3) Stock issued by the firm is sold to the public. Companies that sell their stock to the public are considered to be "public" or "publicly-held."** (However, a small number of the companies in this book are not publicly-held. These include a select group of the following types of companies: a.) Firms that were once public but have changed ownership status. b.) Firms that are "mutual" insurance companies owned by their insurance policy holders/members. c.) Firms that were previously publicly-held and independent but have recently been acquired by another company d.) Firms that have always been privately-held that we feel are of great significance to job seekers in today's economic climate.)
- 4) Selected Type of Business and/or Industry Sector:** Companies were chosen based on our analysis of the business potential of their products, services and industrial sectors in light of today's economy.

The companies were chosen in this manner for the following reasons:

501 COMPANIES so there is a broad base among which to make comparisons and from which you can study potential employers.

LARGER EMPLOYERS (2,500 or more employees) so the information can pertain to as many employees as reasonably possible, and so the companies ranked will tend to create large numbers of job openings.

FOR-PROFIT so that job seekers using THE ALMANAC OF AMERICAN EMPLOYERS can choose positions in the profit-seeking, private sector, where incentive plans are available to motivate and reward them, such as profit sharing, stock ownership, bonuses, stock options and the high pay and prestige of top executive posts.

COMPANIES THAT OPERATE IN PROMISING BUSINESS SECTORS because:

- 1) Companies that are stable or enjoying growing business are much more likely to have job openings. Corporate stability is more important to job seekers today than ever before due to the wave of layoffs and downsizing that continues to sweep through the U.S. business world. (See Chapter 1, "Economics: Major Trends Affecting Job Seekers.")
- 2) Growth companies are much more likely to offer advancement opportunities. Current employees will benefit from promote-from-within policies when new plants, new stores, new product lines or new offices are opened.

COMPANIES WHOSE STOCKS ARE PUBLICLY-TRADED because publicly-held firms can be compared fairly since they are required by law to meet federal government standards in their methods of reporting, and accounting for, their vital statistics. These firms also are in a position to offer stock-based incentives to employees.

A low score in any part of this book should not be taken as a slur against the company so ranked; it should be taken as evidence of the obvious: some companies are better to work for than others, depending, of course, on what you value. It is not easy to get into the AMERICAN EMPLOYERS 500, and the mere presence of a company on the list can be taken as evidence that it has excelled in many ways. To start with, it has to have generated enough business to employ thousands of people—never a simple task.

20 Largest Employers of the American Employers 500, by Number of Employees

Company Name	City	State	Employees	Primary Line of Business
MANPOWER INC	Milwaukee	WI	2,719,400	Temporary Help/Staffing
WAL-MART STORES INC	Bentonville	AR	1,244,000	Discount Department Stores, Retail
KELLY SERVICES INC	Troy	MI	770,000	Temporary Help/Staffing
SPHERION CORPORATION	Fort Lauderdale	FL	547,000	Temporary Help/Staffing
GENERAL MOTORS CORP	Detroit	MI	386,000	Automobile, Truck and Engine Manufacturing
MCDONALD'S CORP	Oak Brook	IL	364,000	Fast Food Restaurants
UNITED PARCEL SERVICE INC	Atlanta	GA	359,000	Courier Services
FORD MOTOR CO	Dearborn	MI	345,991	Automobile Manufacturer
INTERNATIONAL BUSINESS MACHINES CORP	Armonk	NY	316,303	Computer Hardware-PCs, Notebooks & Mainframes
GENERAL ELECTRIC CO	Fairfield	CT	313,000	Electrical Equipment and Appliances
KROGER CO (THE)	Cincinnati	OH	312,000	Grocery Stores, Retail
VERIZON COMMUNICATIONS	New York	NY	260,000	Local Telephone Service
TARGET CORPORATION	Minneapolis	MN	254,000	Discount Department Stores, Retail
KMART CORPORATION	Troy	MI	252,000	Discount Department Stores, Retail
ALBERTSON'S INC	Boise	ID	235,000	Grocery Stores, Retail
CITIGROUP INC	New York	NY	230,000	Banking/Savings Associations
HOME DEPOT INC	Atlanta	GA	227,000	Home Centers, Retail
SBC COMMUNICATIONS INC	San Antonio	TX	215,088	Local Telephone Service
FEDEX CORPORATION	Memphis	TN	215,000	Courier Services, Transportation
DELPHI AUTOMOTIVE SYSTEMS CORP	Troy	MI	211,000	Automobile Parts Manufacturer

20 Largest Employers of the American Employers 500, by Revenues

Company Name	City	State	Sales (in thousands of dollars)	Primary Line of Business
EXXON MOBIL CORPORATION	Irving	TX	\$232,748,000	Oil & Gas, Exploration and Production
GENERAL MOTORS CORP	Detroit	MI	\$184,632,000	Automobile, Truck and Engine Manufacturing
FORD MOTOR CO	Dearborn	MI	\$170,064,000	Automobile Manufacturer
WAL-MART STORES INC	Bentonville	AR	\$165,013,000	Discount Department Stores, Retail
GENERAL ELECTRIC CO	Fairfield	CT	\$129,853,000	Electrical Equipment and Appliances
CHEVRONTEXACO CORPORATION	White Plains	NY	\$118,676,000	Oil & Gas, Exploration and Production
CITIGROUP INC	New York	NY	\$111,826,000	Banking/Savings Associations
ENRON CORP	Houston	TX	\$100,789,000	Utilities-Electric and/or Natural Gas
INTERNATIONAL BUSINESS MACHINES CORP	Armonk	NY	\$88,396,000	Computer Hardware-PCs, Notebooks & Mainframes
GENERAL ELECTRIC CAPITAL CORPORATION	Stamford	CT	\$66,177,000	Leasing and Finance
VERIZON COMMUNICATIONS	New York	NY	\$64,707,000	Local Telephone Service
J P MORGAN CHASE & CO INC	New York	NY	\$60,065,000	Stock Brokerage
BANK OF AMERICA CORP	Charlotte	NC	\$57,772,000	Banking/Savings Associations
SBC COMMUNICATIONS INC	San Antonio	TX	\$51,476,000	Local Telephone Service
DUKE ENERGY CORP	Charlotte	NC	\$49,318,000	Utilities-Electric and/or Natural Gas
EL PASO CORP	Houston	TX	\$49,268,000	Gas Pipelines
STATE FARM INSURANCE COMPANIES	Bloomington	IL	\$47,863,100	Insurance Company-Underwriting
MORGAN STANLEY DEAN WITTER & CO	New York	NY	\$45,448,000	Stock Brokerage/Investment Banking
KROGER CO (THE)	Cincinnati	OH	\$45,352,000	Grocery Stores, Retail
MERRILL LYNCH & CO INC	New York	NY	\$44,872,000	Stock Brokerage/Investment Banking

20 Largest Employers of the American Employers 500, by Profits

Company Name	City	State	2000 Profits (in thousands of dollars)	Primary Line of Business
EXXON MOBIL CORPORATION	Irving	TX	\$17,720,000	Oil & Gas, Exploration and Production
CITIGROUP INC	New York	NY	\$13,519,000	Banking/Savings Associations
GENERAL ELECTRIC CO	Fairfield	CT	\$12,735,000	Electrical Equipment and Appliances
VERIZON COMMUNICATIONS	New York	NY	\$11,797,000	Local Telephone Service
INTEL CORP	Santa Clara	CA	\$10,535,000	Microprocessors-PCs
MICROSOFT CORP	Redmond	WA	\$9,421,000	Computer Software-Diversified
INTERNATIONAL BUSINESS MACHINES CORP	Armonk	NY	\$8,093,000	Computer Hardware-PCs, Notebooks & Mainframes
SBC COMMUNICATIONS INC	San Antonio	TX	\$7,967,000	Local Telephone Service
BANK OF AMERICA CORP	Charlotte	NC	\$7,517,000	Banking/Savings Associations
CHEVRONTXACO CORPORATION	White Plains	NY	\$7,511,000	Oil & Gas, Exploration and Production
MERCK & CO INC	Whitehouse Station	NJ	\$6,821,700	Drugs-Manufacturer
ORACLE CORP	Redwood City	CA	\$6,296,803	Computer Software-Database Management
J P MORGAN CHASE & CO INC	New York	NY	\$5,727,000	Stock Brokerage
AMERICAN INTERNATIONAL GROUP INC	New York	NY	\$5,636,000	Insurance Company-Underwriting
MORGAN STANLEY DEAN WITTER & CO	New York	NY	\$5,456,000	Stock Brokerage/Investment Banking
WAL-MART STORES INC	Bentonville	AR	\$5,377,000	Discount Department Stores, Retail
GENERAL ELECTRIC CAPITAL CORPORATION	Stamford	CT	\$5,192,000	Leasing and Finance
JOHNSON & JOHNSON	New Brunswick	NJ	\$5,023,000	Drugs-Personal Health Care and Hygiene Products Manufacturer
BRISTOL MYERS SQUIBB CO	New York	NY	\$4,711,000	Drugs-Cardiovascular
GENERAL MOTORS CORP	Detroit	MI	\$4,452,000	Automobile, Truck and Engine Manufacturing

INDUSTRY LIST, WITH CODES

This book refers to the following list of unique industry codes, based on the NAIC code system (NAIC is used by many analysts as a replacement for older SIC codes because NAIC is more specific to today's industry sectors):

Entertainment & Hospitality

Publishing

- 511140 Databases & Directories, Publishing
- 511191 Greeting Cards, Publishing
- 511110 Newspapers, Publishing

Broadcasting

- 513120 Television, Broadcasting
- 513210 Cable TV Networks
- 513220 Cable TV Providers
- 513340 Satellite, Broadcasting

Food Service

- 722110 Restaurants, Food Service
- 722213 Snack & Nonalcoholic Beverage Bars, Food Service

Gambling & Recreation

- 713210 Casinos/Horse Racing, Gambling
- 713940 Fitness Centers/Health Clubs, Recreation
- 713110 Theme Parks/Rides/Game Centers, Recreation

Financial Services

Credit Intermediation

- 522110 Commercial Banking/Savings Associations, Financial Services
- 522291 Consumer Finance
- 522210 Credit Card Issuing, Financial Services
- 522320 Payment Processing Service, Financial Services
- 522220A Financing--B+B Business Equipment, Cars, Trucks
- 522310 Mortgages, Financial Services

Securities & Commodities

- 523920 Investment Management/Mutual Funds, Financial Services
- 523110 Stock Brokerage/Investment Banking

Insurance

- 524210 Insurance Brokerage and Management, Financial Services
- 524113 Insurance Underwriting, Financial Services
- 524127 Title Insurance, Financial Services

Services-Professional

- 541219 Outsourcing, Financial Services
- 541213 Tax Return Preparation, Financial Services

Services-Administrative

- 561450 Credit Bureau, Financial Services

Health Care

Manufacturing

- 325412 Drugs, Manufacturing
- 339113 Medical/Dental/Surgical Equipment & Supplies, Manufacturing

- 325411 Medicinal and Botanicals, Manufacturing

Wholesale Distribution

- 421450 Medical/Dental/Surgical Equipment & Supplies, Distribution
- 421800 Machinery, Equipment & Supplies, Distribution
- 422210 Drugs, Distribution

Stores

- 446110 Pharmacies, Retail

Ambulatory Health Care

- 621610 Home Health, Health Care
- 621491 HMO/PPO, Health Care
- 621490 Clinics -- Outpatient Clinics and Surgery, Health Care
- 621340 Clinics -- Physical Rehab Ctr., Health Care
- 621111 Physician Practice Management, Health Care
- 621511 Medical Laboratories & Diagnostics, Health Care

Hospitals

- 622110 Hospitals/Clinics -- General Hospitals, Health Care
- 622210 Hospitals/Clinics -- Psychiatric Clinics, Health Care

Nursing

- 623110 Long-Term (Nursing Homes), Health Care

InfoTech

Manufacturing-Electrical

- 335999 Electrical and Electronic Equipment, Manufacturing

Software

- 511200 Computer Software

Finance

- 522320 Payment Processing Service, Financial Services

Telecommunications

- 513340 Satellite Equipment, Manufacturing

Information

- 514210 Data Processing Services

Manufacturing

Food

- 311000 Food Products, Manufacturing

Beverage & Tobacco

- 312111 Beverages--Soft Drinks Manufacturing
- 312120 Beverages--Breweries
- 312140 Beverages--Distilleries

Textile

- 313000 Textiles, Fabrics, Sheets/Towels, Manufacturing

Apparel

- 315000 Apparel/Shoes, Manufacturing

Paper

- 322000 Forest Products/Paper, Manufacturing
 322210 Packaging, Manufacturing

Printing

- 323000 Printing

Petroleum

- 324110 Petroleum Refineries, Manufacturing

Chemicals

- 325000 Chemicals, Manufacturing
 325412 Drugs, Manufacturing
 325411 Medicinals and Botanicals, Manufacturing
 325600 Soaps, Cleaners & Toiletries, Manufacturing

Fabricated Metals

- 332913 Faucets and Kitchen/Bathroom Cabinets
 Manufacturing

Machinery

- 333313 Business Machines, Manufacturing
 333000 Machinery, Manufacturing

Computer & Electronic

- 334413 Chips (Semiconductors)/Integrated
 Circuits/Components, Manufacturing
 334111 Computer Hardware, Manufacturing
 334210 Telecommunications Equipment, Manufacturing
 and Related Services
 334515 Test Equipment/Instruments, Manufacturing

Electrical

- 335999 Electrical and Electronic Equipment,
 Manufacturing
 335000 Electrical Equipment/Appliances/Tools,
 Manufacturing

Transportation

- 336410 Aerospace Related, Manufacturing
 336111 Automobiles, Manufacturing
 336390 Automotive Products, Motors and Parts,
 Manufacturing

Miscellaneous

- 339113 Medical/Dental/Surgical Equipment & Supplies,
 Manufacturing

Retail**Auto**

- 441110 Auto Dealers, Retail
 441310 Auto Parts Stores, Retail

Furniture & Home Furnishings

- 442110 Furniture Stores, Retail
 442299 Linens/Housewares/Art/Framing Stores, Retail

Electronics

- 443110 Electronics, Audio, and Appliance Stores, Retail

Building Materials & Garden Supplies

- 444110 Home Centers, Retail
 444120 Paint & Wallpaper Stores, Retail

Food & Beverage

- 445110 Grocery Stores/Supermarkets Stores, Retail
 445120 Convenience Stores, Retail

Health & Personal Care

- 446110 Drug Stores, Retail
 446130 Optical Goods Stores, Retail

Clothing & Clothing Accessories

- 448120 Apparel-Women's, Retail
 448190 Apparel Stores, Retail
 448210 Shoes/Accessories, Retail
 448310 Jewelry, Retail

Sporting Goods, Hobbies, Books & Music

- 451110 Sporting Goods Stores, Retail
 451120 Toys/Hobbies/Games Stores, Retail
 451140 Musical Instrument & Supplies Stores, Retail
 451211 Book Stores, Retail

General Merchandise

- 452110 Department Stores, Retail
 452910 Discount Stores, Retail
 452910A Warehouse Clubs & Superstores, Retail

Miscellaneous

- 453210 Office Supplies Stores, Retail
 453910 Pet/Pet Supplies Stores, Retail
 453990 Other Retailers, Misc. Retailers

Nonstore

- 454110A Direct Selling, Including Mail Order & Misc
 Online

Rental & Leasing

- 532200 Consumer Goods, Rental
 532230 Video Rental Stores, Retail

Services-Personal

- 812110 Hair, Nail and Skin Care Salons, Retail

Services**Construction**

- 230000 Construction Services

Professional

- 541810 Advertising Services
 541512 Consulting-Computer & Internet
 541310 Engineering Services
 541219 Outsourcing, Financial Services
 541710 Research & Development-Physical, Engineering
 & Life Sciences
 541213 Tax Return Preparation, Financial Services

Management

- 551110 Companies and Enterprises, Management

Administrative

- 561450 Credit Bureau, Financial Services
 561210 Facilities Support Services
 561320 Temporary Help/Staffing

Security

- 561610 Security and Protection Products and Services

Waste Management

- 562000 Waste Disposal, Waste Management

Telecommunications**Manufacturing**

- 334210 Telecommunications Equipment, Manufacturing
Broadcasting & Telecommunications
 513322 Cellular Telephone Service/PCS Service,
 Telecommunications

- 513300A Local Telephone Service
513390C Private Data Networks/ Corp.
Telecommunications and Network Services

Transportation

Air

- 481000 Air, Transportation

Pipeline

- 486210 Gas, Pipelines

Couriers & Messengers

- 492110 Courier Service/Overnight Delivery,
Transportation

Wholesale Distribution-Other

Durable Goods

- 421310 Construction Materials, Distribution
421450 Medical/Dental/Surgical Equipment & Supplies,
Distribution

Nondurable Goods

- 422210 Drugs, Distribution
422410 Food, Distribution

Energy

Fuel Mining & Extraction

- 211111 Crude Petroleum & Natural Gas Extraction
213111 Drilling Oil & Gas Wells Support

- 221000 **Utilities**

Refining

- 324110 Petroleum Refineries
325000 Chemical Manufacturing
325110 Petrochemical Manufacturing

Primary Metal Manufacturing

- 333000 Machinery Manufacturing
333130 Mining and Oil & Gas Field Machinery
Transportation Equipment Manufacturing
336410 Aerospace Products and Parts Manufacturing

Food & Beverage Stores

- 445120 Convenience Stores

Pipeline Transportation

- 486210 Pipeline Transportation of Natural Gas

INDEX OF RANKINGS WITHIN INDUSTRY GROUPS

COMPANY	Industry Code	2000 Sales (thousands)	Sales Rank	2000 Profits (thousands)	Profits Rank	Employees	Employees Rank
ADVERTISING/MARKETING							
TMP WORLDWIDE INC	541810	\$1,291,700	1	\$56,900	1	9,500	1
AEROSPACE RELATED, MANUFACTURING							
GENERAL DYNAMICS	336410	\$10,356,000	4	\$901,000	3	43,300	4
HONEYWELL INTERNATIONAL INC	336410	\$25,023,000	3	\$1,659,000	2	125,000	3
ITT INDUSTRIES INC	336410	\$4,829,400	5	\$264,500	4	42,000	5
LOCKHEED MARTIN CORP	336410	\$25,329,000	2	-\$519,000	5	126,000	2
UNITED TECHNOLOGIES CORP	336410	\$26,583,000	1	\$1,808,000	1	153,800	1
AIR, TRANSPORTATION							
SOUTHWEST AIRLINES CO	481000	\$5,649,600	1	\$603,100	1	29,274	1
APPAREL STORES, RETAIL							
ABERCROMBIE & FITCH CO	448190	\$1,030,858	5	\$149,604	4	13,900	5
AMERICAN EAGLE OUTFITTERS INC	448190	\$832,104	6	\$90,660	5	9,799	6
BURLINGTON COAT FACTORY	448190	\$2,226,200	4	\$61,100	6	22,000	3
FACTORY 2 U STORES INC	448190	\$421,400	10	\$12,442	9	5,397	9
GADZOOKS INC	448190	\$240,253	12	\$6,070	11	4,458	10
GAP INC (THE)	448190	\$11,635,398	1	\$1,127,065	1	166,000	1
JACOBSON STORES INC	448190	\$448,075	8	\$3,506	12	4,300	11
ONE PRICE CLOTHING STORES INC	448190	\$336,847	11	\$7,074	10	4,200	12
PACIFIC SUNWEAR OF CALIFORNIA INC	448190	\$436,808	9	\$35,301	7	7,100	7
ROSS STORES INC	448190	\$2,468,638	3	\$150,106	3	19,800	4
TJX COMPANIES INC (THE)	448190	\$8,795,347	2	\$521,668	2	77,000	2
WILSONS THE LEATHER EXPERTS INC	448190	\$543,608	7	\$30,651	8	6,240	8
APPAREL/SHOES, MANUFACTURING							
NIKE INC	315000	\$8,995,100	1	\$579,100	1	22,700	1
APPAREL-MEN'S, RETAIL							
CASUAL MALE CORP	448110	\$665,456	3	\$8,873	3	6,977	2
GUESS? INC	448110	\$779,217	2	\$16,493	2	4,100	3
MEN'S WEARHOUSE INC (THE)	448110	\$1,186,748	1	\$53,045	1	12,000	1
APPAREL-WOMEN'S, RETAIL							
ANN TAYLOR STORES CORP	448120	\$1,084,500	6	\$64,500	5	9,000	6
CATO CORP (THE)	448120	\$605,033	9	\$33,931	9	9,000	7
CHARMING SHOPPES INC	448120	\$1,205,522	5	\$45,059	7	19,750	4
CHICO'S FAS INC	448120	\$155,002	13	\$15,489	11	2,750	13
CLAIRE'S STORES INC	448120	\$846,898	7	\$87,935	4	20,500	3
DRESS BARN INC (THE)	448120	\$656,174	8	\$36,742	8	7,500	10
INTIMATE BRANDS INC	448120	\$4,632,000	2	\$458,900	2	69,000	2
LIMITED INC (THE)	448120	\$9,766,200	1	\$460,800	1	123,700	1
LIZ CLAIBORNE INC	448120	\$3,104,100	3	\$184,600	3	8,300	9
MOTHERS WORK INC	448120	\$366,283	12	\$5,048	13	3,628	12
TALBOTS INC (THE)	448120	\$1,308,658	4	\$58,460	6	11,100	5
UNITED RETAIL GROUP INC	448120	\$382,631	11	\$16,149	10	5,200	11
WET SEAL INC (THE)	448120	\$524,407	10	\$14,183	12	8,901	8

COMPANY	Industry Code	2000 Sales (thousands)	Sales Rank	2000 Profits (thousands)	Profits Rank	Employees	Employees Rank
AUTO DEALERS, RETAIL							
AUTONATION INC	441110	\$20,609,600	1	\$329,900	1	31,000	1
CARMAX GROUP	441110	\$2,014,984	4	\$300	4	6,745	3
GROUP 1 AUTOMOTIVE INC	441110	\$3,586,146	3	\$40,812	3	5,830	4
SONIC AUTOMOTIVE INC	441110	\$6,052,476	2	\$74,172	2	9,400	2
AUTO PARTS STORES, RETAIL							
DISCOUNT AUTO PARTS INC	441310	\$598,258	4	\$26,289	4	6,460	4
GOODYEAR TIRE & RUBBER COMPANY	441310	\$14,417,100	1	\$40,300	2	105,128	1
O'REILLY AUTOMOTIVE INC	441310	\$890,421	3	\$51,708	1	10,808	3
PEP BOYS-MANNY MOE & JACK (THE)	441310	\$2,394,533	2	\$29,303	3	23,136	2
AUTOMOBILES, MANUFACTURING							
FORD MOTOR CO	336111	\$170,064,000	2	\$3,467,000	2	345,991	2
GENERAL MOTORS CORP	336111	\$184,632,000	1	\$4,452,000	1	386,000	1
AUTOMOTIVE PRODUCTS, MOTORS AND PARTS, MANUFACTURING							
DELPHI AUTOMOTIVE SYSTEMS CORP	336390	\$29,139,000	1	\$1,062,000	1	211,000	1
JOHNSON CONTROLS INC	336390	\$17,154,600	2	\$472,400	2	105,000	3
LEAR CORP	336390	\$14,072,800	3	\$274,700	3	121,600	2
BEVERAGES-BREWERIES							
ANHEUSER BUSCH COS INC	312120	\$12,261,800	1	\$1,551,600	1	23,725	1
BEVERAGES-DISTILLERIES							
FORTUNE BRANDS INC	312140	\$5,844,500	1	-\$137,700	1	27,800	1
BEVERAGES-SOFT DRINK, MANUFACTURING							
COCA COLA CO	312111	\$20,458,000	1	\$2,177,000	2	36,900	3
COCA COLA ENTERPRISES INC	312111	\$14,750,000	3	\$236,000	3	67,000	2
PEPSICO INC	312111	\$20,438,000	2	\$2,183,000	1	124,000	1
BOOK STORES, RETAIL							
BARNES & NOBLE INC	451211	\$3,486,000	1	\$124,500	1	39,000	1
BOOKS A MILLION INC	451211	\$404,057	4	\$5,942	4	5,000	4
BORDERS GROUP INC	451211	\$2,968,400	2	\$90,300	2	30,000	2
STANDEX INTERNATIONAL CORP	451211	\$637,049	3	\$27,703	3	5,200	3
BUSINESS MACHINES, MANUFACTURING							
PITNEY BOWES INC	333313	\$3,880,900	1	\$622,500	1	23,335	1
CABLE TV NETWORKS							
AOL TIME WARNER INC	513210	\$7,703,000	2	\$1,152,000	1	88,500	2
USA NETWORKS INC	513210	\$4,601,500	3	-\$148,000	2	20,780	3
VIACOM INC	513210	\$20,043,700	1	-\$816,100	3	133,830	1
CABLE TV PROVIDERS							
ADELPHIA COMMUNICATIONS CORP	513220	\$2,909,400	4	-\$547,600	4	15,735	4
CABLEVISION SYSTEMS CORP	513220	\$4,411,048	2	\$229,253	3	24,463	2
COMCAST CORP	513220	\$8,218,600	1	\$2,021,500	1	35,000	1
COX COMMUNICATIONS INC	513220	\$3,506,900	3	\$1,925,300	2	19,000	3
CASINOS/HORSE RACING, GAMBLING							
ISLE OF CAPRI CASINOS INC	713210	\$646,700	1	\$31,100	1	12,000	1
CELLULAR TELEPHONE SERVICE/PCS SERVICE, TELECOMMUNICATIONS							
AT&T WIRELESS GROUP	513322	\$10,448,000	1	\$658,000	1	29,000	1

COMPANY	Industry Code	2000 Sales (thousands)	Sales Rank	2000 Profits (thousands)	Profits Rank	Employees	Employees Rank
SPRINT PCS GROUP	513322	\$6,341,000	2	-\$1,871,000	3	20,000	2
UNITED STATES CELLULAR CORP	513322	\$1,716,600	3	\$192,800	2	5,250	3
CHEMICALS, MANUFACTURING							
SIGMA ALDRICH CORP	325000	\$1,096,300	1	\$320,200	1	6,218	1
CHIPS (SEMICONDUCTORS)/INTEGRATED CIRCUITS/COMPONENTS, MANUFACTURING							
INTEL CORP	334413	\$33,726,000	1	\$10,535,000	1	86,100	1
CLINICS-OUTPATIENT CLINICS AND SURGERY, HEALTH CARE							
DAVITA INC	621490	\$1,486,302	2	\$13,485	2	12,200	2
HEALTHSOUTH CORP	621490	\$4,195,100	1	\$278,500	1	53,216	1
CLINICS-PHYSICAL REHAB CTR., HEALTH CARE							
REHABCARE GROUP INC	621340	\$452,400	1	\$23,500	1	14,000	1
COMMERCIAL BANKING/SAVING ASSOCIATIONS, FINANCIAL SERVICES							
BANK OF AMERICA CORP	522110	\$57,772,000	2	\$7,517,000	2	142,724	2
BANK OF NEW YORK CO INC (THE)	522110	\$7,486,000	11	\$1,429,000	7	18,861	12
CITIGROUP INC	522110	\$111,826,000	1	\$13,519,000	1	230,000	1
FIFTH THIRD BANCORP	522110	\$4,276,000	15	\$863,000	12	12,246	15
FLEETBOSTON FINANCIAL CORP	522110	\$22,608,000	5	\$3,420,000	4	53,000	5
GOLDEN WEST FINANCIAL CORP	522110	\$3,957,400	16	\$545,800	15	6,103	19
HSBC BANK USA	522110	\$6,150,000	12	\$567,500	14	14,200	14
HUNTINGTON BANCSHARES INC	522110	\$2,602,100	18	\$328,400	17	9,693	16
KEYCORP	522110	\$8,471,000	9	\$1,002,000	11	22,142	11
MELLON FINANCIAL CORP	522110	\$5,979,000	13	\$1,007,000	10	25,800	9
NORTHERN TRUST CORP	522110	\$3,548,100	17	\$485,100	16	9,466	17
PNC FINANCIAL SERVICES GROUP INC	522110	\$7,623,000	10	\$1,279,000	9	24,900	10
STATE STREET CORP	522110	\$5,921,000	14	\$595,000	13	17,604	13
SUNTRUST BANKS INC	522110	\$8,619,000	8	\$1,294,100	8	28,000	8
US BANCORP	522110	\$9,965,500	7	\$1,592,000	6	28,949	7
WACHOVIA CORP	522110	\$24,246,000	4	\$92,000	19	71,262	4
WASHINGTON MUTUAL INC	522110	\$15,767,000	6	\$1,899,000	5	30,000	6
WELLS FARGO & CO	522110	\$27,568,000	3	\$4,026,000	3	117,000	3
ZIONS BANCORP	522110	\$1,915,300	19	\$161,700	18	6,915	18
COMPANIES AND ENTERPRISES, MANAGEMENT							
CHEMED CORP	551110	\$500,685	1	\$20,584	1	7,591	1
COMPUTER HARDWARE, MANUFACTURING							
DELL COMPUTER CORPORATION	334111	\$25,265,000	2	\$1,666,000	3	40,000	3
DIEBOLD INC	334111	\$1,743,608	5	\$136,919	5	12,544	5
INTERNATIONAL BUSINESS MACHINES	334111	\$88,396,000	1	\$8,093,000	1	316,303	1
NCR CORPORATION	334111	\$5,959,000	4	\$178,000	4	32,960	4
SUN MICROSYSTEMS INC	334111	\$15,721,000	3	\$1,854,000	2	43,700	2
COMPUTER SOFTWARE							
AMDOCS LTD	511200	\$1,118,300	8	\$6,000	10	8,400	5
AUTOMATIC DATA PROCESSING INC	511200	\$6,287,512	3	\$840,800	3	41,000	3
BMC SOFTWARE INC	511200	\$1,719,200	5	\$242,500	5	7,330	7
ELECTRONIC ARTS INC	511200	\$1,420,011	7	\$116,751	8	3,500	10
IMS HEALTH INC	511200	\$1,424,400	6	\$120,800	7	9,891	4

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INTUIT INC	511200	\$1,093,825	9	\$305,661	4	6,100	8
MICROSOFT CORP	511200	\$22,956,000	1	\$9,421,000	1	47,600	1
NETWORK ASSOCIATES INC	511200	\$745,700	10	-\$102,700	11	3,461	11
ORACLE CORP	511200	\$10,130,128	2	\$6,296,803	2	42,927	2
RATIONAL SOFTWARE CORP	511200	\$572,200	11	\$85,300	9	3,899	9
SIEBEL SYSTEMS INC	511200	\$1,795,384	4	\$221,899	6	7,389	6
CONSTRUCTION MATERIALS, DISTRIBUTION							
HUGHES SUPPLY INC	421310	\$2,994,900	1	\$65,900	1	7,700	1
CONSTRUCTION SERVICES							
CENTEX CORP	230000	\$6,008,100	2	\$257,100	1	13,368	2
FLUOR CORP	230000	\$9,970,200	1	\$123,900	4	47,113	1
KBHOME	230000	\$3,930,900	4	\$210,000	2	3,500	4
PULTE HOMES INC	230000	\$4,159,100	3	\$188,500	3	5,200	3
CONSULTING-COMPUTER & INTERNET							
AMERICAN MANAGEMENT SYSTEMS	541512	\$1,279,300	2	\$43,800	2	8,500	2
ELECTRONIC DATA SYSTEMS CORP	541512	\$19,226,800	1	\$1,143,300	1	122,000	1
CONSUMER FINANCE							
HOUSEHOLD INTERNATIONAL INC	522291	\$11,960,900	1	\$1,700,700	1	28,000	1
CONSUMER GOODS, RENTAL							
AARON RENTS INC	532200	\$502,900	2	\$27,300	2	3,900	2
RENT-A-CENTER INC	532200	\$1,601,614	1	\$103,027	1	12,554	1
CONVENIENCE STORES, RETAIL							
7-ELEVEN INC	445120	\$9,346,000	1	\$108,000	1	33,400	1
CASEY'S GENERAL STORES INC	445120	\$1,653,500	3	\$39,400	2	13,794	2
PANTRY INC (THE)	445120	\$2,432,300	2	\$14,000	3	10,428	3
COURIER SERVICE/OVERNIGHT DELIVERY, TRANSPORTATION							
FEDEX CORPORATION	492110	\$18,256,900	2	\$688,300	2	215,000	2
UNITED PARCEL SERVICE INC	492110	\$29,771,000	1	\$2,934,000	1	359,000	1
CREDIT BUREAU, FINANCIAL SERVICES							
EQUIFAX INC	561450	\$1,965,881	1	\$228,022	1	12,200	1
D&B	561450	\$1,417,600	2	\$206,600	2	10,100	2
CREDIT CARD ISSUING, FINANCIAL SERVICES							
AMERICAN EXPRESS CO	522210	\$23,675,000	1	\$2,810,000	1	89,000	1
CAPITAL ONE FINANCIAL CORP	522210	\$5,424,300	4	\$469,600	3	19,247	3
EXPRESS SCRIPTS INC	522210	\$6,786,900	3	-\$9,100	4	5,259	4
MBNA CORP	522210	\$7,868,900	2	\$1,312,500	2	25,000	2
DATA PROCESSING SERVICES							
FISERV INC	514210	\$1,653,606	1	\$177,021	1	14,000	1
MEDQUIST INC	514210	\$364,149	2	\$38,730	2	8,700	2
DATABASES & DIRECTORIES, PUBLISHING							
D&B	561450	\$1,417,600	1	\$206,600	1	10,100	1
DEPARTMENT STORES, RETAIL							
BON-TON STORES INC (THE)	452110	\$713,614	8	\$9,715	8	9,000	8
DILLARD'S INC	452110	\$8,921,237	3	\$163,729	5	58,796	3
FEDERATED DEPARTMENT STORES	452110	\$17,716,000	1	\$795,000	2	129,000	2

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GOODY'S FAMILY CLOTHING INC	452110	\$1,180,930	7	\$19,725	7	10,300	7
GOTTSCHALKS INC	452110	\$554,193	9	\$6,636	9	8,300	9
KOHL'S CORP	452110	\$4,557,112	5	\$258,142	3	54,000	4
MAY DEPARTMENT STORES COMPANY	452110	\$13,866,000	2	\$927,000	1	137,000	1
NORDSTROM INC	452110	\$5,149,266	4	\$202,557	4	49,000	5
STEIN MART INC	452110	\$1,206,624	6	\$39,357	6	14,400	6
DIRECT SELLING, INCLUDING MAIL ORDER & MISC ONLINE							
ALBERTO-CULVER COMPANY	454110A	\$2,247,200	2	\$103,200	2	15,300	2
ALTICOR INC	454110A					10,000	3
AVON PRODUCTS INC	454110A	\$5,673,700	1	\$478,400	1	43,000	1
GERALD STEVENS INC	454110A	\$267,053	5	-\$42,572	4	6,200	5
L L BEAN INC	454110A					4,000	6
LANDS END INC	454110A	\$1,416,886	3	\$48,034	3	9,800	4
MARY KAY INC	454110A	\$1,200,000	4			3,600	7
DISCOUNT STORES, RETAIL							
99 CENTS ONLY STORES	452910	\$451,900	11	\$37,800	9	4,044	11
BIG LOTS INC	452910	\$2,933,690	7	\$96,100	8	45,676	4
DOLLAR GENERAL CORPORATION	452910	\$3,887,964	4	\$219,427	4	34,600	5
DOLLAR TREE STORES INC	452910	\$1,688,105	8	\$121,622	6	26,200	7
FAMILY DOLLAR STORES INC	452910	\$3,132,639	5	\$172,017	5	31,200	6
FRED'S INC	452910	\$665,777	10	\$10,702	11	7,620	10
KMART CORPORATION	452910	\$35,925,000	2	\$453,000	3	252,000	3
SHOPKO STORES INC	452910	\$3,061,700	6	\$102,200	7	20,000	8
TARGET CORPORATION	452910	\$33,702,000	3	\$1,144,000	2	254,000	2
VALUE CITY DEPARTMENT STORES INC	452910	\$1,670,176	9	\$33,468	10	19,300	9
WAL-MART STORES INC	452910	\$165,013,000	1	\$5,377,000	1	1,244,000	1
DRUG STORES, RETAIL							
LONGS DRUG STORES CORPORATION	446110	\$3,672,413	2	\$68,974	2	22,100	2
WALGREEN CO	446110	\$21,206,900	1	\$776,900	1	116,000	1
DRUGS, DISTRIBUTION							
AMERISOURCEBERGEN CORP	422210	\$11,645,000	3	\$99,000	3	3,700	3
CARDINAL HEALTH INC	422210	\$38,349,900	1	\$717,800	2	48,900	1
MCKESSON CORPORATION	422210	\$36,687,000	2	\$729,900	1	23,000	2
DRUGS, MANUFACTURING							
ABBOTT LABORATORIES	325412	\$13,745,900	6	\$2,786,000	6	60,571	4
ALLERGAN INC	325412	\$1,562,600	12	\$215,100	10	6,181	12
AMERICAN HOME PRODUCTS CORP	325412	\$13,262,754	7	-\$2,370,687	16	48,036	6
AMGEN INC	325412	\$3,629,400	10	\$1,138,500	8	7,300	11
BRISTOL MYERS SQUIBB CO	325412	\$18,216,000	4	\$4,711,000	3	44,000	7
ELI LILLY & CO	325412	\$10,862,200	8	\$3,057,800	5	35,700	8
GENENTECH INC	325412	\$1,736,400	11	-\$74,200	15	4,459	14
GENZYME CORP	325412	\$752,483	15	\$85,956	13	4,400	15
ICN PHARMACEUTICALS INC	325412	\$800,300	13	\$90,200	12	12,700	10
IVAX CORPORATION	325412	\$793,400	14	\$131,000	11	5,800	13
JOHNSON & JOHNSON	325412	\$30,129,000	2	\$5,023,000	2	98,500	1

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MERCK & CO INC	325412	\$40,363,200	1	\$6,821,700	1	69,300	3
PERRIGO CO	325412	\$744,300	16	\$19,300	14	3,314	16
PFIZER INC	325412	\$29,574,000	3	\$3,726,000	4	90,000	2
PHARMACIA	325412	\$18,144,000	5	\$717,000	9	59,000	5
SCHERING-PLOUGH CORP	325412	\$9,815,000	9	\$2,423,000	7	28,100	9
ELECTRICAL AND ELECTRONIC EQUIPMENT, MANUFACTURING							
ROCKWELL AUTOMATION	335999	\$7,151,000	1	\$636,000	1	41,200	1
ELECTRICAL EQUIPMENT/APPLIANCES/TOOLS, MANUFACTURING							
AMERICAN STANDARD COMPANIES INC	335000	\$7,598,400	3	\$314,000	4	61,000	2
BLACK & DECKER CORP	335000	\$4,560,800	4	\$282,000	5	23,600	6
DANAHER CORP	335000	\$3,777,800	7	\$324,200	3	24,000	5
GENERAL ELECTRIC CO	335000	\$129,853,000	1	\$12,735,000	1	313,000	1
MAYTAG CORP	335000	\$4,247,500	5	\$201,000	6	24,657	3
WHIRLPOOL CORP	335000	\$10,325,000	2	\$367,000	2	61,000	2
YORK INTERNATIONAL CORP	335000	\$3,897,400	6	\$106,600	7	24,600	4
ELECTRONICS, AUDIO, AND APPLIANCE STORES, RETAIL							
BEST BUY CO INC	443110	\$12,494,023	1	\$347,070	2	75,000	1
CIRCUIT CITY STORES INC	443110	\$10,599,400	2	\$196,500	3	46,700	2
RADIOSHACK CORPORATION	443110	\$4,794,700	3	\$368,000	1	43,600	3
ENGINEERING SERVICES							
JACOBS ENGINEERING GROUP INC	541310	\$3,418,900	1	\$51,000	1	18,800	1
MCDERMOTT INTERNATIONAL	541310	\$1,877,800	2	-\$22,100	2	11,800	2
FACILITIES SUPPORT SERVICES							
SERVICEMASTER CO	561210	\$5,970,600	1	\$173,800	1	72,000	1
FINANCING, BUSINESS EQUIPMENT, CARS, TRUCKS							
GENERAL ELECTRIC CAPITAL CORP	522220A	\$66,177,000	1	\$5,192,000	1	90,000	1
FITNESS CENTERS/HEALTH CLUBS, RECREATION							
BALLY TOTAL FITNESS HOLDING CORP	713940	\$1,007,100	1	\$78,600	1	18,975	1
FOOD PRODUCTS, MANUFACTURING							
ARCHER DANIELS MIDLAND CO	311000	\$18,612,400	2	\$300,900	8	22,834	7
CAMPBELL SOUP CO	311000	\$6,267,000	8	\$714,000	3	24,000	6
CONAGRA INC	311000	\$25,534,600	1	\$382,300	6	89,000	2
GENERAL MILLS INC	311000	\$6,700,200	7	\$614,400	4	11,001	11
H J HEINZ CO	311000	\$9,407,900	4	\$890,600	2	45,800	4
HERSHEY FOODS CORP	311000	\$4,221,000	9	\$334,500	7	15,700	8
HORMEL FOODS CORP	311000	\$3,675,100	10	\$170,200	9	12,200	10
INTERSTATE BAKERIES CORP	311000	\$3,522,900	11	\$89,400	11	34,000	5
KELLOGG CO	311000	\$6,954,700	6	\$587,700	5	15,200	9
SARA LEE CORP	311000	\$17,511,000	3	\$1,222,000	1	141,500	1
TYSON FOODS INC	311000	\$7,158,000	5	\$151,000	10	68,000	3
FOOD, DISTRIBUTION							
FLEMING COMPANIES INC	422410	\$14,443,800	2	-\$122,100	3	29,567	2
NASH FINCH COMPANY	422410	\$4,015,541	3	\$15,471	2	13,537	3
SYSCO CORP	422410	\$19,303,300	1	\$445,600	1	43,000	1

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FOREST PRODUCTS/PAPER, MANUFACTURING							
BOISE CASCADE CORP	322000	\$7,806,700	2	\$178,600	2	25,257	2
KIMBERLY CLARK CORP	322000	\$13,982,000	1	\$1,800,600	1	66,300	1
FURNITURE STORES, RETAIL							
COST PLUS INC	442110	\$402,292	2	\$19,685	2	3,760	2
PIER 1 IMPORTS INC	442110	\$1,231,100	1	\$74,700	1	14,600	1
RESTORATION HARDWARE INC	442110	\$298,902	3	-\$3,040	3	3,200	3
GREETING CARDS, PUBLISHING							
AMERICAN GREETINGS	511191	\$2,175,200	1	\$90,000	1	38,700	1
GROCERY STORES/SUPERMARKETS STORES, RETAIL							
ALBERTSON'S INC	445110	\$37,478,000	2	\$404,000	5	235,000	2
FOODARAMA SUPERMARKETS INC	445110	\$866,240	13	\$2,382	12	5,500	14
GREAT ATLANTIC & PACIFIC TEA CO	445110	\$10,151,334	7	\$14,160	10	83,000	6
HE BUTT GROCERY COMPANY	445110	\$8,200,000	8			50,000	8
INGLES MARKETS INC	445110	\$1,916,200	12	\$21,100	8	14,300	11
KROGER CO (THE)	445110	\$45,352,000	1	\$613,000	2	312,000	1
	445110	\$2,484,023	10	\$409,613	4	17,100	10
PUBLIX SUPER MARKETS INC	445110	\$14,575,031	5	\$530,406	3	126,000	4
SAFEWAY INC	445110	\$31,976,900	3	\$1,091,900	1	192,000	3
SPARTAN STORES INC	445110	\$3,050,282	9	\$17,194	9	13,000	12
SUPERVALU INC	445110	\$20,339,079	4	\$242,941	6	62,100	7
VILLAGE SUPER MARKET INC	445110	\$803,360	15	\$8,426	11	3,850	15
WEIS MARKETS INC	445110	\$2,061,000	11	\$73,800	7	20,700	9
WILD OATS MARKETS INC	445110	\$838,131	14	-\$15,021	13	9,080	13
WINN DIXIE STORES INC	445110	\$13,697,547	6	-\$228,895	14	119,000	5
HAIR, NAIL AND SKIN CARE SALONS, RETAIL							
REGIS CORP	812110	\$1,142,993	1	\$49,654	1	41,000	1
HMO/PPO, HEALTH CARE							
COVENTRY HEALTH CARE INC	621491	\$2,604,910	5	\$61,340	6	3,150	6
FIRST HEALTH GROUP CORP	621491	\$506,741	6	\$82,619	5	3,825	5
HEALTH NET INC	621491	\$9,076,600	4	\$163,623	3	11,000	3
HUMANA INC	621491	\$10,514,000	2	\$90,000	4	15,600	2
UNITEDHEALTH GROUP INC	621491	\$21,122,000	1	\$736,000	1	30,000	1
WELLPOINT HEALTH NETWORKS INC	621491	\$9,228,958	3	\$342,287	2	10,900	4
HOME CENTERS, RETAIL							
HOME DEPOT INC	444110	\$38,434,000	1	\$2,320,000	1	227,000	1
HOUSE2HOME INC	444110	\$1,525,275	3	\$12,628	3	8,500	3
LOWE'S COS INC	444110	\$15,905,595	2	\$672,795	2	94,000	2
HOME HEALTH, HEALTH CARE							
APRIA HEALTHCARE GROUP INC	621610	\$1,014,201	2	\$57,006	1	9,172	2
GENTIVA HEALTH SERVICES INC	621610	\$1,506,600	1	-\$104,200	2	21,300	1
HOSPITALS/CLINICS-GENERAL HOSPITALS, HEALTH CARE							
HCA INC	622110	\$16,670,000	1	\$219,000	2	164,000	1
HEALTH MANAGEMENT ASSOCIATES	622110	\$1,577,800	5	\$167,700	3	19,000	5

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LIFEPOINT HOSPITALS INC	622110	\$557,100	7	\$17,900	6	6,450	7
QUORUM HEALTH GROUP INC	622110	\$1,762,800	4	\$55,500	5	19,500	4
TENET HEALTHCARE CORPORATION	622110	\$11,414,000	2	\$302,000	1	106,900	2
TRIAD HOSPITALS INC	622110	\$1,235,500	6	\$4,400	7	15,500	6
UNIVERSAL HEALTH SERVICES INC	622110	\$2,242,444	3	\$93,362	4	25,600	3
HOSPITALS/CLINICS-PSYCHIATRIC CLINICS, HEALTH CARE							
RES CARE INC	622210	\$865,800	1	\$14,200	1	30,000	1
INDUSTRIAL PRODUCTS, DISTRIBUTION							
W W GRAINGER INC	421800	\$4,977,044	1	\$192,903	1	16,192	1
INSURANCE BROKERAGE AND MANAGEMENT, FINANCIAL SERVICES							
AON CORPORATION	524210	\$7,375,000	2	\$474,000	2	51,000	2
MARSH & MCLENNAN COS INC	524210	\$10,157,000	1	\$1,181,000	1	57,000	1
INSURANCE UNDERWRITING, FINANCIAL SERVICES							
AETNA INC	524113	\$26,818,900	5	\$127,100	24	40,700	7
AFLAC INC	524113	\$9,720,000	14	\$687,000	13	5,015	27
ALLSTATE CORPORATION (THE)	524113	\$29,134,000	4	\$2,252,000	3	52,000	4
AMERICAN FINANCIAL GROUP INC	524113	\$3,817,300	25	-\$56,100	29	10,600	21
AMERICAN INTERNATIONAL GROUP	524113	\$42,426,000	2	\$5,636,000	1	55,000	3
ANTHEM INC	524113	\$8,771,000	17	\$226,000	22	14,800	16
BERKSHIRE HATHAWAY INC	524113	\$33,976,000	3	\$3,328,000	2	45,000	5
CHUBB CORPORATION (THE)	524113	\$7,251,500	21	\$714,600	12	12,400	18
CIGNA CORP	524113	\$19,994,000	9	\$987,000	8	43,200	6
CINCINNATI FINANCIAL CORP	524113	\$2,331,000	29	\$118,400	25	3,106	31
CNA FINANCIAL CORPORATION	524113	\$15,614,000	10	\$1,214,000	5	19,100	14
HARTFORD FIN SRVCS GROUP INC	524113	\$14,703,000	12	\$974,000	9	26,600	10
JEFFERSON-PILOT CORPORATION	524113	\$3,238,000	26	\$537,000	17	3,000	32
JOHN HANCOCK FINANCIAL SERVICES	524113	\$7,598,100	20	\$838,900	10	8,503	23
LIBERTY MUTUAL INSURANCE CO	524113	\$13,470,000	13			37,000	8
LINCOLN NATIONAL CORPORATION	524113	\$6,851,500	23	\$621,400	14	7,820	25
LOEWS CORPORATION	524113	\$21,337,800	8	\$1,876,700	4	29,700	9
MASSACHUSETTS MUTUAL LIFE	524113	\$15,340,400	11	\$739,500	11	8,000	24
NATIONWIDE FINANCIAL SERVICES INC	524113	\$3,170,300	27	\$434,900	18	4,800	28
NEW YORK LIFE INSURANCE CO	524113	\$21,996,000	7	\$1,205,000	6	11,800	20
PRINCIPAL FINANCIAL GROUP (THE)	524113	\$8,884,900	16	\$620,200	15	17,473	15
PROGRESSIVE CORP	524113	\$6,771,000	24	\$46,100	27	19,490	13
PRUDENTIAL FINANCIAL	524113	\$26,544,000	6	\$398,000	20	56,925	2
SAFECO CORP	524113	\$7,118,400	22	\$159,400	23	13,000	17
ST PAUL COMPANIES INC (THE)	524113	\$8,608,000	18	\$993,000	7	10,500	22
STATE FARM INSURANCE COMPANIES	524113	\$47,863,100	1	\$408,100	19	79,300	1
TORCHMARK CORP	524113	\$2,515,900	28	\$372,300	21	4,458	29
TRAVELERS PROPERTY CASUAL CORP	524113					20,294	12
UNITRIN INC	524113	\$1,953,200	30	\$91,000	26	7,500	26
UNUMPROVIDENT CORP	524113	\$9,432,300	15	\$564,200	16	12,400	19
USAA	524113	\$8,550,000	19			22,000	11
W R BERKLEY CORPORATION	524113	\$1,781,300	31	\$36,200	28	4,426	30

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INVESTMENT MANAGEMENT/MUTUAL FUNDS, FINANCIAL SERVICES							
FRANKLIN RESOURCES INC	523920	\$2,340,100	1	\$562,100	1	6,500	1
LINENS/HOUSEWARES/ART/FRAMING STORES, RETAIL							
BED BATH & BEYOND INC	442299	\$1,857,500	1	\$131,229	1	15,000	2
LINENS N THINGS INC	442299	\$1,572,576	2	\$64,937	3	12,200	3
WILLIAMS SONOMA INC	442299	\$1,460,000	3	\$68,100	2	22,000	1
LONG-TERM (NURSING HOMES), HEALTH CARE							
ALTERRA HEALTHCARE CORP	623110	\$466,495	3	-\$117,806	7	14,400	3
AMERICAN RETIREMENT CORP	623110	\$206,100	7	-\$5,846	4	7,600	7
BEVERLY ENTERPRISES INC	623110	\$2,628,260	1	-\$54,502	6	64,000	1
HARBORSIDE HEALTHCARE CORP	623110	\$322,672	6	-\$36,706	5	8,100	6
MANOR CARE INC	623110	\$2,380,600	2	\$39,100	1	54,000	2
NATIONAL HEALTHCARE CORP	623110	\$462,400	4	\$10,200	3	11,700	4
SUNRISE ASSISTED LIVING INC	623110	\$344,800	5	\$24,300	2	9,947	5
MACHINERY, MANUFACTURING							
FMC CORPORATION	333000	\$3,925,500	2	\$110,600	2	14,802	3
NACCO INDUSTRIES INC	333000	\$2,871,300	3	\$67,700	3	17,200	2
ILLINOIS TOOL WORKS INC	333000	\$9,983,600	1	\$958,000	1	55,300	1
MACHINERY-MINING AND OIL & GAS FIELD							
COOPER CAMERON CORPORATION	333130	\$1,386,700	1	\$27,700	1	7,300	1
GRANT PRIDECO INC	333130	\$498,500	2	-\$16,500	2	3,825	2
MEDICAL LABORATORIES & DIAGNOSTICS, HEALTH CARE							
AMERICA SERVICE GROUP INC	621511	\$381,946	3	\$7,807	3	6,000	3
LABORATORY CORP OF AMERICA	621511	\$1,919,300	2	\$112,100	1	18,850	2
QUEST DIAGNOSTICS INC	621511	\$3,421,200	1	\$102,100	2	27,000	1
MEDICAL/DENTAL/SURGICAL EQUIPMENT & SUPPLIES, DISTRIBUTION							
FISHER SCIENTIFIC INTERNATIONAL	421450	\$2,622,300	2	\$22,700	4	7,400	1
HENRY SCHEIN INC	421450	\$2,381,700	3	\$56,700	2	6,250	2
OWENS & MINOR INC	421450	\$3,503,600	1	\$33,100	3	2,763	4
PATTERSON DENTAL CO	421450	\$1,045,900	4	\$64,500	1	3,853	3
MEDICAL/DENTAL/SURGICAL EQUIPMENT & SUPPLIES, MANUFACTURING							
APPLERA CORPORATION	339113	\$1,371,000	10	\$95,500	12	5,544	14
BAUSCH & LOMB INC	339113	\$1,772,400	8	\$83,400	14	12,400	6
BAXTER INTERNATIONAL INC	339113	\$6,896,000	1	\$740,000	2	43,000	1
BECKMAN COULTER INC	339113	\$1,886,900	7	\$125,500	9	9,520	8
BECTON DICKINSON & CO	339113	\$3,618,300	3	\$392,900	3	25,000	3
BIO RAD LABORATORIES INC	339113	\$725,884	17	\$31,100	16	4,093	17
BIOMET INC	339113	\$923,600	14	\$173,771	7	2,990	18
BOSTON SCIENTIFIC CORP	339113	\$2,664,000	4	\$373,000	5	13,720	4
CR BARD INC	339113	\$1,098,800	13	\$106,900	10	8,100	10
DADE BEHRING INC	339113	\$1,184,000	11			7,500	11
DENTSPLY INTERNATIONAL INC	339113	\$889,800	15	\$101,100	11	6,150	13
EDWARDS LIFESCIENCES CORP	339113	\$804,000	16	-\$272,000	18	5,000	15
GUIDANT CORP	339113	\$2,548,700	5	\$374,300	4	9,252	9
MEDTRONIC INC	339113	\$5,016,300	2	\$1,084,200	1	26,050	2

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OCULAR SCIENCES INC	339113	\$177,000	19	\$38,900	15	2,556	19
PERKINELMER INC	339113	\$1,695,267	9	\$90,520	13	12,500	5
SOLA INTERNATIONAL INC	339113	\$543,400	18	\$700	17	7,080	12
ST JUDE MEDICAL INC	339113	\$1,178,800	12	\$129,100	8	4,951	16
STRYKER CORP	339113	\$2,289,400	6	\$221,000	6	12,084	7
MEDICINAL AND BOTANICALS, MANUFACTURING							
NBTY INC	325411	\$720,900	1	\$51,500	1	7,300	1
MORTGAGES, FINANCIAL SERVICES							
COUNTRYWIDE CREDIT INDUSTRIES	522310	\$1,870,900	3	\$410,200	3	12,090	1
FANNIE MAE	522310	\$44,088,000	1	\$4,416,000	1	4,100	2
FREDDIE MAC	522310	\$29,969,000	2	\$2,547,000	2	3,600	3
MUSICAL INSTRUMENT & SUPPLIES STORES, RETAIL							
GUITAR CENTER INC	451140	\$785,671	1	\$22,454	1	3,525	1
NEWSPAPERS, PUBLISHING							
COX ENTERPRISES INC	511110	\$7,824,000	1			74,000	1
GANNETT CO INC	511110	\$6,222,300	2	\$1,719,100	1	53,400	2
HARTE HANKS COMMUNICATIONS INC	511110	\$960,800	3	\$81,900	2	8,849	3
OFFICE SUPPLIES STORES, RETAIL							
OFFICE DEPOT INC	453210	\$11,569,696	1	\$49,332	2	48,000	2
OFFICEMAX INC	453210	\$4,847,000	3	\$10,041	3	35,000	3
STAPLES INC	453210	\$8,936,809	2	\$314,988	1	48,458	1
OPTICAL GOODS STORES, RETAIL							
COLE NATIONAL CORPORATION	446130	\$1,040,426	1	\$2,008	2	13,800	1
SUNGLASS HUT INTERNATIONAL INC	446130	\$635,603	2	\$26,750	1	9,174	2
OTHER RETAILERS, MISC. RETAILERS							
RECREATIONAL EQUIPMENT INC	453990	\$698,300	2	-\$11,400	2	7,000	1
TRACTOR SUPPLY COMPANY	453990	\$759,037	1	\$16,390	1	4,000	2
OUTSOURCING, FINANCIAL SERVICES							
BISYS GROUP INC (THE)	541219	\$571,400	3	\$70,200	2	4,300	3
CRAWFORD & COMPANY	541219	\$712,200	2	\$25,300	3	7,825	1
PAYCHEX INC	541219	\$728,100	1	\$190,007	1	7,300	2
PACKAGING, MANUFACTURING							
BALL CORP	322210	\$3,664,700	2	\$68,200	1	11,200	2
CROWN CORK & SEAL CO INC	322210	\$7,289,000	1	-\$174,000	2	34,618	1
PAINT & WALLPAPER STORES, RETAIL							
SHERWIN WILLIAMS CO (THE)	444120	\$5,211,600	1	\$16,000	1	26,095	1
PAYMENT PROCESSING SERVICE, FINANCIAL SERVICES							
FIRST DATA CORP	522320	\$5,705,200	1	\$929,600	1	27,000	1
TOTAL SYSTEM SERVICES INC	522320	\$601,293	2	\$85,643	2	4,606	2
PET/PET SUPPLIES STORES, RETAIL							
PETCO ANIMAL SUPPLIES INC	453910	\$990,300	2	\$21,800	1	12,000	2
PETSMART INC	453910	\$2,110,316	1	-\$32,422	2	20,450	1
PETROCHEMICAL MANUFACTURING							
ASHLAND INC	325110	\$8,436,000	1	\$70,000	1	25,800	1

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PETROLEUM & NATURAL GAS EXTRACTION							
AMERADA HESS CORPORATION	211111	\$11,993,000	7	\$1,023,000	6	9,891	8
ANADARKO PETROLEUM CORP	211111	\$5,686,000	10	\$807,000	8	3,500	12
CHEVRONTXACO CORPORATION	211111	\$118,676,000	2	\$7,511,000	2	53,621	2
CONOCO INC	211111	\$38,737,000	4	\$1,902,000	3	17,600	5
EXXON MOBIL CORPORATION	211111	\$232,748,000	1	\$17,720,000	1	123,000	1
KERR-MCGEE CORPORATION	211111	\$4,121,000	11	\$842,000	7	4,426	11
OCCIDENTAL PETROLEUM CORP	211111	\$13,574,000	6	\$1,570,000	5	8,791	9
PHILLIPS PETROLEUM COMPANY	211111	\$20,835,000	5	\$1,862,000	4	12,400	7
TRANSOCEAN SEDCO FOREX	211111	\$1,229,500	12	\$108,548	12	15,600	6
UNOCAL CORPORATION	211111	\$8,914,000	9	\$760,000	9	6,800	10
USX CORPORATION	211111	\$39,914,000	3	\$411,000	11	30,892	3
WILLIAMS COMPANIES INC (THE)	211111	\$10,398,000	8	\$524,300	10	24,100	4
PETROLEUM-DRILLING OIL & GAS WELLS SUPPORT							
BAKER HUGHES INC	213111	\$5,233,800	3	\$102,300	6	24,500	3
BJ SERVICES COMPANY	213111	\$1,555,400	6	\$118,000	4	9,265	8
HALLIBURTON COMPANY	213111	\$11,944,000	1	\$501,000	2	93,000	1
KEY ENERGY GROUP INC	213111	\$637,700	8	-\$19,000	8	9,300	7
NABORS INDUSTRIES INC	213111	\$1,409,300	7	\$137,400	3	17,980	4
SANTA FE INTERNATIONAL CORP	213111	\$584,000	9	\$107,200	5	5,500	9
SCHLUMBERGER LIMITED	213111	\$10,034,700	2	\$734,600	1	60,000	2
SMITH INTERNATIONAL INC	213111	\$2,761,000	4	\$72,800	7	9,892	6
WEATHERFORD INTERNATIONAL INC	213111	\$1,814,300	5	-\$42,400	9	11,900	5
PETROLEUM-GAS PIPELINES							
EL PASO CORP	486210	\$49,268,000	1	\$1,306,000	1	15,000	1
PETROLEUM REFINERIES, MANUFACTURING							
SUNOCO INC	324110	\$14,300,000	3	\$422,000	3	12,300	3
TOSCO CORP	324110	\$24,545,200	1	\$529,400	1	25,500	1
ULTRAMAR DIAMOND SHAMROCK CORP	324110	\$17,061,100	2	\$444,300	2	20,000	2
PHYSICIAN PRACTICE MANAGEMENT, HEALTH CARE							
US ONCOLOGY INC	621111	\$1,324,200	1	-\$72,600	1	7,716	1
PLUMBING PRODUCTS-FABRICATED METALS, MANUFACTURING							
MASCO CORP	332913	\$7,243,000	1	\$591,700	1	48,600	1
PRINTING							
AVERY DENNISON CORP	323000	\$3,893,500	1	\$283,500	1	17,900	1
DELUXE CORP	323000	\$1,262,700	3	\$161,900	2	7,800	2
JOHN H HARLAND CO	323000	\$720,700	4	\$28,700	3	5,445	4
STANDARD REGISTER CO (THE)	323000	\$1,265,838	2	-\$29,175	4	7,717	3
PRIVATE DATA NETWORKS/CORP. TELECOMMUNICATIONS AND NETWORK SERVICES							
QWEST COMMUNICATIONS INT'L INC	513390C	\$16,610,000	1	-\$81,000	1	67,000	1
RESEARCH & DEVELOPMENT-PHYSICAL, ENGINEERING & LIFE SCIENCES							
CHARLES RIVER LABORATORIES	541710	\$306,600	3	-\$11,200	3	3,500	3
COVANCE INC	541710	\$868,087	2	\$15,236	2	7,900	2

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QUINTILES TRANSNATIONAL CORP	541710	\$1,659,900	1	\$418,900	1	18,219	1
RESTAURANTS, FOOD SERVICE							
BRINKER INTERNATIONAL INC	722110	\$2,159,800	5	\$117,800	6	78,500	4
CBRL GROUP INC	722110	\$1,772,712	7	\$58,998	7	44,750	6
DARDEN RESTAURANTS INC	722110	\$3,701,300	3	\$176,700	3	128,900	3
MCDONALD'S CORP	722110	\$14,243,000	1	\$1,977,300	1	364,000	1
MORRISON MANAGEMENT SPECIALISTS	722110	\$441,100	8	\$14,300	8	10,000	8
OUTBACK STEAKHOUSE INC	722110	\$1,906,000	6	\$141,100	5	49,000	5
TRICON GLOBAL RESTAURANTS INC	722110	\$7,093,000	2	\$413,000	2	190,000	2
WENDYS INTERNATIONAL INC	722110	\$2,236,900	4	\$169,600	4	44,000	7
SATELLITE, BROADCASTING							
ECHOSTAR COMMUNICATIONS CORP	513340	\$2,715,220	1	-\$621,211	1	11,000	1
LORAL SPACE & COMMUNICATIONS	513340	\$1,224,111	2	-\$1,469,678	2	3,700	2
SHOES/ACCESSORIES, RETAIL							
BROWN SHOE COMPANY INC	448210	\$1,594,131	4	\$35,501	4	11,900	4
FINISH LINE INC (THE)	448210	\$585,963	5	\$15,607	5	8,960	5
FOOTSTAR INC	448210	\$2,237,100	3	\$60,400	2	21,600	3
PAYLESS SHOESOURCE INC	448210	\$2,730,100	2	\$136,500	1	27,700	2
SHOE CARNIVAL INC	448210	\$339,900	6	\$11,961	6	2,850	6
VENATOR GROUP INC	448210	\$4,263,000	1	\$48,000	3	48,815	1
SNACK & NONALCOHOLIC BEVERAGE BARS, FOOD SERVICE							
STARBUCKS CORPORATION	722213	\$2,169,218	1	\$94,564	1	47,000	1
SOAP, CLEANERS & TOILETRIES, MANUFACTURING							
AMERICAN SAFETY RAZOR	325600	\$318,800	7	-\$5,200	6	2,516	7
CLOROX CO (THE)	325600	\$3,989,000	5	\$394,000	3	11,000	5
COLGATE PALMOLIVE CO	325600	\$9,357,900	2	\$1,063,800	2	38,300	2
ESTEE LAUDER COS INC	325600	\$4,366,800	4	\$314,100	5	19,900	4
GILLETTE CO (THE)	325600	\$9,225,000	3	\$392,000	4	35,200	3
PROCTER & GAMBLE CO	325600	\$39,951,000	1	\$3,542,000	1	106,000	1
REVLON INC	325600	\$1,491,600	6	-\$130,600	7	8,000	6
SPORTING GOODS STORES, RETAIL							
GART SPORTS COMPANY	451110	\$680,995	2	\$1,773	1	5,100	2
SPORTS AUTHORITY INC (THE)	451110	\$1,492,860	1	-\$160,544	2	11,000	1
STOCK BROKERAGE/INVESTMENT BANKING							
BEAR STEARNS COS INC (THE)	523110	\$10,276,600	6	\$773,200	6	11,201	6
GOLDMAN SACHS GROUP INC	523110	\$33,000,000	4	\$3,067,000	4	22,627	4
J P MORGAN CHASE & CO INC	523110	\$60,065,000	1	\$5,727,000	1	90,000	1
LEGG MASON INC	523110	\$1,399,600	8	\$150,400	7	5,380	7
LEHMAN BROTHERS HOLDINGS INC	523110	\$26,447,000	5	\$1,831,000	5	11,300	5
MERRILL LYNCH & CO INC	523110	\$44,872,000	3	\$3,979,000	3	72,000	2
MORGAN STANLEY DEAN WITTER & CO	523110	\$45,448,000	2	\$5,456,000	2	62,679	3
RAYMOND JAMES FINANCIAL INC	523110	\$1,698,600	7	\$125,200	8	4,818	8
TAX RETURN PREPARATION, FINANCIAL SERVICES							
H & R BLOCK INC	541213	\$2,451,900	1	\$251,900	1	99,400	1

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TELECOMMUNICATIONS EQUIPMENT, MANUFACTURING AND RELATED SERVICES							
SCIENTIFIC ATLANTA INC	334210	\$1,715,410	1	\$155,808	1	8,420	1
TELEPHONE SERVICE-LOCAL							
ALLTEL CORP	513300A	\$7,067,000	4	\$1,928,700	4	27,257	4
BELLSOUTH CORP	513300A	\$26,151,000	3	\$4,220,000	3	103,918	3
CENTURYTEL INC	513300A	\$1,845,900	5	\$231,474	5	6,860	5
SBC COMMUNICATIONS INC	513300A	\$51,476,000	2	\$7,967,000	2	215,088	2
VERIZON COMMUNICATIONS	513300A	\$64,707,000	1	\$11,797,000	1	260,000	1
TELEVISION, BROADCASTING							
FOX ENTERTAINMENT GROUP INC	513120	\$8,589,000	1	\$145,000	1	11,700	1
TEMPORARY HELP/STAFFING							
KELLY SERVICES INC	561320	\$4,487,300	2	\$87,200	2	770,000	2
MANPOWER INC	561320	\$10,842,800	1	\$171,200	1	2,719,400	1
SPHERION CORPORATION	561320	\$3,740,823	3	\$74,526	3		
TEST EQUIPMENT/INSTRUMENTS, MANUFACTURING							
AGILENT TECHNOLOGIES INC	334515	\$10,773,000	1	\$757,000	1	47,000	1
TEXTILES, FABRICS, SHEETS/TOWELS, MANUFACTURING							
MOHAWK INDUSTRIES INC	313000	\$3,255,800	1	\$162,600	1	24,005	1
THEME PARKS/RIDES/GAME CENTERS, RECREATION							
SIX FLAGS INC	713110	\$1,007,000	1	-\$52,000	1	43,081	1
TITLE INSURANCE, FINANCIAL SERVICES							
FIRST AMERICAN CORP	524127	\$2,934,300	1	\$82,200	1	20,346	1
LANDAMERICA FINANCIAL GROUP	524127	\$1,802,400	2	-\$80,800	3	8,639	2
STEWART INFORMATION SVCS CORP	524127	\$935,500	3	\$600	2	5,627	3
TOYS/HOBBIES/GAMES STORES, RETAIL							
A C MOORE ARTS & CRAFTS	451120	\$262,100	6	\$6,600	6	3,339	6
ELECTRONICS BOUTIQUE HOLDINGS	451120	\$730,400	4	\$22,800	4	5,000	5
HANCOCK FABRICS INC	451120	\$381,572	5	\$6,816	5	6,500	4
JO ANN STORES INC	451120	\$1,381,500	3	\$25,600	3	22,300	3
MICHAELS STORES INC	451120	\$1,882,522	2	\$62,301	2	33,000	2
TOYS R US INC	451120	\$11,862,000	1	\$279,000	1	69,000	1
UTILITIES							
AES CORPORATION	221000	\$6,691,000	24	\$641,000	8	26,606	2
ALLEGHENY ENERGY INC	221000	\$4,012,000	33	\$237,000	28	5,600	39
ALLIANT ENERGY CORP	221000	\$2,405,000	39	\$399,000	22	7,882	32
AMEREN CORP	221000	\$3,856,000	34	\$457,000	17	7,342	34
AMERICAN ELECTRIC POWER CO	221000	\$13,694,000	9	\$267,000	25	26,376	3
AMERICAN WATER WORKS CO	221000	\$1,351,000	43	\$161,000	33	5,050	41
CINERGY CORPORATION	221000	\$8,422,000	17	\$404,100	21	8,362	28
CMS ENERGY CORP	221000	\$8,998,000	16	\$36,000	40	11,652	21
CONSOLIDATED EDISON INC	221000	\$9,431,400	14	\$596,400	10	13,464	18
DOMINION RESOURCES INC	221000	\$9,260,000	15	\$436,000	19	15,600	13
DTE ENERGY COMPANY	221000	\$5,597,000	28	\$468,000	16	9,144	27
DUKE ENERGY CORP	221000	\$49,318,000	2	\$1,776,000	1	23,000	5
DYNEGY INC	221000	\$29,445,000	3	\$501,000	14	5,778	37

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EDISON INTERNATIONAL	221000	\$11,717,000	10	-\$1,943,000	43	18,530	8
SCIENTIFIC ATLANTA INC	334210	\$1,715,410	1	\$155,808	1	8,420	1
ENTERGY CORP	221000	\$10,016,100	13	\$710,900	6	14,100	15
EXELON CORPORATION	221000	\$7,499,000	18	\$586,000	11	29,000	1
FIRSTENERGY CORPORATION	221000	\$7,029,000	22	\$599,000	9	13,830	17
FPL GROUP	221000	\$7,082,000	21	\$704,000	7	9,838	25
GPU INC	221000	\$5,196,300	29	\$233,500	30	14,100	16
KEYSPAN CORPORATION	221000	\$5,121,500	30	\$300,800	24	13,000	19
NIAGARA MOHAWK HOLDINGS INC	221000	\$4,539,300	31	-\$46,500	42	7,600	33
NISOURCE INC	221000	\$6,030,700	25	\$156,900	34	14,418	14
NORTHEAST UTILITIES	221000	\$5,876,600	26	-\$14,400	41	9,260	26
NORTHWESTERN PUBLIC SERVICE CO	221000	\$7,132,100	20	\$49,600	38	8,300	30
PG&E CORPORATION	221000	\$26,232,000	6	-\$3,364,000	44	20,850	6
PINNACLE WEST CAPITAL CORP	221000	\$3,690,200	35	\$302,300	23	7,200	35
PPL CORPORATION	221000	\$5,683,000	27	\$524,000	13	11,893	20
PROGRESS ENERGY INC	221000	\$4,118,900	32	\$478,400	15	16,000	10
PUBLIC SERVICE ENTERPRISE GROUP	221000	\$6,848,000	23	\$764,000	5	10,709	23
RELIANT ENERGY INC	221000	\$29,339,400	4	\$447,500	18	15,633	12
RELIANT RESOURCES INC	221000	\$19,791,900	8	\$210,000	31	4,100	44
SCANA CORPORATION	221000	\$3,433,000	36	\$261,000	26	5,426	40
SEMPRA ENERGY	221000	\$7,143,000	19	\$429,000	20	11,232	22
SOUTHERN COMPANY (THE)	221000	\$10,066,000	12	\$1,313,000	2	26,021	4
TECO ENERGY INC	221000	\$2,295,100	41	\$250,900	27	5,872	36
TXU CORPORATION	221000	\$22,009,000	7	\$916,000	4	16,540	9
UGI CORP	221000	\$1,761,700	42	\$46,300	39	4,874	43
UTILICORP UNITED INC	221000	\$28,974,900	5	\$206,800	32	8,228	31
WEST PENN POWER COMPANY	221000	\$1,045,600	44	\$102,400	37	4,923	42
WESTERN RESOURCES INC	221000	\$2,368,500	40	\$136,500	36	8,300	29
WISCONSIN ENERGY CORPORATION	221000	\$3,354,700	37	\$154,200	35	10,191	24
XCEL ENERGY INC	221000	\$11,591,800	11	\$526,800	12	15,812	11
VIDEO RENTAL STORES, RETAIL							
BLOCKBUSTER INC	532230	\$4,960,100	1	-\$75,900	2	95,800	1
HASTINGS ENTERTAINMENT INC	532230	\$445,425	3	-\$2,165	1	6,245	3
HOLLYWOOD ENTERTAINMENT CORP	532230	\$1,296,200	2	-\$530,000	3	21,695	2
WAREHOUSE CLUBS & SUPERSTORES, RETAIL							
BJ'S WHOLESALE CLUB INC	452910A	\$4,206,247	2	\$111,149	2	14,700	2
COSTCO WHOLESALE CORP	452910A	\$32,164,296	1	\$631,437	1	78,000	1
SMART & FINAL INC	452910A	\$1,863,895	3	\$11,044	3	5,640	3
WASTE DISPOSAL, WASTE MANAGEMENT							
WASTE MANAGEMENT INC	562000	\$12,492,000	1	-\$97,000	1	57,000	1

ALPHABETICAL INDEX

If you are seeking a company by name and you do not find it on this list, please turn to the back of the back of the book to the Index by Subsidiaries, Brand Names and Selected Affiliations. You may find your target firm there.

COMPANY	INDUSTRY CODE	
7-ELEVEN INC	445120	AUTONATION INC 441110
99 CENTS ONLY STORES	452910	AVERY DENNISON CORP 323000
A C MOORE ARTS & CRAFTS	451120	AVON PRODUCTS INC 454110A
AARON RENTS INC	532200	BAKER HUGHES INC 213111
ABBOTT LABORATORIES	325412	BALL CORP 322210
ABERCROMBIE & FITCH CO	448190	BALLY TOTAL FITNESS HOLDING CORP 713940
ADELPHIA COMMUNICATIONS CORP	513220	BANK OF AMERICA CORP 522110
AES CORPORATION	221000	BANK OF NEW YORK CO INC (THE) 522110
AETNA INC	524113	BARNES & NOBLE INC 451211
AFLAC INC	524113	BAUSCH & LOMB INC 339113
AGILENT TECHNOLOGIES INC	334515	BAXTER INTERNATIONAL INC 339113
ALBERTO-CULVER COMPANY	454110A	BEAR STEARNS COS INC (THE) 523110
ALBERTSON'S INC	445110	BECKMAN COULTER INC 339113
ALLEGHENY ENERGY INC	221000	BECTON DICKINSON & CO 339113
ALLERGAN INC	325412	BED BATH & BEYOND INC 442299
ALLIANT ENERGY CORP	221000	BELLSOUTH CORP 513300A
ALLSTATE CORPORATION (THE)	524113	BERKSHIRE HATHAWAY INC 524113
ALLTEL CORP	513300A	BEST BUY CO INC 443110
ALTERRA HEALTHCARE CORP	623110	BEVERLY ENTERPRISES INC 623110
ALTICOR INC	454110A	BIG LOTS INC 452910
AMDOCS LTD	511200	BIO RAD LABORATORIES INC 339113
AMERADA HESS CORPORATION	211111	BIOMET INC 339113
AMEREN CORP	221000	BISYS GROUP INC (THE) 541219
AMERICA SERVICE GROUP INC	621511	BJ SERVICES COMPANY 213111
AMERICAN EAGLE OUTFITTERS INC	448190	BJ'S WHOLESALE CLUB INC 452910A
AMERICAN ELECTRIC POWER COMPANY	221000	BLACK & DECKER CORP 335000
AMERICAN EXPRESS CO	522210	BLOCKBUSTER INC 532230
AMERICAN FINANCIAL GROUP INC	524113	BMC SOFTWARE INC 511200
AMERICAN GREETINGS	511191	BOISE CASCADE CORP 322000
AMERICAN HOME PRODUCTS CORP	325412	BON-TON STORES INC (THE) 452110
AMERICAN INTERNATIONAL GROUP INC	524113	BOOKS A MILLION INC 451211
AMERICAN MANAGEMENT SYSTEMS INC	541512	BORDERS GROUP INC 451211
AMERICAN RETIREMENT CORP	623110	BOSTON SCIENTIFIC CORP 339113
AMERICAN SAFETY RAZOR	332000	BRINKER INTERNATIONAL INC 722110
AMERICAN STANDARD COMPANIES INC	335000	BRISTOL MYERS SQUIBB CO 325412
AMERICAN WATER WORKS CO	221000	BROWN SHOE COMPANY INC 448210
AMERISOURCEBERGEN CORP	422210	BURLINGTON COAT FACTORY 448190
AMGEN INC	325412	CABLEVISION SYSTEMS CORP 513220
ANADARKO PETROLEUM CORPORATION	211111	CAMPBELL SOUP CO 311000
ANHEUSER BUSCH COS INC	713110	CAPITAL ONE FINANCIAL CORP 522210
ANNTAYLOR STORES CORP	448120	CARDINAL HEALTH INC 422210
ANTHEM INSURANCE COS INC	524113	CARMAX GROUP 441110
AOL TIME WARNER INC	513210	CASEY'S GENERAL STORES INC 445120
AON CORPORATION	524210	CASUAL MALE CORP 448110
APPLERA CORPORATION	339113	CATO CORP (THE) 448120
APRIA HEALTHCARE GROUP INC	621610	CBRL GROUP INC 722110
ARCHER DANIELS MIDLAND CO	311000	CENTEX CORP 230000
ASHLAND INC	325110	CENTURYTEL INC 513300A
AT&T WIRELESS GROUP	513322	CHARLES RIVER LABORATORIES CORP 541710
AUTOMATIC DATA PROCESSING INC	511200	CHARMING SHOPPES INC 448120
		CHEMED CORP 551110
		CHEVRONTXACO CORPORATION 211111
		CHICO'S FAS INC 448120
		CHUBB CORPORATION (THE) 524113
		CIGNA CORP 524113
		CINCINNATI FINANCIAL CORP 524113
		CINERGY CORPORATION 221000
		CIRCUIT CITY STORES INC 443110
		CITIGROUP INC 522110
		CLAIRE'S STORES INC 448310
		CLOROX CO (THE) 325610
		CMS ENERGY CORP 221000
		CNA FINANCIAL CORPORATION 524113
		COCA COLA CO 312111

COCA COLA ENTERPRISES INC	312111	FISHER SCIENTIFIC INTERNATIONAL INC	421450
COLE NATIONAL CORPORATION	446130	FLEETBOSTON FINANCIAL CORP	522110
COLGATE PALMOLIVE CO	325610	FLEMING COMPANIES INC	422410
COMCAST CORP	513220	FLUOR CORP	230000
CONAGRA INC	311000	FMC CORPORATION	333000
CONOCO INC	211111	FOODARAMA SUPERMARKETS INC	445110
CONSOLIDATED EDISON INC	221000	FOOTSTAR INC	448210
COOPER CAMERON CORPORATION	213111	FORD MOTOR CO	336111
COST PLUS INC	442110	FORTUNE BRANDS INC	312140
COSTCO WHOLESALE CORP	452910A	FOX ENTERTAINMENT GROUP INC	513120
COUNTRYWIDE CREDIT INDUSTRIES INC	522310	FPL GROUP	221000
COVANCE INC	541710	FRANKLIN RESOURCES INC	523920
COVENTRY HEALTH CARE INC	621491	FREDDIE MAC	522310
COX COMMUNICATIONS INC	513220	FRED'S INC	452910
COX ENTERPRISES INC	511110	GADZOOKS INC	448190
CR BARD INC	339113	GANNETT CO INC	511110
CRAWFORD & COMPANY	541219	GAP INC (THE)	448190
CROWN CORK & SEAL CO INC	322210	GART SPORTS COMPANY	451110
D&B	511140	GENENTECH INC	325412
DADE BEHRING INC	339113	GENERAL DYNAMICS	336410
DANAHER CORP	335000	GENERAL ELECTRIC CAPITAL CORP	522220A
DARDEN RESTAURANTS INC	722110	GENERAL ELECTRIC CO	335000
DAVITA INC	621490	GENERAL MILLS INC	311000
DELL COMPUTER CORPORATION	334111	GENERAL MOTORS CORP	336111
DELPHI AUTOMOTIVE SYSTEMS CORP	336390	GENTIVA HEALTH SERVICES INC	621610
DELUXE CORP	323000	GENZYME CORP	325412
DENTSPLY INTERNATIONAL INC	339113	GERALD STEVENS INC	454110A
DIEBOLD INC	334111	GILLETTE CO (THE)	332000
DILLARD'S INC	452110	GOLDEN WEST FINANCIAL CORP	522110
DISCOUNT AUTO PARTS INC	441310	GOLDMAN SACHS GROUP INC	523110
DOLLAR GENERAL CORPORATION	452910	GOODYEAR TIRE & RUBBER COMPANY	441310
DOLLAR TREE STORES INC	452910	GOODY'S FAMILY CLOTHING INC	452110
DOMINION RESOURCES INC	221000	GOTTSCHALKS INC	452110
DRESS BARN INC (THE)	448120	GPU INC	221000
DTE ENERGY COMPANY	221000	GRANT PRIDECO INC	333130
DUKE ENERGY CORP	221000	GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)	445110
DYNEGY INC	221000	GROUP 1 AUTOMOTIVE INC	441110
ECHOSTAR COMMUNICATIONS CORP	513340	GUESS? INC	448110
EDISON INTERNATIONAL	221000	GUIDANT CORP	339113
EDWARDS LIFESCIENCES CORP	339113	GUITAR CENTER INC	451140
EL PASO CORP	486210	H & R BLOCK INC	541213
ELECTRONIC ARTS INC	511200	H J HEINZ CO	311000
ELECTRONIC DATA SYSTEMS CORP	541512	HALLIBURTON COMPANY	213111
ELECTRONICS BOUTIQUE HOLDINGS	451120	HANCOCK FABRICS INC	451120
ELI LILLY & CO	325412	HARBORSIDE HEALTHCARE CORP	623110
ENERGY EAST CORPORATION	221000	HARTE HANKS COMMUNICATIONS INC	511110
ENTERGY CORP	221000	HARTFORD FINANCIAL SERVICES GROUP	524113
EQUIFAX INC	561450	HASTINGS ENTERTAINMENT INC	532230
ESTEE LAUDER COS INC	325610	HCA INC	622110
EXELON CORPORATION	221000	HE BUTT GROCERY COMPANY	445110
EXPRESS SCRIPTS INC	522210	HEALTH MANAGEMENT ASSOCIATES	622110
EXXON MOBIL CORPORATION	211111	HEALTH NET INC	621491
FACTORY 2 U STORES INC	448190	HEALTHSOUTH CORP	621490
FAMILY DOLLAR STORES INC	452910	HENRY SCHEIN INC	339113
FANNIE MAE	522310	HERSHEY FOODS CORP	311000
FEDERATED DEPARTMENT STORES INC	452110	HOLLYWOOD ENTERTAINMENT CORP	532230
FEDEX CORPORATION	492110	HOME DEPOT INC	444110
FIFTH THIRD BANCORP	522110	HONEYWELL INTERNATIONAL INC	336410
FINISH LINE INC (THE)	448210	HORMEL FOODS CORP	311000
FIRST AMERICAN CORP	524127	HOUSE2HOME INC	444110
FIRST DATA CORP	522320	HOUSEHOLD INTERNATIONAL INC	522291
FIRST HEALTH GROUP CORP	621491	HSBC BANK USA	522110
FIRSTENERGY CORPORATION	221000	HUGHES SUPPLY INC	421310
FISERV INC	514210	HUMANA INC	621491

HUNTINGTON BANCSHARES INC	522110	MEDQUIST INC	514210
ICN PHARMACEUTICALS INC	325412	MEDTRONIC INC	339113
ILLINOIS TOOL WORKS INC	333000	MELLON FINANCIAL CORP	522110
IMS HEALTH INC	511200	MEN'S WEARHOUSE INC (THE)	448110
INGLES MARKETS INC	445110	MERCK & CO INC	325412
INTEL CORP	334413	MERRILL LYNCH & CO INC	523110
INTERNATIONAL BUSINESS MACHINES	334111	MICHAELS STORES INC	451120
INTERSTATE BAKERIES CORP	311000	MICROSOFT CORP	511200
INTIMATE BRANDS INC	448120	MOHAWK INDUSTRIES INC	313000
INTUIT INC	511200	MORGAN STANLEY DEAN WITTER & CO	523110
ISLE OF CAPRI CASINOS INC	713210	MORRISON MANAGEMENT SPECIALISTS	722110
ITT INDUSTRIES INC	336410	MOTHERS WORK INC	448120
IVAX CORPORATION	325412	NABORS INDUSTRIES INC	213111
J P MORGAN CHASE & CO INC	523110	NACCO INDUSTRIES INC	443110
JACOBS ENGINEERING GROUP INC	541310	NASH FINCH COMPANY	422410
JACOBSON STORES INC	448190	NATIONAL HEALTHCARE CORP	623110
JEFFERSON-PILOT CORPORATION	524113	NATIONWIDE FINANCIAL SERVICES INC	524113
JO ANN STORES INC	451120	NBTY INC	325411
JOHN H HARLAND CO	323000	NCR CORPORATION	334111
JOHN HANCOCK FINANCIAL SERVICES	524113	NETWORK ASSOCIATES INC	511200
JOHNSON & JOHNSON	325412	NEW YORK LIFE INSURANCE CO	524113
JOHNSON CONTROLS INC	336390	NIAGARA MOHAWK HOLDINGS INC	221000
KBHOME	230000	NIKE INC	315000
KELLOGG CO	311000	NISOURCE INC	221000
KELLY SERVICES INC	561320	NORDSTROM INC	452110
KERR-MCGEE CORPORATION	211111	NORTHEAST UTILITIES	221000
KEY ENERGY GROUP INC	213111	NORTHERN TRUST CORP	522110
KEYCORP	522110	NORTHROP GRUMMAN CORP	336410
KEYSPAN CORPORATION	221000	NORTHWESTERN PUBLIC SERVICE CO	221000
KIMBERLY CLARK CORP	322000	OCCIDENTAL PETROLEUM CORP	211111
KMART CORPORATION	452910	OCULAR SCIENCES INC	339113
KOHL'S CORP	452110	OFFICE DEPOT INC	453210
KROGER CO (THE)	445110	OFFICEMAX INC	453210
KROLL INC	561610	ONE PRICE CLOTHING STORES INC	448190
L L BEAN INC	454110A	ORACLE CORP	511200
LABORATORY CORP OF AMERICA HLDGS	621511	O'REILLY AUTOMOTIVE INC	441310
LANDAMERICA FINANCIAL GROUP	524127	OUTBACK STEAKHOUSE INC	722110
LANDS END INC	454110A	OWENS & MINOR INC	421450
LEAR CORP	336390	PACIFIC SUNWEAR OF CALIFORNIA INC	448190
LEGG MASON INC	523110	PANTRY INC (THE)	445120
LEHMAN BROTHERS HOLDINGS INC	523110	PATTERSON DENTAL CO	421450
LIBERTY MUTUAL INSURANCE COS	524113	PAYCHEX INC	541219
LIFEPOINT HOSPITALS INC	622110	PAYLESS SHOESOURCE INC	448210
LIMITED INC (THE)	448120	PENN TRAFFIC COMPANY (THE)	445110
LINCOLN NATIONAL CORPORATION	524113	PEP BOYS-MANNY MOE & JACK (THE)	441310
LINENS N THINGS INC	442299	PEPSICO INC	312111
LIZ CLAIBORNE INC	448120	PERKINELMER INC	339113
LOCKHEED MARTIN CORP	336410	PERRIGO CO	325412
LOEWS CORPORATION	524113	PETCO ANIMAL SUPPLIES INC	453910
LONGS DRUG STORES CORPORATION	446110	PETSMART INC	453910
LORAL SPACE & COMMUNICATIONS LTD	513340	PFIZER INC	325412
LOWE'S COS INC	444110	PG&E CORPORATION	221000
MANOR CARE INC	623110	PHARMACIA	325412
MANPOWER INC	561320	PHILLIPS PETROLEUM COMPANY	211111
MARSH & MCLENNAN COS INC	524210	PIER 1 IMPORTS INC	442110
MARY KAY INC	454110A	PINKERTON'S INC	561610
MASCO CORP	332913	PINNACLE WEST CAPITAL CORP	221000
MASSACHUSETTS MUTUAL LIFE INS CO	524113	PITNEY BOWES INC	333313
MAY DEPARTMENT STORES COMPANY	452110	PITSTON CO	561610
MAYTAG CORP	335000	PNC FINANCIAL SERVICES GROUP INC	522110
MBNA CORP	522210	PPL CORPORATION	221000
MCDERMOTT INTERNATIONAL	541310	PRINCIPAL FINANCIAL GROUP (THE)	524113
MCDONALD'S CORP	722110	PROCTER & GAMBLE CO	325610
MCKESSON CORPORATION	422210	PROGRESS ENERGY INC	221000

PROGRESSIVE CORP	524113	SUNTRUST BANKS INC	522110
PRUDENTIAL FINANCIAL	524113	SUPERVALU INC	445110
PUBLIC SERVICE ENTERPRISE GROUP	221000	SYSCO CORP	422410
PUBLIX SUPER MARKETS INC	445110	TALBOTS INC (THE)	448120
PULTE HOMES INC	230000	TARGET CORPORATION	452110
QUEST DIAGNOSTICS INC	621511	TECO ENERGY INC	221000
QUINTILES TRANSNATIONAL CORP	541710	TENET HEALTHCARE CORPORATION	622110
QWEST COMMUNICATIONS INTL INC	513390C	TJX COMPANIES INC (THE)	448190
RADIOSHACK CORPORATION	443110	TMP WORLDWIDE INC	541810A
RATIONAL SOFTWARE CORP	511200	TORCHMARK CORP	524113
RAYMOND JAMES FINANCIAL INC	523110	TOSCO CORP	445120
RECREATIONAL EQUIPMENT INC	453990	TOTAL SYSTEM SERVICES INC	522320
REGIS CORP	812110	TOYS R US INC	451120
REHAB CARE GROUP INC	621340	TRACTOR SUPPLY COMPANY	453990
RELIANT ENERGY INC	221000	TRANSOCEAN SEDCO FOREX	211111
RELIANT RESOURCES INC	221000	TRIAD HOSPITALS INC	622110
RENT-A-CENTER INC	532200	TRICON GLOBAL RESTAURANTS INC	722110
RES CARE INC	622210	TXU CORPORATION	221000
RESTORATION HARDWARE INC	442110	TYSON FOODS INC	311000
REVLON INC	325610	UGI CORP	221000
ROCKWELL AUTOMATION	335999	ULTRAMAR DIAMOND SHAMROCK CORP	324110
ROSS STORES INC	448190	UNITED PARCEL SERVICE INC	492110
SAFECO CORP	524113	UNITED RETAIL GROUP INC	448120
SAFEWAY INC	445110	UNITED STATES CELLULAR CORP	513322
SANTA FE INTERNATIONAL CORP	213111	UNITED TECHNOLOGIES CORP	336410
SARA LEE CORP	311000	UNITEDHEALTH GROUP INC	621491
SBC COMMUNICATIONS INC	513300A	UNITRIN INC	524113
SCANA CORPORATION	221000	UNIVERSAL HEALTH SERVICES INC	622110
SCHERING-PLOUGH CORP	325412	UNOCAL CORPORATION	211111
SCHLUMBERGER LIMITED	213111	UNUMPROVIDENT CORP	524113
SCIENTIFIC ATLANTA INC	334210	US BANCORP	522110
SEMPRA ENERGY	221000	US ONCOLOGY INC	621111
SERVICEMASTER CO	561210	USA NETWORKS INC	513210
SHERWIN WILLIAMS COMPANY (THE)	444120	USAA	524113
SHOE CARNIVAL INC	448210	USX CORPORATION	211111
SHOPKO STORES INC	452910	UTILICORP UNITED INC	221000
SIEBEL SYSTEMS INC	511200	VALUE CITY DEPARTMENT STORES INC	452110
SIGMA ALDRICH CORP	325000	VENATOR GROUP INC	448210
SIX FLAGS INC	713110	VERIZON COMMUNICATIONS	513300A
SMART & FINAL INC	452910A	VIACOM INC	513210
SMITH INTERNATIONAL INC	213111	VILLAGE SUPER MARKET INC	445110
SOLA INTERNATIONAL INC	339113	W R BERKLEY CORPORATION	524113
SONIC AUTOMOTIVE INC	441110	W W GRAINGER INC	421800
SOUTHERN COMPANY (THE)	221000	WACHOVIA CORP	522110
SOUTHWEST AIRLINES CO	481000	WACKENHUT CORPORATION (THE)	561610
SPARTAN STORES INC	445110	WALGREEN CO	446110
SPHERION CORPORATION	561320	WAL-MART STORES INC	452910
SPORTS AUTHORITY INC (THE)	451110	WASHINGTON MUTUAL INC	522110
SPRINT PCS GROUP	513322	WASTE MANAGEMENT INC	562000
ST JUDE MEDICAL INC	339113	WEATHERFORD INTERNATIONAL INC	213111
ST PAUL COMPANIES INC (THE)	524113	WEIS MARKETS INC	445110
STANDARD REGISTER CO (THE)	323000	WELLPOINT HEALTH NETWORKS INC	621491
STANDEX INTERNATIONAL CORP	451211	WELLS FARGO & CO	522110
STAPLES INC	453210	WENDYS INTERNATIONAL INC	722110
STARBUCKS CORPORATION	722213	WEST PENN POWER COMPANY	221000
STATE FARM INSURANCE COMPANIES	524113	WESTERN RESOURCES INC	221000
STATE STREET CORP	522110	WET SEAL INC (THE)	448120
STEIN MART INC	452110	WHIRLPOOL CORP	335000
STEWART INFORMATION SVCS CORP	524127	WILD OATS MARKETS INC	445110
STRYKER CORP	339113	WILLIAMS COMPANIES INC (THE)	211111
SUN MICROSYSTEMS INC	334111	WILLIAMS SONOMA INC	442299
SUNGLASS HUT INTERNATIONAL INC	446130	WILSONS THE LEATHER EXPERTS INC	448190
SUNOCO INC	324110	WINN DIXIE STORES INC	445110
SUNRISE ASSISTED LIVING INC	623110	WISCONSIN ENERGY CORPORATION	221000

XCEL ENERGY INC	221000
YORK INTERNATIONAL CORP	335000
ZIONS BANCORP	522110

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3) Firms with International Operations.	p. 98

The headquarters location of each company is listed on the following index to help you locate members of THE AMERICAN EMPLOYERS 500 within the part of the country or the world where you want to work. However, companies are constantly opening and closing various locations. You should consider contacting companies that particularly interest you to see whether they have locations in your area. You can also try looking for companies in online telephone and address directories (such as infousa.com), to see where the firms that interest you have locations.

HEADQUARTERS LOCATION, BY STATE

ALABAMA

BOOKS A MILLION INC; Birmingham
HEALTHSOUTH CORP; Birmingham
TORCHMARK CORP; Birmingham

ARIZONA

PETSMART INC; Phoenix
PINNACLE WEST CAPITAL CORPORATION; Phoenix

ARKANSAS

ALLTEL CORP; Little Rock
BEVERLY ENTERPRISES INC; Fort Smith
DILLARD'S INC; Little Rock
TYSON FOODS INC; Springdale
WAL-MART STORES INC; Bentonville

CALIFORNIA

99 CENTS ONLY STORES; City of Commerce
AGILENT TECHNOLOGIES INC; Palo Alto
ALLERGAN INC; Irvine
AMGEN INC; Thousand Oaks
APRIA HEALTHCARE GROUP INC; Costa Mesa
AVERY DENNISON CORP; Pasadena
BECKMAN COULTER INC; Fullerton
BIO RAD LABORATORIES INC; Hercules
CLOROX CO (THE); Oakland
COST PLUS INC; Oakland
COUNTRYWIDE CREDIT INDUSTRIES INC; Calabasas
DAVITA INC; Torrance

EDISON INTERNATIONAL; Rosemead
EDWARDS LIFESCIENCES CORP; Irvine
ELECTRONIC ARTS INC; Redwood City
FACTORY 2 U STORES INC; San Diego
FIRST AMERICAN CORP; Santa Ana
FLUOR CORP; Alisto Viejo
FRANKLIN RESOURCES INC; San Mateo
GAP INC (THE); San Francisco
GENENTECH INC; South San Francisco
GOLDEN WEST FINANCIAL CORP; Oakland
GOTTSCHALKS INC; Fresno
GUESS? INC; Los Angeles
GUITAR CENTER INC; Agoura Hills
HEALTH NET INC; Woodland Hills
HOUSE2HOME INC; Irvine
ICN PHARMACEUTICALS INC; Costa Mesa
INTEL CORP; Santa Clara
INTUIT INC; Mountain View
JACOBS ENGINEERING GROUP INC; Pasadena
KBHOME; Los Angeles
LONGS DRUG STORES CORPORATION; Walnut Creek
MCKESSON CORPORATION; San Francisco
NETWORK ASSOCIATES INC; Santa Clara
NORTHROP GRUMMAN CORP; Los Angeles
OCCIDENTAL PETROLEUM CORPORATION; Los Angeles
OCULAR SCIENCES INC; Concord
ORACLE CORP; Redwood City
PACIFIC SUNWEAR OF CALIFORNIA INC; Anaheim
PETCO ANIMAL SUPPLIES INC; San Diego
PG&E CORPORATION; San Francisco
PINKERTON'S INC; Westlake Village
RATIONAL SOFTWARE CORP; Cupertino
RESTORATION HARDWARE INC; Corte Madera
ROSS STORES INC; Newark
SAFEWAY INC; Pleasanton
SEMPRA ENERGY; San Diego
SIEBEL SYSTEMS INC; San Mateo
SMART & FINAL INC; City of Commerce
SOLA INTERNATIONAL INC; Sunnydale
SUN MICROSYSTEMS INC; Palo Alto
TENET HEALTHCARE CORPORATION; Santa Barbara
UNOCAL CORPORATION; El Segundo
WELLPOINT HEALTH NETWORKS INC; Thousand Oaks
WELLS FARGO & CO; San Francisco
WET SEAL INC (THE); Foothill Ranch
WILLIAMS SONOMA INC; San Francisco

COLORADO

BALL CORP; Broomfield
ECHOSTAR COMMUNICATIONS CORP; Littleton
GART SPORTS COMPANY; Denver
QWEST COMMUNICATIONS INTERNATIONAL INC; Denver
WILD OATS MARKETS INC; Boulder

CONNECTICUT

AETNA INC; Hartford
APPLERA CORPORATION; Norwalk
GENERAL ELECTRIC CAPITAL CORPORATION; Stamford
GENERAL ELECTRIC CO; Fairfield
HARTFORD FINANCIAL SERVICES GROUP INC (THE); Hartford
IMS HEALTH INC; Westport

PITNEY BOWES INC; Stamford
TOSCO CORP; Stamford
UNITED TECHNOLOGIES CORP; Hartford
W R BERKLEY CORPORATION; Greenwich

DELAWARE

MBNA CORP; Wilmington

DISTRICT OF COLUMBIA

DANAHER CORP; Washington
FANNIE MAE; Washington

FLORIDA

AUTONATION INC; Fort Lauderdale
CHICO'S FAS INC; Fort Myers
CLAIRE'S STORES INC; Pembroke Pines
DARDEN RESTAURANTS INC; Orlando
DISCOUNT AUTO PARTS INC; Lakeland
FPL GROUP; Juno Beach
GERALD STEVENS INC; Fort Lauderdale
HEALTH MANAGEMENT ASSOCIATES INC; Naples
HUGHES SUPPLY INC; Orlando
IVAX CORPORATION; Miami
OFFICE DEPOT INC; Delray Beach
OUTBACK STEAKHOUSE INC; Tampa
PUBLIX SUPER MARKETS INC; Lakeland
RAYMOND JAMES FINANCIAL INC; St. Petersburg
SPHERION CORPORATION; Fort Lauderdale
SPORTS AUTHORITY INC (THE); Fort Lauderdale
STEIN MART INC; Jacksonville
SUNGLASS HUT INTERNATIONAL INC; Coral Gables
TECO ENERGY INC; Tampa
WACKENHUT CORPORATION (THE); Palm Beach
WINN DIXIE STORES INC; Jacksonville

GEORGIA

AARON RENTS INC; Atlanta
AFLAC INC; Columbus
BELLSOUTH CORP; Atlanta
COCA COLA CO; Atlanta
COCA COLA ENTERPRISES INC; Atlanta
COX COMMUNICATIONS INC; Atlanta
COX ENTERPRISES INC; Atlanta
CRAWFORD & COMPANY; Atlanta
EQUIFAX INC; Atlanta
FIRST DATA CORP; Atlanta
HOME DEPOT INC; Atlanta
JOHN H HARLAND CO; Decatur
MOHAWK INDUSTRIES INC; Calhoun
MORRISON MANAGEMENT SPECIALISTS INC; Smyrna
SCIENTIFIC ATLANTA INC; Norcross
SOUTHERN COMPANY (THE); Atlanta
SUNTRUST BANKS INC; Atlanta
TOTAL SYSTEM SERVICES INC; Columbus
UNITED PARCEL SERVICE INC; Atlanta

IDAHO

ALBERTSON'S INC; Boise
BOISE CASCADE CORP; Boise

ILLINOIS

ABBOTT LABORATORIES; Abbott Park
ALBERTO-CULVER COMPANY; Melrose Park
ALLSTATE CORPORATION (THE); Northbrook
AON CORPORATION; Chicago
ARCHER DANIELS MIDLAND CO; Decatur
BALLY TOTAL FITNESS HOLDING CORPORATION;
Chicago
BAXTER INTERNATIONAL INC; Deerfield
CNA FINANCIAL CORPORATION; Chicago
DADE BEHRING INC; Deerfield
EXELON CORPORATION; Chicago
FIRST HEALTH GROUP CORP; Downers Grove
FMC CORPORATION; Chicago
FORTUNE BRANDS INC; Lincolnshire
HOUSEHOLD INTERNATIONAL INC; Prospect Heights
ILLINOIS TOOL WORKS INC; Glenview
MCDONALD'S CORP; Oak Brook
NORTHERN TRUST CORP; Chicago
SARA LEE CORP; Chicago
SERVICEMASTER CO; Downers Grove
STATE FARM INSURANCE COMPANIES; Bloomington
UNITED STATES CELLULAR CORP; Chicago
UNITRIN INC; Chicago
W W GRAINGER INC; Lake Forest
WALGREEN CO; Deerfield

INDIANA

ANTHEM INSURANCE COS INC; Indianapolis
BIOMET INC; Warsaw
ELI LILLY & CO; Indianapolis
FINISH LINE INC (THE); Indianapolis
GUIDANT CORP; Indianapolis
NISOURCE INC; Merrillville
SHOE CARNIVAL INC; Evansville

IOWA

CASEY'S GENERAL STORES INC; Ankeny
MAYTAG CORP; Newton
PRINCIPAL FINANCIAL GROUP (THE); Des Moines

KANSAS

PAYLESS SHOESOURCE INC; Topeka
WESTERN RESOURCES INC; Topeka

KENTUCKY

ASHLAND INC; Covington
HUMANA INC; Louisville
RES CARE INC; Louisville
TRICON GLOBAL RESTAURANTS INC; Louisville

LOUISIANA

CENTURYTEL INC; Monroe
ENTERGY CORP; New Orleans
MCDERMOTT INTERNATIONAL; New Orleans

MAINE

L L BEAN INC; Freeport

UNUMPROVIDENT CORP; Portland

MARYLAND

ALLEGHENY ENERGY INC; Hagerstown
BLACK & DECKER CORP; Towson
COVENTRY HEALTH CARE INC; Bethesda
LEGG MASON INC; Baltimore
LOCKHEED MARTIN CORP; Bethesda

MASSACHUSETTS

BJ'S WHOLESALE CLUB INC; Natick
BOSTON SCIENTIFIC CORP; Natick
CASUAL MALE CORP; Canton
CHARLES RIVER LABORATORIES CORP; Wilmington
FLEETBOSTON FINANCIAL CORPORATION; Boston
GENZYME CORP; Cambridge
GILLETTE CO (THE); Boston
HARBORSIDE HEALTHCARE CORP; Boston
JOHN HANCOCK FINANCIAL SERVICES INC; Boston
LIBERTY MUTUAL INSURANCE COMPANIES; Boston
MASSACHUSETTS MUTUAL LIFE INSURANCE CO;
Springfield
NORTHEAST UTILITIES; West Springfield
PERKINELMER INC; Wellesley
STAPLES INC; Framingham
STATE STREET CORP; Boston
TALBOTS INC (THE); Hingham
TJX COMPANIES INC (THE); Framingham

MICHIGAN

ALTICOR INC; Ada
BORDERS GROUP INC; Ann Arbor
CMS ENERGY CORP; Dearborn
DELPHI AUTOMOTIVE SYSTEMS CORP; Troy
DTE ENERGY COMPANY; Detroit
FORD MOTOR CO; Dearborn
GENERAL MOTORS CORP; Detroit
JACOBSON STORES INC; Jackson
KELLOGG CO; Battle Creek
KELLY SERVICES INC; Troy
KMART CORPORATION; Troy
LEAR CORP; Southfield
MASCO CORP; Taylor
PERRIGO CO; Allegan
PULTE HOMES INC; Bloomfield Hills
SPARTAN STORES INC; Grand Rapids
STRYKER CORP; Kalamazoo
WHIRLPOOL CORP; Benton Harbor

MINNESOTA

BEST BUY CO INC; Eden Prairie
DELUXE CORP; Shoreview
GENERAL MILLS INC; Minneapolis
HORMEL FOODS CORP; Austin
MEDTRONIC INC; Minneapolis
NASH FINCH COMPANY; Edina
PATTERSON DENTAL CO; St. Paul
REGIS CORP; Minneapolis
ST JUDE MEDICAL INC; St. Paul
ST PAUL COMPANIES INC (THE); St. Paul
SUPERVALU INC; Minneapolis
TARGET CORPORATION; Minneapolis
UNITEDHEALTH GROUP INC; Minnetonka

US BANCORP; Minneapolis
WILSONS THE LEATHER EXPERTS INC; Brooklyn Park
XCEL ENERGY INC; Minneapolis

MISSISSIPPI

HANCOCK FABRICS INC; Tupelo
ISLE OF CAPRI CASINOS INC; Biloxi

MISSOURI

AMDOCS LTD; Chesterfield
AMEREN CORP; St. Louis
ANHEUSER BUSCH COS INC; St. Louis
BROWN SHOE COMPANY INC; St. Louis
EXPRESS SCRIPTS INC; Maryland Heights
H & R BLOCK INC; Kansas City
INTERSTATE BAKERIES CORP; Kansas City
MAY DEPARTMENT STORES COMPANY (THE); St. Louis
O'REILLY AUTOMOTIVE INC; Springfield
REHABCARE GROUP INC; St. Louis
SIGMA ALDRICH CORP; St. Louis
SPRINT PCS GROUP; Kansas City
UTILICORP UNITED INC; Kansas City

NEBRASKA

BERKSHIRE HATHAWAY INC; Omaha
CONAGRA INC; Omaha

NEW HAMPSHIRE

FISHER SCIENTIFIC INTERNATIONAL INC; Hampton
STANDEX INTERNATIONAL CORP; Salem

NEW JERSEY

A C MOORE ARTS & CRAFTS; Blackwood
AMERICAN HOME PRODUCTS CORP; Madison
AMERICAN SAFETY RAZOR; Cedar Knolls
AMERICAN STANDARD COMPANIES INC; Piscataway
AMERICAN WATER WORKS CO; Boorhees
AUTOMATIC DATA PROCESSING INC; Roseland
BECTON DICKINSON & CO; Franklin Lakes
BED BATH & BEYOND INC; Union
BISYS GROUP INC (THE); Little Falls
BURLINGTON COAT FACTORY WAREHOUSE
CORPORATION; Burlington
CAMPBELL SOUP CO; Camden
CHUBB CORPORATION (THE); Warren
COVANCE INC; Princeton
CR BARD INC; Murray Hill
D&B; Murray Hill
FOODARAMA SUPERMARKETS INC; Freehold
FOOTSTAR INC; Mahwah
GPU INC; Morristown
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE);
Montvale
HONEYWELL INTERNATIONAL INC; Morristown
JOHNSON & JOHNSON; New Brunswick
KEY ENERGY GROUP INC; East Brunswick
LINENS N THINGS INC; Clifton
MEDQUIST INC; Marlton
MERCK & CO INC; Whitehouse Station
PHARMACIA; Peapack
PRUDENTIAL FINANCIAL; Newark

PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED;
Newark
QUEST DIAGNOSTICS INC; Teterboro
SCHERING-PLOUGH CORP; Madison
TOYS R US INC; Paramus
UNITED RETAIL GROUP INC; Rochelle Park
VILLAGE SUPER MARKET INC; Springfield

NEW YORK

AMERADA HESS CORPORATION; New York
AMERICAN EXPRESS CO; New York
AMERICAN INTERNATIONAL GROUP INC; New York
ANNTAYLOR STORES CORP; New York
AOL TIME WARNER INC; New York
AVON PRODUCTS INC; New York
BANK OF NEW YORK CO INC (THE); New York
BARNES & NOBLE INC; New York
BAUSCH & LOMB INC; Rochester
BEAR STEARNS COS INC (THE); New York
BRISTOL MYERS SQUIBB CO; New York
CABLEVISION SYSTEMS CORP; Bethpage
CHEVRONTXACO CORPORATION; White Plains
CITIGROUP INC; New York
COLGATE PALMOLIVE CO; New York
CONSOLIDATED EDISON INC; New York
DRESS BARN INC (THE); Suffern
ENERGY EAST CORPORATION; Albany
ESTEE LAUDER COS INC; New York
FOX ENTERTAINMENT GROUP INC; New York
GENTIVA HEALTH SERVICES INC; Melville
GOLDMAN SACHS GROUP INC; New York
HENRY SCHEIN INC; Melville
HSBC BANK USA; New York
INTERNATIONAL BUSINESS MACHINES CORP; Armonk
ITT INDUSTRIES INC; White Plains
J P MORGAN CHASE & CO INC; New York
KEYSPAN CORPORATION; Brooklyn
KROLL INC; New York
LEHMAN BROTHERS HOLDINGS INC; New York
LIZ CLAIBORNE INC; New York
LOEWS CORPORATION; New York
LORAL SPACE & COMMUNICATIONS LTD; New York
MARSH & MCLENNAN COS INC; New York
MERRILL LYNCH & CO INC; New York
MORGAN STANLEY DEAN WITTER & CO; New York
NBTY INC; Bohemia
NEW YORK LIFE INSURANCE CO; New York
NIAGARA MOHAWK HOLDINGS INC; Syracuse
PAYCHEX INC; Rochester
PENN TRAFFIC COMPANY (THE); Syracuse
PEPSICO INC; Purchase
PFIZER INC; New York
REVLON INC; New York
SCHLUMBERGER LIMITED; New York
TMP WORLDWIDE INC; New York
USA NETWORKS INC; New York
VENATOR GROUP INC; New York
VERIZON COMMUNICATIONS; New York
VIACOM INC; New York

NORTH CAROLINA

BANK OF AMERICA CORP; Charlotte
CATO CORP (THE); Charlotte

DUKE ENERGY CORP; Charlotte
FAMILY DOLLAR STORES INC; Charlotte
INGLES MARKETS INC; Asheville
JEFFERSON-PILOT CORPORATION; Greensboro
LABORATORY CORP OF AMERICA HOLDINGS; Burlington
LOWE'S COS INC; Wilkesboro
PANTRY INC (THE); Sanford
PROGRESS ENERGY INC; Raleigh
QUINTILES TRANSNATIONAL CORP; Durham
SONIC AUTOMOTIVE INC; Charlotte
WACHOVIA CORP; Winston-Salem

OHIO

ABERCROMBIE & FITCH CO; New Albany
AMERICAN ELECTRIC POWER COMPANY INC; Columbus
AMERICAN FINANCIAL GROUP INC; Cincinnati
AMERICAN GREETINGS; Cleveland
BIG LOTS INC; Columbus
CARDINAL HEALTH INC; Dublin
CHEMED CORP; Cincinnati
CINCINNATI FINANCIAL CORP; Fairfield
CINERGY CORPORATION; Cincinnati
COLE NATIONAL CORPORATION; Mayfield Heights
DIEBOLD INC; North Canton
FEDERATED DEPARTMENT STORES INC; Cincinnati
FIFTH THIRD BANCORP; Cincinnati
FIRSTENERGY CORPORATION; Akron
GOODYEAR TIRE & RUBBER COMPANY (THE); Akron
HUNTINGTON BANCSHARES INC; Columbus
INTIMATE BRANDS INC; Columbus
JO ANN STORES INC; Hudson
KEYCORP; Cleveland
KROGER CO (THE); Cincinnati
LIMITED INC (THE); Columbus
MANOR CARE INC; Toledo
NACCO INDUSTRIES INC; Mayfield Heights
NATIONWIDE FINANCIAL SERVICES INC; Columbus
NCR CORPORATION; Dayton
OFFICEMAX INC; Shaker Heights
PROCTER & GAMBLE CO; Cincinnati
PROGRESSIVE CORP; Mayfield Village
SHERWIN WILLIAMS COMPANY (THE); Cleveland
STANDARD REGISTER CO (THE); Dayton
VALUE CITY DEPARTMENT STORES INC; Columbus
WENDY'S INTERNATIONAL INC; Dublin

OKLAHOMA

FLEMING COMPANIES INC; Oklahoma City
KERR-MCGEE CORPORATION; Oklahoma City
PHILLIPS PETROLEUM COMPANY; Bartlesville

OREGON

HOLLYWOOD ENTERTAINMENT CORP; Wilsonville
NIKE INC; Beaverton

PENNSYLVANIA

ADELPHIA COMMUNICATIONS CORP; Coudersport
AMERICAN EAGLE OUTFITTERS INC; Warrendale
AMERISOURCEBERGEN CORP; Chesterbrook
BON-TON STORES INC (THE); York
CHARMING SHOPPES INC; Bensalem
CIGNA CORP; Philadelphia
COMCAST CORP; Philadelphia
CROWN CORK & SEAL CO INC; Philadelphia

DENTSPLY INTERNATIONAL INC; York
ELECTRONICS BOUTIQUE HOLDINGS CORP; West Chester
H J HEINZ CO; Pittsburgh
HERSHEY FOODS CORP; Hershey
LINCOLN NATIONAL CORPORATION; Philadelphia
MELLON FINANCIAL CORP; Pittsburgh
MOTHERS WORK INC; Philadelphia
PEP BOYS-MANNY MOE & JACK (THE); Philadelphia
PNC FINANCIAL SERVICES GROUP INC; Pittsburgh
PPL CORPORATION; Allentown
SUNOCO INC; Philadelphia
UGI CORP; King of Prussia
UNIVERSAL HEALTH SERVICES INC; King of Prussia
USX CORPORATION; Pittsburgh
WEIS MARKETS INC; Sunbury
WEST PENN POWER COMPANY; Greensburg
YORK INTERNATIONAL CORP; York

SOUTH CAROLINA

ONE PRICE CLOTHING STORES INC; Duncan
SCANA CORPORATION; Columbia

SOUTH DAKOTA

NORTHWESTERN PUBLIC SERVICE CO; Sioux Falls

TENNESSEE

AMERICA SERVICE GROUP INC; Brentwood
AMERICAN RETIREMENT CORP; Brentwood
CBRL GROUP INC; Lebanon
DOLLAR GENERAL CORPORATION; Nashville
FEDEX CORPORATION; Memphis
FRED'S INC; Memphis
GOODY'S FAMILY CLOTHING INC; Knoxville
HCA INC; Nashville
LIFEPOINT HOSPITALS INC; Brentwood
NATIONAL HEALTHCARE CORP; Murfreesboro
TRACTOR SUPPLY COMPANY; Nashville

TEXAS

7-ELEVEN INC; Dallas
ANADARKO PETROLEUM CORPORATION; Houston
BAKER HUGHES INC; Houston
BJ SERVICES COMPANY; Houston
BLOCKBUSTER INC; Dallas
BMC SOFTWARE INC; Houston
BRINKER INTERNATIONAL INC; Dallas
CENTEX CORP; Dallas
CONOCO INC; Houston
COOPER CAMERON CORPORATION; Houston
DELL COMPUTER CORPORATION; Round Rock
DYNEGY INC; Houston
EL PASO CORP; Houston
ELECTRONIC DATA SYSTEMS CORP; Plano
EXXON MOBIL CORPORATION; Irving
GADZOOKS INC; Carrollton
GRANT PRIDECO INC; The Woodlands
GROUP 1 AUTOMOTIVE INC; Houston
HALLIBURTON COMPANY; Dallas
HARTE HANKS COMMUNICATIONS INC; San Antonio
HASTINGS ENTERTAINMENT INC; Amarillo
HE BUTT GROCERY COMPANY; San Antonio
KIMBERLY CLARK CORP; Irving

MARY KAY INC; Dallas
MEN'S WEARHOUSE INC (THE); Houston
MICHAELS STORES INC; Irving
NABORS INDUSTRIES INC; Houston
PIER 1 IMPORTS INC; Fort Worth
RADIOSHACK CORPORATION; Fort Worth
RELIANT ENERGY INC; Houston
RELIANT RESOURCES INC; Houston
RENT-A-CENTER INC; Plano
SANTA FE INTERNATIONAL CORPORATION; Dallas
SBC COMMUNICATIONS INC; San Antonio
SMITH INTERNATIONAL INC; Houston
SOUTHWEST AIRLINES CO; Dallas
STEWART INFORMATION SVCS CORP; Houston
SYSCO CORP; Houston
TRANSOCEAN SEDCO FOREX; Houston
TRIAD HOSPITALS INC; Dallas
TXU CORPORATION; Dallas
ULTRAMAR DIAMOND SHAMROCK CORPORATION; San Antonio
US ONCOLOGY INC; Houston
USAA; San Antonio
WASTE MANAGEMENT INC; Houston
WEATHERFORD INTERNATIONAL INC; Houston

UTAH

ZIONS BANCORP; Salt Lake City

VIRGINIA

AES CORPORATION; Arlington
AMERICAN MANAGEMENT SYSTEMS INC; Fairfax
CAPITAL ONE FINANCIAL CORP; Falls Church
CARMAX GROUP; Glen Allen
CIRCUIT CITY STORES INC; Richmond
DOLLAR TREE STORES INC; Chesapeake
DOMINION RESOURCES INC; Richmond
FREDDIE MAC; McLean
GANNETT CO INC; Arlington
GENERAL DYNAMICS; Falls Church
LANDAMERICA FINANCIAL GROUP; Richmond
OWENS & MINOR INC; Glen Allen
PITTSTON CO; Richmond
SUNRISE ASSISTED LIVING INC; McLean

WASHINGTON

AT&T WIRELESS GROUP; Redmond
COSTCO WHOLESALE CORP; Issaquah
MICROSOFT CORP; Redmond
NORDSTROM INC; Seattle
RECREATIONAL EQUIPMENT INC; Kent
SAFECO CORP; Seattle
STARBUCKS CORPORATION; Seattle
WASHINGTON MUTUAL INC; Seattle

WISCONSIN

ALLIANT ENERGY CORP; Madison
ALTERRA HEALTHCARE CORP; Milwaukee
FISERV INC; Brookfield
JOHNSON CONTROLS INC; Milwaukee
KOHL'S CORP; Menomonee Falls
LANDS END INC; Dodgeville
MANPOWER INC; Milwaukee
ROCKWELL AUTOMATION; Milwaukee

SHOPKO STORES INC; Green Bay
WISCONSIN ENERGY CORPORATION; Milwaukee

INDEX BY REGIONS OF THE NATION WHERE THE AAE 500 FIRMS HAVE LOCATIONS

WEST

7-ELEVEN INC
99 CENTS ONLY STORES
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLERGAN INC
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANN TAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)

BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE
CORPORATION
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASUAL MALE CORP
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP

DARDEN RESTAURANTS INC	GOLDMAN SACHS GROUP INC
DAVITA INC	GOODYEAR TIRE & RUBBER COMPANY (THE)
DELL COMPUTER CORPORATION	GOTTSCHALKS INC
DELPHI AUTOMOTIVE SYSTEMS CORP	GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
DELUXE CORP	GROUP 1 AUTOMOTIVE INC
DENTSPLY INTERNATIONAL INC	GUESS? INC
DIEBOLD INC	GUIDANT CORP
DILLARD'S INC	GUITAR CENTER INC
DISCOUNT AUTO PARTS INC	H & R BLOCK INC
DOMINION RESOURCES INC	H J HEINZ CO
DRESS BARN INC (THE)	HALLIBURTON COMPANY
DTE ENERGY COMPANY	HANCOCK FABRICS INC
DYNEGY INC	HARTE HANKS COMMUNICATIONS INC
ECHOSTAR COMMUNICATIONS CORP	HARTFORD FINANCIAL SERVICES GROUP INC (THE)
EDISON INTERNATIONAL	HASTINGS ENTERTAINMENT INC
EDWARDS LIFESCIENCES CORP	HCA INC
EL PASO CORP	HEALTH NET INC
ELECTRONIC ARTS INC	HEALTHSOUTH CORP
ELECTRONIC DATA SYSTEMS CORP	HENRY SCHEIN INC
ELECTRONICS BOUTIQUE HOLDINGS CORP	HERSHEY FOODS CORP
ELI LILLY & CO	HOLLYWOOD ENTERTAINMENT CORP
ENTERGY CORP	HOME DEPOT INC
EQUIFAX INC	HONEYWELL INTERNATIONAL INC
ESTEE LAUDER COS INC	HORMEL FOODS CORP
EXXON MOBIL CORPORATION	HOUSE2HOME INC
FACTORY 2 U STORES INC	HOUSEHOLD INTERNATIONAL INC
FAMILY DOLLAR STORES INC	HSBC BANK USA
FANNIE MAE	HUGHES SUPPLY INC
FEDERATED DEPARTMENT STORES INC	HUMANA INC
FEDEX CORPORATION	ICN PHARMACEUTICALS INC
FIFTH THIRD BANCORP	ILLINOIS TOOL WORKS INC
FINISH LINE INC (THE)	INGLES MARKETS INC
FIRST AMERICAN CORP	INTEL CORP
FIRST DATA CORP	INTERNATIONAL BUSINESS MACHINES CORP
FIRST HEALTH GROUP CORP	INTERSTATE BAKERIES CORP
FIRSTENERGY CORPORATION	INTIMATE BRANDS INC
FISERV INC	INTUIT INC
FISHER SCIENTIFIC INTERNATIONAL INC	ISLE OF CAPRI CASINOS INC
FLEETBOSTON FINANCIAL CORPORATION	ITT INDUSTRIES INC
FLEMING COMPANIES INC	J P MORGAN CHASE & CO INC
FLUOR CORP	JACOBS ENGINEERING GROUP INC
FMC CORPORATION	JEFFERSON-PILOT CORPORATION
FOOTSTAR INC	JO ANN STORES INC
FORD MOTOR CO	JOHN HANCOCK FINANCIAL SERVICES INC
FORTUNE BRANDS INC	JOHNSON & JOHNSON
FOX ENTERTAINMENT GROUP INC	JOHNSON CONTROLS INC
FPL GROUP	KBHOME
FRANKLIN RESOURCES INC	KELLOGG CO
FREDDIE MAC	KELLY SERVICES INC
GADZOOKS INC	KERR-MCGEE CORPORATION
GANNETT CO INC	KEY ENERGY GROUP INC
GAP INC (THE)	KEYCORP
GART SPORTS COMPANY	KIMBERLY CLARK CORP
GENENTECH INC	KMART CORPORATION
GENERAL DYNAMICS	KOHL'S CORP
GENERAL ELECTRIC CAPITAL CORPORATION	KROGER CO (THE)
GENERAL ELECTRIC CO	KROLL INC
GENERAL MILLS INC	LABORATORY CORP OF AMERICA HOLDINGS
GENERAL MOTORS CORP	LANDAMERICA FINANCIAL GROUP
GENTIVA HEALTH SERVICES INC	LANDS END INC
GENZYME CORP	LEAR CORP
GERALD STEVENS INC	LEGG MASON INC
GILLETTE CO (THE)	LEHMAN BROTHERS HOLDINGS INC
GOLDEN WEST FINANCIAL CORP	LIBERTY MUTUAL INSURANCE COMPANIES

LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIKE INC
NORDSTROM INC
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC

PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PITNEY BOWES INC
PITTSTON CO
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHWEST AIRLINES CO
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC

STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNRISE ASSISTED LIVING INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

SOUTHWEST

7-ELEVEN INC
99 CENTS ONLY STORES

A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLERGAN INC
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC

BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC

DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FREDDIE MAC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GRANT PRIDECO INC
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC

H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HUGHES SUPPLY INC
HUMANA INC
ILLINOIS TOOL WORKS INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ITT INDUSTRIES INC
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC

MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
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PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
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PHILLIPS PETROLEUM COMPANY
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RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
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SPRINT PCS GROUP
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ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
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STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
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SUNRISE ASSISTED LIVING INC
SUPERVALU INC
SYSCO CORP
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TJX COMPANIES INC (THE)

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TORCHMARK CORP
TOSCO CORP
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACKENHUT CORPORATION (THE)
WALGREEN CO
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WILLIAMS SONOMA INC
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YORK INTERNATIONAL CORP
ZIONS BANCORP

MIDWEST

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AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC

ALLEGHENY ENERGY INC	BMC SOFTWARE INC
ALLERGAN INC	BOISE CASCADE CORP
ALLIANT ENERGY CORP	BOOKS A MILLION INC
ALLSTATE CORPORATION (THE)	BORDERS GROUP INC
ALLTEL CORP	BOSTON SCIENTIFIC CORP
ALTERRA HEALTHCARE CORP	BRINKER INTERNATIONAL INC
ALTICOR INC	BRISTOL MYERS SQUIBB CO
AMDOCS LTD	BROWN SHOE COMPANY INC
AMERADA HESS CORPORATION	BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
AMEREN CORP	CABLEVISION SYSTEMS CORP
AMERICA SERVICE GROUP INC	CAMPBELL SOUP CO
AMERICAN EAGLE OUTFITTERS INC	CAPITAL ONE FINANCIAL CORP
AMERICAN ELECTRIC POWER COMPANY INC	CARDINAL HEALTH INC
AMERICAN EXPRESS CO	CARMAX GROUP
AMERICAN FINANCIAL GROUP INC	CASEY'S GENERAL STORES INC
AMERICAN GREETINGS	CASUAL MALE CORP
AMERICAN HOME PRODUCTS CORP	CATO CORP (THE)
AMERICAN INTERNATIONAL GROUP INC	CBRL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC	CENTEX CORP
AMERICAN RETIREMENT CORP	CENTURYTEL INC
AMERICAN SAFETY RAZOR	CHARLES RIVER LABORATORIES CORP
AMERICAN STANDARD COMPANIES INC	CHARMING SHOPPES INC
AMERICAN WATER WORKS CO	CHEMED CORP
AMERISOURCEBERGEN CORP	CHEVRONTXACO CORPORATION
AMGEN INC	CHICO'S FAS INC
ANADARKO PETROLEUM CORPORATION	CHUBB CORPORATION (THE)
ANHEUSER BUSCH COS INC	CIGNA CORP
ANNTAYLOR STORES CORP	CINCINNATI FINANCIAL CORP
ANTHEM INSURANCE COS INC	CINERGY CORPORATION
AOL TIME WARNER INC	CIRCUIT CITY STORES INC
AON CORPORATION	CITIGROUP INC
APPLERA CORPORATION	CLAIRE'S STORES INC
APRIA HEALTHCARE GROUP INC	CLOROX CO (THE)
ARCHER DANIELS MIDLAND CO	CMS ENERGY CORP
ASHLAND INC	CNA FINANCIAL CORPORATION
AT&T WIRELESS GROUP	COCA COLA CO
AUTOMATIC DATA PROCESSING INC	COCA COLA ENTERPRISES INC
AUTONATION INC	COLE NATIONAL CORPORATION
AVERY DENNISON CORP	COLGATE PALMOLIVE CO
AVON PRODUCTS INC	COMCAST CORP
BAKER HUGHES INC	CONAGRA INC
BALL CORP	CONOCO INC
BALLY TOTAL FITNESS HOLDING CORPORATION	CONSOLIDATED EDISON INC
BANK OF AMERICA CORP	COOPER CAMERON CORPORATION
BANK OF NEW YORK CO INC (THE)	COST PLUS INC
BARNES & NOBLE INC	COSTCO WHOLESALE CORP
BAUSCH & LOMB INC	COUNTRYWIDE CREDIT INDUSTRIES INC
BAXTER INTERNATIONAL INC	COVANCE INC
BEAR STEARNS COS INC (THE)	COVENTRY HEALTH CARE INC
BECKMAN COULTER INC	COX COMMUNICATIONS INC
BECTON DICKINSON & CO	COX ENTERPRISES INC
BED BATH & BEYOND INC	CR BARD INC
BELLSOUTH CORP	CRAWFORD & COMPANY
BERKSHIRE HATHAWAY INC	CROWN CORK & SEAL CO INC
BEST BUY CO INC	D&B
BEVERLY ENTERPRISES INC	DADE BEHRING INC
BIG LOTS INC	DANAHER CORP
BIO RAD LABORATORIES INC	DARDEN RESTAURANTS INC
BIOMET INC	DAVITA INC
BISYS GROUP INC (THE)	DELL COMPUTER CORPORATION
BJ SERVICES COMPANY	DELPHI AUTOMOTIVE SYSTEMS CORP
BJ'S WHOLESALE CLUB INC	DELUXE CORP
BLACK & DECKER CORP	DENTSPLY INTERNATIONAL INC
BLOCKBUSTER INC	

DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GUESS? INC

GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HEALTH MANAGEMENT ASSOCIATES INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP

LOEWS CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY

PIER 1 IMPORTS INC
PINKERTON'S INC
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHAB CARE GROUP INC
RELIANT ENERGY INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
ROCKWELL AUTOMATION
SAFECO CORP
SAFEWAY INC
SARA LEE CORP
SBC COMMUNICATIONS INC
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC

SUNRISE ASSISTED LIVING INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
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UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
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WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

NORTHEAST

7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC

ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)

BJ SERVICES COMPANY	DELPHI AUTOMOTIVE SYSTEMS CORP
BJ'S WHOLESALE CLUB INC	DELUXE CORP
BLACK & DECKER CORP	DENTSPLY INTERNATIONAL INC
BLOCKBUSTER INC	DIEBOLD INC
BMC SOFTWARE INC	DILLARD'S INC
BOISE CASCADE CORP	DISCOUNT AUTO PARTS INC
BON-TON STORES INC (THE)	DOLLAR GENERAL CORPORATION
BOOKS A MILLION INC	DOLLAR TREE STORES INC
BORDERS GROUP INC	DOMINION RESOURCES INC
BOSTON SCIENTIFIC CORP	DRESS BARN INC (THE)
BRINKER INTERNATIONAL INC	DTE ENERGY COMPANY
BRISTOL MYERS SQUIBB CO	DUKE ENERGY CORP
BROWN SHOE COMPANY INC	DYNEGY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION	ECHOSTAR COMMUNICATIONS CORP
CABLEVISION SYSTEMS CORP	EDISON INTERNATIONAL
CAMPBELL SOUP CO	EL PASO CORP
CAPITAL ONE FINANCIAL CORP	ELECTRONIC ARTS INC
CARDINAL HEALTH INC	ELECTRONIC DATA SYSTEMS CORP
CARMAX GROUP	ELECTRONICS BOUTIQUE HOLDINGS CORP
CASUAL MALE CORP	ELI LILLY & CO
CATO CORP (THE)	ENERGY EAST CORPORATION
CBRL GROUP INC	ENTERGY CORP
CENTEX CORP	EQUIFAX INC
CHARLES RIVER LABORATORIES CORP	ESTEE LAUDER COS INC
CHARMING SHOPPES INC	EXELON CORPORATION
CHEMED CORP	EXPRESS SCRIPTS INC
CHEVRONTXACO CORPORATION	EXXON MOBIL CORPORATION
CHICO'S FAS INC	FAMILY DOLLAR STORES INC
CHUBB CORPORATION (THE)	FANNIE MAE
CIGNA CORP	FEDERATED DEPARTMENT STORES INC
CINCINNATI FINANCIAL CORP	FEDEX CORPORATION
CINERGY CORPORATION	FINISH LINE INC (THE)
CIRCUIT CITY STORES INC	FIRST AMERICAN CORP
CITIGROUP INC	FIRST DATA CORP
CLAIRE'S STORES INC	FIRST HEALTH GROUP CORP
CLOROX CO (THE)	FIRSTENERGY CORPORATION
CMS ENERGY CORP	FISERV INC
CNA FINANCIAL CORPORATION	FISHER SCIENTIFIC INTERNATIONAL INC
COCA COLA CO	FLEETBOSTON FINANCIAL CORPORATION
COCA COLA ENTERPRISES INC	FLEMING COMPANIES INC
COLE NATIONAL CORPORATION	FLUOR CORP
COLGATE PALMOLIVE CO	FMC CORPORATION
COMCAST CORP	FOODARAMA SUPERMARKETS INC
CONAGRA INC	FOOTSTAR INC
CONOCO INC	FORD MOTOR CO
CONSOLIDATED EDISON INC	FORTUNE BRANDS INC
COOPER CAMERON CORPORATION	FOX ENTERTAINMENT GROUP INC
COST PLUS INC	FPL GROUP
COSTCO WHOLESALE CORP	FREDDIE MAC
COUNTRYWIDE CREDIT INDUSTRIES INC	FRED'S INC
COVANCE INC	GADZOOKS INC
COVENTRY HEALTH CARE INC	GANNETT CO INC
COX COMMUNICATIONS INC	GAP INC (THE)
COX ENTERPRISES INC	GENENTECH INC
CR BARD INC	GENERAL DYNAMICS
CRAWFORD & COMPANY	GENERAL ELECTRIC CAPITAL CORPORATION
CROWN CORK & SEAL CO INC	GENERAL ELECTRIC CO
D&B	GENERAL MILLS INC
DADE BEHRING INC	GENERAL MOTORS CORP
DANAHER CORP	GENTIVA HEALTH SERVICES INC
DARDEN RESTAURANTS INC	GENZYME CORP
DAVITA INC	GERALD STEVENS INC
DELL COMPUTER CORPORATION	GILLETTE CO (THE)
	GOLDEN WEST FINANCIAL CORP

GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GPU INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HCA INC
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LEAR CORP
LEGG MASON INC

LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)

PEP BOYS-MANNY MOE & JACK (THE)	STATE STREET CORP
PEPSICO INC	STEIN MART INC
PERKINELMER INC	STEWART INFORMATION SVCS CORP
PERRIGO CO	STRYKER CORP
PETCO ANIMAL SUPPLIES INC	SUN MICROSYSTEMS INC
PETSMART INC	SUNGLASS HUT INTERNATIONAL INC
PFIZER INC	SUNOCO INC
PG&E CORPORATION	SUNRISE ASSISTED LIVING INC
PHARMACIA	SUNTRUST BANKS INC
PHILLIPS PETROLEUM COMPANY	SUPERVALU INC
PIER 1 IMPORTS INC	SYSCO CORP
PINKERTON'S INC	TALBOTS INC (THE)
PITNEY BOWES INC	TARGET CORPORATION
PITTSTON CO	TENET HEALTHCARE CORPORATION
PNC FINANCIAL SERVICES GROUP INC	TJX COMPANIES INC (THE)
PPL CORPORATION	TMP WORLDWIDE INC
PRINCIPAL FINANCIAL GROUP (THE)	TORCHMARK CORP
PROCTER & GAMBLE CO	TOSCO CORP
PROGRESS ENERGY INC	TOYS R US INC
PROGRESSIVE CORP	TRACTOR SUPPLY COMPANY
PRUDENTIAL FINANCIAL	TRIAD HOSPITALS INC
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED	TRICON GLOBAL RESTAURANTS INC
PULTE HOMES INC	TYSON FOODS INC
QUEST DIAGNOSTICS INC	UGI CORP
QUINTILES TRANSNATIONAL CORP	UNITED PARCEL SERVICE INC
QWEST COMMUNICATIONS INTERNATIONAL INC	UNITED RETAIL GROUP INC
RADIOSHACK CORPORATION	UNITED STATES CELLULAR CORP
RATIONAL SOFTWARE CORP	UNITED TECHNOLOGIES CORP
RAYMOND JAMES FINANCIAL INC	UNITEDHEALTH GROUP INC
REGIS CORP	UNIVERSAL HEALTH SERVICES INC
REHABCARE GROUP INC	UNOCAL CORPORATION
RELIANT ENERGY INC	UNUMPROVIDENT CORP
RENT-A-CENTER INC	US ONCOLOGY INC
RES CARE INC	USA NETWORKS INC
RESTORATION HARDWARE INC	USAA
REVLON INC	USX CORPORATION
ROCKWELL AUTOMATION	UTILICORP UNITED INC
ROSS STORES INC	VALUE CITY DEPARTMENT STORES INC
SAFECO CORP	VENATOR GROUP INC
SAFEWAY INC	VERIZON COMMUNICATIONS
SARA LEE CORP	VIACOM INC
SBC COMMUNICATIONS INC	VILLAGE SUPER MARKET INC
SCHERING-PLOUGH CORP	W R BERKLEY CORPORATION
SCHLUMBERGER LIMITED	W W GRAINGER INC
SERVICEMASTER CO	WACHOVIA CORP
SHERWIN WILLIAMS COMPANY (THE)	WACKENHUT CORPORATION (THE)
SHOE CARNIVAL INC	WALGREEN CO
SIEBEL SYSTEMS INC	WAL-MART STORES INC
SIGMA ALDRICH CORP	WASHINGTON MUTUAL INC
SIX FLAGS INC	WASTE MANAGEMENT INC
SMITH INTERNATIONAL INC	WEATHERFORD INTERNATIONAL INC
SOLA INTERNATIONAL INC	WEIS MARKETS INC
SONIC AUTOMOTIVE INC	WELLPOINT HEALTH NETWORKS INC
SOUTHWEST AIRLINES CO	WELLS FARGO & CO
SPHERION CORPORATION	WENDYS INTERNATIONAL INC
SPORTS AUTHORITY INC (THE)	WEST PENN POWER COMPANY
SPRINT PCS GROUP	WET SEA L INC (THE)
ST JUDE MEDICAL INC	WHIRLPOOL CORP
ST PAUL COMPANIES INC (THE)	WILD OATS MARKETS INC
STANDARD REGISTER CO (THE)	WILLIAMS COMPANIES INC (THE)
STANDEX INTERNATIONAL CORP	WILLIAMS SONOMA INC
STAPLES INC	WILSONS THE LEATHER EXPERTS INC
STARBUCKS CORPORATION	WINN DIXIE STORES INC
STATE FARM INSURANCE COMPANIES	YORK INTERNATIONAL CORP

SOUTHEAST

7-ELEVEN INC
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLERGAN INC
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
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AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
AOL TIME WARNER INC
AON CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP

DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GRANT PRIDECO INC

GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ILLINOIS TOOL WORKS INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION

LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC

PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC

STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
YORK INTERNATIONAL CORP
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ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
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AMERICAN ELECTRIC POWER COMPANY INC
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AMERICAN GREETINGS
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AMERICAN SAFETY RAZOR
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COLE NATIONAL CORPORATION
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ELI LILLY & CO
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EQUIFAX INC
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FIRST AMERICAN CORP
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FOX ENTERTAINMENT GROUP INC
GANNETT CO INC
GAP INC (THE)
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDMAN SACHS GROUP INC
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GUIDANT CORP
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HCA INC
HE BUTT GROCERY COMPANY
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
ICN PHARMACEUTICALS INC
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTIMATE BRANDS INC
INTUIT INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP

KIMBERLY CLARK CORP
K MART CORPORATION
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MORGAN STANLEY DEAN WITTER & CO
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
OUTBACK STEAKHOUSE INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PATTERSON DENTAL CO
PAYLESS SHOESOURCE INC
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO

PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
RELIANT ENERGY INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)

STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SYSCO CORP
TALBOTS INC (THE)
TECO ENERGY INC
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRANSOCEAN SEDCO FOREX
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED TECHNOLOGIES CORP
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
USAA
USX CORPORATION
UTILICORP UNITED INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
YORK INTERNATIONAL CORP

**Individual Data
Profiles
On Each Of
The AMERICAN EMPLOYERS 500**

7-ELEVEN INC**www.7-eleven.com****Industry Group Code:** 445120 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Convenience Stores, Retail
Gasoline, Retail**BRANDS/DIVISIONS/AFFILIATES:**The Southland Corporation
V.com
SLURPEE
CAFÉ SELECT
BIG GULP
BIG BITE**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*James W. Keyes, CEO
James W. Keyes, Pres.
Ezra Shashoua, CFO
Nancy Smith, VP-National Sales & Mktg.
Joseph E. Eulberg, VP-Human Resources
Phillip K. Morrow, VP-Info. Systems
Donald E. Thomas, Controller
Jeffrey S. Hamill, VP-Merch.
Bryan F. Smith, Jr., Corp. Sec.
Bryan F. Smith, Jr., General Counsel
Rodney A. Brehm, Sr. VP-Oper. Dev.
Rich Updyke, VP-e-commerce & Bus. Dev.
Stanley W. Reynolds, Treas.
Masaaki Asakura, Sr. VP/International Liaison
Gary Rose, Sr. VP-Merch. & Dev.
Gary Lockhart, VP-Gasoline Supply
Nancy Smith, VP-Field Merch.**Phone:** 214-828-7011 **Fax:** 214-828-7848**Toll-Free:****Address:** 2711 N. Haskell Ave., Dallas, TX 75204-2906 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,888,200 (6 months)	2001 Profits: \$25,300 (6 months)
2000 Sales: \$9,346,000	2000 Profits: \$108,000
1999 Sales: \$8,251,700	1999 Profits: \$83,100
1998 Sales: \$6,214,300	1998 Profits: \$74,048
1997 Sales: \$6,000,000	1997 Profits: \$70,042

Stock Ticker: SE
Employees: 33,400
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$437,500	Bonus: \$99,563
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$272,875	Bonus: \$49,120

COMPETITIVE ADVANTAGE:

Largest convenience store chain in the world/Strong Japanese backing.

OTHER THOUGHTS:Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

99 CENTS ONLY STORES**www.99only.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 11 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Discount Stores, Retail
Wholesale Distribution**GROWTH PLANS/SPECIAL FEATURES:**

99 Cents Only Stores is a leading deep-discount retailer of primarily name brand, consumable general merchandise at a single price point of 99 cents. The company's stores offer a wide assortment of regularly available consumer goods as well as a broad variety of first-quality closeout merchandise. A majority of 99 Cents Only Stores' product offerings are comprised of recognizable name brand merchandise and are regularly available for reorder. The stores are primarily located in Southern California and have an average size of 18,000 square feet. The company also sells merchandise through its Bargain Wholesale division at prices generally below normal wholesale levels to local, regional and national discount, drug and grocery store chains. Merchandise is additionally sold to independent retailers, distributors and exporters. Bargain Wholesale complements the company's retail operations by allowing the company to purchase in larger volumes at more favorable pricing. 99 Cents Only Stores recently announced its intention to sell Universal International, Inc., a subsidiary of the company. Universal owns and operates a multi-price point, smaller-format variety chain with 65 stores located in the Midwest, Texas and upstate New York, under the trade names Only Deals and Odd's-N-End's. With the capital from this sale, the company plans on launching new stores in the California and Las Vegas markets. Recently, 99 Cents Only Stores celebrated the grand opening of its 99th store in Lynwood, CA.

BRANDS/DIVISIONS/AFFILIATES:Bargain Wholesale
Universal International, Inc.
Odd's-N-End's, Inc.
Only Deals**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*David Gold, CEO
Eric Schiffer, Pres.
Andrew Farina, CFO
Larry Borenstein, VP-Mktg.
Jennifer Castania, VP-Human Resources
Jeff Gold, Sr. VP-Real Estate and Info. Systems
Helen Pipken, Sr. VP-Wholesale Oper.
Howard Gold, Sr. VP-Dist.
Jose Gomez, VP-Retail Oper.
Joe Albani, VP-Admin.
Dick Saklad, VP-Oper.**Phone:** 323-980-8145 **Fax:** 213-980-8160**Toll-Free:****Address:** 4000 East Union Pacific Ave., City of Commerce, CA 90023 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$261,400 (6 months)	2001 Profits: \$20,900 (6 months)
2000 Sales: \$451,900	2000 Profits: \$37,800
1999 Sales: \$360,000	1999 Profits: \$21,900
1998 Sales: \$323,300	1998 Profits: \$26,700
1997 Sales: \$230,900	1997 Profits: \$1,900

Stock Ticker: NDN
Employees: 4,044
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$175,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$159,600	Bonus: \$25,000

COMPETITIVE ADVANTAGE:

Carries a broad variety of merchandise at very deep discounts.

OTHER THOUGHTS:Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	

A C MOORE ARTS & CRAFTS**www.acmoore.com**

Industry Group Code: 451120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Arts & Crafts, Retail

GROWTH PLANS/SPECIAL FEATURES:

A.C. Moore Arts & Crafts, Inc. is a chain of 49 arts-and-crafts superstores in the northeastern part of the United States. Plans are being implemented for launching additional stores in the Southeast, primarily North Carolina. Two-thirds of the company's stores are concentrated in New Jersey, New York and Pennsylvania. A central warehousing operation in southern New Jersey stocks and services all the locations. The company's business strategy is to provide the broadest and deepest selection of high quality merchandise at the lowest prices in an inviting, attractive environment with superior customer service. The superstores, which usually contain 20,000-25,000 square feet of space, devote approximately %80 to selling space. A. C. Moore stocks more than 65,000 different items across 40 merchandise categories including silk flowers, art supplies, frames, yarn, seasonal items and children's crafts. The company's consistent product mix is balanced by low, competitive prices. The superstores offer in-store arts-and-crafts classes and events for people of all ages. Completed arts and crafts projects are prominently displayed in each department throughout the store to stimulate new project ideas for customers and to enhance the shopping environment. The company's web site, www.acmoore.com, also lists numerous project ideas for a variety of categories including seasonal, fashion, scrapbooking and home décor. The site contains sections for teens and kids to develop their artistic talents.

The firm's goal is to expand its store base by 20% yearly. A. C. Moore's training program consists of continuous on the job training along with management supervision. Trainees are afforded the opportunity to acquire product knowledge, systems, philosophy and culture which are unique to A.C. Moore. This program is supplemented with various audio visual aids, texts, projects and meetings designed to develop technical as well as managerial skills. Managers may qualify for annual bonuses.

BRANDS/DIVISIONS/AFFILIATES:

Moorestown Finance, Inc.
 Blackwood Assets, Inc.
 A.C. Moore, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jack Parker, CEO/Pres.
 Rex A. Rambo, Exec. VP/COO
 Leslie H. Gordon, Exec. VP/CFO
 Dean C. Emmans, Exec. VP-Mktg./Merch.
 Patricia T. Vandenberg, Sr. VP-Human Resources
 Patricia A. Parker, Exec. VP-Merch.
 Jack A. Robinson, VP-Store Oper.
 Leslie H. Gordon, Treas.
 Janet Parker-Vandenberg, Sr. VP-Merch.

Phone: 609-228-6700 **Fax:** 609-228-0080**Toll-Free:****Address:** 500 University Ct., Blackwood, NJ 08012 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$133,500 (6 months)	2001 Profits: \$- 300 (6 months)
2000 Sales: \$262,100	2000 Profits: \$6,600
1999 Sales: \$223,000	1999 Profits: \$5,700
1998 Sales: \$187,000	1998 Profits: \$3,900
1997 Sales: \$138,100	1997 Profits: \$4,000

Stock Ticker: ACMR
 Employees: 3,339
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$300,000	Bonus:	\$25,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$300,000	Bonus:	\$

COMPETITIVE ADVANTAGE:

Superstore format offers a vast array of art and craft items/Expansion into the southeast.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y			Y	

AARON RENTS INC**www.aaronrents.com**

Industry Group Code: 532200 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Furniture Stores, Rental
 Rental Home and Office Accessories
 Rental Consumer Electronics
 Rental Household Appliances
 Rental Business Equipment
 Furniture Manufacturing
 Rent-to-Own Contracts

BRANDS/DIVISIONS/AFFILIATES:

Aaron Rents' Rent-to-Rent Division
 Aaron's Rental Purchase Division
 Aaron's Rental Purchase Franchised Stores
 Aaron Investment Company
 Rent Mart Rent-to-Own, Inc.
 Blackhawk's Convention Services, Inc.
 ACI Investments, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. Charles Loudermilk, Sr., CEO
 Robert C. Loudermilk, Jr., Pres.
 Robert C. Loudermilk, Jr., COO
 Gilbert L. Danielson, CFO
 B. Lee Landers, Jr., CIO
 Robert P. Sinclair, Jr., VP/Controller
 David M. Rhodus, VP-Legal
 Mitchell S. Paull, Treas./VP
 Eduardo Quinones, Pres.-Rent-to-Rent Div.
 James L. Cates, VP-Risk Mgmt.
 William K. Butler, Jr., Pres.-Rental Purchase Div.

Phone: 404-231-0011 **Fax:** 404-240-6584**Toll-Free:****Address:** 309 E. Paces Ferry Rd, NE, Atlanta, GA 30305-2377
US**GROWTH PLANS/SPECIAL FEATURES:**

Aaron Rents is a U.S. leader in the rent-to-own and pure rental industries, operating 554 stores in 42 states and Puerto Rico. The company offers both individual and business customers a wide range of residential and office furniture, accessories, consumer electronics and household appliances for rental, rental purchase and sale. The company's major operating divisions are the Aaron Rents' Rent-to-Rent Division, the Aaron's Rental Purchase Division and MacTavish Furniture Industries Division. The Rent-to-Rent division primarily leases furniture to corporate clients, especially apartment management companies that provide furnished units. The Rental Purchase Division provides furniture, household appliances, electronics and accessories for homeowners. The company's rental purchase concept is unique by in that it offers one-year rental purchase agreements with monthly payments, in contrast to the 18 to 24 months of weekly payments offered by its competitors. Aaron Rents also strengthens its competitive advantage with larger and more attractive store showrooms and a wider selection of merchandise. The MacTavish Furniture Industries Division manufactures much of the furniture for the company's rental purchase stores. Aaron Rents the only rental company in the U.S. that manufactures its own furniture. Over the past few years, Aaron Rents has been concentrating on expanding into new markets across the United States. The Aaron's Rental Purchase Franchisee program, launched in 1992, opens new franchised stores at the rate of one every six days. The company recently acquired nine new stores in Texas and Louisiana to bring the total to 188 stores for that region. Plans are underway for approximately 40 new stores to be opened by the end of 2001, primarily through acquisitions. The company recently expanded overseas by acquiring 10 stores in Puerto Rico.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$274,200 (6 months)	2001 Profits: \$12,300 (6 months)
2000 Sales: \$502,900	2000 Profits: \$27,300
1999 Sales: \$437,400	1999 Profits: \$25,600
1998 Sales: \$370,800	1998 Profits: \$21,500
1997 Sales: \$304,400	1997 Profits: \$18,400

Stock Ticker: RNT
 Employees: 3,900
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$454,000	Bonus:	\$391,826
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$235,000	Bonus:	\$25,000

COMPETITIVE ADVANTAGE:

Uses aggressive franchising to fuel growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ABBOTT LABORATORIES**www.abbott.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Antibiotics and Synthetic Hormones
 Nutritional Products
 Diagnostic Systems
 Intravenous and Irrigation Fluid Equipment
 Electronic Drug Delivery Systems
 Diagnostic Imaging Products

BRANDS/DIVISIONS/AFFILIATES:

Erythromycin
 Clarithromycin
 Norvir
 Ensure
 Biaxin
 BASF - Pharmaceuticals Unit
 TAP Pharmaceutical Products

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Miles D. White, CEO
 Thomas C. Freyman, Sr. VP-Finance/CFO
 Thomas M. Wascoe, Sr. VP-Human Resources
 Jeffrey M. Leiden, Exec. VP/Chief Scientific Officer
 Karen L. Miller, VP-IT
 Gary L. Flynn, VP/Controller
 John C. Landgraf, VP-Corp. Eng.
 Jose M. de Lasa, Sr. VP/Corp. Sec.
 Jose M. de Lasa, General Counsel
 William G. Dempsey, Sr. VP-Int'l Oper.
 Steven J. Weger, Jr., VP-Corp. Planning & Dev.
 Catherine V. Babington, VP-Public Affairs
 Catherine V. Babington, VP-Investor Rel.
 Greg W. Linder, VP/Treas.
 Richard A. Gonzalez, Exec. VP-Medical Products
 Joy A. Amundson, Sr. VP-Ross Products
 Christopher B. Begley, Sr. VP-Hospital Products
 Thomas D. Brown, Sr. VP-Diagnostic Oper.

Phone: 847-937-6100 **Fax:** 847-937-1511**Toll-Free:****Address:** 100 Abbott Park Rd., Abbott Park, IL 60064-6400 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,659,000 (6 months)	2001 Profits: \$305,400 (6 months)
2000 Sales: \$13,745,900	2000 Profits: \$2,786,000
1999 Sales: \$13,177,600	1999 Profits: \$2,445,800
1998 Sales: \$12,512,700	1998 Profits: \$2,334,400
1997 Sales: \$11,889,300	1997 Profits: \$2,079,100

Stock Ticker: ABT
 Employees: 60,571
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$1,390,961	Bonus: \$1,800,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$982,769	Bonus: \$1,089,000

COMPETITIVE ADVANTAGE:

Heavily involved in research/Worldwide recognition/Leading worldwide producer of the antibiotic Erythromycin.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ABERCROMBIE & FITCH CO**www.abercrombie.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Casual Apparel-Young Adults, Retail
Catalog Sales
Online Sales

BRANDS/DIVISIONS/AFFILIATES:

Hollister Co.
Abercrombie
A & F Quarterly

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael S. Jeffries, CEO
Seth R. Johnson, COO
Wesley S. McDonald, VP/CFO
Raymond Attanasio, Sr. VP-Human Resources
Michele S. Donnan-Martin, VP-General Merch. Mgr.
Charles W. Martin, VP-Men's Design
Leslee K. O'Neill, Sr. VP-Planning & Allocation
Diane Chang, Sr. VP-Sourcing
David L. Leino, Sr. VP-Stores

Phone: 614-283-6500 **Fax:** 614-479-7079**Toll-Free:****Address:** 6301 Fitch Path, New Albany, OH 43054 US**GROWTH PLANS/SPECIAL FEATURES:**

Abercrombie & Fitch Company is a specialty retailer of casual, upscale American clothing and accessories. The Abercrombie & Fitch brand was established in 1892 and the firm became well known as a supplier of rugged, high-quality outdoor gear while placing a premium on complete customer satisfaction with each item sold. The company provided gear for American celebrities including Theodore Roosevelt, Ernest Hemingway, Charles Lindbergh and polar explorer Richard Byrd. Abercrombie & Fitch was recently controlled by The Limited, which shifted the company's focus from outdoor gear and accessories to casual wear. The Limited spun off its stake in the company in 1998. Abercrombie & Fitch now operates over 325 stores nationwide with three store brands aimed at different market segments. Abercrombie & Fitch, the company's main store, targets college-age men and women with casual clothing such as khakis, jeans and shirts. Its kid's stores, simply called Abercrombie, offer A&F-style clothing for children ages 7 through 14. Abercrombie was launched in 1997 and has rapidly grown to 71 locations nationwide. The company's latest concept, Hollister Co., markets to teenagers ages 14 through 18. The first Hollister Co. store opened in July of 2000 in Ohio, and four additional stores opened a few weeks later at strategic locations across the US. Abercrombie & Fitch also sells directly through the A&F Quarterly, its catalogue magazine, and recently launched its e-commerce site at www.abercrombie.com. The web site contains extra incentives such as free e-mail, screen savers, MP3 downloads and A&FTV.

The company generally looks for college-aged persons or recent graduates to fill various positions. There is an extensive Manager-In-Training (MIT) program for new hires. Promotion to Store Manager can happen as quickly as one year after entry into the MIT program.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,237,604 (12 months)	2001 Profits: \$158,133 (12 months)
2000 Sales: \$1,030,858	2000 Profits: \$149,604
1999 Sales: \$805,180	1999 Profits: \$102,062
1998 Sales: \$521,617	1998 Profits: \$48,322
1997 Sales: \$335,372	1997 Profits: \$24,674

Stock Ticker: ANF
Employees: 13,900
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$925,962	Bonus:	\$1,668,580
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$431,635	Bonus:	\$229,210

COMPETITIVE ADVANTAGE:

Well known for quality, youthful casual apparel/Cross-selling through retail stores, catalogs and e-commerce.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

ADELPHIA COMMUNICATIONS CORP**www.adelphia.net**

Industry Group Code: 513220 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cable TV Service
Internet Provider
Long-Distance Service
Paging Service

BRANDS/DIVISIONS/AFFILIATES:

Adelphia Business Solutions
Hyperion Telecommunications
Adelphia Media Services
FrontierVision
Century Communications
Harron Communications

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

John J. Rigas, CEO
John J. Rigas, Pres.
Timothy J. Rigas, Exec. VP/CFO
Thomas Lamb, VP-IT
Daniel Liberatore, VP-Eng.
Randall D. Fisher, Sec.
Randall D. Fisher, General Counsel
Michael J. Rigas, Exec. VP-Oper.
Ed Hartman, VP-Bus. Dev.
Anthony Accamando, Jr., VP-Comm. Affairs
Orby G. Kelley Jr., VP-Labor Relations
Timothy J. Rigas, Treas.
James P. Rigas, Exec. VP-Strategic Planning
Ann Montgomery, Sr. VP-Oper.
Jack A. Olson, VP-Media Dev.
Mike Brady, VP-Financial & Bus. Oper.

Phone: 814-274-9830 **Fax:** 814-274-8631**Toll-Free:** 800-892-7300**Address:** 1 N. Main St., Coudersport, PA 16915 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,731,500 (6 months)	2001 Profits: \$-88,100 (6 months)
2000 Sales: \$2,909,400	2000 Profits: \$-547,600
1999 Sales: \$1,287,968	1999 Profits: \$-240,530
1998 Sales: \$507,200	1998 Profits: \$-115,100
1997 Sales: \$	1997 Profits: \$

Stock Ticker: ADLAC
Employees: 15,735
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,407,763	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$236,883	Bonus:	\$

COMPETITIVE ADVANTAGE:

Leader in cable television services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

AES CORPORATION**www.aesc.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 23 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Alternative Energy Sources

GROWTH PLANS/SPECIAL FEATURES:

The AES Corporation is a global power company. AES participates primarily in two related lines of business: electricity generation and distribution. The company's electricity generation business is characterized by sales from its power plants to nonaffiliated wholesale customers for further resale to end users. AES's distribution business is characterized by sales of electricity directly to end users such as commercial, industrial, government and residential customers. In its generation business, AES now operates and owns a diverse portfolio of electric power plants with a total capacity of 42,133 megawatts (MW) (the company's Ekibastuz plant currently operates at approximately 35% of its 4,000 MW nameplate capacity). Of that total, 38% are fueled by coal or petroleum coke, 18% are fueled by natural gas, 33% are hydroelectric facilities, 4% are fueled by oil and the remaining 7% are capable of using multiple fossil fuels. The firm's generating capacity is distributed: 18% in North America, 36% in South America, 17% in Europe and 28% in Asia. AES has majority ownership in three distribution companies in Argentina and individual distribution companies in the United States, Brazil, El Salvador, Venezuela, the Dominican Republic and The Republic of Georgia. AES has three subsidiaries in the United States that serve retail customers in those states that have introduced a competitive market for the sale of electricity to end-users. The company is using its distribution infrastructure and knowledge of certain markets to develop the ability to provide wholesale and retail telecommunications services. AES is also currently in the process of adding approximately 7,591 MW to its operating portfolio through its construction of new plants.

BRANDS/DIVISIONS/AFFILIATES:

CILCORP Inc.
IPALCO Enterprises Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dennis W. Bakke, CEO
Dennis W. Bakke, Pres.
Barry J. Sharp, CFO
Thomas A. Tribone, Exec. VP-AES Americas
J. Stuart Ryan, Exec. VP-AES Pacific

Phone: 703-522-1315 **Fax:** 703-528-4510

Toll-Free:**Address:** 1001 N. 19th St., Arlington, VA 22209 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,760,000 (6 months)	2001 Profits: \$218,000 (6 months)
2000 Sales: \$6,691,000	2000 Profits: \$641,000
1999 Sales: \$3,253,000	1999 Profits: \$228,000
1998 Sales: \$2,398,000	1998 Profits: \$311,000
1997 Sales: \$1,411,000	1997 Profits: \$185,000

Stock Ticker: AES
Employees: 26,606
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$260,000	Bonus: \$250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$250,000	Bonus: \$300,000

COMPETITIVE ADVANTAGE:

Unique international strategy has led to very rapid growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

AETNA INC**www.aetna.com****Industry Group Code:** 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 24

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Health Insurance
Group Insurance
Dental Insurance

GROWTH PLANS/SPECIAL FEATURES:

Aetna, Inc. is the nation's largest health benefits company (based on membership). Aetna offers health-care, group life, dental, pharmacy, disability and long-term care insurance. It covers more than 19 million people under its health plans, more than 14 million under its dental plan and about 11 million under its group plan. Recently, Aetna sold off its financial services and international businesses. Aetna U.S. Healthcare is the provider of the health care insurance plans, while Aetna Group Insurance provides life, disability and long term care plans. Besides providing different insurance plans, Aetna U.S. Healthcare also provides health benefits products, patient management programs, health management programs and supplemental programs. Aetna provides its members with access to health care services through networks of independent health care providers, with which the company contracts. IntelliHealth.com, the web site partnership between Aetna U.S. Healthcare and Johns Hopkins University and Health Systems, is the top source for health information on the World Wide Web.

Aetna has several employee diversity networks, including the African American Employee Network and the Gay and Lesbian Employee Network, and those aspects have been the focus of various awards. The company seeks creative, independent thinkers who will do well in a fast-paced business environment.

BRANDS/DIVISIONS/AFFILIATES:

Aetna U.S. Healthcare
Aetna Group Insurance

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John W. Rowe, CEO
John W. Rowe, Pres.
Alan Bennett, Interim CFO
Elease E. Wright, Sr. VP-Human Resources
Alan Bennett, Controller
William J. Casazza, VP/Corp. Sec.
L. Edward Shaw Jr., Exec. VP/General Counsel
Ronald A. Williams, Exec. VP/Chief of Health Oper.
Roger Bolton, Sr. VP-Comm.
Dennis Oakes, VP-Investor Relations
William C. Popik, Sr. VP/Chief Medical Officer
Vanda B. McMurtry, Sr. VP-Federal Gov. Rel.
Tomothy A. Holt, Sr. VP-Investment Mgmt. Group

Phone: 860-273-0123 **Fax:** 860-275-2677**Toll-Free:** 800-872-3862**Address:** 151 Farmington Ave., Hartford, CT 06156 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$12,965,100 (6 months)	2001 Profits: \$-37,600 (6 months)
2000 Sales: \$26,818,900	2000 Profits: \$127,100
1999 Sales: \$22,109,700	1999 Profits: \$716,500
1998 Sales: \$16,589,000	1998 Profits: \$846,800
1997 Sales: \$14,674,000	1997 Profits: \$899,500

Stock Ticker: AET
Employees: 40,700
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$6,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$750,000	Bonus: \$1,100,000

COMPETITIVE ADVANTAGE:

Name recognition/Largest managed care company in the U.S./Rapid growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

AFLAC INC**www.aflac.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 14 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Supplemental Medical
 Supplemental Health Insurance
 General Medical Expense Plans
 Living Benefit Life Plans
 Cancer Insurance
 Medicare Supplement Insurance

BRANDS/DIVISIONS/AFFILIATES:

AFLAC Japan
 AFLAC U.S.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Daniel P. Amos, CEO
 Kriss Cloninger III, Pres.
 Kriss Cloninger III, CFO
 Angie Hart, Sr. VP/Human Resources Dir.
 Joey M. Loudermilk, Sr. VP/Sec.
 Joey M. Loudermilk, General Counsel
 Gary L. Stegman, Sr. VP-Financial Oper.
 Katelen V. Spencer, Sr. VP/Corp. Comm. Dir.
 Kenneth S. Janke Jr., Sr. VP-Investor Rel.
 Norman P. Foster, Exec. VP-Corp. Finance
 Joseph W. Smith Jr., Sr. VP/Chief Investment Officer
 Kermitt L. Cox, Sr. VP/Corp. Actuary
 Ralph A. Rogers Jr., Sr. VP-Financial Services

Phone: 706-323-3431 **Fax:** 706-324-6330**Toll-Free:** 800-992-3522**Address:** 1932 Wynnton Rd., Columbus, GA 31999 US**GROWTH PLANS/SPECIAL FEATURES:**

A Fortune 500 company, AFLAC Incorporated insures more than 40 million people worldwide through its principal subsidiary, AFLAC (American Family Life Assurance Company of Columbus). It is a leading writer of supplemental insurance marketed at the worksite in the U.S., offering policies to employees at over 187,000 payroll accounts. The company is also the largest foreign-based insurer in Japan. The Japanese sales are centered in a system in which an employer forms a subsidiary to sell insurance to its workers. AFLAC's insurance is designed for people who already have major medical or primary insurance coverage. The company's health insurance plans are guaranteed renewable for the lifetime of the policyholder. AFLAC currently offers a series of four different cancer plans in the U.S. AFLAC U.S. sells other types of supplemental health insurance, including hospital intensive care, accident and disability, hospital indemnity, long-term care, short-term care disability and dental plans. AFLAC Japan sells cancer plans, care plans, supplemental general medical expense plans, medical/sickness riders to its cancer plan and a living benefit life plan. AFLAC ranks high on the list of insurers on Forbes' list of The 400 Best Companies. The firm is famous for its commercials with the AFLAC duck and has recently launched its seventh commercial and also one in Japan to promote the debut of AFLAC's first accident policy there.

AFLAC offers employees an onsite childcare center with a parents' advisory council, ongoing training and community activities. The company has an open-door policy and a team culture. In addition, the company hosts an employee appreciation week during the spring, with free breakfast, drawings and prizes such as TVs, cash and trips. The company's training programs are considered the best in the insurance sector by Training Magazine.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,749,000 (6 months)	2001 Profits: \$332,000 (6 months)
2000 Sales: \$9,720,000	2000 Profits: \$687,000
1999 Sales: \$8,640,000	1999 Profits: \$571,000
1998 Sales: \$7,104,000	1998 Profits: \$487,000
1997 Sales: \$7,251,000	1997 Profits: \$585,000

Stock Ticker: AFL
 Employees: 5,015
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,424,875	Bonus: \$2,299,080
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$995,000	Bonus: \$1,626,825

COMPETITIVE ADVANTAGE:

Offers expanding line of products/Leading supplemental health insurance provider in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AGILENT TECHNOLOGIES INC**www.agilent.com**

Industry Group Code: 334515 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Test Equipment
Fiber Optic Communication Devices
Integrated Circuits for Wireless
Optoelectronics
Image Sensors
Patient Monitoring
Ultrasound Imaging
Bioinstrumentation

BRANDS/DIVISIONS/AFFILIATES:

Agilent Laboratories
Hewlett-Packard Co.
J&W Scientific

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward W. Barnholt, CEO
Edward W. Barnholt, Pres.
Alain Couder, COO
Robert R. Walker, CFO
Larry C. Holmberg, Sr. VP-Sales, Marketing, Cust. Support
Jean M. Halloran, VP-Human Resources
Thomas A. Saponas, Chief Tech. Officer
Marty Chuck, CIO
Dorothy D. Hayes, Controller
Thomas White, VP-Comm. Solutions
G. Craig Nordlund, Corp. Sec.
G. Craig Nordlund, General Counsel
William R. Hahn, Sr. VP-Strategic Programs
Byron Anderson, Sr. VP-Electronic Products and Sol.
Richard D. Kniss, Sr. VP-Chemical Analysis
Stephen H. Rusckowski, Sr. VP-Healthcare Sol.
William P. Sullivan, Sr. VP-Semiconductor Products

Phone: 650-752-5000 **Fax:** 650-752-5633**Toll-Free:****Address:** 395 Page Mill Rd., Palo Alto, CA 94306 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$6,736,000 (9 months)	2001 Profits: \$31,000 (9 months)
2000 Sales: \$10,773,000	2000 Profits: \$757,000
1999 Sales: \$8,331,000	1999 Profits: \$512,000
1998 Sales: \$7,952,000	1998 Profits: \$257,000
1997 Sales: \$7,785,000	1997 Profits: \$543,000

Stock Ticker: A
Employees: 47,000
Fiscal Year Ends: 10/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$920,635	Bonus: \$474,684
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$435,666	Bonus: \$26,015

COMPETITIVE ADVANTAGE:

Operates internationally/One of the world's leaders in testing products.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ALBERTO-CULVER COMPANY**www.alberto.com**

Industry Group Code: 454110A Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Beauty Supplies, Retail Stores
 Branded Consumer Products
 Manufacturer of Spices and Condiments
 Beauty Supplies-Direct Sales

BRANDS/DIVISIONS/AFFILIATES:

Alberto-Culver USA
 Sally Beauty Supply
 Static Guard
 Alberto VO5
 TRESemme
 Mrs. Dash
 St. Ives
 Cederroth

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Howard B. Bernick, CEO
 Howard B. Bernick, Pres.
 William J. Cernugel, Sr. VP-Finance
 John R. Berschied, Jr., VP-Research and Dev.
 Bernice E. Lavin, Sec.
 Gary P. Schmidt, VP/General Counsel
 John R. Berschied Jr., Group VP-Worldwide Research and Dev.
 Bernice E. Lavin, Treas.
 Carol L. Bernick, Pres.-Alberto-Culver North America
 Michael H. Renzulli, Pres.-Sally Beauty Company, Inc.
 Paul H. Stoneham, Pres.-Alberto-Culver Int'l

Phone: 708-450-3000 **Fax:** 708-450-3354**Toll-Free:****Address:** 2525 Armitage Avenue, Melrose Park, IL 60160 US**GROWTH PLANS/SPECIAL FEATURES:**

Alberto-Culver Company operates in two business segments: Consumer Products and Specialty Distribution - Sally. The Consumer Products division focuses on developing, manufacturing, distributing and marketing branded consumer products, and includes the company's Alberto-Culver North America and International business units. The division's products include health and beauty care as well as food and household products. Food and household products consists of an anti-static spray, salt-free seasonings and butter and sugar substitutes. The Specialty Distribution - Sally division contains the Sally Beauty Company, a specialty retailer of beauty supplies. The company's Sally Beauty subsidiary is one of the world's largest beauty supply retailers, selling Alberto-Culver hair care, skin care and personal care products along with styling appliances. There are more than 2,000 stores in over 120 countries, including the U.S., Puerto Rico, the U.K., Canada, Japan and Germany. Through its Cederroth subsidiary, the company is a major marketer of beauty and health care products throughout Scandinavia and Europe. Cederroth's products include many that are not marketed by Alberto-Culver in the U.S. such as liquid soap, bandages, antacids and detergents. New products include expansions in the St. Ives line of shampoos and conditioners, St. Ives spray-on body lotion and new herbal formulas for the Alberto VO5 line of shampoos and conditioners. The company is currently expanding its market base through acquisitions. Recent purchases include Heil Beauty Supply, Davidson Supply Co. and B&H Supply Co., three major professional beauty products distributors, and Pro-line, a manufacturer and marketer of personal care products for the African-American market.

The company seeks to provide employees with a politics-free environment based on open communication both up and down the corporate ladder. It emphasizes checking and surveying its employees to improve worker contribution.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,850,600 (9 months)	2001 Profits: \$78,600 (9 months)
2000 Sales: \$2,247,200	2000 Profits: \$103,200
1999 Sales: \$1,975,900	1999 Profits: \$86,300
1998 Sales: \$1,834,700	1998 Profits: \$83,100
1997 Sales: \$1,775,300	1997 Profits: \$85,400

Stock Ticker: ACV
 Employees: 15,300
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$1,425,000	Bonus:	\$975,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$806,250	Bonus:	\$1,000,000

COMPETITIVE ADVANTAGE:

The nation's leading beauty supplies retailer/Stores in the U.S., Europe and Japan.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ALBERTSON'S INC**www1.albertsons.com/corporate/**

Industry Group Code: 445110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Food and Drug Stores
Warehouse Stores
Fuel Centers

BRANDS/DIVISIONS/AFFILIATES:

Max Food and Drug
Albertson's
Dear Albertson's
Quick Fixin' Ideas
Buttrey Food and Drug Stores Company
Seessel's
Smitty's Super Markets, Inc.
American Stores, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lawrence R. Johnston, CEO
Peter Lynch, Pres.
Peter Lynch, COO
A. Craig Olson, Exec. VP-Fin./CFO
Craig Herkert, Exec. VP-Mktg.
Steven D. Young, Exec. VP-Human Resources
Patrick S. Steele, Exec. VP-Info. Systems & Tech.
Richard J. Navarro, Sr. VP/Controller
Wayne Denningham, Exec. VP-Corp. Merch.
Thomas R. Saldin, Exec. VP/General Counsel
Romeo R. Cefalo, Exec. VP-Oper.
Peggy Jo Jones, Sr. VP-Emp. Dev. & Comm.
Bob Butler, Exec. VP-Oper.
Bruce P. Paolini, Sr. VP-Labor Rel. & Emp. Law
David G. Dean, Sr. VP-Procurement
Robert K. Banks, Sr. VP-Real Estate

Phone: 208-395-6200 **Fax:** 208-395-6631**Toll-Free:****Address:** PO Box 20, Boise, ID 83726 US**GROWTH PLANS/SPECIAL FEATURES:**

Albertson's, Inc. is one of the largest retail food and drug chains in the U.S., with 2,512 stores in 36 northwestern, western, midwestern and southern states. Of these stores, 1,362 are combination food-drug stores, 315 are conventional supermarkets, 807 are stand-alone drug stores and 28 are warehouse stores. Retail operations are supported by 19 company-owned distribution centers. Albertson's has actively pursued an expansion program of adding new stores, enlarging and remodeling existing stores and replacing smaller ones. Albertson's is implementing a number of growth strategies, including cross-merchandising and the ever-popular Everyday Low Price Program. Acquisitions include Buttrey Food and Drug Stores Company, a leading supermarket and pharmacy retailer operating 43 stores in Montana, North Dakota and Wyoming. The acquisition of Seessel's, the second-largest grocery store chain in the Memphis area, provides the company with 10 additional stores, a central bakery and a central kitchen. Smitty's Super Markets, Inc., one of the largest grocery store chains in the Springfield and Joplin, Missouri areas was also acquired. The company also acquired massive American Stores, Inc. in 1999. Albertson's recently opened its first fuel center and plans to continue to add more fuel centers near existing stores. Albertsons is testing home delivery services at 36 stores.

Albertson's focuses on a team environment, referring to the its leadership and employees as Team Albertson's. It offers basic benefits and focuses on innovations in the industry such as Albertsons.com, its online grocery store.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$36,762,000 (12 months)	2001 Profits: \$765,000 (12 months)
2000 Sales: \$37,478,000	2000 Profits: \$404,000
1999 Sales: \$35,872,000	1999 Profits: \$801,000
1998 Sales: \$33,828,000	1998 Profits: \$797,000
1997 Sales: \$32,455,000	1997 Profits: \$781,000

Stock Ticker: ABS
Employees: 235,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,120,385	Bonus: \$672,692
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$438,077	Bonus: \$229,688

COMPETITIVE ADVANTAGE:

Second largest supermarket and drugstore chain in the U.S./Acquisition of American Stores, Inc.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

ALLEGHENY ENERGY INC**www.alleghenyenergy.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 32 Profits: 27

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Distributed Energy Investments
 Telecommunications Investments

BRANDS/DIVISIONS/AFFILIATES:

Allegheny Energy Supply, LLC
 Allegheny Power
 Allegheny Ventures
 AE Solutions
 Allegheny Communications Connect
 Allegheny Energy Solutions
 Fellon-McCord & Associates, Inc

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan J. Noia, CEO
 Alan J. Noia, Pres.
 Michael P. Morrell, COO
 Bruce E. Walenczyk, CFO
 Thomas J. Kloc, Controller
 Thomas K. Henderson, General Counsel
 Richard J. Gagliardi, VP-Admin.
 Cynthia A. Shopp, VP-Corp. Comm.
 Regis F. Binder, Treas.
 Victoria V. Schaff, VP-External Affairs

Phone: 301-790-3400 **Fax:** 301-790-6085**Toll-Free:** 800-255-3443**Address:** 10435 Downsview Pike, Hagerstown, MD 21740-1766
US**GROWTH PLANS/SPECIAL FEATURES:**

Allegheny Energy, Inc. operates and markets competitive wholesale and retail electric generation in markets throughout the United States. The company is expanding its generating, marketing and trading and risk-management operations to increase its presence as a national energy merchant. The firm is the parent company of four primary subsidiaries: Allegheny Energy Supply, Allegheny Power, Allegheny Ventures and Allegheny Energy Service Corporation. Allegheny Energy Supply generates electricity and actively markets wholesale energy commodities. Allegheny Power delivers low-cost, reliable electricity and natural gas to about three million people in parts of Maryland, Ohio, Pennsylvania, Virginia, and West Virginia. Allegheny Power is increasing shareholder value by adding new electric and natural gas customers and by expanding its portfolio of regulated products and services. Allegheny Ventures, Inc. actively invests in and develops telecommunications and energy-related projects. The subsidiary is taking advantage of emerging growth opportunities by forming key partnerships to increase earnings through telecommunications products and services, a comprehensive distributed generation portfolio and other unregulated businesses. Allegheny Ventures' Subsidiary, Allegheny Energy Solutions, specializes in designing and providing on-site power alternatives; from remote agricultural areas, communication and data centers, to health care facilities, manufacturers, universities and wastewater authorities. The company controls 11,951 megawatts (MW) of low-cost generation that is 65.9% coal-fired, 24.3% natural gas-fired, 8% pumped-storage hydroelectric, 1.3% oil-fired and 0.5% hydroelectric. Recently announced generation acquisitions and projects will add 2,560 MW and will diversify its generating fuel mix to 54.2% coal, 37.7% natural gas, 6.6% pumped-storage hydro, 1% oil, and 0.4% hydroelectric.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,270,700 (6 months)	2001 Profits: \$190,700 (6 months)
2000 Sales: \$4,012,000	2000 Profits: \$237,000
1999 Sales: \$2,808,000	1999 Profits: \$258,000
1998 Sales: \$2,576,000	1998 Profits: \$-12,400
1997 Sales: \$2,369,000	1997 Profits: \$281,000

Stock Ticker: AYE

Employees: 5,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$600,000	Bonus: \$600,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$300,000	Bonus: \$215,900

COMPETITIVE ADVANTAGE:

Wide diversification ranging from unregulated generating to trading, telecommunications and regulated electricity and natural gas delivery.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y		Y	

ALLERGAN INC**www.allergan.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 12 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Eye Care
Niche Pharmaceuticals
Skin Care Products
Medical Devices

BRANDS/DIVISIONS/AFFILIATES:

CrownPharma, Ltd.
Pacific Pharma, Inc.
Herbert Laboratories
AMO Holdings, Inc.
BOTOX
Alphagan
Betagan
Alocril

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David E.I. Pyott, CEO
David E.I. Pyott, Pres.
Eric Brandt, CFO
Lester J. Kaplan, VP-Research
James M. Hindman, Controllor
Francis R. Tunney, Jr., Sec./VP-Admin.
Francis R. Tunney, Jr., General Counsel
Jacqueline J. Schiavo, VP-Oper.
George M. Lasezkay, VP-Corp. Dev.
Jeffrey L. Edwards, VP-Investor Rel.
David A. Fellows, VP/Pres., Asia/Pacific Region
Nelson R. A. Marques, VP/Pres, Latin America Region

Phone: 714-246-4500 **Fax:** 714-246-6987**Toll-Free:** 800-347-4500**Address:** 2525 Dupont Dr., Irvine, CA 92612-9534 US**GROWTH PLANS/SPECIAL FEATURES:**

Allergan is a global health care company, providing eye care and specialty pharmaceutical products. The company focuses on products for the treatment of a wide range of disease areas, including glaucoma and retinal disease, cataracts, dry eye, psoriasis, acne photodamage, movement disorders, metabolic disease and various cancers. The cornerstone of the company's product line is its Alphagan ophthalmic solution, which is used for the treatment of open-angle glaucoma and ocular hypertension. Other products introduced by Allergan include Array multifocal lens for cataract patients, BOTOX for neuromuscular disorder sufferers, Refresh Tears for dry eyes and M.D. Forte for ultraviolet sunscreen protection. The company's expansion has been predicated on the release of new products and the expansion of its existing product line. For instance, popular BOTOX recently received FDA and Japanese government approval for the treatment of cervical dystonia, a disabling neurological movement disorder in the neck area. Allergan recently partnered with Inspire Pharmaceuticals, Inc. to develop two new therapeutic treatments for dry eye. Allergan will maintain exclusive rights to develop and market the products worldwide while Inspire will receive up to \$39 million in up-front and milestone payments, as well as payments based on net sales.

Allergan employs people in fields such as research and development, sales and marketing, management and professional and administrative support in its worldwide markets. It offers a comprehensive benefits package.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$854,800 (6 months)	2001 Profits: \$74,000 (6 months)
2000 Sales: \$1,562,600	2000 Profits: \$215,100
1999 Sales: \$1,406,200	1999 Profits: \$188,200
1998 Sales: \$1,261,700	1998 Profits: \$-90,200
1997 Sales: \$1,138,000	1997 Profits: \$128,300

Stock Ticker: AGN
Employees: 6,181
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$806,923	Bonus: \$733,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$360,923	Bonus: \$260,300

COMPETITIVE ADVANTAGE:

A leader in foldable silicone IOL technology/Technology-based growth strategy.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ALLIANT ENERGY CORP**www.alliant-energy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 38 Profits: 21

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Energy-Service Provider
 Steam
 Water Utility

BRANDS/DIVISIONS/AFFILIATES:

Alliant Energy Resources
 Alliant Energy Corporate Services
 IES Utilities, Inc.
 Interstate Power Co.
 Wisconsin Power and Light Co.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Erroll B. Davis Jr., CEO
 Erroll B. Davis Jr., Pres.
 Thomas M. Walker, CFO
 Barbara J. Swan, General Counsel
 James E. Hoffman, Exec. VP-Bus. Dev.
 Pamela J. Wegner, VP-Corp. Services
 Eliot G. Protsch, Exec. VP-Energy Delivery
 William D. Harvey, Exec. VP-Generation

Phone: 608-252-3311 Fax: 608-252-3397

Toll-Free: 800-521-1725

Address: 222 W. Washington Ave., Madison, WI 53703 US

GROWTH PLANS/SPECIAL FEATURES:

Alliant Energy Corporation is a growing energy-service provider that operates both domestically and internationally. The company was created in 1998 by a three-way merger of WPL Holdings, IED Industries, and Interstate Power Company. Alliant Energy provides electric, natural gas, water and steam services to more than two million customers worldwide. The home of the company's non-regulated businesses, Alliant Energy Resources, Inc., has operations and investments throughout the United States and in other parts of the world. Alliant Energy Corp. has three subsidiaries: IES Utilities, Inc., Interstate Power Co. and Wisconsin Power and Light Co. They all together service more than 1.2 million customers and cover 54,000 miles with 9,700 miles of electric transmission lines and 8,000 miles of natural gas main. One of the divisions, Alliant Energy Resources, markets competitively priced energy and other products and services to industrial, commercial and residential customers around the world. Some of their capabilities are energy planning and procurement, energy trading, rail and barge transportation, affordable housing, environmental consulting, mass marketing and international operations. Another division, Alliant Energy Corporate Services, supports the rest of the company with customary administrative functions, including information technology, human resources, communications, environmental, safety and more.

Alliant offers comprehensive benefits to its employees, as well as continuing education reimbursement, in-house training courses, mentoring and a business casual environment. The company has an African American CEO.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,464,500 (6 months) 2001 Profits: \$56,700 (6 months)
 2000 Sales: \$2,405,000 2000 Profits: \$399,000
 1999 Sales: \$2,198,000 1999 Profits: \$197,000
 1998 Sales: \$2,131,000 1998 Profits: \$97,000
 1997 Sales: \$2,300,600 1997 Profits: \$145,000

Stock Ticker: LNT
 Employees: 7,882
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$637,692 Bonus: \$895,200
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$264,615 Bonus: \$233,147

COMPETITIVE ADVANTAGE:

Highly diversified utility.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			Y

ALLSTATE CORPORATION (THE)**www.allstate.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Auto Insurance
 Home Insurance
 Life Insurance
 Business Insurance
 Car Repairs
 Banking Services
 Financial Services

BRANDS/DIVISIONS/AFFILIATES:

Allstate Insurance Company
 Allstate Life Insurance Company
 Northbrook Life Insurance Company
 Glenbrook Life Insurance Company
 Sterling Collision Centers
 Allstate Bank

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward M. Liddy, CEO
 Edward M. Liddy, Pres.
 John L. Carl, VP/CFO
 Robert S. Aapatoff, Sr. VP/Chief Mktg. Officer
 Joan M. Crockett, Sr. VP-Human Resources
 Frank W. Pollard, Sr. VP/CIO
 Samuel H. Pilch, Controller
 Robert W. Pike, VP/Corp. Sec.
 Michael J. McCabe, VP/General Counsel
 Ronald D. McNeil, Sr. VP-Property Oper.
 Casey J. Sylla, Sr. VP/Chief Investment Officer
 Edward J. Dixon, Sr. VP-Field Oper.

Phone: 847-402-5000 **Fax:** 847-836-3998**Toll-Free:****Address:** Allstate Plaza, 2775 Sanders Rd., Northbrook, IL 60062-6127 US**GROWTH PLANS/SPECIAL FEATURES:**

The Allstate Corporation is a holding company for Allstate Insurance Company. Established in 1931 by Sears Roebuck and Co., Allstate is the second-largest U.S. personal lines insurer. The company's principal businesses include property-liability insurance, life insurance and annuities. Allstate's primary business is the sale of private passenger auto and homeowners insurance, which accounts for 65% of the company's sales. Allstate also sells other property/casualty and life insurance products in Asia, Europe and the Americas. The subsidiaries of the company's life insurance division, Allstate Life, Northbrook Life and Glenbrook Life, provide life insurance and investment products. The company's personal property and casualty business is a broad-based network of approximately 15,500 exclusive agents (employee and non-employee) in the U.S. and Canada and over 3,000 independent agents who offer Allstate products primarily in rural areas not served by Allstate agents. Allstate also uses independent and specialized brokers to expand its market reach, including approximately 13,000 independent agents appointed to market non-standard auto business. Allstate also offers financial services from funding children's educations to planning a retirement. In the fall of 2001, the company started offering banking services with Allstate Bank. Recently, Allstate expanded its businesses by entering into the car repair business with the purchase of Sterling Collision Centers. In recent news, Allstate sold off its direct auto insurance businesses in Germany and Italy to Direct Line.

Allstate offers a comprehensive benefits package, along with childcare discounts, adoption reimbursement, tuition reimbursement, scholarships and various community involvement programs and opportunities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$14,334,000 (6 months)	2001 Profits: \$687,000 (6 months)
2000 Sales: \$29,134,000	2000 Profits: \$2,252,000
1999 Sales: \$26,959,000	1999 Profits: \$2,759,000
1998 Sales: \$25,879,000	1998 Profits: \$3,333,000
1997 Sales: \$24,949,000	1997 Profits: \$3,144,000

Stock Ticker: ALL
 Employees: 52,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$954,167	Bonus: \$594,083
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$492,900	Bonus: \$414,393

COMPETITIVE ADVANTAGE:

Nation's largest publicly-held personal lines insurance company/Name recognition.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ALLTEL CORP**www.alltel.com****Industry Group Code:** 513300A **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Local Telephone Service
 Financial Software
 Wireless Communication
 Information Services
 Long Distance Telephone Services

BRANDS/DIVISIONS/AFFILIATES:

ALLTEL Communications, Inc.
 ALLTEL Corporation/Residential Lending Solutions
 ALLTEL Information Services
 Century-Tel

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joe T. Ford, CEO
 Scott T. Ford, Pres.
 Scott T. Ford, COO
 Jeffrey R. Gardner, Sr. VP/CFO
 Frank A. O'Mara, VP-Human Resources
 John S. Haley, Sr. VP/Chief Tech. Officer
 Jeffrey H. Fox, Group Pres.-Info. Services
 David A. Gatewood, Controller
 Francis X. Frantz, Sec.
 Francis X. Frantz, General Counsel
 Keith A. Kostuch, VP-Strategic Planning
 Kevin L. Beebe, Group Pres.-Comm.
 Scott H. Settlemeyer, Treas.
 Francis X. Frantz, Sr. VP-External Affairs
 Michael T. Flynn, Group Pres.-Comm.

Phone: 501-905-8000 **Fax:** 501-905-5444**Toll-Free:****Address:** 1 Allied Dr., Little Rock, AR 72202 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,773,100 (6 months)	2001 Profits: \$614,200 (6 months)
2000 Sales: \$7,067,000	2000 Profits: \$1,928,700
1999 Sales: \$6,302,271	1999 Profits: \$783,634
1998 Sales: \$5,626,795	1998 Profits: \$603,127
1997 Sales: \$4,906,958	1997 Profits: \$652,481

Stock Ticker: AT
 Employees: 27,257
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$825,000	Bonus: \$1,237,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$700,000	Bonus: \$945,000

COMPETITIVE ADVANTAGE:

Broad range of services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ALTERRA HEALTHCARE CORP**www.assisted.com**

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Long-Term Health Care
Assisted Living Services**GROWTH PLANS/SPECIAL FEATURES:**

Alterra Healthcare Corporation provides facility-based assisted care for the elderly and patients suffering from Alzheimer's disease who do not require nursing home care. The company operates about 450 facilities in 25 states. Alterra operates under several brand names including Clare Bridge and Clare Bridge Cottage, dementia care models; Wynwood, upper income frail elderly model; Sterling House, moderate-income elderly model, and Alterra Villas, the company's independent living model. Some services that the company offers include personal care, health care and support services for its residents. Its facilities are designed for people suffering from a variety of diseases. Alterra's frail elderly care services include assistance with activities of daily living, ongoing health assessments, organized social activities, meals, housekeeping and personal laundry services. The company's dementia services provide attention, personal care and services to help cognitively impaired residents maintain a higher quality of life. Residents of Alterra are provided access to home-healthcare, rehabilitation therapy and hospice care. Pharmacy services are provided to residents through the company's joint venture, Crystal Health LLC.

Alterra provides an orientation process to help its employees understand the company, mission and role. It also has a training program for employees to get hands on training. The company offers a comprehensive benefits package including medical, dental, vision and life insurance. It also offers flexible paid time off, a 401(k), a disability plan, a legal assistance plan, flexible working hours and educational assistance.

BRANDS/DIVISIONS/AFFILIATES:Clare Bridge
Clare Bridge Cottage
Wynwood
Alterra Villas
Sterling House
Crystal Health LLC**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*William F. Lasky, CEO/Pres.
Steven L. Vick, COO
Mark W. Ohlendorf, Sr. VP/CFO
Paul Pebley, Sr. VP-Corp. Mktg. Services
Janice Teuscher, Dir.-Human Resources
John D. Peterson, Sr. VP/Controller
Thomas E. Komula, Sr. VP/Sec.
Thomas E. Komula, Chief Admin. Officer
Mark W. Ohlendorf, Treas.
G. Faye Godwin, Exec. VP
Pamela Edwards Klein, Sr. VP
Anthony R. Geonnotti, Sr. VP**Phone:** 414-918-5000 **Fax:** 414-918-5050**Toll-Free:** 888-780-1200**Address:** 10000 Innovation Dr., Milwaukee, WI 53221 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$255,200 (6 months)	2001 Profits: \$-229,800 (6 months)
2000 Sales: \$466,495	2000 Profits: \$-117,806
1999 Sales: \$376,181	1999 Profits: \$-27,806
1998 Sales: \$244,423	1998 Profits: \$20,552
1997 Sales: \$130,744	1997 Profits: \$-8,263

Stock Ticker: ALI
Employees: 14,400
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Large base of facilities/Growing demand for assisted living services.

OTHER THOUGHTS:Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

ALTICOR INC**www.alticor.com****Industry Group Code:** 454110A **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Assorted Merchandise, Direct Selling
 Home Care Products
 Home Tech Products
 Vitamins/Nutrition
 Cosmetics
 Personal Care Products
 Commercial Products

BRANDS/DIVISIONS/AFFILIATES:

Amway Corporation
 Pyxis Innovations, Inc.
 NUTRILITE
 ARTISTRY
 PERSONAL SHOPPERS
 Quixtar.com
 Amway Japan, Ltd.
 Amway Asia Pacific, Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard M. DeVos Jr., CEO
 Richard M. DeVos Jr., Pres.
 Doug DeVos, COO
 Lynn Lyall, VP/CFO
 Al Koop, COO/Access Business Group
 Dave Van Andel, COO-Pyxis Innovations Inc.

Phone: 616-787-6000 **Fax:** 616-787-6177**Toll-Free:****Address:** 7575 Fulton St. East, Ada, MI 49355-0001 US**GROWTH PLANS/SPECIAL FEATURES:**

Established in 2000, Alticor, Inc. is the parent company of Amway Corporation (the direct selling giant), Quixtar (e-commerce), Pyxis Innovations (product and sales innovations) and Access Business Group (B2B manufacturing and logistics services). Amway founders Richard DeVos and Jay Van Andel created Alticor to allow for expansion into areas outside the company's traditional direct-sales business. Alticor enables Amway to continue as the world's largest direct sales company while the other operating segments maintain separate identities. Amway and its 50 affiliates sell more than 450 Amway brand personal care, nutrition, home and commercial products (including ARTISTRY cosmetics and NUTRILITE vitamins), plus products of other companies such as long distance provider MCI WorldCom in more than 80 countries and territories. Amway employs highly successful techniques to motivate its independent distributors to sell products and find new recruits. The company employs more than 14,000 people and has more than three million independent distributors worldwide, including 750,000 in the U.S. Amway's 334-page Personal Shoppers catalog offers more than 10,000 brand name items. Both of the company's publicly held subsidiaries, Amway Japan Limited and Amway Asia Pacific Ltd., are continuing their growth in the Asian marketplace. Roughly 70% of Amway's sales come from outside of North America. As to the remaining Alticor business segments, Quixtar.com retails in a number of product categories including skin care and cosmetics, nutrition and wellness products, laundry care products and therapeutic magnets. Pyxis Innovations is the corporate development arm of Alticor responsible for company growth through the creation of new products, services and business opportunities. Access Business Group serves the business-to-business market with a broad portfolio of products and services such as product development and formulation, manufacturing, private labeling, logistics services, packaging design, freight and warehousing.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months) 2001 Profits: \$ (months)
 2000 Sales: \$ 2000 Profits: \$
 1999 Sales: \$5,100,000 1999 Profits: \$
 1998 Sales: \$ 1998 Profits: \$
 1997 Sales: \$ 1997 Profits: \$

Stock Ticker: Private

Employees: 10,000

Fiscal Year Ends: 8/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$ Bonus: \$
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

COMPETITIVE ADVANTAGE:

Brand name strength of Amway/Massive, worldwide sales force/World's largest direct selling firm.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMDOCS LTD**www.amdocs.com**

Industry Group Code: 511200 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 8 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Computer Software-Customer & Business Operations Management
 Customer Care Solutions
 Billing Solutions
 Order Management Solutions

BRANDS/DIVISIONS/AFFILIATES:

Solect Technology Group
 Syndesis
 Andersen Consulting

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bruce K. Anderson, CEO
 Robert A. Minicucci, CFO
 Paul Joseph, Dir.-Human Resources
 Thomas G. O'Brien, Treas.
 Avinoam Naor, CEO/Pres., Amdocs Management, Ltd.
 Melinos Pissourios, General Mgr., Amdocs Development, Ltd.
 James W. Andrews, General Mgr., Amdocs, Ltd. (UK)
 Mario Segal, COO, Amdocs Management, Ltd.

Phone: 314-212-7000 **Fax:** 314-212-7500

Toll-Free:

Address: 1390 Timberlake Manor Pkwy., Chesterfield, MO 63017
 US

GROWTH PLANS/SPECIAL FEATURES:

Amdocs, Ltd. is a leading provider of customer care, billing and order management solutions for communications and Internet service providers. Recently, the company reached a seven-year outsourcing agreement with Nextel Communications. Under the terms of the agreement, Amdocs will provide Nextel's domestic operations with a comprehensive billing and customer care information outsourcing solution, including software and support services for end-to-end customer care and billing systems, data center and billing operations. The firm is also providing Nextel with implementation and conversion services. In addition, the company and Syndesis, an industry leader in automated provisioning, have announced that they will provide an integrated flow-through ordering and provisioning solution for IP and broadband data networks. Through the integration of their products, the companies will expedite the ordering and provisioning of advanced data services provided by carriers and will provide carrier-grade, fully automated management of ordering and provisioning through service creation and activation. Moreover, Andersen Consulting and Amdocs recently announced a global alliance to bring communications and Internet service providers the integrated billing and customer care solutions they need to meet their own customers' growing service demands in an increasingly sophisticated network environment. As part of the alliance, the companies will cooperate closely on marketing and sales, creating opportunities for expanded growth, new customer relationships and joint industry initiatives.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,118,500 (9 months)	2001 Profits: \$46,500 (9 months)
2000 Sales: \$1,118,300	2000 Profits: \$6,000
1999 Sales: \$626,900	1999 Profits: \$98,500
1998 Sales: \$403,800	1998 Profits: \$30,400
1997 Sales: \$290,100	1997 Profits: \$5,900

Stock Ticker: DOX

Employees: 8,400
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Leading provider of customer service solutions for the Internet.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERADA HESS CORPORATION**www.hess.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Natural Gas
 Refining
 Retail Gasoline Stations
 Marketing of Electricity and Gas

BRANDS/DIVISIONS/AFFILIATES:

A.H. Shipping Guaranty Corporation
 Statoil Energy Services
 Meadville Corporation, The
 United Kingdom Amerada Hess Norge
 Triton Energy
 Liberia Hess Energy Trading Company, LLC
 Bermuda Tioga Gas Plant, Inc.
 Tug New York Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John B. Hess, CEO
 W. Sam H. Laidlaw, Pres.
 W. Sam H. Laidlaw, COO
 John Y. Schreyer, Exec. VP/COO
 Neal Gelfand, Sr. VP-Human Resources
 Carl A. Tursi, Sec.
 J. Barclay Collins II, Exec. VP/General Counsel
 Carl T. Tursi, VP-Investor Rel.
 Gerald A. Jamin, Sr. VP/Treas.

Phone: 212-997-8500 **Fax:** 212-536-8390**Toll-Free:****Address:** 1185 Avenue of the Americas, New York, NY 10036 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,794,000 (6 months)	2001 Profits: \$694,000 (6 months)
2000 Sales: \$11,993,000	2000 Profits: \$1,023,000
1999 Sales: \$7,039,000	1999 Profits: \$437,600
1998 Sales: \$6,590,000	1998 Profits: \$7,500
1997 Sales: \$8,272,200	1997 Profits: \$660,100

Stock Ticker: AHC
 Employees: 9,891
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,865,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$900,000	Bonus: \$1,505,000

COMPETITIVE ADVANTAGE:

Major overseas reserves/Acquisition of Triton Energy.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	Y

AMEREN CORP**www.ameren.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 33 Profits: 16

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Investment Services
Energy Marketing
Risk Management
Financial Services

BRANDS/DIVISIONS/AFFILIATES:

AmerenUE
AmerenCIPS
Union Electric Company
Ameren Energy Communications, Inc.
CIPSCO Investment Company
Electric Energy, Inc.
Ameren Energy, Inc.
CIPSCO, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles W. Mueller, CEO
Charles W. Mueller, Pres.
Donald E. Brandt, Sr. VP-Finance
Warner L. Baxter, VP/Controller
Donald W. Capone, VP-Eng. & Construction
Steven R. Sullivan, VP/Sec.
Steven R. Sullivan, VP/General Counsel
Gilbert W. Moorman, VP-Regional Oper.
M. Patricia Barrett, VP-Corp. Comm.
Jerre E. Birdsong, Treas.

Phone: 314-621-3222 **Fax:** 314-554-3801**Toll-Free:** 800-255-2237**Address:** 1901 Chouteau Ave., St. Louis, MO 63103 US**GROWTH PLANS/SPECIAL FEATURES:**

Ameren Corporation provides energy services to 1.8 million electric customers and 300,000 natural gas customers in a 44,500-square mile area of Missouri and Illinois. The company was created by a merge of Union Electric Company and CIPSCO, Inc. Ameren Energy, Inc. is the company's energy marketing subsidiary. It pursues non-utility business opportunities, focuses on power marketing transactions, serves as a power marketing agent for the operating companies and provides a range of energy risk management services to targeted customers. AmerenUE ranks as Missouri's largest electric utility and is the third largest distributor of natural gas in the state. AmerenCIPS provides energy services to customers throughout a 20,000 square mile region of central and southern Illinois. CIPSCO Investment Company directs non-regulated investments, including leases, securities and energy projects. Other services that Ameren provides are metering system installation and consulting services, and energy and utility construction; as well as financing and management services. In the future, Ameren expects to expand its marketing and trading actions and increase its generation capacity.

The company is dedicated to improving the communities in which it operates. Each year, employees contribute hundreds of thousands of dollars to various organizations, including the United Way and colleges and universities. Ameren's focus is on education, services for youth, services for the elderly and the environment. The company helps full-time students in AmerenUE and AmerenCIPS services territories go to college. Ameren committed to \$1 million in scholarships over the years 1998 through 2001.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,081,500 (6 months)	2001 Profits: \$153,100 (6 months)
2000 Sales: \$3,856,000	2000 Profits: \$457,000
1999 Sales: \$3,523,600	1999 Profits: \$385,100
1998 Sales: \$3,318,200	1998 Profits: \$386,500
1997 Sales: \$3,326,500	1997 Profits: \$387,000

Stock Ticker: AEE
Employees: 7,342
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$660,000	Bonus: \$235,200
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$400,000	Bonus: \$115,200

COMPETITIVE ADVANTAGE:

Radio-based meter reading.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

AMERICA SERVICE GROUP INC**www.asgr.com**

Industry Group Code: 621511 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Diversified Health Care Services-Prisons
 Specialty Pharmacy-Prisons
 Clinics-Prisons
 Dental Care-Prisons
 OBGYN-Prisons
 Military Health Care

BRANDS/DIVISIONS/AFFILIATES:

Prison Health Services, Inc.
 UniSource, Inc.
 EMSA Military
 FFT Executive Partners
 Stadlanders Corrections
 Bergen Brunswick Corp.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael Catalano, CEO
 Michael Catalano, Pres.
 Bruce A. Teal, CFO
 Lawrence H. Pomeroy, VP-Mktg.
 Donald R. Rice, CIO-Prison Health Services
 Lester L. Lewis, Medical Dir.
 Jean L. Byassee, Corp. Sec.
 Jean L. Byassee, General Counsel
 T. Scott Hoffman, Chief Admin. Officer
 Gerald F. Boyle, COO

Phone: 615-373-3100 **Fax:** 615-376-1309**Toll-Free:** 800-729-0069**Address:** 105 Westpark Dr., Ste. 300, Brentwood, TN 37027 US**GROWTH PLANS/SPECIAL FEATURES:**

America Service Group, Inc. is a leading national provider of correctional healthcare services in the U.S. The company contracts with state, county and local government agencies to provide a wide range of on-site healthcare programs as well as off-site hospitalization and specialty outpatient care. The firm's clinics emphasize inmate treatment during the initial stages of incarceration in order to identify illness. Medical services provided on-site include physical and mental health screening upon intake. After initial screening, services provided may include regular physical and dental screening and care, psychiatric care, OB-GYN screening and care and diagnostic testing. Sick call is held on a regular basis and infirmary bed care is provided in some facilities. Medical services provided off-site include specialty outpatient diagnostic testing and care, emergency room care, surgery and hospitalization. In addition, ASG provides administrative support services both on-site and at ASG's headquarters and regional offices. Administrative programs include on-site medical records and management and employee education and licensing. Central and regional offices provide quality assurance, medical audits, credentialing, continuing education and clinical program development activities. Aside from correctional facility-based health care, America Service provides emergency medicine and primary healthcare services to active and retired military personnel through its EMSA Military division. In 2000, the firm purchased two contracts from Correctional Physician Services, Inc., covering approximately 21,000 inmates. America Service also purchased Stadlanders Corrections Division, the nation's largest correctional facility pharmacy, from the Bergen Brunswick Corporation.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$278,700 (6 months)	2001 Profits: \$-16,100 (6 months)
2000 Sales: \$381,946	2000 Profits: \$7,807
1999 Sales: \$272,926	1999 Profits: \$4,640
1998 Sales: \$113,287	1998 Profits: \$5,724
1997 Sales: \$129,211	1997 Profits: \$1,685

Stock Ticker: ASGR

Employees: 6,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$270,192	Bonus: \$163,495
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$233,538	Bonus: \$137,523

COMPETITIVE ADVANTAGE:

Works with a very targeted market that includes state prisons and county and local jails.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

AMERICAN EAGLE OUTFITTERS INC**www.ae.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Casual Apparel-Young Adult's, Retail
Online Sales**BRANDS/DIVISIONS/AFFILIATES:**Retail Commerce Company
Retail Royalty Company
Prophecy Company
Prophecy Ltd. Partner Company
Prophecy Limited Partnership
Thrifty's/Bluenotes
Braemar
AE Magazine**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.Jay L. Schottenstein, CEO
Roger S. Markfield, Pres.
Jim O'Donnell, COO
Laura A. Weil, CFO/Exec. VP
Michael J. Leedy, VP-Mktg.
Michael E. Bergdahl, VP-Human Resources
Dale E. Clifton, Controller/Chief Acct. Officer
Roger S. Markfield, Chief Merch. Officer
Joseph E. Kerin, Exec. VP-Store Oper.
William P. Tait, Treas.**Phone:** 724-776-4857 **Fax:** 724-779-5585**Toll-Free:** 888-232-4535**Address:** 150 Thorn Hill Dr., Warrendale, PA 15086 US**GROWTH PLANS/SPECIAL FEATURES:**

American Eagle Outfitters, Inc. is a leading specialty retailer of women's and men's quality casual lifestyle apparel, footwear, outerwear and accessories. The company sources, designs, and markets a versatile line of clothing classics like jeans, khakis and T-shirts under its American Eagle Outfitters and AE brand names for exclusive sale in American Eagle Outfitters stores. It currently operates 557 mall-based stores in 47 states principally in the Midwest, Northeast, and Southeast. The merchandise conveys a clean, fresh, collegiate appeal and is designed with 20-year old men and women in mind to appeal to customers ranging from 16-34 years old. American Eagle also markets its products through its web site and its mail order catalog, AE Magazine. The Internet site features merchandise at regular prices in full color with easy-to-use shopping features. It also features a clearance center, books, videos, music and the ability to apply for an American Eagle credit card. The company recently partnered with other web companies such as barnesandnoble.com, ESPN, reel.com and CDNow. The partnerships entail linking their web sites together in order to increase customer traffic and provide complimentary services for Internet customers. American Eagle is planning further expansion of its stores, particularly in the West. Although primarily mall-based, the company recently opened two flagship stores in San Francisco and Washington, D.C. The flagship stores offer a broader merchandise selection and are over 8,000 square feet in size, almost twice the size of its mall-based stores. The company recently expanded in Canada by purchasing Thriftys/Bluenotes and Braemar retail stores from Dylex Limited. With this acquisition, American Eagle Outfitters will operate 116 Thriftys/Bluenotes stores and will convert approximately 47 Braemar locations to American Eagle Outfitters stores. Forbes Magazine recently ranked the company 34th in its 100 Fastest-Growing Companies category.

American Eagle employees are eligible for a very competitive benefits package for the retail industry. For its store positions, the key phrase is action-oriented.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,093,477 (12 months)	2001 Profits: \$93,758 (12 months)
2000 Sales: \$832,104	2000 Profits: \$90,660
1999 Sales: \$587,600	1999 Profits: \$54,118
1998 Sales: \$405,713	1998 Profits: \$19,537
1997 Sales: \$326,400	1997 Profits: \$5,900

Stock Ticker: AEOS
Employees: 9,799
Fiscal Year Ends: 1/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$612,456	Bonus: \$753,125
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$600,000	Bonus: \$753,125

COMPETITIVE ADVANTAGE: Rapid growth through internal development and acquisition/Excellent merchandising and management.**OTHER THOUGHTS:**Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

AMERICAN ELECTRIC POWER COMPANY INC**www.aep.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits: 24

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Natural Gas Pipelines
 Hydroelectric Power

GROWTH PLANS/SPECIAL FEATURES:

American Electric Power is one of the nation's largest investor-owned utilities, providing energy to 4.9 million customers in Arkansas, Indiana, Kentucky, Louisiana, Oklahoma, Texas, Michigan, Ohio, Tennessee, Virginia and West Virginia. AEP has become one of the top energy marketers in the U.S. It also operates a 2,000-mile natural gas pipeline and related facilities in Louisiana. The company has holdings in the U.S., the U.K., China and Australia. One of its many subsidiaries, CitiPower, distributes electricity in Melbourne, Australia. Pacific Hydro develops hydro and fossil plants in the Pacific region. Yorkshire Electricity Group is a distribution company in Great Britain, which is part of a joint venture with Xcel Energy. Nanyang General Electric Light Co., Ltd. operates a 250-megawatt power plant in China. AEP's United States transmission and distribution system is one of the largest in the world, with 22,000 circuit miles of transmission lines and 119,000 miles of overhead and underground distribution lines. Its 37 coal and hydro plants and one nuclear plant have a total capacity of 23.8 million kilowatts. The company was founded in 1906 and has corporate offices in Columbus, Ohio. AEP is looking to expand its wholesale marketing activities and plans to separate nonregulated operations from its regulated operations. In recent news, the company expanded its barge operations with the acquisition of MEMCO Barge Line, Inc.

AEP offers employment in engineering, nuclear generation, power transmission and distribution, chemistry, marketing, environmental sciences, mining, communications, business administration, safety and law.

BRANDS/DIVISIONS/AFFILIATES:

Central & Southwest
 AEP
 Columbus Southern Power Company
 Indiana Michigan Power Company
 CitiPower
 Pacific Hydro
 Yorkshire Electricity Group
 Nanyang General Electric Light Co.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

E. Linn Draper Jr., CEO
 E. Linn Draper Jr., Pres.
 Henry W. Fayne, CFO
 Mark Welsh, VP-Human Resources
 Diane Fitzgerald, VP-Environmental Affairs
 Michael F. Moore, Sr. VP-Info. Services/CIO
 Joseph M. Buonaiuto, Sr. VP/Controller
 Susan Tomasky, Sec.
 Timothy G. Harshbarger, VP-Human Resource Strategy & Dev.
 Thomas L. Hughes, VP-Investor Rel.
 Armando A. Pena, Treas.
 Stuart Solomon, VP-Public Policy
 Scott N. Smith, VP/Chief Risk Officer

Phone: 614-223-1000 **Fax:** 614-223-1823**Toll-Free:****Address:** 1 Riverside Plaza, Columbus, OH 43215-2373 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$28,693,000 (6 months)	2001 Profits: \$498,000 (6 months)
2000 Sales: \$13,694,000	2000 Profits: \$267,000
1999 Sales: \$12,407,000	1999 Profits: \$972,000
1998 Sales: \$11,840,000	1998 Profits: \$975,000
1997 Sales: \$5,928,000	1997 Profits: \$620,000

Stock Ticker: AEP
 Employees: 26,376
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$850,000	Bonus:	\$485,775
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$500,000	Bonus:	\$6,500,000

COMPETITIVE ADVANTAGE:

Merger with Central and Southwest Corp/One of the nation's largest electricity distributing systems.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	Y

AMERICAN EXPRESS CO**www.americanexpress.com**

Industry Group Code: 522210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Credit Card Issuing, Financial Services
 Stock Brokerage
 Publishing
 Financial Advisory Services
 International Banking Services
 Travel Related Services
 Direct Marketing/Mail Order and Online
 Online Banking

BRANDS/DIVISIONS/AFFILIATES:

AmEx Brokerage
 Membership B@nking
 American Express Bank
 TRS International
 Food & Wine Magazine
 Blue Credit Card (The)
 Travel & Leisure Magazine
 Departures Magazine

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kenneth I. Chenault, CEO
 Kenneth I. Chenault, Pres.
 Gary Crittenden, CFO
 John D. Hayes, Exec. VP-Global Advertising
 Ursula F. Fairbairn, Exec. VP-Human Resources
 Glen Salow, Exec. VP/CIO
 Louise M. Parent, Exec. VP/General Counsel
 Thomas Schick, Exec. VP-Corp. Affairs & Comm.
 D.R. Hubers, Pres./CEO, American Express Financial Corp.
 Anne M. Busquet, Pres.-American Express Relationship Services
 James M. Cracchiolo, Pres.-Global Financial Services Group
 Edward P. Gilligan, Pres.-Global Corp. Services Group

Phone: 212-640-2000 **Fax:** 212-619-9802**Toll-Free:** 800-535-4438**Address:** World Financial Center, Ste. 200, New York, NY 10285 US**GROWTH PLANS/SPECIAL FEATURES:**

American Express Company is a global travel and financial services company that provides customers with a variety of products, including credit cards, travelers checks, financial planning, brokerage services, mutual funds, insurance and other investment products. American Express also publishes Food & Wine and Travel & Leisure magazines. Through its magazine and credit card customer base, it is also one of the world's largest direct marketers. The company's American Express Relationship Services segment sells products and services that address some of the information, access, household, leisure, security, financial and telecommunications needs of American Express customers, offering merchandise directly to cardholders who may elect to pay in installments with no finance charges. American Express also directly markets its products through ExpressNet, its Consumer Cards group, and through its TRS International's catalogs and magazines. The firm provides travel and banking services to corporations, financial institutions and retail customers outside the U.S. The company plans on expanding its current line of services primarily via the Internet. New developments include the creation of the Blue Credit Card, a smart card that interfaces with PCs for on-line shopping; AmEx Brokerage, offering enhanced and on-line trading, including free trades for clients with minimum balances of \$100,000; and Membership B@nking, an on-line bank. The company recently purchased 4,500 ATM machines from Electronic Data Systems to become the #2 operator of ATMs with over 8,600 machines.

Notably, 31% of the firm's senior managers are women. The company is a member of a group of companies that pays for minorities to obtain MBAs. American Express created Diversity Learning Labs to teach employees about the specific financial planning needs of minorities. It is the largest American corporation to have an African American CEO. Two of its 12 board members are minorities, a background shared by six of its top-paid 50 executives, 18% of its employees and 36% of new hires.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$10,987,000 (6 months)	2001 Profits: \$716,000 (6 months)
2000 Sales: \$23,675,000	2000 Profits: \$2,810,000
1999 Sales: \$21,278,000	1999 Profits: \$2,475,000
1998 Sales: \$19,132,000	1998 Profits: \$2,141,000
1997 Sales: \$17,760,000	1997 Profits: \$1,991,000

Stock Ticker: AXP

Employees: 89,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,019,231	Bonus: \$2,400,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$717,308	Bonus: \$1,750,000

COMPETITIVE ADVANTAGE: One of the world's largest direct-marketers/One of the best known brands in the financial industry.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERICAN FINANCIAL GROUP INC**www.amfni.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 25 Profits: 29

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Diversified Insurance
 Casualty Insurance
 Retirement Annuities
 Supplemental Health Insurance
 Specialty Insurance
 Long-Term Care Insurance
 Nonstandard Auto Insurance
 Food Industry

BRANDS/DIVISIONS/AFFILIATES:

American Financial Corp.
 Mid-Continent Casualty Co.
 Republic Indemnity Co. of America
 Brothers Property Corp.
 American Premier Underwriters
 Great American Insurance Co.
 Provident Financial Group
 Chiquita Brands International

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Carl H. Linder, CEO
 Keith E. Linder, Co-Pres.
 Lawrence Otto, VP-Human Resources
 Philip Fasano, CIO
 Robert H. Ruffing, Controller
 James E. Evans, General Counsel
 Anne N. Watson, VP-Investor Relations
 Fred J. Runk, Tres.
 S. Craig Linder, Co-Pres.
 Carl H. Linder III, Co-Pres.
 Thomas E. Mischell, Sr. VP-Taxes
 Kathleen J. Brown, VP-Taxes

Phone: 513-579-2121 **Fax:** 513-579-2113**Toll-Free:****Address:** 1 E. 4th St., Cincinnati, OH 45202 US**GROWTH PLANS/SPECIAL FEATURES:**

American Financial Group is engaged primarily in private automobile insurance and specialty property and casualty insurance, as well as the sale of retirement annuities, supplemental health and long-term care insurance products. Great American Financial Resources, Inc. (GAFRI), the company's subsidiary that was formerly known as American Annuity Group, markets the company's retirement and health products. GAFRI offers policies that provide for expenses related to critical illness, cancer, short-term disability, intensive care, accidents and hospital stays. The Great American Insurance Company, a subsidiary of American Financial Group and one of the oldest insurance companies in the United States, recently joined forces with the Cincinnati Reds. The two organizations have announced a 30-year agreement under which the new home of the Cincinnati Reds will be named Great American Ball Park. American Financial believes this partnership is a great opportunity to continue building a national brand image that will support the growth of its insurance businesses through the enormous national exposure a major league baseball franchise provides. The Great American Insurance Company recently sold its Japanese Division to Mitsui Marine and Fire Insurance Company of America. The company also sold Stonewall Insurance Company for approximately \$31 million. American Financial Group included in its 2000 fourth quarter financial results a write-down of its investment in Chiquita Brands International, Inc. Chiquita had announced a restructuring initiative which would result in the conversion of a significant portion of public debt into common equity. The company holds 24 million shares of Chiquita's common stock which was carried at \$153 million.

In addition to a 401K plan, employees also enjoy the benefits of the company's alliance with the Cincinnati Reds. Certificates redeemable for tickets to a home Reds Major League Baseball game were given as gifts to employees at the 1999 company Christmas party.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,965,400 (6 months) 2001 Profits: \$19,400 (6 months)
 2000 Sales: \$3,817,300 2000 Profits: \$-56,100
 1999 Sales: \$3,360,000 1999 Profits: \$141,400
 1998 Sales: \$4,082,000 1998 Profits: \$124,400
 1997 Sales: \$4,026,000 1997 Profits: \$192,300

Stock Ticker: AFG

Employees: 10,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Y Profit Sharing: Y Top Exec. Salary: \$950,500 Bonus: \$290,000
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$950,500 Bonus: \$600,000

COMPETITIVE ADVANTAGE:

Expertise in a wide variety of insurance products.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

AMERICAN GREETINGS www.corporate.americangreetings.com

Industry Group Code: 511191 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Greeting Cards
Gift Wrap
Paper Party Goods
Candles
Stationery
Calendars
Giftware
Online Greetings

BRANDS/DIVISIONS/AFFILIATES:

Carlton Cards
AmericanGreetings.com
Contempo Colours, Inc.
Gibson Greetings
DesignWare
Learning Horizons
Interactive Marketing, Inc.
CreatCard

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Morry Weiss, CEO
Morry Weiss, Pres.
Morry Weiss, COO
William S. Meyer, Sr. VP/CFO
William R. Mason, Sr. VP-Sales
Patricia A. Papesch, Sr. VP-Human Resources
Ramesh Murthy, VP-Research/Analysis
Thomas T. Zinn, Sr., Sr. VP-Info. Services
Patricia L. Ripple, VP/Corp. Controller
Tim Malarkey, VP-Product Mgmt.
Michael B. Birkholm, Sr. VP-Mfg.
Jon Groetzinger Jr., Sr. VP/Sec.
Jon Groetzinger Jr., General Counsel
Bob Swellie, VP-Sales Oper.
Josef Mandelbaum, CEO, AmericanGreetings.com
Dale A. Cable, Treas.
Erwin Weiss, Sr. VP-Consumer Products
Mary Ann Corrigan-Davis, Sr. VP-Consumer Products

Phone: 216-252-7300 Fax: 216-252-6777

Toll-Free:

Address: 1 American Rd., Cleveland, OH 44144-3298 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,518,800 (12 months)	2001 Profits: \$-113,800 (12 months)
2000 Sales: \$2,175,200	2000 Profits: \$90,000
1999 Sales: \$2,205,700	1999 Profits: \$180,200
1998 Sales: \$2,198,800	1998 Profits: \$190,100
1997 Sales: \$2,161,100	1997 Profits: \$167,100

Stock Ticker: AM
Employees: 38,700
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$608,892	Bonus: \$494,107
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$306,119	Bonus: \$92,949

COMPETITIVE ADVANTAGE:

The world's number two greeting card firm.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

AMERICAN HOME PRODUCTS CORP**www.ahp.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 16

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Diversified
Medical Devices
Animal Health Care Products
Biologicals

BRANDS/DIVISIONS/AFFILIATES:

Wyeth-Ayerst Laboratories, Inc.
Prenarin
Whitehall-Robins Healthcare, Inc.
Advil
Robitussin
Chap Stick
Fort Dodge
Immunex

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert A. Essner, CEO
Robert A. Essner, Pres.
Kenneth J. Martin, Sr. VP/CFO
Rene R. Lewin, VP-Human Resources
L. Patrick Gage, Sr. VP-Science & Tech.
Bruce Fadem, VP-Corp. Systems/CIO
Eileen M. Lach, Corp. Sec.
Louis L. Hoynes, Jr., Exec. VP/General Counsel
John B. Adams, VP-Corp. Dev.
Marilyn H. Rhudy, VP-Public Affairs
Justin R. Victoria, VP-Investor Rel.
Jack M. O'Connor, VP/Treas.
David M. Olivier, Sr. VP
Steven A. Tasher, VP-Envir. Affairs
Leo C. Jardot, VP-Gov. Rel.
Paul J. Jones, VP/Comptroller

Phone: 973-660-5000 **Fax:** 973-660-7026**Toll-Free:****Address:** 5 Giralda Farms, Madison, NJ 07940-0874 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,665,600 (6 months)	2001 Profits: \$1,210,600 (6 months)
2000 Sales: \$13,262,754	2000 Profits: \$-2,370,687
1999 Sales: \$11,881,196	1999 Profits: \$-1,227,200
1998 Sales: \$11,268,570	1998 Profits: \$2,474,300
1997 Sales: \$14,196,026	1997 Profits: \$2,043,123

Stock Ticker: AHP
Employees: 48,036
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,640,000	Bonus: \$1,968,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$814,743	Bonus: \$978,000

COMPETITIVE ADVANTAGE:

One of the world's leading health products companies.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERICAN INTERNATIONAL GROUP INC**www.aig.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Life Insurance
Property and Casualty Insurance
Retirement Products
Annuities
Financial Services

BRANDS/DIVISIONS/AFFILIATES:

Domestic General Brokerage Group
SunAmerica
American International Assurance Company, Ltd.
American Life Insurance Company
International Lease Finance Corporation
AIG Global Investment Group, Inc.
American General

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Maurice R. (Hank) Greenberg, CEO
Evan G. Greenberg, COO
Howard I. Smith, Exec. VP/CFO/Comptroller
Axel I. Freudman, Sr. VP-Human Resources
Kathleen E. Shannon, VP-Sec.
Ernest T. Patrikis, Sr. VP/General Counsel
Lawrence W. English, Sr. VP-Admin.
Steven A. Rutenberg, VP-Comm.
Carol A. McFate, Treas.
Robert M. Sandler, Exec. VP-Senior Claims Officer
Win J. Neuger, Sr. VP-Chief Investment Officer
William N. Dooley, Sr. VP-Financial Services

Phone: 212-770-7000 **Fax:** 212-509-9705**Toll-Free:****Address:** 70 Pine St., New York, NY 10270-0002 US**GROWTH PLANS/SPECIAL FEATURES:**

American International Group, Inc. (AIG) is a leading U.S.-based international insurance and financial services organization and one of the largest underwriters of commercial and industrial insurance in the U.S. The company's member companies offer a range of insurance products through a variety of distribution channels in 130 countries. AIG is also involved in financial services and asset management, real estate investment management, retirement savings products, consumer finance and institutional, retail and direct investment fund asset management. AIG offers web sites that may be accessed through the AIG Internet gateway. Aigdirect.com, for consumers and small businesses, offers insurance products underwritten by AIG member companies. Aigonline.com, for risk managers and business professionals, offers analytical tools and information on risk management. Accessaig.com, for brokers, agents, registered representatives and broker/dealers, provides agents working with AIG's Domestic Brokerage Group, Life Companies or SunAmerica with detailed product and industry information and provides customers with account information and communication with local AIG member companies. Domestic General Brokerage Group, through brokers, markets property-casualty insurance products and services. Domestic Personal Lines, using multiple distribution channels, markets personal insurance products, principally automobile insurance in the U.S. The Foreign General Group consists of the international property-casualty operations of AIG. The life insurance division, located largely overseas, includes the most extensive worldwide network of any life insurer. The Asset Management Group contains AIG's growing investment management businesses. In recent news, AIG purchased American General and looks to strengthen its share of the lucrative U.S. retirement planning and services market.

The company offers basic benefits, training and development, childcare and other programs and discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$22,930,000 (6 months) 2001 Profits: \$3,159,000 (6 months)
2000 Sales: \$42,426,000 2000 Profits: \$5,636,000
1999 Sales: \$37,726,000 1999 Profits: \$5,055,000
1998 Sales: \$33,025,000 1998 Profits: \$4,282,000
1997 Sales: \$29,754,000 1997 Profits: \$3,711,000

Stock Ticker: AIG
Employees: 55,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,000,000 Bonus: \$5,000,000
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$700,000 Bonus: \$545,000

COMPETITIVE ADVANTAGE:

Offices worldwide/One of the most profitable U.S.-based insurance and financial services organizations/AIG is a major force in the insurance industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

AMERICAN MANAGEMENT SYSTEMS INC**www.amsinc.com**

Industry Group Code: 541512 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Consulting-Computer System Integration & Design
 Integration Services
 Information Systems Problem Solving
 Software Development
 E-commerce Programming

BRANDS/DIVISIONS/AFFILIATES:

AMS Management Systems Deutschland GmbH
 Nordic Business Management Systems
 AMSY Management Systems Netherlands B.V.
 AMS Management Systems Australia Pty. Ltd.
 AMS Management Systems Mexico S.A. de C.V.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William M. Purdy, CEO
 William M. Purdy, Pres.
 Ronald L. Schillereff, CFO
 Tim Matlack, Chief Human Resources Officer
 Paul Turner, Chief Tech. Officer
 Larry Seidel, Management Systems & Tech.
 Frank A. Nicolai, Corp. Sec.
 Frank A. Nicolai, Chief Admin. Officer
 Greg Hero, Exec. VP-New Media and Comm.
 Ronald L. Schillereff, Treasurer
 Ronald L. Schillereff, Exec. VP
 Fred L. Forman, Exec. VP, Gen. Mgr.-Europe
 Donna Morea, Exec. VP-State & Local Sol.
 Mark Andrews, Exec. VP

Phone: 703-267-8000 **Fax:** 703-267-5073**Toll-Free:****Address:** 4050 Legato Rd, Fairfax, VA 22033 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$641,900 (6 months)	2001 Profits: \$10,100 (6 months)
2000 Sales: \$1,279,300	2000 Profits: \$43,800
1999 Sales: \$1,240,300	1999 Profits: \$56,900
1998 Sales: \$1,057,800	1998 Profits: \$51,800
1997 Sales: \$872,300	1997 Profits: \$31,200

Stock Ticker: AMSY

Employees: 8,500

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$391,666	Bonus: \$335,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$330,833	Bonus: \$167,835

COMPETITIVE ADVANTAGE:

Rapid expansion in Europe to answer a growing overseas need.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERICAN RETIREMENT CORP**www.arclp.com**

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Long-Term Health Care
Home Health Care
Assisted Living

BRANDS/DIVISIONS/AFFILIATES:

Assisted Living Concepts Inc.
Freedom Village at Brandywine
Bahia Oaks Lodge
The Hampton at Cypress Station
Homewood at Countryside
Freedom Plaza Health Center
Heritage Club
Summit

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

W.E. Sheriff, CEO
Christopher J. Coates, Pres.
Christopher J. Coates, COO
George T. Hicks, CFO/Exec. VP-Finance
Wilson Worley, Sr. VP-Mktg. & Sales
Terry Frisby, VP-Human Resources
George T. Hicks, Corp. Sec.
Fred Ewing, Sr. VP-Operations
H. Todd Kaestner, Exec. VP-Corp. Dev.
Gregory B. Richard, Exec. VP-Community Operations
Ross Roadman, Sr. VP-Investor Relations
George T. Hicks, Treas.
James T. Money, Exec. VP-Senior Living Networks

Phone: 615-221-2250 **Fax:** 615-221-2269**Toll-Free:****Address:** 111 Westwood Place, Ste. 402, Brentwood, TN 37027
US**GROWTH PLANS/SPECIAL FEATURES:**

American Retirement Corp. offers a broad range of care and services to seniors, including independent living, assisted living, skilled nursing and Alzheimer's care. The company currently operates 60 senior living communities in 16 states with an aggregate capacity of approximately 14,600 residents. The firm's strategy is to develop Senior Living Networks in major metropolitan regions. These networks are made up of large continuing care retirement communities and free-standing assisted living residences located in the same markets, with skilled nursing capabilities at one or more of the network communities. As a result of this metropolitan effort, the company acquired the Freedom Village at Brandywine, a five-story, 800,000 square foot community located on the outskirts of Philadelphia. The 373-unit Continuing Care Retirement Community offers a full continuum of services, including independent living, assisted living, Alzheimer's care and skilled nursing. The company has added properties to three of its Senior Living Networks in Houston, Tampa Bay and Phoenix. In addition, the firm has executed a purchase agreement with McLean Hospital in Belmont, MA, to acquire 12.8 acres of land for the development of a Continuing Care Retirement Center (CCRC). The construction of the CCRC, to be developed in a joint venture, is expected to begin in late 2001, with a projected opening in 2003. The company recently sold a center in California, and though it has made no other recent acquisitions, revenue for the second quarter of 2001 showed an increase of 30% compared to second quarter 2000.

American Retirement Corp. looks to hire people who have the ability to interact on a personal level with residents, acting as a member of each resident's extended family.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$123,800 (6 months)	2001 Profits: \$-7,400 (6 months)
2000 Sales: \$206,100	2000 Profits: \$-5,846
1999 Sales: \$175,300	1999 Profits: \$2,052
1998 Sales: \$142,400	1998 Profits: \$6,900
1997 Sales: \$90,200	1997 Profits: \$-4,800

Stock Ticker: ACR

Employees: 7,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$271,500	Bonus: \$6,773
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$202,000	Bonus: \$5,039

COMPETITIVE ADVANTAGE:

Rapid growth/Strong acquisition record/Unique strategy offers both long term care and assisted living in each market.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

AMERICAN SAFETY RAZOR**www.asrco.com**

Industry Group Code: 325600 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cutlery and Handtools, Manufacturing
 Razors
 Blades
 Cotton
 Footcare Products
 Custom Bar Soap

BRANDS/DIVISIONS/AFFILIATES:

Burma-Shave
 Bump Fighter
 Personna
 American Line
 Megas
 ACCO
 Hewitt Soap Company
 J.W. Childs Associates

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

James D. Murphy, CEO
 James D. Murphy, Pres.
 J. Andrew Bolt, Sr. VP/CFO
 Deric Hansen, Dir.-Mktg.

Phone: 973-753-3000 **Fax:** 973-326-9004

Toll-Free:

Address: 240 Cedar Knolls Rd., Ste. 401, Cedar Knolls, NJ 07927 US

GROWTH PLANS/SPECIAL FEATURES:

American Safety Razor Company (ASR) is a leading manufacturer of store, value and premium-brand personal care consumer products primarily consisting of shaving razors and blades, cotton and foot care, and custom bar soap. The company's extensive blade manufacturing expertise extends beyond shaving razors and blades to encompass bladed hand tools, specialty industrial blades and medical blades. Brand name products include Burma-Shave razors, shaving creams and accessories; Bump Fighter razors, shaving gels and skin treatments; Personna razors, utility blades, scrapers and carpet cutters; American Line blades and tools; Megas cotton swabs, balls and cosmetic pads; and ACCO sterile cotton and industrial products. In addition to its New Jersey headquarters, ASR maintains manufacturing, packaging and distribution facilities in Virginia, Tennessee, Arizona, Ohio, Indiana, Missouri and Connecticut, and international locations in Canada, Mexico, the U.K. and Israel. The Hewitt Soap Company, Inc., a subsidiary in Ohio, is ASR's bar soap division and serves the lodging industry, gift boutique, mass market and some industrial markets. Founded in 1875, the company has a long history of growth through corporate acquisitions, product development and strong trade relationships with key mass merchants such as WalMart. ASR is currently a privately held company owned by J.W. Childs Associates, LP, an equity investment firm.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$318,800	2000 Profits: \$-5,200
1999 Sales: \$314,800	1999 Profits: \$-9,100
1998 Sales: \$297,500	1998 Profits: \$10,100
1997 Sales: \$	1997 Profits: \$

Stock Ticker: Private

Employees: 2,516

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Focus on the razor market, with a significant market share.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERICAN STANDARD COMPANIES INC**www.americanstandard.com****Industry Group Code:** 335000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Air Conditioning Systems Manufacturer
 Plumbing Products
 Vehicle Control Systems Markets

GROWTH PLANS/SPECIAL FEATURES:

American Standard Companies Inc. is a global, diversified manufacturer of products for the air conditioning systems, plumbing and bathroom systems and vehicle control systems markets. The plumbing products division manufactures and distributes lavatories, water closets, bidets, shower basins, bathtubs, whirlpool baths and faucets all primarily under the American Standard, Ideal Standard, Standard, Porcher, Absolute and Sottini brand names. The automotive products division operates under the WABCO brand name and manufactures air brakes and related systems for the commercial vehicle industry in Europe and Brazil. Recently, it went into a joint venture with Cummins Engine to manufacture air compressors in North America. It is also in the process of establishing other joint ventures in Eastern Europe and in Japan. The air conditioning products division are sold under the American Standard and Trane brand names and are divided into three businesses: Applied Global Systems, North American Unitary Products and International Unitary Products. Unitary Products are factory-assembled central air conditioning systems that, in one or two units, include everything necessary to cool, heat, clean, dehumidify or humidify and move air. Applied Global Systems manufactures and distributes custom-engineered systems for commercial use that involve field installation of several different components.

BRANDS/DIVISIONS/AFFILIATES:

American Standard Inc.
 Ideal Standard
 Porcher
 WABCO Automotive Products Group
 Trane
 Applied Global Systems
 North American Unitary Products
 International Unitary Products

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Frederic M. Poses, CEO
 G. Peter D'Aloia, Sr. VP/CFO
 Sally G. Robling, VP-Mktg.
 Lawrence B. Costello, Sr. VP-Human Resources
 G. Ronald Simon, VP/Controller
 J. Paul McGrath, Sr. VP/Sec.
 J. Paul McGrath, General Counsel
 Alexander A. Apostolopoulos, VP-Product & Business Dev.
 Shelly J. London, VP-Comm.
 R. Bruce Fisher, VP-Investor Rel. & Strategic Planning
 R. Scott Massengill, VP/Treas.
 Nicholas A. (Nick) Anthony, VP-Taxes
 W. Craig Kissel, Sr. VP-Vehicle Control Systems
 Bryan Cook, VP-Supply Chain Mgmt.
 Bonnie Keith, VP-Global Supply Mgmt.

Phone: 732-980-6000 **Fax:** 732-980-3340**Toll-Free:** 888-273-6397**Address:** 1 Centennial Ave., Piscataway, NJ 08855-6820 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,830,000 (6 months)	2001 Profits: \$185,000 (6 months)
2000 Sales: \$7,598,400	2000 Profits: \$314,000
1999 Sales: \$7,190,000	1999 Profits: \$138,000
1998 Sales: \$6,654,000	1998 Profits: \$-16,300
1997 Sales: \$5,957,800	1997 Profits: \$96,300

Stock Ticker: ASD
 Employees: 61,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$2,725,900
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$383,590	Bonus: \$280,000

COMPETITIVE ADVANTAGE:

Recent European acquisition is fueling medical equipment business growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERICAN WATER WORKS CO**www.amwater.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 42 Profits: 32

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Professional Services
Wastewater Services

GROWTH PLANS/SPECIAL FEATURES:

American Water Works Co. is the largest investor-owned water company with more than 2.5 million customers in 23 states. It provides water and wastewater services to 10 million consumers through its subsidiaries. American Water Works obtains its water supply from surface sources such as rivers and reservoirs and from wells and other utilities. American Water Resources is a subsidiary formed to offer water and wastewater related products and services. American Water Works Service Company provides professional services such as accounting, engineering risk management and more, as required to affiliated companies. American Water Capital provides a single source of debt capital for the company and its utilities subsidiaries. With American Water Works' growth strategy, management continues to search for opportunities to acquire water and wastewater systems. In recent news, the company announced that it has entered into an agreement to acquire Azurix North America. The acquisition strengthens American Water Works' existing geographical position and expands the company's presence into the southeastern and northwestern U.S. and three Canadian provinces.

BRANDS/DIVISIONS/AFFILIATES:

Azurix North America
California-American Water Company
Indiana-American Water Company
Ohio-American Water Company
Virginia-American Water Company
Long Island Water Corporation
Massachusetts-American Water Company
New Jersey-American Water Company

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

J. James Barr, CEO
J. James Barr, Pres.
Ellen C. Wolf, VP/CFO
Glenn Pierce, VP-Human Resources
Robert D. Sievers, Comptroller
W. Timothy Pohl, Sec.
W. Timothy Pohl, General Counsel
Stephen F. Gordon, VP-Corp. Dev.
James E. Harrison, VP-Investor Rel.
Joseph F. Hartnett, Jr., Treas.
Mark Strand, VP-Gov. Programs

Phone: 856-346-8200 **Fax:** 856-346-8360

Toll-Free:

Address: 1025 Laurel Oak Road, Boorhees, NJ 08043 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$680,300 (6 months)	2001 Profits: \$72,900 (6 months)
2000 Sales: \$1,351,000	2000 Profits: \$161,000
1999 Sales: \$1,261,000	1999 Profits: \$139,000
1998 Sales: \$1,200,000	1998 Profits: \$150,000
1997 Sales: \$1,131,000	1997 Profits: \$138,000

Stock Ticker: AWK
Employees: 5,050
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$562,008	Bonus: \$167,700
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$329,167	Bonus: \$87,469

COMPETITIVE ADVANTAGE:

Operations in 23 states.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AMERISOURCEBERGEN CORP**www.amerisourcebergen.net**

Industry Group Code: 422210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Distribution-Drugs
 Pharmaceutical Distribution
 Pharmaceutical Products
 Specialty Healthcare Products
 Healthcare Solutions
 Health Care Services
 Inventory Management

BRANDS/DIVISIONS/AFFILIATES:

AmeriSource Health Corp.
 Bergen Brunswick
 ECHO Suite
 iECHO
 iBergen
 PharMerica
 ASD Specialty Healthcare, Inc.
 Family Pharmacy

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. David Yost, CEO
 R. David Yost, Pres.
 Kurt J. Hilzinger, COO
 Neil F. Dimick, CFO
 David W. Neu, Sr. VP-Retail Sales & Mktg.
 Eileen C. Clark, VP-Human Resources
 Linda M. Burkett, CIO
 Michael D. DiCandilo, Corp. Controller
 William D. Sprague, Corp. Sec.
 William D. Sprague, General Counsel
 David M. Senior, VP-Bus. Dev.
 Michael N. Kilpatrick, VP-Investor Rel.
 Michael D. Montevideo, Treas.
 Brent R. Martini, VP/Pres., AmerisourceBergen Drug Company
 Charles J. Carpenter, VP/Pres., PharMerica, Inc.
 Steven H. Collis, VP/Pres., ASD Specialty Healthcare, Inc.
 Terrance P. Haas, Sr. VP-Integration

Phone: 610-727-7000 **Fax:** 610-727-3600**Toll-Free:****Address:** 1300 Morris Dr., Ste. 100, Chesterbrook, PA 19087 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$10,307,100 (9 months)	2001 Profits: \$89,200 (9 months)
2000 Sales: \$11,645,000	2000 Profits: \$99,000
1999 Sales: \$9,807,400	1999 Profits: \$67,500
1998 Sales: \$9,503,000	1998 Profits: \$46,000
1997 Sales: \$8,298,600	1997 Profits: \$48,100

Stock Ticker: ABC
 Employees: 3,700
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$438,433	Bonus: \$350,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$300,571	Bonus: \$208,000

COMPETITIVE ADVANTAGE:

One of the largest full service wholesale distributor of pharmaceutical and related health care products.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

AMGEN INC**www.amgen.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 10 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Ex per ienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Diversified
Advanced Cellular Biology
Advanced Molecular Biology

BRANDS/DIVISIONS/AFFILIATES:

Neupogen
Epogen
Infergen
Stemgen

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kevin W. Sharer, CEO
Kevin W. Sharer, Pres.
Richard D. Nanula, CFO
Stanley M. Benson, Sr. VP-Sales & Mktg.
Edward F. Garnett, VP-Human Resources
Roger Perlmutter, Exec. VP-Research & Dev.
Marc M.P. de Garidel, VP/Controller
Sarah M. Jensen, VP-Eng. & Oper. Services
Edward E. Bjurstrom, VP-Mfg.
Steven M. Orde, Sr. VP-Sec.
Steven M. Orde, General Counsel
Dennis M. Fenton, Exec. VP-Oper.
Jeffrey D. Webster, VP-Strategy & Corp. Dev.
Peter B. Teeley, Sr. VP-Gov. Affairs & Public
John J. Elginer, Treas.
George Morrow, Exec. VP-Worldwide Sales & Mktg.
Fabrizio Bonanni, Sr. VP-Quality & Compliance

Phone: 805-447-1000 **Fax:** 805-447-1010**Toll-Free:** 800-77-AMGEN**Address:** 1 Amgen Center Dr., Thousand Oaks, CA 91320-1799
US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,888,300 (6 months)	2001 Profits: \$626,800 (6 months)
2000 Sales: \$3,629,400	2000 Profits: \$1,138,500
1999 Sales: \$3,340,100	1999 Profits: \$1,096,400
1998 Sales: \$2,718,200	1998 Profits: \$863,200
1997 Sales: \$2,401,000	1997 Profits: \$644,300

Stock Ticker: AMGN
Employees: 7,300
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,094,917	Bonus: \$666,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$810,569	Bonus: \$1,358,030

COMPETITIVE ADVANTAGE:

A global biotechnology company with a specific market niche/One of the best known and fastest growing biotech firms.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 9
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ANADARKO PETROLEUM CORPORATION**www.anadarko.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 10 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
Natural Gas Production and Marketing

BRANDS/DIVISIONS/AFFILIATES:

Anadarko Algeria Corporation
Anadarko Energy Services Company
Anadarko Gathering Company
Gulfstream Resources Canada Limited
Berkley Petroleum

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert J. Allison, Jr., CEO
John N. Seitz, Pres.
John N. Seitz, COO
Michael E. Rose, Exec. VP-Finance/CFO
Richard J. Sharples, VP-Mktg.
Richard A. Lewis, VP-Human Resources
William D. (Bill) Sullivan, Exec. VP-Exploration & Production
Morris L. Helbach, VP-IT & CIO
James R. Larson, VP-Controller
Mark L. Pease, VP-Eng. & Tech.
J. Stephen Martin, VP-General Counsel
Charles G. Manley, Exec. VP-Admin.
Donald R. Willis, VP-Corp. Services
A. Paul Taylor, Jr., VP-Investor Rel.
Albert L. Richey, VP-Treas.
Bruce H. Strover, Sr. VP-Worldwide Bus. Dev.
Rex Alman III, Sr. VP-Domestic Operations

Phone: 281-875-1101 **Fax:** 281-874-3316**Toll-Free:****Address:** 17001 Northchase Drive, P.O. Box 1330, Houston, TX 77251-1330 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,315,000 (6 months)	2001 Profits: \$1,061,000 (6 months)
2000 Sales: \$5,686,000	2000 Profits: \$807,000
1999 Sales: \$1,771,000	1999 Profits: \$43,000
1998 Sales: \$1,307,000	1998 Profits: \$-42,000
1997 Sales: \$675,000	1997 Profits: \$107,300

Stock Ticker: APC

Employees: 3,500

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,125,000	Bonus: \$2,600,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$639,583	Bonus: \$1,440,000

COMPETITIVE ADVANTAGE: Efficient, regional operations/Continued growth through acquisitions.**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ANHEUSER BUSCH COS INC**www.anheuser-busch.com**

Industry Group Code: 312120 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Brewery
Theme Parks
Packaging
Real Estate
Shipping
Marketing
Recycling

BRANDS/DIVISIONS/AFFILIATES:

Budweiser
Michelob
O'Doul's
Busch Media Group, Inc.
Busch Properties, Inc.
Busch Entertainment Corporation
Metal Container Corporation
Busch Agricultural Resources, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

August A. Busch III, Pres.
August A. Busch III, Pres.
W. Randolph Baker, VP/CFO
Mark T. Bobak, VP/Corp. Human Resources
Gerhardt A. Kraemer, Sr. VP-World Brewing and Tech.
William E. Hickman, VP/CIO
John F. Kelly, VP/Controller
Aloys H. Litteken, VP-Corp. Engineering
JoBeth G. Brown, VP/Sec.
Stephen K. Lambright, Group VP/General Counsel
Michael S. Harding, VP-Oper.
Thomas W. Santel, VP-Corp. Dev.
John E. Jacob, Exec. VP/Chief Comm. Officer
Jesus Rangel, VP-Corp. Rel.
William J. Kimmins Jr., VP/Treas.

Phone: 314-577-2000 **Fax:** 314-577-2900**Toll-Free:** 800-342-5283**Address:** 1 Busch Place, St. Louis, MO 63118-1852 US**GROWTH PLANS/SPECIAL FEATURES:**

Anheuser-Busch Companies, Inc. (Busch) is the largest beer maker and brewer in the world, controlling about 48% of the market. The company makes more than 30 different beers including leading brands such as Budweiser, Bud Light, Michelob, Busch, ZiegenBock Amber, Red Wolf Lager and non-alcoholic O'Doul's. The company sells its products in more than 80 countries and investments or licensing agreements in Asia, Europe and Latin America. Through its subsidiary, Busch Entertainment Corporation, it operates eight theme parks in the United States and has a minority interest in a park in Spain. Its U.S. parks include SeaWorld (in California, Florida and Texas), Busch Gardens, Water Country, Adventure Island, Sesame Place and Discovery Cove. In recent news, the company's adventure parks are the first to offer print-your-own tickets. Consumers can purchase and print their own tickets online before ever leaving home. Also in early 2001, Anheuser-Busch sold its SeaWorld Cleveland theme park to Six Flags, Inc.

Busch Employees enjoy up to eight weeks of paid vacation each year. The company also sponsors a diversity program aimed at aggressively hiring and retaining minority employees.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,361,900 (6 months)	2001 Profits: \$918,100 (6 months)
2000 Sales: \$12,261,800	2000 Profits: \$1,551,600
1999 Sales: \$11,703,700	1999 Profits: \$1,402,200
1998 Sales: \$11,245,800	1998 Profits: \$1,233,300
1997 Sales: \$11,066,200	1997 Profits: \$1,169,200

Stock Ticker: BUD
Employees: 23,725
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,152,600	Bonus: \$3,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$900,000	Bonus: \$2,000,000

COMPETITIVE ADVANTAGE:

Five consecutive years of record attendance and profits at the theme parks.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ANNTAYLOR STORES CORP**www.anntaylor.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel-Women's, Retail
Accessories
Shoes
Online Sales
Catalog Sales

BRANDS/DIVISIONS/AFFILIATES:

AnnTaylor
ATdenim
Navy label
Destination
Action
AnnTaylor Loft
AnnTaylor Studio
AnnTaylor Factory Stores

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J. Patrick Spainhour, CEO
Barry Erdos, Exec. VP/CFO
Gerri Feemster Bostick, Sr. VP-Human Resources
James M. Smith, Controller
Jocelyn F. L. Barandiaran, Corp. Sec.
Jocelyn F. L. Barandiaran, General Counsel
Barry Erdos, Treas.

Phone: 212-541-3300 **Fax:** 212-541-3379**Toll-Free:** 800-999-4554**Address:** 142 West 57th Street, New York, NY 10019 US**GROWTH PLANS/SPECIAL FEATURES:**

AnnTaylor Stores Corporation, through its wholly owned subsidiary, AnnTaylor, Inc., is a leading national specialty retailer of better quality women's apparel, shoes and accessories sold primarily under the Ann Taylor brand name. Ann Taylor merchandise represents classic styles, updated to reflect current fashion points-of-view. Its stores offer a full range of career and casual separates, weekend wear, dresses, tops, accessories and shoes, coordinated as part of a total wardrobe strategy. Substantially all company merchandise is developed by the company's in-house product design and development teams. The firm's wholly owned subsidiary, AnnTaylor Distribution Services, Inc., has a 256,000 square foot distribution center located in Louisville, Kentucky. Nearly all Ann Taylor merchandise is distributed to the company's stores through this facility. Ann Taylor's customer base consists primarily of relatively affluent, fashion-conscious women from the ages of 25 to 55. Ann Taylor operates 480 stores in 41 states and the District of Columbia, with 283 stores located in regional malls and upscale specialty retail centers and the rest located in downtown and village locations. An important aspect of Ann Taylor's business strategy is a real estate expansion program designed to reach new customers through the opening of new stores. The firm adds additional stores, or expands the size of existing stores, in markets where Ann Taylor already has a presence as market conditions warrant and sites become available. Ann Taylor is also attempting to broaden its market base with the development of two new stores, Ann Taylor Loft and Ann Taylor Factory Store. Ann Taylor Loft, located throughout the US, offers mid-priced women's apparel for those women who don't carry a large enough checkbook balance to shop at the main Ann Taylor stores. The Ann Taylor Factory store is a clearance outlet for Ann Taylor and Ann Taylor Loft merchandise.

Ann Taylor is a very large organization with job opportunities opening up on a regular basis in 41 states.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,232,800 (12 months)	2001 Profits: \$52,400 (12 months)
2000 Sales: \$1,084,500	2000 Profits: \$64,500
1999 Sales: \$911,900	1999 Profits: \$39,300
1998 Sales: \$781,000	1998 Profits: \$11,800
1997 Sales: \$798,100	1997 Profits: \$8,700

Stock Ticker: ANN
Employees: 9,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$808,333	Bonus: \$1,332,800
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$662,500	Bonus: \$793,800

COMPETITIVE ADVANTAGE:

Focus on upscale career and leisure clothes/Appeals to sophisticated consumers/very sophisticated store décor with relaxed and upscale atmosphere/Excellent ecommerce site.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ANTHEM INC**www.anthem-inc.com****Industry Group Code:** 524113 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 17 Profits: 22

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Health Insurance
 Medicare HMO
 Medicaid HMO
 Prescription Benefits Management
 Life Insurance

BRANDS/DIVISIONS/AFFILIATES:

AdminaStar Federal
 Anthem Blue Cross
 Anthem Life
 Anthem Prescription Management
 Anthem Benefit Administrators
 Anthem Health Plans of Kentucky
 Anthem Health of New York
 Anthem Insurance Companies Inc

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Larry C. Glasscock, CEO
 Larry C. Glasscock, Pres.
 Michael L. Smith, CFO
 Randal L. Brown, Sr. VP-Human Resources
 Jane Niederberger, CIO
 Samuel R. Nussbaum, Chief Medical Officer
 David R. Frick, Chief Legal Officer
 David R. Frick, Chief Admin. Officer
 Mark Boxer, Sr. VP-e-Commerce
 Tami L. Durlle, VP-Investor Rel.
 Marjorie Dorr, Pres., Anthem Blue Cross and Blue Shield East
 Keith Faller, Pres., Anthem Blue Cross and Blue Shield Midwest
 Caroline Matthews, COO., Anthem Blue Cross and Blue Shield West
 Barbara Gagel, Chairman, Anthem Alliance and AdminaStar Federal

Phone: 317-488-6000 **Fax:** 317-488-6028**Toll-Free:****Address:** 120 Monument Cir., Indianapolis, IN 46204 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)
 2000 Sales: \$8,771,000
 1999 Sales: \$6,300,000
 1998 Sales: \$
 1997 Sales: \$

2001 Profits: \$ (months)
 2000 Profits: \$226,000
 1999 Profits: \$44,900
 1998 Profits: \$
 1997 Profits: \$

Stock Ticker: ATH

Employees: 14,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

COMPETITIVE ADVANTAGE:

Diversified business with large market share.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	

AOL TIME WARNER INC**www.aoltimewarner.com**

Industry Group Code: 513210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:	Y			Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cable TV Networks & Internet Service Access
Television Production
Theme Parks
Magazine Publishing
Music Production
Film Production

BRANDS/DIVISIONS/AFFILIATES:

Time, Inc.
Warner Bros.
America Online (AOL)
Home Box Office
Turner Broadcasting System
Cable News Network
Six Flags
EMI Music

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gerald M. Levin, CEO
Richard D. Parsons, Co-COO
Robert W. Pittman, Co-COO
J. Michael Kelly, Exec. VP/CFO
Bill Raduchel, Chief Tech. Officer, America Online
Andrew J. Kaslow, Sr. VP-People Dev.
William J. Raduchel, Exec. VP/Chief Tech. Officer
Ray Oglethorpe, Pres.-America Online
Paul T. Cappuccio, Exec. VP/Sec.
Paul T. Cappuccio, Exec. VP/General Counsel
Patricia Fili-Krushel, Exec. VP-Admin.
David M. Colburn, Exec. VP/Pres.-Bus. Dev.
Edward I. Adler, Sr. VP-Corp. Comm.
Richard E. Hanlon, Sr. VP-Investor Relations
Steve Case, Chairman of the Board-AOL Time Warner
Barry Schuler, CEO-America Online
Joseph J. Collins, CEO-Time Warner Cable
Barry M. Meyer, CEO-Warner Bros.

Phone: 212-484-8000 Fax: 212-956-2847

Toll-Free:

Address: 75 Rockefeller Plaza, New York, NY 10019 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$18,282,000 (6 months)	2001 Profits: \$-2,103,000 (6 months)
2000 Sales: \$7,703,000	2000 Profits: \$1,152,000
1999 Sales: \$4,804,000	1999 Profits: \$754,000
1998 Sales: \$3,114,000	1998 Profits: \$-80,000
1997 Sales: \$2,197,000	1997 Profits: \$-485,000

Stock Ticker: AOL
Employees: 88,500
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$10,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$750,000	Bonus: \$6,000,000

COMPETITIVE ADVANTAGE:

Owner of leading names in Internet access, e-mail, publishing and programming/Major cable and Internet assets.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

AON CORPORATION**www.aon.com****Industry Group Code:** 524210 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Insurance Brokerage and Consulting
 Consumer Insurance Underwriting
 Risk Management
 Human Capital Consulting Services
 Online Business Services

BRANDS/DIVISIONS/AFFILIATES:

AonLine
 Aon Market Exchange
 Aon Risk Monitor
 Aon Re Worldwide
 Aon Consulting, Inc.
 Coalition Purchasing Group

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Patrick G. Ryan, CEO
 Michael D. O'Halloran, Pres.
 Michael D. O'Halloran, COO
 Harvey N. Medvin, Exec. VP/CFO
 Melody L. Jones, VP-Human Resources
 June Drewry, Exec.VP/CIO
 Joseph J. Prochaska, Jr., Sr. VP/Controller
 Kevann M. Cooke, VP/Corp. Sec.
 Raymond I. Skilling, Exec. VP/Chief Counsel
 Diane M. Aigotti, Treas.
 Michael A. Conway, Sr. VP/Sr. Investment Officer
 Joseph W. Shenton, Sr. VP
 Robert A. Rosholt, Exec. VP
 Richard F. Ferrucci, Sr. VP

Phone: 312-701-3000 **Fax:** 312-701-3100**Toll-Free:****Address:** 123 N. Wacker Dr., Chicago, IL 60606-1700 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,728,000 (6 months)	2001 Profits: \$48,000 (6 months)
2000 Sales: \$7,375,000	2000 Profits: \$474,000
1999 Sales: \$7,070,000	1999 Profits: \$352,000
1998 Sales: \$6,493,000	1998 Profits: \$541,000
1997 Sales: \$5,751,000	1997 Profits: \$299,000

Stock Ticker: AOC
 Employees: 51,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,125,000	Bonus: \$990,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,000,000	Bonus: \$900,000

COMPETITIVE ADVANTAGE:

One of the world's fastest-growing global insurance services organization.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

APPLERA CORPORATION**www.applera.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 10 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Life Sciences and Genomics
 Genetic Database Management
 Proteomics
 Medical Software
 Microbial Populations
 DNA Sequencing
 Organic Synthesis
 High Throughput Screening

BRANDS/DIVISIONS/AFFILIATES:

PE Corporation
 Applied Biosystems
 Celera Genomics
 Millipore Corporation
 Diversa Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Tony L. White, CEO
 Tony L. White, Pres.
 Dennis L. Winger, CFO
 Barbara J. Kerr, VP-Human Resources
 Ronald D. Edelstein, CIO
 Vikram Jog, Corp. Controller
 William B. Sawch, General Counsel
 Kenneth D. Noonan, Corp. Dev.
 John S. Ostaszewski, Treasurer
 Michael W. Hunkapiller, Pres., PE Biosystems
 J. Craig Venter, Pres./Chief Scientific Officer, Celera Genomics
 Peter Chamber, COO-Celera Genomics
 Elaine J. Heron, VP, PE Biosystems

Phone: 203-762-1000 **Fax:** 203-762-6000

Toll-Free: 800-762-4000

Address: 761 Main Ave., Norwalk, CT 06859-0001 US

GROWTH PLANS/SPECIAL FEATURES:

Applera Corporation, formerly known as PE Corporation, provides leading technology and information solutions that help life scientists understand and use the power of biology. The company's Applied Biosystems subsidiary develops and markets instrument-based systems, reagents, software and contract related services to the life science industry and research community. The subsidiary's broad portfolio of technologies, which includes DNA sequencing, organic synthesis, mass spectrometry and information management systems, enable genomics, proteomics, high throughput screening and other molecular analyses. The subsidiary recently entered into an agreement with Millipore Corporation to jointly develop and market next-generation sample preparation consumables for high-throughput proteomics. The agreement will establish a collaboration intended to leverage Applied Biosystems proteomics expertise with Millipore strengths in consumable sample preparation technologies aimed at removing and purifying proteins from tissue, serum or other sources prior to analysis. Additionally, the firm's Celera Genomics subsidiary has developed an online information business built upon the generation, aggregation, integration and analysis of biological data. Moreover, Celera Genomics signed a collaborative agreement with Diversa Corporation to sequence the genomes and discover the genes of selected, uncultured microorganisms contained in Diversa's extensive environmental libraries. This agreement expands the subsidiary's focus to include microbial populations, which represent the largest, untapped genetic resource on earth. Applera Corporation offers its employees an educational assistance plan, travel accident insurance, basic life insurance, supplemental life insurance and an adoption assistance program.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,644,100 (12 months)	2001 Profits: \$27,200 (12 months)
2000 Sales: \$1,371,000	2000 Profits: \$95,500
1999 Sales: \$1,216,900	1999 Profits: \$175,900
1998 Sales: \$1,531,200	1998 Profits: \$56,400
1997 Sales: \$1,276,800	1997 Profits: \$115,200

Stock Ticker: ABI
 Employees: 5,544
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$812,693	Bonus:	\$1,364,769
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$453,000	Bonus:	\$533,012

COMPETITIVE ADVANTAGE:

Cutting edge genomics technology.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	

APRIA HEALTHCARE GROUP INC**www.apria.com**

Industry Group Code: 621610 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Home Health Care
 Home Medical Equipment
 Respiratory Therapy
 Oxygen Concentrators
 Liquid Oxygen Concentrators
 Cylinder Oxygen Systems
 Oxygen Conserving Devices
 Nebulizers

BRANDS/DIVISIONS/AFFILIATES:

Apria Healthcare, Inc.
 Apria Healthcare of New York State, Inc.
 Apria Number Two, Inc.
 ApriaCare Management Systems, Inc.
 RespiMed

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip L. Carter, CEO
 Lawrence M. Higby, Pres.
 Lawrence M. Higby, COO
 John C. Maney, CFO
 Dennis E. Walsh, Exec. VP-Sales
 George J. Suda, Exec. VP-Info. Services
 Robert S. Holcombe, Corp. Sec.
 Robert S. Holcombe, General Counsel
 Michael R. Dobbs, Exec. VP-Logistics
 Michael J. Keenan, Exec. VP-Revenue Management

Phone: 714-427-2000 **Fax:** 714-957-0910**Toll-Free:****Address:** 3560 Hyland Ave., Costa Mesa, CA 92626 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$554,900 (6 months)	2001 Profits: \$34,300 (6 months)
2000 Sales: \$1,014,201	2000 Profits: \$57,006
1999 Sales: \$940,024	1999 Profits: \$204,135
1998 Sales: \$933,793	1998 Profits: \$-207,938
1997 Sales: \$1,180,694	1997 Profits: \$-272,608

Stock Ticker: AHG

Employees: 9,172

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$661,538	Bonus: \$421,354
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$443,553	Bonus: \$285,224

COMPETITIVE ADVANTAGE:

Offers a broad range of services including infusion, respiratory, women's health, and clinical support services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

ARCHER DANIELS MIDLAND CO**www.admworld.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Food Processing-Oilseeds, Corn and Wheat
 Nutraceuticals
 Transportation

BRANDS/DIVISIONS/AFFILIATES:

MoorMan's, Inc.
 Alfred C. Toepfer International
 Almidones Mexicanos S.A.
 Consolidated Nutrition, L.C.
 Eaststarch C.V.
 Heartland Rail Corporation
 Oelmuhle Hamburg AG
 Sociedad Aceitera Oriente, S.A.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

G. Allen Andreas, CEO
 John D. McNamara, Pres.
 Douglas J. Schmalz, VP/CFO
 Maureen K. Ausura, VP-Human Resources
 John E. Long, VP-Research & Dev.
 Steven R. Mills, VP-Controller
 Dennis C. Garceau, VP-Manufacturing
 David J. Smith, VP/Sec.
 David J. Smith, General Counsel
 Paul L. Krug Jr., VP-Commodities Futures Oper.
 Marc A. Sanner, VP-Bus. Dev. & Strategic Planning
 Scott A. Roney, VP-Corp. Compliance & Regulatory Affairs
 Charles P. Archer, Treas.
 Martin L. Andreas, Sr. VP/Asst. to CEO

Phone: 217-424-5200 **Fax:** 217-424-6196

Toll-Free:

Address: 4666 Faries Pkwy., Decatur, IL 62525 US

GROWTH PLANS/SPECIAL FEATURES:

Archer Daniels Midland Co. is one of the world's largest processors of oilseeds, corn, wheat and cocoa. It also procures, transports, stores, processes and markets a wide range of agricultural products. ADM owns or leases over 350 processing plants worldwide. From soybeans and other oilseeds, it processes vegetable oils and by products such as salad oils, vitamin E, vegetable protein and cotton cellulose pulp. From corn, it produces syrups, sweeteners, citric and lactic acids and ethanol. ADM produces flour for bakeries and pasta makers, processes cocoa beans, and is involved in a variety of other business interests such as fish farming and regional railroads. Internationally about a third of ADM's sales are outside of the U.S., and it has interests in food processors in Asia, Canada, Europe, South America and the U.S. The other two thirds of sales comes from soybean, peanut, and other oilseed products including vegetable oils, animal feeds and emulsifiers. ADM develops and utilizes technologies to better its business and the food it produces. Separation technology, fermentation technology and co-generation all bring out the greatest value in its crops. The company's entry into the transportation business was initially implemented to facilitate moving its raw materials and finished products. Currently, ADM's transportation network includes 13,000 railcars, 2,250 barges and 1,200 trucks. The network links together over 205 domestic and international plants, which process 11 cereal grains and oilseeds into food, beverage, nutraceutical, industrial and animal feed products. The company produces enough food to feed 130 million people each day.

Entry-level employee positions are concentrated in accounting, engineering, grain merchandising/sales, information technology, internal audit, research & development and transportation management. Co-op and internship opportunities are also offered in these areas.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$20,051,400 (12 months)	2001 Profits: \$383,300 (12 months)
2000 Sales: \$18,612,400	2000 Profits: \$300,900
1999 Sales: \$18,509,900	1999 Profits: \$266,000
1998 Sales: \$16,108,600	1998 Profits: \$403,600
1997 Sales: \$13,853,300	1997 Profits: \$377,300

Stock Ticker: ADM
 Employees: 22,834
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$2,373,972	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,198,751	Bonus: \$

COMPETITIVE ADVANTAGE:

Growth through acquisitions/One of the world's largest and best known food processors.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ASHLAND INC**www.ashland.com**

Industry Group Code: 325110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Petrochemicals, Manufacturing
Refining
Lubricants

GROWTH PLANS/SPECIAL FEATURES:

Ashland Inc. is a worldwide energy and chemical company. Ashland provides basic industrial materials and services to customers throughout the world, with focuses on highway construction, chemical and thermoplastic distribution, specialty chemicals, motor oil and car-care products. The company also paves roads and produces Valvoline motor oil. Company name brands include Valvoline, Eagle One, Zerex, Pyroil Performance Products and Valvoline SynPower. Ashland is in a joint venture with USX-Marathon in petroleum refining. The company has four subsidiaries: Ashland Distribution, APAC, Ashland Specialty Chemicals and Valvoline Co. Ashland was founded in 1924 and has grown to rank in the top 25% of the nation's 500 largest companies based on revenues. The company is headquartered in Kentucky and has operations in England, Washington, D.C., Georgia, Ohio and The Netherlands.

Since its founding in 1968, the Ashland, Inc. Foundation has given nearly \$60 million to programs aimed at improving, enhancing or maintaining the quality of life where Ashland does business.

BRANDS/DIVISIONS/AFFILIATES:

Valvoline Motor Oil
Zerex Antifreeze
Pyroil Automotive Chemicals
SuperAmerica
Lone Mountain Processing Inc.
APAC
Ashland Petroleum
Arch Coal

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul W. Chellgren, CEO
J. Marvin Quin, Sr. VP/CFO
Philip W. Block, Admin. VP-Human Resources
Kenneth L. Aulen, Admin. VP/Controller
Richard P. Thomas, VP/Sec.
David L. Hausrath, VP/General Counsel
J. Dan Lacy, VP-Corp. Affairs
James J. O'Brien Jr., Sr. VP/Pres., Valvoline
Peter M. Bokach, VP/Pres., Ashland Chemical
James A. Duquin, VP/Pres., Ashland Specialty Chemical
Charles F. Potts, Sr. VP/Pres., APAC

Phone: 859-815-3333 Fax: 859-815-5053

Toll-Free:

Address: 50 E. RiverCenter Blvd., Covington, KY 41012 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$6,178,000 (9 months)	2001 Profits: \$303,000 (9 months)
2000 Sales: \$8,436,000	2000 Profits: \$70,000
1999 Sales: \$7,253,000	1999 Profits: \$290,000
1998 Sales: \$6,908,000	1998 Profits: \$203,000
1997 Sales: \$12,961,000	1997 Profits: \$279,000

Stock Ticker: ASH
Employees: 25,800
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$881,588	Bonus: \$1,370,631
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$452,293	Bonus: \$455,550

COMPETITIVE ADVANTAGE:

Owns well-known brand names.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AT&T WIRELESS GROUP**www.attws.com**

Industry Group Code: 513322 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cellular Telephone Service
 Telephone Accessories

GROWTH PLANS/SPECIAL FEATURES:

AT&T Wireless Group, a wholly owned subsidiary of AT&T Corporation, operates one of the largest digital wireless networks in North America serving customers with wireless voice and data communications. Including its partnership markets, the AT&T Wireless Group had over 15 million total subscribers. The company's built network, including partnership and affiliate markets, covers 65% of the U.S. population. The group supplements its own operations with roaming agreements that allow its subscribers to use other providers' wireless services in regions where the AT&T Wireless Group does not have operations. Through these roaming agreements, the firm is able to offer its customers wireless services covering over 95% of the U.S. population. The AT&T Wireless Group offers a variety of services for both voice and data communications. Service can include wireless voice transmission as well as custom calling services for digital services, such as voicemail, call forwarding, call waiting, caller ID, three-way calling, no-answer and busy transfer. The company also offers a number of other enhanced features, including display messaging, which allows a cellular phone to receive and store short alphanumeric messages and pages and to provide subscribers with notification of voicemail messages, extended battery life and enhanced directory assistance, which enables callers to be connected to the party whose number was sought without hanging up and redialing. In addition, AT&T Wireless Group offers a variety of products that complement its wireless service including handsets, chargers, headsets, belt clips, faceplates and batteries. In recent news, the group and Japan's NTT DoCoMo announced a strategic alliance to develop the next generation of mobile multimedia services on a global standard, high-speed wireless network.

AT&T Wireless offers a comprehensive benefits package as well as free wireless service, a work/life program, adoptive assistance, dependent care spending account and alternative work arrangements.

BRANDS/DIVISIONS/AFFILIATES:

AT&T Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John D. Zeglis, CEO
 Harold W. Burlingame, Exec. VP-Comm. & Human Resources
 Jane O'Donoghue, VP-Corp. Comm.
 Mohan Gyani, Pres./CEO-AT&T Wireless Svcs.
 Michael G. Keith, Pres./CEO-AT&T Fixed Wireless
 Ken Woo, Dir. Of Comm.

Phone: 425-580-6000 **Fax:** 425-580-8505

Toll-Free: 800-888-7600

Address: 7277 164th Ave., NE Bldg. 1, Redmond, WA 98052 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,592,000 (6 months)	2001 Profits: \$263,000 (6 months)
2000 Sales: \$10,448,000	2000 Profits: \$658,000
1999 Sales: \$7,627,000	1999 Profits: \$-405,000
1998 Sales: \$5,406,000	1998 Profits: \$164,000
1997 Sales: \$4,668,000	1997 Profits: \$125,000

Stock Ticker: AWE
 Employees: 29,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$850,000	Bonus:	\$1,335,400
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$	Bonus:	\$

COMPETITIVE ADVANTAGE:

Operates one of the largest digital networks in North America.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AUTOMATIC DATA PROCESSING INC**www.adp.com**

Industry Group Code: 511200 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Computer Software-Payroll & Tax Filing Processing
 Outsourcing-Financial Services
 Information Services
 Payroll Processing
 Brokerage Services
 Automobile Dealer Services

BRANDS/DIVISIONS/AFFILIATES:

AG Consulting
 ADP Claims Solutions Group Inc.
 Securities Industry Software
 ADP Atlantic Inc.
 Vincam Total Source
 ADP Hollander Inc.
 ADP Financial Information SVC
 ADP of Roseland Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Arthur F. Weinbach, CEO
 Gary C. Butler, Pres./COO
 Richard J. Haviland, VP-Finance/CFO
 Richard C. Berke, VP-Human Resources
 Eugene A. Hall, Sr. VP-Tech. Svcs.
 Karen E. Dykstra, Controller
 James B. Benson, Corp. Sec.
 James B. Benson, General Counsel
 Campbell Langdon, VP-Strategic Dev.
 Raymond L. Colotti, Treas.
 Richard J. Daly, Group Pres., Brokerage Svcs.
 S. Michael Martone, Group Pres., Dealer Svcs.
 Russell P. Fradin, Group Pres., Employer Svcs.
 John D. Barfitt, VP-Claims Svcs.

Phone: 973-994-5000 **Fax:** 973-994-5387**Toll-Free:****Address:** 1 ADP Blvd., Roseland, NJ 07068-1728 US**GROWTH PLANS/SPECIAL FEATURES:**

Automatic Data Processing, Inc. (ADP), with over 400,000 clients, is one of the largest companies in the world dedicated to providing computerized transaction processing, data communications and information. ADP's employer services offer a comprehensive range of payroll, payroll tax filing and reporting, human resource, benefits administration, time and attendance, 401(k) record keeping and unemployment compensation management services. ADP's brokerage services provide securities processing, real-time market information and investor communications services to the financial services industry. ADP is the largest provider of securities processing services in North America. In 1999, ADP released the latest version of its PC/Payroll for Windows software, with improvements including more stability, better memory and improved multi-user performance. The firm continues to grow rapidly through the practice of its aggressive acquisition strategy. In 2000, ADP purchased Cunningham Graphics International, Inc., a provider of a wide range of graphic communication services to financial services, insurance, healthcare and telecommunications firms. ADP is in the process of Internet-enabling existing product offerings, while at the same time creating new products expressly designed for the Internet. This year ADP launched its eBusiness 2 Services unit to provide online payroll, HR, 401(k) and other services to smaller companies that use the Internet to staff, manage, pay and retain their employees. ADP also introduced ADP Enterprise Payroll, an Internet-based system with self-service features for large businesses. Clients can now use ADP Connection to interface ADP's payroll and tax filing solutions with enterprise resource planning applications from Oracle, SAP and PeopleSoft. ADP is also developing an Internet-based payroll, benefits and HR management system with self-service features for the middle market. ADP offers a comprehensive benefits package as well as tuition reimbursement, work/family programs, on-site child care in some locations and scholarship programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$7,017,600 (12 months)	2001 Profits: \$924,700 (12 months)
2000 Sales: \$6,287,512	2000 Profits: \$840,800
1999 Sales: \$5,540,141	1999 Profits: \$696,840
1998 Sales: \$4,925,956	1998 Profits: \$608,262
1997 Sales: \$4,193,447	1997 Profits: \$515,244

Stock Ticker: ADP
 Employees: 41,000
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$687,500	Bonus: \$560,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$578,750	Bonus: \$400,000

COMPETITIVE ADVANTAGE:

One of the world's largest computerized transaction processing providers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

AUTONATION INC**http://corp.autonation.com**

Industry Group Code: 441110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Auto Dealers, Retail
Internet Automobile Sales
Auto Repair
Auto Parts

BRANDS/DIVISIONS/AFFILIATES:

AutoNation USA
AutoNationDirect.com
AutoWay
AutoNation USA Collision Repair
Living Earth Technology Co.
AOL AutosDirect
MSN Carpoint

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael J. Jackson, CEO
Michael E. Maroone, Pres.
Michael E. Maroone, COO
Patricia A. McKay, Sr. VP-Finance
Peter C. Smith, Sr. VP-Human Resources
Keith Holcomb, Sr. VP-Info. Tech.
Mary E. Wood, VP, Corp. Controller
Jonathan P. Ferrando, Corp. Sec.
Jonathan P. Ferrando, General Counsel
Jeffery G. Davis, VP-Oper. Planning
Thomas S. Butler, Sr. VP-Corp. Dev.
James J. Donahue, Jr., SVP-Corp. Comm.
John M. Zimmerman, Sr. VP-Investor Rel.
John R. Drury, Sr. VP-Brand Dev.
Craig T. Monihan, CFO
Thomas W. Eggleston, Sr. VP-Corp. Alliances
Karen L. McKemie, Sr. VP-Strategy & Network Dev.

Phone: 954-769-7000 **Fax:** 954-769-6537**Toll-Free:****Address:** 110 SE Sixth Street, Fort Lauderdale, FL 33301 US**GROWTH PLANS/SPECIAL FEATURES:**

AutoNation, Inc. combines traditional retail car sales with online ventures to form the largest new and used vehicle retailer in the United States. Fortune magazine ranked the company #86 in its Fastest Growing Companies category and #63 in the Fortune 500. The firm operates over 400 new car dealerships in 21 states, primarily in the Sunbelt region. Its core business consists of the sale, financing and servicing of new and used vehicles. AutoNation also provides other related products and services such as repair and warranty service, parts and accessories and collision repair. The company's online web site, AutoNation.com, allows prospective buyers to evaluate the trade-in value of his/her current vehicle, explore nearby car lots, read automotive reviews and even purchase an automobile online. In fact, the site is one of the largest dealer-owned inventories of vehicles on the Internet. The company offers an online inventory of over 100,000 vehicles. The AutoNation e-Commerce Group manages more than 270 web sites throughout the firm's network of franchised automotive dealerships. The company and AOL Time Warner formed an alliance to create a co-branded web site, AOL AutosDirect, powered by AutoNation.com. The alliance makes AutoNation and its licensees the exclusive retailers of new and used vehicles to AOL members who purchase a car or truck through the site. The firm also recently signed an agreement with MSN Carpoint, the most visited car buying and ownership site on the web. The agreement drastically expands AutoNation's customer base by making the company the primary distributor of Carpoint's customer sales leads. AutoNation offers a basic benefits package and looks for employees that are unstoppable overachievers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,829,100 (6 months)	2001 Profits: \$146,200 (6 months)
2000 Sales: \$20,609,600	2000 Profits: \$329,900
1999 Sales: \$20,111,800	1999 Profits: \$282,900
1998 Sales: \$16,118,000	1998 Profits: \$499,500
1997 Sales: \$10,305,600	1997 Profits: \$439,700

Stock Ticker: AN
Employees: 31,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,000,000	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$783,654	Bonus:	\$321,563

COMPETITIVE ADVANTAGE:

Retail and online sales pair to form an extremely successful corporate powerhouse.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

AVERY DENNISON CORP**www.averydennison.com**

Industry Group Code: 323000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Printing-Adhesive Labels
Office Products
Labeling Systems
Adhesive Materials
Highway Safety Products
Specialty Chemicals

BRANDS/DIVISIONS/AFFILIATES:

Avery Labels
Fasson
Marks-A-Lot
HI-LITER
Jackstadt GmbH

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Philip M. Neal, CEO
Dean A. Scarborough, Pres.
Dean A. Scarborough, COO
Daniel R. O'Bryant, Sr. VP-Finance/CFO
J. Terry Schuler, Sr. VP-Human Resources
Michael P. Gaynor, VP/CIO
Thomas E. Miller, VP/Controller
Stephen A. Mynott, VP-Manufacturing & Eng.
Robert G. van Schoonenberg, Exec. VP/Sec.
Robert G. van Schoonenberg, General Counsel
Kim A. Caldwell, Exec. VP-New Business Dev.
Wayne H. Smith, Treas.

Phone: 626-304-2000 Fax: 626-792-7312

Toll-Free:

Address: 150 N. Orange Grove Blvd., Pasadena, CA 91103 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,924,000 (6 months)	2001 Profits: \$123,400 (6 months)
2000 Sales: \$3,893,500	2000 Profits: \$283,500
1999 Sales: \$3,768,200	1999 Profits: \$215,400
1998 Sales: \$3,459,900	1998 Profits: \$223,300
1997 Sales: \$3,345,700	1997 Profits: \$204,800

Stock Ticker: AVY
Employees: 17,900
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$808,350	Bonus: \$1,000,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$457,043	Bonus: \$430,000

COMPETITIVE ADVANTAGE:

The world's leading name in labels for office use.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GROWTH PLANS/SPECIAL FEATURES:

Avery Dennison Corporation is a global leader in pressure-sensitive technology and innovative self-adhesive solutions for consumer products and label materials. The company manufactures and markets a wide range of products for consumer and industrial markets, including Avery-brand office products, Fasson-brand self-adhesive materials, peel-and-stick postage stamps, battery labels, reflective highway safety products, automated retail tag and labeling systems and specialty tapes and chemicals. Avery also makes papers, films and foils coated with adhesive and sold in rolls to printers under its Avery Dennison and Fasson brands. In addition, it makes office and school products that include notebooks, three-ring binders, markers, fasteners, business forms, tickets, tags and imprinting equipment all under the brand names Avery, Marks-A-Lot and HI-LITER. Avery is especially known for the United States Postal Service's self-adhesive stamps and Duracell's battery-testing labels. The company sells its products in almost 90 countries and has about 200 manufacturing facilities and sales offices. In recent news, Avery acquired Jackstadt GmbH's pressure-sensitive adhesive materials business, which is located in Germany and will increase its global market share.

Avery Dennison believes in promoting the entrepreneurial spirit of its employees. The company offers informal mentoring and job-related educational reimbursement programs as well as ongoing training and development.

AVON PRODUCTS INC**www.avon.com**

Industry Group Code: 454110A Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cosmetics & Beauty Supplies, Direct Selling
Fragrances and Toiletries
Gift and Decorative Items
Apparel and Accessories
Fashion Jewelry

BRANDS/DIVISIONS/AFFILIATES:

Anew
Avon Color
Far Away
Skin-So-Soft
Avon Beauty Centers
Rare Gold
Natori
Millinnia

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Andrea Jung, CEO
Susan J. Kropf, Pres.
Susan J. Kropf, COO
Robert J. Corti, Exec. VP/CFO
Lynn Emmolo, Sr. VP-U.S. and Global Mktg.
Jill Kanin-Lovers, Sr. VP-Human Resources
Janice Teal, VP-Global Research & Dev.
Harriet Edelman, Sr. VP/CIO
Janice Marolda, Controller
Ward M. Miller, Jr., Sr. VP/General Counsel
Bennett Gallina, Sr. VP-Global Oper. Support
Joseph Faranda, VP-Strategy & New Bus. Dev.
Brian T. Martin, Sr. VP-Corp. Comm.
Robert S. Gilbralter, VP-Global Advertising
Steven Bock, Pres.-Retail
Brian Connolly, Pres.-Avon U.S.
Bennett Gallina, Sr. VP-Global Oper. Support

Phone: 212-282-5000 **Fax:** 212-282-6049**Toll-Free:** 800-500-2866**Address:** 1345 Avenue of the Americas, New York, NY 10105-0196 US**GROWTH PLANS/SPECIAL FEATURES:**

Avon Products, Inc. is the world's largest seller of cosmetics, beauty aids, accessories and related products. The company, which was founded in 1886, markets to women in 135 countries through nearly 2.8 million independent sales representatives. Some of Avon's name brands are Anew, Skin-So-Soft, Far Away and Women of Earth. The company also markets an extensive line of fashion jewelry, apparel, gifts and collectibles. To accelerate growth in established industrial nations such as the U.S., Western Europe and Japan, Avon has developed new channels to reach more customers and improve access to its products through Avon Beauty Centers and Express Centers in the U.S. Avon Beauty Centers, located in urban malls across the United States, are designed to display an upscale beauty image, showcase the company's beauty brands and encourage customer trial of product. The company also has toll-free telephone numbers, direct mail and online shopping via the Internet on Avon's web site, Avon.com. The company's main business strategy includes plans to accelerate the growth of its core beauty business by expanding market share and upgrading its beauty image and new product innovation. In 2001, Avon launched a new global product category of women's health and wellness products. The company also plans to sell a new retail brand of products at Avon Centers located in the stores at two major retailers. Avon also launched youravon.com, a new online marketing tool, which feature's the company's full product line and also hosts the personalized web pages of U.S. sales representatives allowing them to sell online and build their customer base.

Working Woman and Working Mother magazines recognized Avon as the best company for female executives in America. FORTUNE magazine also ranked Avon as one of the 50 Best Companies for Asians, Blacks and Hispanics.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,820,500 (6 months)	2001 Profits: \$219,400 (6 months)
2000 Sales: \$5,673,700	2000 Profits: \$478,400
1999 Sales: \$5,289,100	1999 Profits: \$302,400
1998 Sales: \$5,212,700	1998 Profits: \$270,000
1997 Sales: \$5,079,400	1997 Profits: \$338,800

Stock Ticker: AVP

Employees: 43,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$897,536	Bonus: \$1,079,370
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$548,493	Bonus: \$494,711

COMPETITIVE ADVANTAGE: A lengthy history of success and a vast sales force in the U.S. and abroad.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

BAKER HUGHES INC**www.bakerhughes.com**

Industry Group Code: 213111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
Chemicals
Process Equipment
Geophysical Services
Drilling Fluids

BRANDS/DIVISIONS/AFFILIATES:

Baker Atlas
Baker Hughes INTEQ
Baker Oil Tools
Baker Petrolite
Baker Process
Centrilift
Hughes Christensen
EIMCO

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael E. Wiley, CEO
Michael E. Wiley, Pres.
Andrew J. Szescila, Sr. VP/COO
George S. Finley, Sr. VP-Admin. and Finance/CFO
Greg Nakanishi, VP-Human Resources
Alan J. Kiefer, VP/Controller
Alan R. Crain, VP/General Counsel
David Emerson, VP-Strategy and Bus. Dev.
Derek Walden, Pres.-EIMCO

Phone: 713-439-8600 **Fax:** 713-439-8699**Toll-Free:** 800-969-7447**Address:** 3900 Essex Lane, Ste. 1200, Houston, TX 77027-5177
US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,570,500 (6 months)	2001 Profits: \$174,900 (6 months)
2000 Sales: \$5,233,800	2000 Profits: \$102,300
1999 Sales: \$4,936,500	1999 Profits: \$33,300
1998 Sales: \$6,310,600	1998 Profits: \$-296,100
1997 Sales: \$1,449,000	1997 Profits: \$114,200

Stock Ticker: BHI
Employees: 24,500
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$471,507	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$410,481	Bonus:	\$

COMPETITIVE ADVANTAGE:

Full range of oilfield-related services/Growth through excellent acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BALL CORP**www.ball.com**

Industry Group Code: 322210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Packaging Products
Aerospace and Communications Products**GROWTH PLANS/SPECIAL FEATURES:**

Ball Corporation manufactures metal and plastic packaging for beverages and food and provides aerospace and other technologies and services to commercial and governmental customers. Ball produces more than 2,200 beverage cans per minute. In addition, the company makes metal food cans and polyethylene terephthalate (PET) plastic containers. Ball's Aerospace and Technologies Corporation offers a wide range of products and services, which include fuel cell systems, star trackers, military tactical communications antennas and high-tech lubricants. It also offers engineering and manufacturing services. Among its main clients are NASA, the U.S. Department of Defense and a number of prime contractors from within the commercial aerospace industry. Ball also provides services for the University of Arizona, Harvard-Smithsonian Astrophysical Observatory and Johns Hopkins University/Applied Physics Laboratory. The company has formed many alliances with foreign companies, including Spar Aerospace of Canada, the space division of Japan's Fujitsu Ltd., Spain's Instituto Nacional de Technica Aeroespacial (INTA) and Officine Gallileo. The company no longer makes Ball glass jars, though they are still sold by Alltrista Corporation under a licensing agreement with Ball. Ball also no longer makes glass containers of any kind. In recent news, Ball signed an agreement with Coors Brewing Company to manufacture and supply about 4.5 billion aluminum beverage cans and ends. Also in China it has quit the general line metal can manufacturing business and reduced its aluminum beverage can manufacturing capacity there, while also disposing of two commercial aerospace and technologies segment developmental product lines.

BRANDS/DIVISIONS/AFFILIATES:Bell Aerospace & Technologies Corp.
Alltrista Corporation**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. David Hoover, CEO
R. David Hoover, Pres.
Leon A. Midgett, Exec. VP/COO
Raymond J. Seabrook, Sr. VP/CFO
Albert R. Schlesinger, VP/Controller
Elizabeth A. Overmyer, Corp. Sec.
Donald C. Lewis, VP/General Counsel
David A. Westerlund, Sr. VP-Admin.
John A. Hayes, VP-Corp. Planning & Dev.
Harold L. Sohn, VP-Corp. Relations
Scott C. Morrison, Treas.

Phone: 303-469-3131 **Fax:** 303-460-2127**Toll-Free:****Address:** 10 Longs Peak Dr., Broomfield, CO 80021-2510 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,842,600 (6 months)	2001 Profits: \$-143,600 (6 months)
2000 Sales: \$3,664,700	2000 Profits: \$68,200
1999 Sales: \$3,707,200	1999 Profits: \$104,200
1998 Sales: \$2,995,700	1998 Profits: \$16,600
1997 Sales: \$2,388,500	1997 Profits: \$58,300

Stock Ticker: BLL
Employees: 11,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$740,000	Bonus: \$1,050,413
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$500,000	Bonus: \$621,956

COMPETITIVE ADVANTAGE:

One of the world's best-known names in packaging.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BALLY TOTAL FITNESS HOLDING CORPORATION

www.ballyfitness.com

Industry Group Code: 713940 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt.:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Health Club Operator
Nutritional Supplements
Portable Fitness Equipment

GROWTH PLANS/SPECIAL FEATURES:

Bally Total Fitness Holding Corporation is a nationwide fitness center operator. It is one of the largest commercial operators in terms of revenues, number of members, number of facilities and square footage of facilities. Bally operates over 380 fitness centers, with a total of approximately 4 million members under the names of Bally Fitness, Bally Sports Club and Total Fitness. Bally offers value to its members by providing access to state-of-the-art fitness facilities with affordable membership programs. The fitness centers feature a selection of cardiovascular, conditioning and strength equipment and offer extensive aerobic and other group fitness training programs. Many centers have pools, racquet courts and other athletic facilities. Bally's most concentrated number of facilities lie in the metropolitan areas of New York, Los Angeles, Chicago, Baltimore, Washington, D.C., Dallas, Houston, Detroit, Miami and Philadelphia. Bally markets itself to the 18-34-year old, middle income segment and offers a variety of membership options and payment plans. Bally also markets and sells its own brand of nutritional supplements and a 70-item line of portable fitness equipment. Gart's, one of the largest national sporting goods chains in the U.S., and Zeller's, a large department store chain in Canada, both act as distributors for Bally's portable fitness equipment line. In recent news, Bally and Unilever entered into an agreement to help promote Unilever's Dove brand by selling its products in about 400 Bally Total Fitness in-club retail locations and distributing samples to Bally members.

BRANDS/DIVISIONS/AFFILIATES:

Gart's
Zeller's
Bally Sports Club
Pinnacle Fitness

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lee S. Hillman, CEO
Lee S. Hillman, Pres.
Paul A. Toback, COO
John W. Dwyer, Exec. VP/CFO
John H. Wildman, Sr. VP-Sales and Mktg.
Harold Morgan, Sr. VP-Human Resources
Geoffrey M. Scheitlin, VP/Controller
Jason M. Conviser, VP-Clinical Services
Cary A. Gaan, Sr. VP/Sec.
Cary A. Gaan, Sr. VP/General Counsel
Paul A. Toback, Sr. VP-Corp. Dev.
David D. Southern, VP-Investor Relations
John W. Dwyer, Treas.
Michael A. Karoff, VP-New Product Mktg.
Julie Adams, VP-Membership Services
William G. (Bill) Fanelli, Sr. VP-Finance

Phone: 773-380-3000

Fax: 773-693-2982

Toll-Free:

Address: 8700 W. Bryn Mawr Ave., Chicago, IL 60631 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$561,600 (6 months)	2001 Profits: \$37,800 (6 months)
2000 Sales: \$1,007,100	2000 Profits: \$78,600
1999 Sales: \$861,100	1999 Profits: \$42,100
1998 Sales: \$744,300	1998 Profits: \$13,300
1997 Sales: \$661,000	1997 Profits: \$-44,900

Stock Ticker: BFT
Employees: 18,975
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$550,000	Bonus: \$450,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$325,000	Bonus: \$325,000

COMPETITIVE ADVANTAGE: One of the best-known names in the fitness industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BANK OF AMERICA CORP**www.bankofamerica.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Commercial Real Estate
Investment and Brokerage Services
Insurance
Mutual Funds
Venture Capital
Leasing
Mortgages

BRANDS/DIVISIONS/AFFILIATES:

Nationsbank
Barnett Banks
BankAmerica
Internet Order Center
BA Merchant Services
Banc of America Securities
Model Bank

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kenneth D. Lewis, CEO
Kenneth D. Lewis, Pres.
James H. (Jim) Hance, Jr., CFO
Steele Alphin, Sr. Personnel Exec.
Paul Polking, General Counsel
Tim Arnoult, Tech. & Oper. Exec.
Greg Curl, Corp. Planning & Strategy Exec.
Jim Dixon, Bankofamerica.com Exec.
Lynn Drury, Corp. Affairs Exec.
Carter McClelland, Corp. & Investment Banking Exec.
Al de Molina, Corp. Treas. Exec.
Edward J. Brown III, Pres.-Global Corp. & Investment Banking
Michael E. O'Neill, Pres.-Principal Investing & Wealth Mgmt.
Marc D. Oken, Exec. VP/Principal Financial Exec.

Phone: 888-279-3457 **Fax:** 704-386-6699**Toll-Free:** 800-299-2265**Address:** 100 N. Tryon St., 18th Floor, Charlotte, NC 28255 US**GROWTH PLANS/SPECIAL FEATURES:**

Bank of America Corporation, the result of the October 1998 merger of NationsBank and BankAmerica, is the holding company for Bank of America, currently ranked as the number one bank in the U.S. and the U.S.'s first coast-to-coast bank. The combined firm has about 4,500 branches in 48 states and almost 40 countries, plus a massive network of ATMs. It has leading market shares in California, Florida, Texas, North Carolina, Washington, Arizona and Georgia and does business with more than 2 million businesses and 30 million households. Through various banking and non-banking subsidiaries, the firm offers consumer, commercial and global corporate banking; commercial real estate; investment and brokerage services; insurance and mutual funds. These services are grouped together in four business segments: Consumer and Commercial Banking, Global Corporate and Investment Banking, Equity Investment and Asset Management. As part of its operations, the company regularly evaluates the potential acquisition of, and holds discussions with, various financial institutions and other businesses of a type eligible for bank holding company ownership or control. Before its official consolidation, the firm acquired Barnett Banks, Inc. in 1998 and completed the installation of its consumer banking platform Model Bank throughout the former NationsBank franchise, which is the company's technological cornerstone, providing associates complete information about customer relationships across product lines, business lines and state lines. In news for the future, Bank of America is expanding its online and credit card services.

Bank of America is very active in the community, donating money and support to non-profit and community-based organizations. Bank of America was cited by the Women's Business Enterprise National Council as one of America's top companies.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$27,672,000 (6 months)	2001 Profits: \$3,893,000 (6 months)
2000 Sales: \$57,772,000	2000 Profits: \$7,517,000
1999 Sales: \$51,632,000	1999 Profits: \$7,882,000
1998 Sales: \$51,794,000	1998 Profits: \$5,165,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: BAC

Employees: 142,724

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,500,000	Bonus: \$2,500,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,000,000	Bonus: \$1,500,000

COMPETITIVE ADVANTAGE:

The largest retail banking system in the U.S./Nation's largest network of ATMs.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BANK OF NEW YORK CO INC (THE)**www.bankofny.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 11 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Securities Processing
 Credit Card Issuer
 Trust and Investment Services
 Factoring
 Secured Lending

BRANDS/DIVISIONS/AFFILIATES:

Bank of New York, The
 BNY Financial Corporation
 BNY ESI & Co., Inc.
 BNY Mortgage Company LLC
 BNY Asset Solutions, Inc.
 BNY Capital Funding LLC
 Greenwich Advisory Associates, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas A. Renyi, CEO
 Gerald L. Hassell, Pres.
 Bruce W. Van Saun, CFO
 Thomas Angers, Dir.-Personnel
 Robert T. Grieves, Sr. VP/Dir.-Comm.
 Leslie V. Godridge, Exec. VP-Corp. Banking
 Thomas J. Perna, Pres., Financial Companies Services Sector

Phone: 212-495-1784 Fax: 214-635-1799

Toll-Free:

Address: 1 Wall St., New York, NY 10286-0001 US

GROWTH PLANS/SPECIAL FEATURES:

The Bank of New York Company, Inc., the top retail bank in the suburban New York area and one of the largest financial holding companies in the U.S., operates over 350 branches throughout New York, New Jersey and Connecticut and administrative offices in Alabama, Florida, Georgia, California, Missouri, Illinois, New Jersey and Washington. It also operates internationally with 29 branch and representative offices in 26 countries. The company offers real estate and consumer loans, banking services for small and mid-sized businesses, investment banking services, structuring and syndication of credit facilities, debt and equity private placements and advice on mergers and acquisitions. In addition to these services, The Bank of New York Company provides government and corporate clearing, transfer and transaction services and corporate finance options like mortgage-backed lending. Securities processing has proven to be a very profitable business sector for the company in recent years, including American depository receipts, or dollar-denominated foreign securities services. All of the services offered are grouped into five basic businesses: Securities Servicing and Global Payment Services, BNY Asset Management & Private Client Services, Corporate Banking, Retail Banking and Financial Market Services. In recent news, The Bank of New York, a subsidiary of the company, acquired Greenwich Advisory Associates, Inc., which reinforces the bank's strategic commitment of providing a wide range of investment services.

The company prides itself on its diversity, school-to-career programs and community efforts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,672,000 (6 months)	2001 Profits: \$769,000 (6 months)
2000 Sales: \$7,486,000	2000 Profits: \$1,429,000
1999 Sales: \$6,966,000	1999 Profits: \$1,739,000
1998 Sales: \$5,793,000	1998 Profits: \$1,192,000
1997 Sales: \$5,697,000	1997 Profits: \$1,104,000

Stock Ticker: BK

Employees: 18,861

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$925,000	Bonus: \$12,080,938
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$546,154	Bonus: \$6,711,797

COMPETITIVE ADVANTAGE:

14th largest bank holding company in the U.S./Seventh-largest commercial bank in New Jersey.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BARNES & NOBLE INC**www.barnesandnobleinc.com**

Industry Group Code: 451211 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Book Stores, Retail
Retail Music
In-store Cafes
Mall Book Stores
CD-ROM Retailer
Book Publishing
Internet-Based Retail
Video Game and Entertainment Software-Retail

BRANDS/DIVISIONS/AFFILIATES:

B. Dalton Bookseller
Babbage's Etc.
BOOKSTOP
Bookstar
Doubleday Book Shops
CCI Holdings
BarnesandNoble.com
Vendamerica, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas A. Tolworthy, Pres.-Barnes & Noble Booksellers
J. Alan Kahn, COO
Maureen O'Connell, CFO
Michelle Smith, VP-Human Resources
Joseph Giamelli, VP/CIO
Michael N. Rosen, Corp. Sec.
Mitchell S. Klipper, Exec. VP/Pres.- Barnes & Noble Dev.
Mary Ellen Keating, Sr. VP-Corp. Comm. & Public Affairs
Michael G. Archbold, VP/Treas.
Darrell Meussner, VP/CFO-Retail & Dist.
David S. Deason, Pres.-Barnes & Noble Dev.

Phone: 212-633-3300 **Fax:** 212-675-0413**Toll-Free:** 800-843-2665**Address:** 122 Fifth Ave., New York, NY 10011 US**GROWTH PLANS/SPECIAL FEATURES:**

Barnes & Noble, Inc., the world's largest bookseller, operates book superstores in 49 states and the District of Columbia as well as 507 mall-based bookstores in 45 states and the District of Columbia. The company's superstore business operates under the Barnes & Nobles Booksellers, BOOKSTOP and Bookstar trade names. Barnes & Noble stores are designed to be reminiscent of an old world library, with wood fixtures, antique style chairs and tables, ample public space, a cafe and public restrooms. An in-store music department provides over 50,000 titles in classical music, opera, jazz, blues and pop rock, marketed to the company's core customers in the 35 to 45 year age group. The stores principally sell trade books, mass-market paperbacks, children's books, off-price bargain books and magazines. Its mall-based business operates under the B. Dalton Bookseller, Doubleday Book Shops and Scribner's Bookstore trade names. The company also owns Babbage's Etc., one of the largest operators of video game and entertainment software stores in the U.S. with over 520 stores in 47 states and Puerto Rico. The Babbage's Etc. stores feature video game hardware and software, PC entertainment software and a multitude of accessories. The company is also the world's largest supplier of books through direct-mail catalogs and publishes books under its own Barnes & Noble Books imprint for exclusive sale through its retail bookstores and mail-order catalogs. The company is the exclusive bookseller in America Online's Marketplace and maintains its own e-commerce web site, Barnesandnoble.com, in a joint venture with Bertelsmann. Barnes & Noble is the only book retailer operating through all four channels of distribution: retail stores, the Internet, a toll-free number and mail order. The company is currently planning on expanding its store base into key target markets throughout the U.S.

The company offers its employees full benefits including dental and vision care. It looks for enthusiastic, team-oriented individuals.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,375,800 (12 months)	2001 Profits: \$-52,000 (12 months)
2000 Sales: \$3,486,000	2000 Profits: \$124,500
1999 Sales: \$3,005,600	1999 Profits: \$92,400
1998 Sales: \$2,796,900	1998 Profits: \$53,200
1997 Sales: \$2,448,100	1997 Profits: \$51,200

Stock Ticker: BKS
Employees: 39,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$584,615	Bonus: \$300,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$538,462	Bonus: \$450,000

COMPETITIVE ADVANTAGE:

Leading operator of book superstores in the U.S./Over 1,000 stores nationwide/Excellent online retailing site.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

BAUSCH & LOMB INC**www.bausch.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits: 14

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Eye Care
 Generic and Prescription Pharmaceuticals
 Vision Care
 Surgical Products

BRANDS/DIVISIONS/AFFILIATES:

Arnette Optic Illusions, Inc.
 Orbtex
 Spafas
 ReNu
 Polymer Technology Corp.
 Bausch & Lomb Vision Care
 Groupe Chauvin
 Woehlk Contact Lens GmbH

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William H. Waltrip, CEO
 C. E. Sassano, Pres.
 C. E. Sassano, COO
 Stephen C. McCluski, CFO
 Ian J. Watkins, VP-Human Resources
 Gary M. Aron, Sr. VP-Research, Development, and Engineering
 Jurij Z. Kushner, Controller
 Jean F. Geisel, Sec.
 Robert B. Stiles, General Counsel
 Angela J. Panzarella, VP-Strategy
 Barbara M. Kelley, VP-Corp. Comm.
 Barbara M. Kelley, VP-Investor Rel.
 Alan H. Resnick, VP-Treas.
 Alan H. Farnsworth, Sr. VP/Pres., Europe, Middle East and Africa
 Geoffrey F. Idle, VP/Pres., Bausch and Lomb, Japan

Phone: 716-338-6000 Fax: 716-338-6007

Toll-Free: 800-344-8815

Address: 1 Bausch & Lomb Place, Rochester, NY 14604-2701
US**GROWTH PLANS/SPECIAL FEATURES:**

Bausch and Lomb Inc. is a world leader in the development, manufacture and marketing of healthcare products for the eye. Bausch and Lomb operates in three segments: vision care, pharmaceuticals and surgical products. The company's Vision Care division includes contact lenses, lens care products and the vision accessories business. Vision care products are marketed to licensed eye care professionals, health products retailers, independent pharmacies, drug stores, food stores and mass merchandisers by the company's sales force and distributors. The Pharmaceutical division manufactures and sells generic and proprietary prescription pharmaceuticals with a strategic emphasis in the ophthalmic field and over-the-counter ophthalmic medications. These products are marketed by the company's sales force and distributed through wholesalers, independent pharmacies, drug stores, food stores, mass merchandisers and hospitals. Finally, the Surgical sector manufactures and sells products and equipment for cataract, refractive and retinal surgery. Some of Bausch and Lomb's significant consumer and eye care professional recognition products include ReNu, ReNu MultiPlus, Sensitive Eyes, Medalist, Boston, Optima FW, SofLens, PureVision and Opcon. Bausch and Lomb sold its Charles River Laboratories, its Sunglass division (including the Ray Ban brand) and the Miracle-Ear hearing aid business, representing the last of the non-core businesses, during the third quarter of 1999. In an effort to increase its international business, the company acquired Woehlk Contact Lens GmbH, a seller of soft and rigid gas permeable contact lenses and distributor of contact lens solutions. Bausch and Lomb recently bought French eye medicine company Groupe Chauvin for about \$228 million in a bid to become a top European eye care company.

Bausch and Lomb Inc. offers employment around the world in all aspects of the company, with positions ranging from customer service to research and development. It offers a comprehensive benefits package.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$826,200 (6 months)	2001 Profits: \$5,800 (6 months)
2000 Sales: \$1,772,400	2000 Profits: \$83,400
1999 Sales: \$1,764,300	1999 Profits: \$444,800
1998 Sales: \$1,604,500	1998 Profits: \$25,200
1997 Sales: \$1,112,600	1997 Profits: \$49,400

Stock Ticker: BOL
 Employees: 12,400
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$875,615	Bonus: \$26,758
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$458,365	Bonus: \$2,486

COMPETITIVE ADVANTAGE: Strategic positioning in eye care products/Increasing international market share.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BAXTER INTERNATIONAL INC**www.baxter.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Intravenous and Renal Dialysis Systems
Tissue Heart Valves
Valve-Repair Products
Cardiac-Monitoring Products
Kidney Failure Products
Intravenous Products
Biotech Investments and Products

BRANDS/DIVISIONS/AFFILIATES:

Immuno International AG
Research Medical, Inc.
Baxter World Trade Corporation
Baxter Healthcare Corporation
Cook Pharmaceutical Solutions
ASTA Medica Oncology

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Harry M. Jansen Kraemer Jr., CEO
Brian P. Anderson, Sr. VP/CFO
Karen J. May, Corp. VP-Human Resources
Kshitij Mohan, Corp. VP-Research & Tech. Services
James Michael Gatling, Corp. VP-Global Mfg. Oper.
Jan Stern Reed, Corp. Sec.
David C. McKee, Corp. VP/General Counsel
David C. McKee, VP-Global Mfg. Oper.
Timothy B. Anderson, Group VP-Corp. Strategy & Dev.
Neville J. Jeharajah, Corp. VP-Investor Rel.
Steven J. Meyer, Treas.
David F. Drohan, VP/Pres.-I.V. Systems
John L. Quick, VP-Quality/Regulatory
Jack I. McGinley, Group VP-I.V. Systems/Medical Products
James R. Hurley, Corp. VP-Integration Mgmt.

Phone: 847-948-2000 **Fax:** 847-948-3948**Toll-Free:** 800-422-9837**Address:** 1 Baxter Pkwy., Deerfield, IL 60015-4633 US**GROWTH PLANS/SPECIAL FEATURES:**

Baxter International, Inc. develops, manufactures and distributes its products in 27 countries and sells them in approximately 110 countries. The company has market-leading positions in three global business divisions: bioscience, anesthesia products and renal therapy intravenous systems. In its biotechnology business, the company is a global leader in products and therapies used in transfusion medicine, such as its hemoglobin therapeutic (blood substitute), automated blood-separation and collection systems and therapeutic proteins for the treatment of hemophilia. Baxter, through its renal business segment, is also a leading provider of products and services to treat end-stage kidney disease. The company's I.V. Systems/Medical Products business has experienced strong growth in Asia and South America and is the cornerstone of a 7-year, multi-billion dollar purchasing agreement with Premier, the largest alliance of hospital and health systems in the U.S. Baxter's products are used by hospitals, clinical and medical research laboratories, blood and blood dialysis centers, rehabilitation centers, nursing homes, doctors' offices and by patients, at home, under physician supervision. The company's products and services are used to treat patients with a variety of conditions and diseases such as cancer, trauma, hemophilia, immune deficiencies, infectious diseases, kidney disease and other disorders. In recent news, Baxter Healthcare Corporation, a subsidiary of Baxter, acquired Cook Pharmaceutical Solutions, which will expand its medication delivery products as well as offer analytical and microbiological services. Also recently, Baxter acquired ASTA Medica Oncology's subsidiary, Asta Medica Onkologie GmbH & CoKG, which will advance Baxter's existing position in oncology.

Of the company's officials and managers, 13.6% are minorities, and 24.2% of the employees in the entire work force are minorities. The company offers employees a relaxed, casual work environment with business casual dress.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,627,000 (6 months)	2001 Profits: \$415,000 (6 months)
2000 Sales: \$6,896,000	2000 Profits: \$740,000
1999 Sales: \$6,380,000	1999 Profits: \$797,000
1998 Sales: \$5,706,000	1998 Profits: \$315,000
1997 Sales: \$5,259,000	1997 Profits: \$300,000

Stock Ticker: BAX

Employees: 43,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$880,000	Bonus: \$1,320,000
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$475,000	Bonus: \$380,000

COMPETITIVE ADVANTAGE:

A leader in manufacturing heart valves/Industry giant.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BEAR STEARNS COS INC (THE)**www.bearstearns.com**

Industry Group Code: 523110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Stock Brokerage/Investment Banking
 Corporate Finance
 Mergers and Acquisitions
 Institutional Equities
 Fixed Income Sales and Trading
 Foreign Exchange and Futures Sales and Trading
 Asset Management
 Custody Services

BRANDS/DIVISIONS/AFFILIATES:

Bear Stearns & Co. Inc.
 Bear Stearns Securities Corp.
 Bear Stearns International Limited
 Bear Stearns Bank plc
 Bear Stearns Family of Funds

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James E. Cayne, CEO
 James E. Cayne, Pres.
 Samuel L. Molinaro, Jr., Sr. VP-Finance/CFO
 Stephen A. Lacoff, Sr. Managing Dir.-Personnel
 Michael J. Abatemarco, Controller
 Mark E. Lehman, Exec. VP/General Counsel
 Michael Minikes, Treas.

Phone: 212-272-2000 Fax: 212-272-4785

Toll-Free:

Address: 245 Park Ave., New York, NY 10167-0002 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,585,600 (6 months)	2001 Profits: \$329,200 (6 months)
2000 Sales: \$10,276,600	2000 Profits: \$773,200
1999 Sales: \$7,882,000	1999 Profits: \$673,000
1998 Sales: \$7,979,936	1998 Profits: \$660,429
1997 Sales: \$6,077,278	1997 Profits: \$613,330

Stock Ticker: BSC
 Employees: 11,201
 Fiscal Year Ends: 11/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$200,000	Bonus: \$11,665,172
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$200,000	Bonus: \$10,373,868

COMPETITIVE ADVANTAGE:

Positioned for growth/Services a number of growing business sectors.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BECKMAN COULTER INC**www.beckmancoulter.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Equipment-Laboratory Instruments
Test Kits for Laboratories**GROWTH PLANS/SPECIAL FEATURES:**

Beckman Coulter designs, manufactures and markets systems that consist of instruments, chemistries, software and supplies that meet a variety of laboratory needs. Its products are used in a range of applications, from instruments used for pioneering medical research and drug discovery to diagnostic tools found in hospitals and physicians' offices. Beckman Coulter's product lines include virtually all blood tests routinely performed in hospital laboratories and a range of systems for medical and pharmaceutical research. The organization has approximately 125,000 systems operating in laboratories around the world, with more than half of its annual revenues coming from after-market customer purchases of operating supplies, chemistry kits and service. Beckman Coulter markets its products in approximately 130 countries. Beckman Coulter's customers include hospital clinical laboratories, physicians' offices, group practices, commercial reference laboratories, universities, medical research laboratories, pharmaceutical companies and biotechnology firms. Beckman Coulter believes that its focus on automated, high-throughput systems positions it to capitalize on this need. The company announced new custom reagents that have the potential to speed the search for cancer vaccines and other immune diseases by virtue of their ability to rapidly measure cellular immune response. The introduction of this technology has spurred the company to form a dedicated business unit in San Diego to commercialize future applications.

Beckman Coulter focuses on products, lab processes, service and people to impact biomedical testing. It offers jobs in all aspects of its world-wide operations including customer service, communications, administration and legal divisions. The company offers tuition reimbursement to employees.

BRANDS/DIVISIONS/AFFILIATES:Beckman Coulter Primary Care Diagnostics
Beckman Coulter/ Centrifuge Division
Hybritech Incorporated
Coulter Corporation
Immunotech S.A.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*John P. Wareham, CEO
John P. Wareham, Pres.
Amin Khalifa, CFO/VP-Finance
Fidencio M. Mares, VP-Human Resources
James B. Gray, Controller
Edgar E. Vivanco, VP-Mfg.
William H. May, Sec.
William H. May, VP/General Counsel
Albert R. Ziegler, Sr. VP-Diagnostics Commercial Oper.
Fidencio M. Mares, VP-Corp. Comm.
James T. Glover, VP/Treas.
Jack Finney, VP-Bioresearch**Phone:** 714-871-4848 **Fax:** 714-773-8283**Toll-Free:** 800-233-4685**Address:** 4300 N. Harbor Blvd., Fullerton, CA 92834 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$929,100 (6 months)	2001 Profits: \$57,100 (6 months)
2000 Sales: \$1,886,900	2000 Profits: \$125,500
1999 Sales: \$1,808,700	1999 Profits: \$106,000
1998 Sales: \$1,718,200	1998 Profits: \$33,500
1997 Sales: \$1,198,000	1997 Profits: \$-264,400

Stock Ticker: BEC
Employees: 9,520
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$680,633	Bonus: \$667,450
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$299,441	Bonus: \$191,200

COMPETITIVE ADVANTAGE:

Key player in clinical protein analysis/Vast, worldwide customer base.

OTHER THOUGHTS:Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BECTON DICKINSON & CO**www.bd.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Injection/Infusion
 Prefillable Drug Delivery Systems
 Vascular Access Products
 Specialty and Surgical Blades
 Disposable Scrubs

BRANDS/DIVISIONS/AFFILIATES:

Med-Safe Systems, Inc.
 Vacutainer
 Hypak
 Clontech Laboratories, Inc.
 BD Autoguard

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward J. Ludwig, CEO
 Edward J. Ludwig, Pres.
 John R. Considine, Exec. VP/CFO
 Jean-Marc Dageville, VP-Human Resources
 Richard M. Hyne, VP-Controller
 William A. Kozy, Sr. VP-Commercial Mfg.
 Bridget M. Healy, VP/Corp. Sec.
 Bridget M. Healy, General Counsel
 Vincent A. Forlenza, Sr. VP-Tech., Strategy, & Dev.
 Dean J. Paranicas, VP-Investor Rel. & Public Affairs.
 Richard K. Berman, VP/Treas.

Phone: 201-847-6800 **Fax:** 201-847-6475**Toll-Free:** 800-284-6845**Address:** 1 Becton Dr., Franklin Lakes, NJ 07417-1880 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,758,700 (9 months)	2001 Profits: \$303,300 (9 months)
2000 Sales: \$3,618,300	2000 Profits: \$392,900
1999 Sales: \$3,418,400	1999 Profits: \$275,700
1998 Sales: \$3,116,900	1998 Profits: \$236,600
1997 Sales: \$2,810,500	1997 Profits: \$300,100

Stock Ticker: BDX
 Employees: 25,000
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$562,500	Bonus: \$425,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$400,542	Bonus: \$195,000

COMPETITIVE ADVANTAGE:

Widely known for quality products and technology/International presence.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BED BATH & BEYOND INC**www.bedbathandbeyond.com**

Industry Group Code: 442299 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Linens & Housewares, Retail
Small Appliances
Home Accessories

BRANDS/DIVISIONS/AFFILIATES:

Bed & Bath Superstore
BB & Beyond

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leonard Feinstein, Co-CEO
Steven H. Temares, Pres.
Steven H. Temares, COO
Ronald Curwin, CFO
Rita Little, VP-Mktg.
Connie Van Dyke, VP-Human Resources
Richard McMahon, VP/CIO
Arthur Stark, Sr. VP/Chief Merch. Officer
Allan Rauch, VP-Legal and General Counsel
Michael Honeyman, VP-Admin. and Corp. Oper.
G. William Waltzinger Jr., VP-e-Services
Ronald Curwin, Treas.
Warren Eisenberg, Co-CEO
Mathew Fiorilli, Sr. VP-Stores
Chris Pirog, VP-Store Oper.
Stephen J. Murray, VP-Info. Tech.

Phone: 908-688-0888 **Fax:** 973-785-4255**Toll-Free:** 800-462-3966**Address:** 650 Liberty Avenue, Union, NJ 07083 US**GROWTH PLANS/SPECIAL FEATURES:**

Bed Bath & Beyond is one of the nation's largest operators of superstores, selling better quality linens home accessories such as those typically found in better department stores. The company offers a wide assortment of merchandise at everyday low prices substantially below department store prices and generally comparable to or below department store sale prices. Bed Bath & Beyond's merchandise line includes items such as bed linens, bath accessories and kitchen textiles, and the company line also includes items such as cookware, dinnerware, glassware and basic housewares. It offers a breadth and depth of selection in most of its product categories that far exceeds what is generally available in department stores or other specialty retail stores, enabling it to offer customers the convenience of one-stop shopping for most household items. The firm operates over 300 stores in 39 states, including over 150 superstores and smaller stores that primarily carry domestic merchandise and home furnishings. Bed Bath & Beyond is engaged in an ongoing expansion program involving the opening of new stores in both existing and new markets and the expansion or replacement of existing stores with larger ones. The company opens an average of 45 stores per year. Bed Bath & Beyond recently expanded with the launch of its e-commerce web site at www.bedbath.com. Consumers can shop in a variety of product categories with the assistance of an online guide that provides information on a number of domestic topics. For couples about to marry, the site offers an online bridal registry with access to thousands of name brand items.

Bed Bath & Beyond empowers managers, giving them a chance to manage with respect to merchandise, including style of presentation and which items to feature. The company's policy is to generally build its management organization from within. New employees can move up rapidly to department manager status.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,396,700 (12 months)	2001 Profits: \$171,900 (12 months)
2000 Sales: \$1,857,500	2000 Profits: \$131,229
1999 Sales: \$1,382,300	1999 Profits: \$97,346
1998 Sales: \$1,066,600	1998 Profits: \$73,142
1997 Sales: \$823,200	1997 Profits: \$55,000

Stock Ticker: BBBY
Employees: 15,000
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$750,000	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$750,000	Bonus:	\$

COMPETITIVE ADVANTAGE:

Everyday low prices on a very deep selection of merchandise.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

BELLSOUTH CORP**www.bellsouthcorp.com**

Industry Group Code: 513300A Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Local Telephone Service
 Internet Access
 Local and Toll Services
 Billing and Collection Services
 Wireless Communications
 Operator Services
 Online and Directory Advertising

BRANDS/DIVISIONS/AFFILIATES:

Managed Hosting
 SBC Communications, Inc.
 Cingular Wireless
 InfoSpace
 RealPages.com
 ValueStar Corp.
 Privacy Director
 Qwest Communications International, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

F. Duane Ackerman, CEO
 F. Duane Ackerman, Pres.
 Ronald M. Dykes, CFO
 Donna A. Lee, Chief Mktg. Officer
 Richard Sibbernsen, VP-Human Resources
 Bill Smith, Chief Tech. Officer/Exec. VP-Network Planning
 Francis A. Dramis, Jr., CIO
 Carl Swearingen, Corp. Sec.
 Charles R. Morgan, General Counsel
 Gary D. Forsee, Chief Staff Officer
 Keith O. Cowan, VP-Corp. Dev.
 Francis A. Dramis, Jr., Chief eCommerce Officer
 William Pate, VP-Advertising & Public Rel.
 Nancy C. Humphries, VP-Investor Rel.
 Linda S. Harty, Treas.
 Suzanne H. Detlefs, VP-Strategic Management
 Fred Shaftman, Pres.-Large Business Svcs.
 Ralph de la Vega, Pres.-Broadband Access Services

Phone: 404-249-2000 **Fax:** 404-249-5599**Toll-Free:****Address:** 1155 Peachtree St., NE, Atlanta, GA 30309-3610 US**GROWTH PLANS/SPECIAL FEATURES:**

BellSouth Corp. is an integrated communications services company that provides telecommunications, wireless communications, entertainment services, online and directory advertising, Internet, data and e-commerce applications services. Recently, the company launched Managed Hosting, a full-service option that provides management for servers and operating systems with full weekly back-ups, nightly incremental back-ups, proactive maintenance and monitoring and ongoing technical support. Supported by the firm's e-Platform for business, the new Managed Hosting service enhances the ability of an extensive fiber-based network to deliver the speed, reliability and security required for today's mission critical e-business applications. Additionally, the firm and SBC Communications, Inc. combined their U.S. domestic wireless businesses to form Cingular Wireless, which currently provides wireless voice and data service to more than 19 million customers. Cingular Wireless recently launched a number of integrated mobile commerce services, powered by InfoSpace's wireless technology platform, that makes wireless shopping, rewards and transaction services seamless and secure for Cingular customers. Furthermore, the company's RealPages.com division has entered into an agreement with ValueStar Corp. that will make ValueStar a primary third-party content provider for RealPages.com. ValueStar will provide its branded content to supplement service business listings on RealPages.com. Moreover, BellSouth recently introduced Privacy Director, a revolutionary new service that protects against unwanted callers, including telemarketers. Working in conjunction with BellSouth Caller ID, the Privacy Director screens any call from a number that does not appear on Caller ID.

BellSouth Corp. offers its employees tuition reimbursement, child care discounts, medical, dental and life insurance and mortgage assistance. The company also provides scholarships for a number of its employees' children. In addition, two out of 13 board members are minorities as well as 31% of the firm's workforce.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$11,904,000 (6 months)	2001 Profits: \$1,771,000 (6 months)
2000 Sales: \$26,151,000	2000 Profits: \$4,220,000
1999 Sales: \$25,224,000	1999 Profits: \$3,448,000
1998 Sales: \$23,123,000	1998 Profits: \$3,527,000
1997 Sales: \$20,561,000	1997 Profits: \$3,261,000

Stock Ticker: BLS
 Employees: 103,918
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,100,000	Bonus: \$2,400,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$620,000	Bonus: \$1,002,000

COMPETITIVE ADVANTAGE: Formation of Cingular Wireless.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 11
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

BERKSHIRE HATHAWAY INC**www.berkshirehathaway.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Reinsurance
Investments
Candy
Jewelry
Flight Services
Shoes
Furniture

BRANDS/DIVISIONS/AFFILIATES:

Berkshire Hathaway Insurance Group
GEICO Direct Auto Insurance
General Re Corporation
See's Candies
FlightSafety International, Inc.
Dexter Shoe Company
Borsheim's Fine Jewelry
XTRA Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Warren E. Buffet, CEO
Marc D. Hamburg, VP/CFO
Daniel J. Jaksich, Controller
Forrest N. Krutter, Corp. Sec.
Marc D. Hamburg, VP/Treas.
Rebecca K. Amick, Dir.-Internal Auditing
Mark D. Millard, Dir.-Financial Assets

Phone: 402-346-1400 **Fax:** 402-346-3375**Toll-Free:****Address:** 1440 Kiewit Plaza, Omaha, NE 68131 US**GROWTH PLANS/SPECIAL FEATURES:**

Berkshire Hathaway, Inc. is a holding company that owns subsidiaries engaged in a number of diverse business activities, the most most important of which are insurance and reinsurance. The property and casualty insurance business is conducted on both a direct and reinsurance basis through the Berkshire Hathaway Insurance Group. General Re Corporation provides worldwide customers with life, accident and health reinsurers, as well as internationally-based property and casualty reinsurers. The company's subsidiary GEICO (Government Employees Insurance Co.) mainly provides auto insurance to low-risk demographic groups such as government and military employees and is the sixth largest auto insurer in the U.S. Berkshire Hathaway provides high technology training to operators of aircraft and ships through FlightSafety International, Inc. The company is also in the retail business with home furnishing stores (Nebraska Furniture Mart, R.C. Willey Home Furnishings, Star Furniture Company and Jordan's Furniture, Inc.) and a jewelry store called Borsheim's Jewelry Company. In addition, Berkshire Hathaway manufactures and distributes a wide variety of products for residential, industrial and institutional use. The company produces boxed chocolates and other confectionery products through See's Candies, owns several shoe businesses including Dexter Shoe Company and Justin Brands and owns International Dairy Queen, which services a system of over 6,000 snack and drink food stores under the names Dairy Queen, Orange Julius and Karmelkorn. In recent news, Berkshire Hathaway acquired XTRA Corporation, which leases over-the-road trailers, marine containers and intermodal equipment, including intermodal trailers, chassis and domestic containers.

Berkshire Hathaway's founder and chairman, Warren Buffett, is world-famous for his business and investment expertise.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$18,798,000 (6 months)	2001 Profits: \$1,379,000 (6 months)
2000 Sales: \$33,976,000	2000 Profits: \$3,328,000
1999 Sales: \$24,028,000	1999 Profits: \$1,557,000
1998 Sales: \$13,832,000	1998 Profits: \$2,830,000
1997 Sales: \$10,430,000	1997 Profits: \$1,902,000

Stock Ticker: BRKA
Employees: 45,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$365,500	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$100,000	Bonus: \$

COMPETITIVE ADVANTAGE:

One of the world's most successful investment companies/Leadership of highly respected CEO, Warren Buffett.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BEST BUY CO INC**www.bestbuy.com**

Industry Group Code: 443110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Electronics Stores, Retail
 Retail Music Sales
 Computers
 Office Supplies
 Retail Video Sales
 Appliances
 Cameras
 Appliance/Electronics Installation and Service

BRANDS/DIVISIONS/AFFILIATES:

BBC Property Co.
 BBC Investment Co.
 Best Buy Concepts, Inc.
 Best Buy Stores, L.P.
 MLG Internet, Inc.
 BestBuy.com
 Micron Electronics
 MusicLand

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard Schulze, CEO
 Bradbury H. Anderson, Pres.
 Bradbury H. Anderson, COO
 Darren Jackson, CFO
 Wade R. Fenn, Exec. VP-Mktg.
 Nancy C. Bologna, Sr. VP-Human Resources
 Weimin Lu, VP-Tech., BestBuy.com
 Marc D. Gordon, CIO
 Gary L. Arnold, Sr. VP-Merch.
 Joseph M. Joyce, Sr. VP/General Counsel
 Joseph T. Pelano Jr., Sr. VP-Oper.
 Wade R. Fenn, Pres.-Bus. Dev. & Strategic Alliances
 Susan S. Hoff, VP-Corp. and Public Affairs
 Robert C. Fox, Sr. VP-Finance/Treas.
 Julie M. Engel, Sr. VP-Advertising
 Michael P. Keskey, Sr. VP-Sales
 Allen U. Lenzmeier, Pres.-Best Buy Retail
 John Walden, Pres.-BestBuy.com

Phone: 612-947-2000 **Fax:** 612-947-2694**Toll-Free:** 888-237-8289**Address:** 7075 Flying Cloud Dr., Eden Prairie, MN 55344 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$15,326,600 (12 months)	2001 Profits: \$395,800 (12 months)
2000 Sales: \$12,494,023	2000 Profits: \$347,070
1999 Sales: \$10,064,600	1999 Profits: \$216,300
1998 Sales: \$8,337,762	1998 Profits: \$81,938
1997 Sales: \$7,770,700	1997 Profits: \$1,700

Stock Ticker: BBY
 Employees: 75,000
 Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,000,000	Bonus:	\$1,550,792
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$730,000	Bonus:	\$679,247

COMPETITIVE ADVANTAGE:

Offers a self-service, non-commissioned, discount-style sales environment in a superstore setting/ Well-known for everyday low prices on music CDs.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

BEVERLY ENTERPRISES INC**www.beverlynet.com**

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Long-Term Health Care/Nursing Homes
 Acute Long-term Transitional Hospitals
 Institutional and Mail Service Pharmacies
 Rehabilitation Therapy Services
 Outpatient Therapy Clinics
 Assisted Living Centers

BRANDS/DIVISIONS/AFFILIATES:

Beverly Healthcare
 Aegis Therapies
 Beverly Home Care
 Matrix/Therapeutics

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William R. Floyd, CEO
 William R. Floyd, Pres.
 William R. Floyd, COO
 Philip W. Small, Exec. VP-Operational Finance
 Mark R. Mostow, Sr. VP-Sales & Mktg.
 Carol C. Johansen, VP-Human Resources
 Micahel Matheny, Exec. VP-IT/CIO
 Pamela H. Daniels, Controller
 Douglas J. Babb, Corp. Sec.
 Douglas J. Babb, General Counsel
 Philip W. Small, Exec. VP-Strategic Planning & Oper. Support
 James M. Griffith, Sr. VP-Corp. Comm.
 James M. Griffith, VP-Investor Relations
 Schuyler Hollingsworth, Jr., Treas.

Phone: 501-201-2000 **Fax:** 501-201-1101

Toll-Free: 877-823-8375

Address: 1000 Beverly Way, Fort Smith, AR 72919 US

GROWTH PLANS/SPECIAL FEATURES:

Beverly Enterprises, Inc. provides long-term health care, including the operation of nursing facilities, acute long-term transitional hospitals, institutional and mail service pharmacies, rehabilitation therapy services, outpatient therapy clinics, assisted living centers, hospices and home health care centers. The company is one of the largest operators of nursing facilities in the U.S. and its facilities are located in 29 states and the District of Columbia. Beverly has 531 nursing facilities, 34 assisted living centers, 165 outpatient therapy clinics and 58 hospice and home care centers. The company's services are combined into four business units: Beverly Healthcare, Aegis Therapies, Beverly Home Care and Matrix/Therapeutics. Beverly Healthcare is the largest nursing home company in the U.S. and offers long-term care, skilled nursing and assisted living. Its long-term care services include daily nursing, dietary, social and recreational services and a full range of pharmacy services and medical supplies. Aegis Therapies is a leading contract rehabilitation company, serves Beverly and non-Beverly business and offers physical, occupational and speech therapy. Beverly Home Care offers hospice care, home-health services, infusion therapy and home medical equipment. Matrix/Therapeutics offers outpatient rehabilitation and case-management services. In recent news, Beverly Enterprises signed an agreement for the sale of 49 skilled nursing facilities and four assisted living centers in Florida to NMC of Florida, LLC.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,340,700 (6 months)	2001 Profits: \$-46,700 (6 months)
2000 Sales: \$2,628,260	2000 Profits: \$-54,502
1999 Sales: \$2,551,007	1999 Profits: \$-134,647
1998 Sales: \$2,822,940	1998 Profits: \$-31,021
1997 Sales: \$3,230,300	1997 Profits: \$58,593

Stock Ticker: BEV
 Employees: 64,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$775,000	Bonus: \$160,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$400,000	Bonus: \$35,000

COMPETITIVE ADVANTAGE:

A leading provider of post-acute healthcare in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

BIG LOTS INC**www.cnstore.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 7 Profits: 8

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Stores, Retail
 Discounted Brand-Name Products
 Discount Private-Label Items
 Discount Furniture

BRANDS/DIVISIONS/AFFILIATES:

Consolidated Stores Corp.
 Odd Lots
 Mac Frugal's
 Pic N Save
 Big Lots Furniture

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael J. Potter, CEO
 Michael J. Potter, Pres.
 Mark D. Shapiro, CFO
 Brad A. Waite, Exec. VP-Human Resources
 Kent Larsson, Exec. VP-Merch.
 Charles W. Haubiel, Corp. Sec.
 Charles W. Haubiel, General Counsel
 Albert J. Bell, Chief Admin. Officer
 Joe R. Cooper, VP-Strategic Planning
 Joe R. Cooper, VP-Investor Rel.
 Joe R. Cooper, Treas.
 Armen J. Bahadurian, Sr. VP-Merch. & Wholesale
 Patrick J. Barry, Sr. VP-Store Oper.
 Kevin A. Day, VP-Mkt. Research
 Kathleen R. Hupper, VP-Real Estate Admin.

Phone: 614-278-6800 **Fax:** 614-278-6676

Toll-Free:

Address: 300 Phillipi Rd., Columbus, OH 43228-0512 US

GROWTH PLANS/SPECIAL FEATURES:

Big Lots, Inc., formerly known as Consolidated Stores Corp., is the nation's largest broadline closeout retailer. The company strives to offer budget-conscious consumers a broad range of quality, name-brand products at closeout prices. The firm operates more than 1,200 closeout stores under the Odd Lots, Big Lots, Mac Frugal's and Pic N Save brand names. Closeout stores are located predominately in strip shopping centers throughout the South and the Midwest. The company also operates approximately 70 freestanding Big Lots Furniture stores and more than 350 furniture departments located within closeout stores. Big Lots Furniture sells living room groups, bedroom suites, dinette sets, mattresses, home office furniture, entertainment centers, lamps and seasonal items. The division maintains low prices by identifying popular items and creating similar looks at comparable quality. The company positions its distribution network, which includes a 3.5 million square foot facility in Columbus, Ohio, to enable quick turn of time sensitive products and to provide longer term warehousing capabilities for off-season merchandise. Moreover, the closeout stores utilize a combination of printed advertising circulars in all markets and multiple commercials that feature two to four highly recognizable, name-brand products in select markets. Additionally, Big Lots sells wholesale merchandise obtained through the same or shared opportunistic purchases of its retail operations. Wholesale customers include a wide and varied range of major national and regional retailers as well as smaller retailers, manufacturers, distributors and wholesalers. Advertising of wholesale merchandise is conducted primarily at trade shows and by mailings to past and potential customers. Recently, the firm sold its K&B Toys unit, the nation's second largest toy store chain, in order to focus on a single closeout business model.

Big Lots offers its employees medical, dental, vision and life insurance, bonus programs, tuition reimbursement and merchandise discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,277,088 (12 months) 2001 Profits: \$-380,700 (12 months)
 2000 Sales: \$2,933,690 2000 Profits: \$96,100
 1999 Sales: \$2,550,668 1999 Profits: \$96,800
 1998 Sales: \$4,055,300 1998 Profits: \$85,900
 1997 Sales: \$3,420,200 1997 Profits: \$127,100

Stock Ticker: BLI
 Employees: 45,676
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$982,000 Bonus: \$267,693
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$564,423 Bonus: \$325,000

COMPETITIVE ADVANTAGE:

World's largest close-out retailer/Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BIO RAD LABORATORIES INC**www.bio-rad.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 17 Profits: 16

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Life Sciences Research
Clinical Diagnostics
Analytical Instruments
Proprietary Equipment Sales and Service
Laboratory Services

BRANDS/DIVISIONS/AFFILIATES:

Chiron Diagnostics Corp.
Pasteur Sanofi Diagnostics
Bio-Metrics Properties, Ltd.
Blood Virus Diagnostics, Inc.
Polaron Instruments

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Schwartz, CEO
David Schwartz, Pres.
James J. Bennett, COO
Thomas C. Chesterman, CFO
Richard Anderson, VP-Human Resources
James R. Stark, Controller
Sanford S. Wadler, Sec.
Sanford S. Wadler, General Counsel
Ronald Hutton, Treas.
Norman Schwartz, VP/Group Mgr.
John Goetz, VP/Group Mgr.

Phone: 510-724-7000 **Fax:** 510-741-5817**Toll-Free:** 800-224-6723**Address:** 1000 Alfred Nobel Dr., Hercules, CA 94547 US**GROWTH PLANS/SPECIAL FEATURES:**

Bio-Rad Laboratories operates in three industry segments, designated Life Science, Clinical Diagnostics and Analytical Instruments. The Life Science segment focuses on specific segments of the life science market, including laboratory devices, biomaterials, imaging products and microscopy systems. Bio-Rad primarily uses electrophoresis, image analysis and microplate readers, chromatography, gene transfer and sample preparation and amplification as its primary technological applications. Bio-Rad supplies its services to universities and medical schools, industrial research organizations, government agencies, pharmaceutical manufacturers and biotechnology researchers. Its clinical diagnostics industry encompasses a broad array of technologies incorporated into a variety of tests used to detect, identify and quantify substances in blood or other bodily fluids and tissues. The test results are used as aids for medical diagnosis, detection, evaluation, monitoring and treatment of diseases and other medical conditions. Bio-Rad's analytical instruments segment develops, manufacturers, sells and services FT-IR spectroscopy systems, semiconductor tests and manufacturing instruments, spectral reference publications and software. Spectrometers measure the infrared spectra of materials, providing quantitative and qualitative information about their chemical composition. The primary end users for spectrometers are scientists and researchers in a wide range of industries, including chemicals, pharmaceuticals, biotechnology and food. Bio-Rad recently acquired Helix Diagnostics, Inc., a company that specializes in the development and manufacture of test kits for autoimmune disease. This acquisition will help establish the company's position in this rapidly expanding market.

The company stresses the overall organization of its employees into small entrepreneurial teams in order to spur innovation. The firm offers its employees tuition reimbursement and dental and vision insurance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$398,100 (6 months)	2001 Profits: \$20,200 (6 months)
2000 Sales: \$725,884	2000 Profits: \$31,100
1999 Sales: \$555,399	1999 Profits: \$11,721
1998 Sales: \$447,863	1998 Profits: \$24,302
1997 Sales: \$432,078	1997 Profits: \$16,364

Stock Ticker: BIO/A
Employees: 4,093
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$525,314	Bonus: \$260,825
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$473,889	Bonus: \$245,046

COMPETITIVE ADVANTAGE:

Products are sold to a diverse group of customers including universities, research institutions, health care providers and companies in the pharmaceutical, biotechnology and semiconductor industries.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BIOMET INC**www.biomet.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 14 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Orthopedic
Electrical Bone Growth Stimulators
Orthopedic Support Devices
Operating Room Supplies
Powered Surgical Instruments
Arthroscopy Products
Imaging Equipment
Human Bone Joint Replacement Systems

BRANDS/DIVISIONS/AFFILIATES:

Electro-Biology Inc.
EBI Medical Systems, Inc.
Arthrotek, Inc.
Walter Lorenz Surgical, Inc.
Biomet Ltd.
Biomet Europe
Biomet SpA
Kirschner Medical Corp.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Dane A. Miller, CEO
Dane A. Miller, Pres.
Gregory D. Hartman, Sr. VP-Finance/CFO
William C. Kolter, VP-Mktg.
Darlene K. Whaley, VP-Human Resources
Anthony L. Flemining, VP-Research and Dev.
James W. Haller, Controller
Daniel P. Hann, Sr. VP/Sec.
Daniel P. Hann, General Counsel
Charles E. Niemier, Sr. VP-Int'l Oper.
Greg W. Sasso, VP-Corp. Dev.
Greg W. Sasso, VP-Corp. Comm.
Garry L. England, Sr. VP-Warsaw Oper.
Joel P. Pratt, Sr. VP/Pres.-Arthrotek
James R. Pastena, VP/Pres.-Electro-Biology, Inc.
Kent E. Williams, VP/Pres.-Walter Lorenz Surgical, Inc.

Phone: 219-267-6639 **Fax:** 219-267-8137**Toll-Free:** 800-348-9500**Address:** 56 East Bell Drive, Warsaw, IN 46582 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,030,700 (12 months)	2001 Profits: \$197,500 (12 months)
2000 Sales: \$923,600	2000 Profits: \$173,771
1999 Sales: \$830,800	1999 Profits: \$125,026
1998 Sales: \$706,150	1998 Profits: \$127,859
1997 Sales: \$580,300	1997 Profits: \$106,500

Stock Ticker: BMET
Employees: 2,990
Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Expertise in orthopedics/Steady growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BISYS GROUP INC (THE)**www.bisys.com**

Industry Group Code: 541219 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Outsourcing-Transaction Services
Data Processing
Real Estate Loan Servicing
Item Processing Services
Mutual Fund Administration
Check Imaging Systems
Insurance Information Software
Education Services

BRANDS/DIVISIONS/AFFILIATES:

Pictorial
HML, Inc.
TOTALPLUS
The Barclay Group, Inc.
The Winsbury Companies
SunTrust Data Systems, Inc.
Concord Holding Corporation
Document Solutions, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lynn J. Mangum, CEO
Lynn J. Magnum, Pres.
Dennis R. Sheehan, CFO
Neil P. Marcous, Exec. VP-Strategic Mktg.
Mark J. Rybarczyk, Sr. VP-Human Resources
Neil P. Marcous, Exec. VP-Strategic Mktg.
William W. Neville, Group Pres.-Info. Svcs.
Kevin J. Dell, Corp. Sec.
Kevin J. Dell, General Counsel
Robert J. Jones, Exec. VP-Bus. Dev.
Leonard L. Reynolds, Exec. VP-Insurance and Education Svcs.
William J. Tomko, Exec. VP-Investment Svcs.

Phone: 973-812-8600 **Fax:** 973-812-1217**Toll-Free:****Address:** 150 Clove Road, Little Falls, NJ 07424 US**GROWTH PLANS/SPECIAL FEATURES:**

The BISYS Group Inc., supports more than 11,000 financial institutions and corporate clients through its integrated business units. BISYS provides information processing and check imaging solutions to more than 1,300 financial institutions nationwide; distributes and administers over 80 families of mutual funds consisting of more than 1,000 portfolios; provides retirement plan recordkeeping services to approximately 6,000 companies in partnership with 30 of the nation's leading bank and investment management companies; and provides insurance distribution solutions, professional certification training and licensing and continuing education, and investment industry consulting services. BISYS seeks to be the single source of all relevant outsourcing solutions for its clients and to improve their performance, profitability and competitive position. Through its Retained Asset Account processing business, BISYS has expanded its data processing services to include servicing the retained asset programs of more than 100 of the largest life and property/casualty insurance carriers in the United States. The company endeavors to expand the scope of its services through focused account management, emphasizing services with recurring revenues and long-term contracts. BISYS increases its business base through direct sales to new clients, sales of additional products and services to existing clients and acquisitions of businesses that provide complementary outsourcing solutions to financial organizations and other customers. Recently, the company acquired EXAMCO, Inc., Poage Insurance Services, Inc., the mutual fund administration business of Bachmann Asset Management Limited, HML, Inc., the Retained Asset Account division of State Street Bank & Trust Company, Pictorial Holdings, Inc. and Ascensus Insurance Services, Inc.

The firm offers a comprehensive benefits package for associates and their families or same-sex domestic partners.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$701,800 (12 months)	2001 Profits: \$85,100 (12 months)
2000 Sales: \$571,400	2000 Profits: \$70,200
1999 Sales: \$472,700	1999 Profits: \$38,100
1998 Sales: \$386,300	1998 Profits: \$40,000
1997 Sales: \$318,988	1997 Profits: \$40,751

Stock Ticker: BSYS
Employees: 4,300
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$595,057	Bonus: \$605,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$366,383	Bonus: \$200,000

COMPETITIVE ADVANTAGE:

Major provider of outsourcing solutions, built around the company's adaptable product.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southw est:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

BJ SERVICES COMPANY**www.bjservices.com**

Industry Group Code: 213111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
Casing and Tubular Services
Pipeline and Industrial Commissioning

BRANDS/DIVISIONS/AFFILIATES:

Unichem

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J.W. Stewart, CEO
J.W. Stewart, Pres.
Michael McShane, CFO/Sr. VP-Finance
Stephen A. Wright, Dir.-Human Resources
Thomas H. Koops, VP-Tech. & Logistics
Jim Horsch, Controller
Margaret B. Shannon, Corp. Sec.
Margaret B. Shannon, General Counsel
Taylor M. Whichard, III, Treas.
David D. Dunlap, Pres., Int'l Div.
Kenneth A. Williams, Pres., U.S. Div.

Phone: 713-462-4239 **Fax:** 713-895-5898**Toll-Free:****Address:** 5500 NW Central Dr., Houston, TX 77092 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,619,200 (9 months)	2001 Profits: \$249,100 (9 months)
2000 Sales: \$1,555,400	2000 Profits: \$118,000
1999 Sales: \$1,131,300	1999 Profits: \$-29,700
1998 Sales: \$1,527,500	1998 Profits: \$177,400
1997 Sales: \$965,261	1997 Profits: \$40,486

Stock Ticker: BJS
Employees: 9,265
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$664,168	Bonus:	\$911,250
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$295,500	Bonus:	\$315,000

COMPETITIVE ADVANTAGE:

Global operations/Full complement of services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BJ'S WHOLESALE CLUB INC**www.bjswholesale.com**

Industry Group Code: 452910A Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Warehouse Clubs, Retail

GROWTH PLANS/SPECIAL FEATURES:

BJ's Wholesale Club, Inc. introduced the wholesale club concept to the northeastern United States in the mid-1980s. The chain has expanded its operations to 15 states from Maine to Florida. It currently operates 118 clubs and two cross-dock distribution centers and has about 6.6 million members. It chooses to locate clubs in suburban markets where rents and operating costs are lower than in metropolitan areas and where the local population includes a high percentage of potential members whose upscale profile matches BJ's typical customer. BJ's is the only major warehouse club operator that accepts manufacturers' coupons and accepts VISA, MasterCard and Discover credit cards. It also equipped its clubs to process online debit transactions. BJ's services its members by providing a broad range of high-quality, brand name merchandise at everyday prices that are consistently lower than the prices of traditional wholesalers, discount retailers, supermarkets, supercenters and specialty retail operations. The company also has its own two private labels: Executive Choice for products targeted to business members and Berkley and Jensen for products targeted to BJ's Inner Circle members. BJ's offers a number of specialty services including one-hour photo service, travel services, food courts, a propane tank filling service and a muffler and brake service. In early 2001, the company opened gas stations at 34 of its clubs, offering regular and premium gasoline paid with credit card or debit card transactions and cash payments at some locations. In the future, BJ's plans to continue expanding this service, which has increased sales and memberships.

BRANDS/DIVISIONS/AFFILIATES:

Executive Choice
 Berkley and Jensen

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John J. Nugent, CEO
 John J. Nugent, Pres.
 Frank D. Forward, Exec. VP/CFO
 Edward F. Gillooly, Sr. VP-Mktg.
 Thomas Davis III, Sr. VP-Human Resources
 Roland A. Laferriere, Sr. VP/CIO
 Christina M. Neppel, Sr. VP-Controller
 Laura J. Sen, Exec. VP-Merch.
 Sarah M. Gallivan, VP/Sec.
 Sarah M. Gallivan, General Counsel
 Michael T. Wedge, Exec. VP-Club Oper.
 Arthur T. Silk, VP/Treas.
 Edward F. Giles, Sr. VP-Sales Oper.

Phone: 508-651-7400 **Fax:** 508-651-6114**Toll-Free:****Address:** 1 Mercer Rd., Natick, MA 01760 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,932,095 (12 months)	2001 Profits: \$131,501 (12 months)
2000 Sales: \$4,206,247	2000 Profits: \$111,149
1999 Sales: \$3,552,181	1999 Profits: \$62,479
1998 Sales: \$3,227,300	1998 Profits: \$68,267
1997 Sales: \$2,924,696	1997 Profits: \$53,624

Stock Ticker: BJ
 Employees: 14,700
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$662,500	Bonus: \$403,562
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$356,731	Bonus: \$217,302

COMPETITIVE ADVANTAGE:

Successful expansion strategy.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 8
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

BLACK & DECKER CORP**www.bdk.com**

Industry Group Code: 335000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Power Tools and Accessories Manufacturer
 Residential Security Hardware
 Household Appliances
 Outdoor Products
 Commercial and Industrial Products
 Plumbing Products

BRANDS/DIVISIONS/AFFILIATES:

DeWALT
 Black & Decker
 Price Pfister
 Kwikset
 Dustbuster
 SnakeLight

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Nolan C. Archibald, CEO
 Nolan C. Archibald, Pres.
 Michael D. Mangan, Sr. VP/CFO
 Leonard A. Strom, Sr. VP-Human Resources
 Christina M. McMullen, VP/Controller
 Barbara B. Lucas, Corp. Sec.
 Charles E. Fenton, Sr. VP/General Counsel
 Barbara B. Lucas, Sr. VP-Public Affairs
 Mark M. Rothleitner, VP-Investor Rel.
 Mark M. Rothleitner, Treas.
 Paul A. Gustafson, Exec. VP/Pres.-Fastening & Assembly Systems Group
 Paul F. McBride, Exec. VP/Pres.-Power Tools & Accessories Group
 Ian Carter, VP
 Les. H. Ireland, VP

Phone: 410-716-3900 **Fax:** 410-716-2933**Toll-Free:****Address:** 701 E. Joppa Rd., Towson, MD 21286 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,049,400 (6 months)	2001 Profits: \$74,800 (6 months)
2000 Sales: \$4,560,800	2000 Profits: \$282,000
1999 Sales: \$4,520,500	1999 Profits: \$300,300
1998 Sales: \$4,559,900	1998 Profits: \$-754,800
1997 Sales: \$4,940,500	1997 Profits: \$227,200

Stock Ticker: BDK
 Employees: 23,600
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,100,000	Bonus: \$1,250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$376,667	Bonus: \$260,000

COMPETITIVE ADVANTAGE:

Well-known name and broad distribution/Purchased GE's small appliance division.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BLOCKBUSTER INC**www.blockbuster.com**

Industry Group Code: 532230 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Video Rental Stores

GROWTH PLANS/SPECIAL FEATURES:

Blockbuster, Inc., a subsidiary of Viacom, is the world's leading retailer of home video rental tapes. Aside from home video rental, Blockbuster also rents DVDs, DVD players, VCRs, video game consoles and video games. Blockbuster operates approximately 4,600 company-owned and franchise stores in the U.S. and roughly 2,300 stores located in 25 other countries. Blockbuster's name brand achieves almost 100% recognition among active movie renters, according to The Gallup Organization. The company has entered into domestic revenue-sharing agreements with all of the major Hollywood studios. This allows the company to increase the number of newly released videos in stores and increases revenues from rental transactions. Blockbuster is currently exploring ways to make home delivery of movies possible. The home-delivery service was available on a small scale in 2000 through an agreement with Takeout Taxi, the nation's largest restaurant delivery service. Blockbuster's research indicates that 90% of video renters find the home-delivery of a restaurant meal with a movie very appealing. Blockbuster also recently created a new venture with Retail Services, Inc., a leader in electronic database marketing. The venture, called Freebie, Inc., markets Smart Offers, utilizing Retail Services' One-On-One marketing system. The Smart Offers system gives retailers the ability to provide customers with real-time promotional offers printed on sales receipts at the point of sale. The offers are based on the customers' current and historical purchases. Smart Offers customizes promotional offers based on this information. In an interesting development, RadioShack has announced that it will open departments in thousands of Blockbuster video rental stores, offering RadioShack's extensive line of consumer electronics. This is part of Blockbuster's move to generate as much as 30% of its annual profits from non-video rental means by 2004.

Blockbuster offers its employees tuition reimbursement, free video rentals and a discount on items sold in stores.

BRANDS/DIVISIONS/AFFILIATES:

Viacom
 Freebie, Inc.
 Smart Offers
 Food.com
 Retail Services, Inc.
 RadioShack

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John F. Antioco, CEO
 John F. Antioco, Pres.
 Larry J. Zine, Exec. VP/CFO
 James Notarnicola, Exec. VP/Chief Mktg. Officer
 Alva J. Phillips, Exec. VP/CIO
 Dean M. Wilson, Exec. VP-Merch.
 Edward B. Stead, Exec. VP/General Counsel
 Michael K. Roemer, Exec. VP/Domestic Video Oper.
 Mark T. Gilman, Exec. VP/New Business Dev.
 Shellye Archambeau, Sr. VP-E-Commerce
 Santo Politi, Pres.-New Media

Phone: 214-854-3000 **Fax:** 214-854-4848

Toll-Free: 800-224-2677

Address: 1201 Elm St., Dallas, TX 75270 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,533,900 (6 months)	2001 Profits: \$-10,900 (6 months)
2000 Sales: \$4,960,100	2000 Profits: \$-75,900
1999 Sales: \$4,463,500	1999 Profits: \$-69,200
1998 Sales: \$3,893,400	1998 Profits: \$-336,600
1997 Sales: \$3,313,600	1997 Profits: \$-318,200

Stock Ticker: BBI
 Employees: 95,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,355,000	Bonus: \$2,250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$405,001	Bonus: \$237,400

COMPETITIVE ADVANTAGE:

The worldwide leader in video rental stores.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BMC SOFTWARE INC**www.bmc.com****Industry Group Code:** 511200 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Computer Software-Mainframe Related
 Maintenance, Enhancement and Support Services
 Systems Management Software
 Consulting
 Training

BRANDS/DIVISIONS/AFFILIATES:

PATROL
 Optimizer
 Unload Plus
 Change Manager
 Recovery Manager
 Boole & Babbage, Inc.
 New Dimension Software Ltd.
 Evtly, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert E. Beauchamp, CEO
 Robert E. Beauchamp, Pres.
 William M. Austin, CFO
 Wayne S. Morris, VP-Corp. Mktg.
 Roy J. Wilson, Sr. VP-Human Resources
 Kirill Tatarinov, Chief Tech. Officer
 Robert H. Whilden, Jr., Sec.
 Robert H. Whilden, Jr., General Counsel
 Debra Tummins, Sr. VP-Field Oper., Americas
 Phillip Quigley, VP-Emerging Markets
 Pam Austin, Dir.-Worldwide Public Relations
 Stephen B. Solcher, Treas.
 John W. Cox, Chief Accounting Officer
 Darroll Buytenhuys, Sr. VP-Field Oper., Int'l.

Phone: 713-918-8800 **Fax:** 713-918-8000**Toll-Free:** 800-841-2031**Address:** 2101 City W. Blvd., Houston, TX 77042-2827 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,504,000 (12 months)	2001 Profits: \$42,400 (12 months)
2000 Sales: \$1,719,200	2000 Profits: \$242,500
1999 Sales: \$1,303,900	1999 Profits: \$362,600
1998 Sales: \$985,200	1998 Profits: \$188,500
1997 Sales: \$791,900	1997 Profits: \$184,400

Stock Ticker: BMC
 Employees: 7,330
 Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$400,000	Bonus:	\$817,348
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$220,000	Bonus:	\$329,652

COMPETITIVE ADVANTAGE:

Large R&D investment/Addressing broad-based computer needs/Aggressive acquisition strategy.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BOISE CASCADE CORP**www.bc.com**

Industry Group Code: 322000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Paper Products-Manufacturing
 Lumber and Building Materials
 Office Products

BRANDS/DIVISIONS/AFFILIATES:

Boise Cascade Office Products
 Boise Cascade Paper Division
 Boise Cascade Building Products
 Cascade MP Colors
 Cascade MP Cover
 Boise Cascade Trucking

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

George J. Harad, CEO
 Theodore (Ted) Crumley, Sr. VP/CFO
 Graham L. Covington, VP-Sales & Mktg.
 John W. Holleran, Sr. VP-Human Resources
 Thomas E. Carlile, VP/Controller
 Karen E. Gowland, VP/Corp. Sec.
 John W. Holleran, General Counsel
 Guy G. Hurlbutt, VP-Public Policy
 Vincent T. Hannity, VP-Corp. Comm.
 Vincent T. Hannity, VP-Investor Relations
 Irving Littman, VP/Treas.
 Christopher C. Milliken, Sr. VP-Boise Cascade Office Products
 A. Ben Groce, Sr. VP/General Mgr.-Paper Div.

Phone: 208-384-6161 **Fax:** 208-384-7189

Toll-Free:

Address: 1111 W. Jefferson St., Boise, ID 83728-0001 US

GROWTH PLANS/SPECIAL FEATURES:

Boise Cascade Corporation is a major distributor of office products and building materials and an integrated manufacturer of paper and wood products. The company has distribution centers in the U.S., Canada, Australia and Western Europe, providing customers with virtually any office product, both branded and private label, including office supplies, paper, computer-related items and office furniture. Boise Cascade has five U.S. paper mills, two paper converting facilities, 25 building-products mills and almost 30 wholesale building-material distribution centers. It manufactures a wide variety of paper products that are essential to the printing and packaging industries. The company's subsidiary Boise Cascade Office Products (BCOP) distributes a broad line of items for the office including office supplies and paper, computer supplies and office furniture. BCOP distributes its products through nearly 65 distribution centers and more than 100 retail outlets in Australia, Canada, New Zealand and the U.S. Boise Cascade Building Products Division produces structural panels, lumber and particleboard, together with a variety of specialty wood products. It also manufactures engineered wood products consisting of laminated veneer lumber and wood I-joints. Boise owns and manages over 2 million acres of timberland in the U.S. and is managed as part of its building products and paper and paper products segments. Boise Cascade Paper Division manufactures and sells uncoated free sheet papers (office papers, printing grades, forms bond, envelope and specialty papers), containerboard, corrugated containers, newsprint and market pulp. Two famous brands of its paper products are Cascade MP Colors and Cascade MP Cover. Boise Cascade Trucking operates dry vans, flatbeds and chip trailers, which provides first-class delivery service for all its products and provides service to many shippers throughout the U.S.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,791,100 (6 months)	2001 Profits: \$-15,800 (6 months)
2000 Sales: \$7,806,700	2000 Profits: \$178,600
1999 Sales: \$7,148,300	1999 Profits: \$199,800
1998 Sales: \$6,355,100	1998 Profits: \$-34,300
1997 Sales: \$5,493,800	1997 Profits: \$-30,400

Stock Ticker: BCC
 Employees: 25,257
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$875,010	Bonus: \$120,422
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$480,006	Bonus: \$189,514

COMPETITIVE ADVANTAGE:

Massive timberland assets.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BON-TON STORES INC (THE)**www.bonton.com**

Industry Group Code: 452110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Department Stores, Retail

GROWTH PLANS/SPECIAL FEATURES:

The Bon-Ton Stores, Inc. operates 72 quality fashion department stores in secondary markets with 36 stores in Pennsylvania, 25 in New York, three stores in Maryland and New Jersey, and one store in each of Connecticut, Massachusetts, New Hampshire, Vermont and West Virginia. All but four of The Bon-Ton stores are anchor tenants in shopping malls or are in, or adjacent to, strip shopping centers. The company's strategy focuses on being the premier fashion retailer in smaller markets attracting customers seeking moderate to better merchandise with the convenience of local shopping, an upscale presentation and a high level of service. When searching for new store locations, Bon-Ton targets secondary markets, which are generally too small to attract national department stores. The company markets its products through a number of media channels including direct mail with enhanced customer database management systems. The Bon-Ton stores are the primary destination for branded fashion merchandise from top designers such as Calvin Klein, Liz Claiborne, Nautica, Ralph Lauren and Tommy Hilfiger. One quarter of the stores sales comes from women's clothing. Bon-Ton provides an in-depth selection of high-quality, well-known merchandise at competitive prices in upscale shopping environments. Its stores offer moderate and better fashion apparel, home furnishings, cosmetics, accessories, shoes and other items. In addition, the company provides unique customer services including alteration departments and special ordering. For the future, Bon-Ton remains committed to a growth strategy of opening new locations in smaller, secondary markets.

The company participates in a number charitable activities and special events. The firm offers its employees merchandise discounts, a charitable matching gifts program and medical and dental insurance.

BRANDS/DIVISIONS/AFFILIATES:

Bon-Ton

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

M. Thomas Grumbacher, CEO
M. Thomas Grumbacher, Pres.
Michael L. Gleim, COO
James H. Baireuther, Exec. VP/CFO
William T. Harmon, Sr. VP-Sales Promotion and Mktg.
Thomas R. Tortoriello, Sr. VP-Human Resources
Patrick J. McIntyre, Sr. VP/CIO
Frank Tworecke, Chief Merch. Officer
H. Stephen Evans, Sr. VP-Legal
Ryan J. Sattler, Sr. VP-Oper.
William T. Harmon, Sr. VP-Strategic Planning
Douglas G. Lamm, Sr. VP
H. Stephen Evans, Sr. VP-Real Estate & Gov't Affairs
Jack Boonshaft, Sr. VP-Stores
Robert E. Stern, VP-Legal

Phone: 717-757-7660 **Fax:** 717-751-3108**Toll-Free:****Address:** 2801 East Market Street, York, PA 17402 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$752,531 (12 months)	2001 Profits: \$7,548 (12 months)
2000 Sales: \$713,614	2000 Profits: \$9,715
1999 Sales: \$677,221	1999 Profits: \$11,211
1998 Sales: \$658,748	1998 Profits: \$9,252
1997 Sales: \$628,912	1997 Profits: \$6,811

Stock Ticker: BONT
Employees: 9,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$1,000,000	Bonus:	\$587,935
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$441,090	Bonus:	\$93,968

COMPETITIVE ADVANTAGE:

Strong geographic presence.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

BOOKS A MILLION INC**www.booksamillioninc.com**

Industry Group Code: 451211 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Book Stores, Retail
Greeting Cards
Coffee Bars
Books, Wholesale
Internet Development and Services

BRANDS/DIVISIONS/AFFILIATES:

NetCentral
Read & Save Rebate
Bookland
Books & Co.
Book\$mart
American Wholesale Book Company, Inc.
Joe Muggs
Kids-A-Million

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Clyde B. Anderson, CEO
Sandra B. Cochran, Pres.
Richard S. Wallington, CFO
Tom Sherk, Dir.-Human Resources
Sandra B. Cochran, Sec.
Samie Manzella, Exec. VP-Store Oper.
Terrance G. Finley, Pres., Booksamillion.com
Barry Auchly, Exec. VP-American Wholesale Book Co.

Phone: 205-942-3737 **Fax:** 205-942-6601**Toll-Free:****Address:** 402 Industrial Lane, Birmingham, AL 35211 US**GROWTH PLANS/SPECIAL FEATURES:**

Books-A-Million, Inc. is one of the dominant book retailers in the southeastern United States. Books-A-Million currently operates about 180 stores in 17 states primarily in the MidAtlantic. The company has developed three distinct store formats to address the various market areas it serves. The firm has superstores that average approximately 20,000 square feet and operate under the name Books-A-Million. Another store format features a combination of a bookstore and a greeting card store. The company targets these stores under the Bookland name to smaller markets that do not readily sustain stand-alone book and greeting card stores. Books-A-Million also operates traditional Bookland bookstores, which are primarily mall-based stores located in small markets. All store formats offer an extensive selection of best sellers and other hardcover and paperback books, magazines, newspapers, cards and gifts. Many of the stores feature a coffee shop with various original blends and a selection of merchandise under the Joe Muggs brand name. In addition to retail store formats, Books-A-Million began offering its products over the Internet with the launch of its booksamillion.com web site. Customers can become a member of the Millionaire's Club and receive a discount card that saves 10% off regular purchases and up to 55% off bestseller prices. The company also has a book wholesale and distribution subsidiary, American Wholesale Book Company, which markets primarily to other bookstores, wholesale clubs, supermarkets, department stores and mass merchandisers. In addition, Books-A-Million owns an Internet development and services company called NetCentral based in Nashville, Tennessee.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$418,600 (12 months) 2001 Profits: \$3,100 (12 months)
2000 Sales: \$404,057 2000 Profits: \$5,942
1999 Sales: \$347,877 1999 Profits: \$4,514
1998 Sales: \$324,762 1998 Profits: \$6,969
1997 Sales: \$278,613 1997 Profits: \$5,792

Stock Ticker: BAMB

Employees: 5,000

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$336,000 Bonus: \$262,500
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$217,000 Bonus: \$237,500

COMPETITIVE ADVANTAGE:

A leading book retailer in the southeast/Discount prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

BORDERS GROUP INC**www.bordersstores.com**

Industry Group Code: 451211 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Book Stores, Retail
 Music Retailing
 Specialty Coffee
 Greeting Cards-Retail

GROWTH PLANS/SPECIAL FEATURES:

Borders Group, Inc. is the second largest operator of book superstores and the largest operator of mall-based bookstores in the world, based on sales and number of stores. The company operates more than 330 superstores under the Borders name, including overseas stores in Singapore, Australia, New Zealand and the United Kingdom. Borders superstores carry an average of 150,000 book titles, ranging from 85,000 titles to 170,000 titles, across numerous categories, including many hard-to-find titles. The company also owns and operates 904 mall-based bookstores primarily under the Waldenbooks name and 31 stores in the United Kingdom under the Books, etc. name. Borders Group has stores in all 50 states and an Internet commerce site at www.borders.com, which is operated in partnership with Amazon.com. Visitors to the site have access to nearly 700,000 titles and over 10 million books, music and video items in stock and ready for immediate shipping from a state-of-the-art distribution center. The site also provides community chat rooms as well as interviews and special features on various authors and artists. Borders is also one of the nation's largest specialty coffee retailers with café operations in nearly all of its superstores. Borders stores offer music and videos and feature an extensive selection of CDs, with an emphasis on hard-to-find recordings and categories such as jazz, classical and foreign music. Each book and music superstore carries over 50,000 titles of music, 5,500 titles of videotapes and 1,400 titles of DVDs. The stores also feature promotions such as literary events and computer kiosks to assist with product location and special order placement. Borders offers merchandise discounts and medical and dental insurance to its full-time employees.

BRANDS/DIVISIONS/AFFILIATES:

Borders, Inc.
 Walden Book Company, Inc.
 Planet Music, Inc.
 Books, etc.
 Borders Online, Inc.
 Borders.com
 Border Explorers Program

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Greg Josefowicz, CEO
 Greg Josefowicz, Pres.
 Edward W. Wilhelm, Sr. VP/CFO
 Timothy J. Hopkins, Pres.-Merch. & Distribution
 Thomas D. Carney, VP/Corp. Sec.
 Thomas D. Carney, VP/General Counsel
 Karen Tyree, VP-Internet Services
 Kenneth E. Scheve, Treas.
 Rich Fahle, Online Staff Editor
 Ronald S. Staffieri, Pres.-Waldenbooks Stores
 Tamara L. Heim, Pres.-Borders Stores
 Kathryn L. Winkelhaus, Pres.-Borders Group Stores

Phone: 734-477-1100 Fax: 734-477-1965

Toll-Free:

Address: 100 Phoenix Dr., Ann Arbor, MI 48108 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,271,200 (12 months)	2001 Profits: \$43,600 (12 months)
2000 Sales: \$2,968,400	2000 Profits: \$90,300
1999 Sales: \$2,595,000	1999 Profits: \$92,100
1998 Sales: \$2,266,000	1998 Profits: \$80,200
1997 Sales: \$1,958,800	1997 Profits: \$57,900

Stock Ticker: BGP
 Employees: 30,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$300,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$125,000	Bonus: \$

COMPETITIVE ADVANTAGE:

Largest operator of mall-based bookstores.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BOSTON SCIENTIFIC CORP**www.bsci.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Supplies-Surgery
Interventional Medical Specialty Products**BRANDS/DIVISIONS/AFFILIATES:**SCIMED
CVIS
Vesica
Meadox
Heart Technology
EP Technologies, Inc.
Symbiosis Corp.
Target Therapeutics, Inc.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*James R. Tobin, CEO
James R. Tobin, Pres.
Lawrence C. Best, CFO/VP-Finance
Robert G. MacLean, Sr. VP-Human Resources
Kshitij Mohan, VP-Chief Tech. Officer
Paul W. Sandman, Corp. Sec.
Paul W. Sandman, General Counsel
James H. Taylor, Jr., Sr. VP-Oper.
Paul Donovan, VP-Corp. Comm.
Paul A. LaViolette, Sr. VP/Pres. Boston Scientific International
Lawrence C. Best, VP-Admin.
Aurthur L. Rosenthal, VP-Chief Scientific Officer**Phone:** 508-650-8000 **Fax:** 508-647-2200**Toll-Free:****Address:** 1 Boston Scientific Place, Natick, MA 01760-1537 US**GROWTH PLANS/SPECIAL FEATURES:**

Boston Scientific Corporation is a developer, manufacturer and marketer of minimally invasive medical devices. The company's products are used in a wide range of interventional medical specialties, including cardiology, electrophysiology, gastroenterology, neuro-endovascular therapy, pulmonary medicine, radiology, urology and vascular surgery. The firm's products include steerable catheters, micro-guidewires, polypectomy snares and stents. Stents, which are flexible metal tubes that are used to open arteries, account for 20% of sales. The company's mission is to improve the quality of patient care and the productivity of healthcare delivery through the development and advocacy of minimally invasive medical devices and procedures. The firm seeks to accomplish this by refining existing products and procedures and the investigation, development and acquisition of new technologies that reduce risk, trauma, cost, procedure time and the need for aftercare. Boston Scientific's strategy is to grow by identifying these specific therapeutic and diagnostic areas, which satisfy the company's mission and provide attractive opportunities for long-term growth. The company has direct marketing and sales operations in 40 countries as well as three manufacturing facilities in Ireland. Approximately 50% of the Boston Scientific products sold internationally are manufactured at these facilities. The company sells its products to over 10,000 hospitals, clinics, outpatient facilities and medical offices. Boston Scientific recently made an investment in ENDOTEX Interventional Systems, Inc., which grants the company an exclusive option to acquire ENDOTEX. The acquisition will enable the company to further position itself in the medical device field.

Boston Scientific encourages innovation, experimentation and risk-taking in its employees. The company offers its employees tuition reimbursement, adoption assistance, referral bonuses and service awards.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,326,000 (6 months)	2001 Profits: \$-177,000 (6 months)
2000 Sales: \$2,664,000	2000 Profits: \$373,000
1999 Sales: \$2,842,000	1999 Profits: \$371,000
1998 Sales: \$2,234,000	1998 Profits: \$-264,400
1997 Sales: \$1,831,000	1997 Profits: \$110,000

Stock Ticker: BSX
Employees: 13,720
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$729,996	Bonus: \$408,798
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$700,003	Bonus: \$392,002

COMPETITIVE ADVANTAGE:

Products used in a broad range of interventional medical specialties/Continues to grow through acquisitions.

OTHER THOUGHTS:Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BRINKER INTERNATIONAL INC**www.brinker.com**

Industry Group Code: 722110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Restaurants

GROWTH PLANS/SPECIAL FEATURES:

Brinker International, Inc. owns, operates, develops and franchises several popular casual dining restaurant chains in 47 states and various countries worldwide. The company operates Chili's Grill and Bar, Romano's Macaroni Grill, On the Border Grill and Cantina, Cozymel's Mexican Grill, Maggiano's Little Italy, Corner Bakery Café, Eatzi's Market and Bakery and a 40% interest in Rockfish Seafood Grill. A unifying characteristic of the different restaurants is the focus on large portions for moderate prices. Brinker International plans for continued expansion of its current eatery concepts as well as expansion or acquisition of new themes. The company places new restaurants in specifically identified markets in major metropolitan areas as well as smaller market areas and locations such as airports, kiosks and food courts. Brinker also grows through franchises and joint ventures, with most franchises revolving around Chili's Grill and Bar. Recently, the firm entered into research and development agreements to test the new restaurant concept Rockfish Seafood Grill in Texas. Brinker has recently begun centralizing control of its restaurants, purchasing a total of 79 franchise locations from NE Restaurant Company, Inc. and Sydran Group within the past year.

BRANDS/DIVISIONS/AFFILIATES:

Chili's Grill and Bar
 Romano's Macaroni Grill
 On the Border Mexican Grill and Cantina
 Cozymel's Coastal Mexican Grill
 Maggiano's Little Italy
 Corner Bakery
 Big Bowl
 Eatzi's Market and Bakery

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ronald A. McDougall, CEO
 Douglas H. Brooks, Pres.
 Douglas H. Brooks, COO
 Charles M. Sonstebly, CFO
 Roger F. Thomson, Corp. Sec.
 Roger F. Thomson, General Counsel
 Roger F. Thomson, Chief Admin. Officer
 Starlette B. Johnson, Chief Strategic Officer
 Todd E. Diener, Pres., Chili's Grill and Bar
 John C. Miller, Pres., Romano's Grill

Phone: 214-980-9917 **Fax:** 972-770-4139

Toll-Free:

Address: 6820 LBJ Freeway, Ste. 200, Dallas, TX 75240 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,473,700 (12 months)	2001 Profits: \$145,100 (12 months)
2000 Sales: \$2,159,800	2000 Profits: \$117,800
1999 Sales: \$1,870,600	1999 Profits: \$78,800
1998 Sales: \$1,574,400	1998 Profits: \$69,100
1997 Sales: \$1,335,337	1997 Profits: \$60,505

Stock Ticker: EAT
 Employees: 78,500
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$978,462	Bonus: \$1,357,616
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$624,231	Bonus: \$866,121

COMPETITIVE ADVANTAGE:

One of the most respected and consistently profitable firms in the restaurant industry/Extremely creative at new format development.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BRISTOL MYERS SQUIBB CO**www.bms.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Cardiovascular
 Medical Devices
 Nutritionals
 Beauty Aids

BRANDS/DIVISIONS/AFFILIATES:

ConvaTec
 Clairol, Inc.
 Mead Johnson Nutritionals
 Excedrin
 Nice n' Easy
 Boost
 DuPont Pharmaceuticals Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter R. Dolan, CEO
 Peter R. Dolan, Pres.
 Frederick S. Schiff, Sr. VP/CFO
 Charles G. Tharp, Ph.D., Sr. VP-Human Resources
 Sandra Leung, Corp. Sec.
 John L. McGoldrick, Exec. VP/General Counsel
 George P. Kooluris, Sr. VP-Corp. Dev.
 Harrison M. Bains, Treas.
 Dr. Elliott Sigal, Sr. VP-Drug Discovery & Exploratory Dev.

Phone: 212-546-4000 **Fax:** 212-546-4020

Toll-Free:

Address: 345 Park Ave., New York, NY 10154-0037 US

GROWTH PLANS/SPECIAL FEATURES:

The Bristol-Myers Squibb Company is one of the largest health and personal care companies in the world. Highly diversified, Bristol Myers produces and distributes pharmaceutical products, medical devices, nonprescription health products, nutritionals and beauty aids. Bristol-Myers is a producer of many important medicines and a leader in providing drugs for anti-cancer therapies and treatments for heart disease, high blood pressure, stroke, type 2 diabetes, HIV/AIDS, depression, anxiety and pain. Some leading and well-known products include Pravachol, a cholesterol-reduction drug, TAXOL, a cancer treatment drug and Excedrin, a headache and migraine drug. Its Clairol group, the number one hair products company in the U.S., produces hair care products, skin care products and hair color with such products as Nice n' Easy, Infusium 23, Loving Care and Herbal Essences. Mead Johnson Nutritionals, a subsidiary of the company, offers nutritional products for infants and adults, including energy drinks, energy bars, beverages, infant formula and vitamins with names like Boost, Enfamil and Poly-Vi-Sol. Another subsidiary, ConvaTec, offers ostomy care and modern wound care products such as Active Life, a one-piece ostomy system; DuiDERM, a hydroactive gel; and SAF-Clens, a chronic wound cleanser. In recent news, Bristol-Myers Squibb acquired DuPont Pharmaceuticals Company, which will strengthen its virology and cardiovascular franchises, as well as R&D pipeline and discovery efforts. In addition, the company and ImClone Systems entered into an agreement to co-develop and co-promote IMC-C225, a drug used for the treatment of certain types of cancer. The transaction stipulated that Bristol-Myers acquired a 20% equity stake in ImClone Systems.

Bristol-Myers' employees may enjoy high pay, above-average benefits and two weeks or more of vacation time each year. Some facilities offer child-care services, and the firm sends baby formula to an employee's home for a newborn's first year. The company also gives bonuses to all of its employees at Christmas.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,398,000 (6 months)	2001 Profits: \$2,537,000 (6 months)
2000 Sales: \$18,216,000	2000 Profits: \$4,711,000
1999 Sales: \$16,878,000	1999 Profits: \$4,167,000
1998 Sales: \$15,061,000	1998 Profits: \$3,141,000
1997 Sales: \$16,701,000	1997 Profits: \$3,205,000

Stock Ticker: BMY

Employees: 44,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$1,376,983	Bonus: \$1,287,587
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$875,108	Bonus: \$529,485

COMPETITIVE ADVANTAGE:

Product name recognition/Large research and development budget. Continues to launch new products rapidly.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BROWN SHOE COMPANY INC**www.brownsheecompany.com**

Industry Group Code: 448210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Shoe Stores, Retail
Shoes, Wholesale**GROWTH PLANS/SPECIAL FEATURES:**

Brown Shoe Company, Inc. is a leading consumer-driven footwear company, operating more than 1,400 retail shoe stores throughout the United States and Canada, and marketing and supplying branded, private label and licensed footwear to department stores, mass-merchandisers, independent and specialty stores. Brown Shoe claims several number one positions, including ownership of Famous Footwear, the number one brand-name, value-priced family footwear chain in the U.S. In addition to Famous Footwear, the company also owns and operates 470 Naturalizer stores and 16 F.X. LaSalle stores, as well as manufacturing and marketing the Buster Brown line of children's shoes. The firm's Brown Shoe Wholesale Division supplies the LifeStride, NightLife, b'l'u new york and Carlos brands as well as private label shoes to department stores and multi-line show stores throughout the U.S., while its Brown Pagoda group markets the Dr. Scholl's Footwear, AirStep and Connie lines as well as branded, licensed and private label footwear to mass-merchandise and mid-tier department stores. Brown Shoe's sales are comprised of approximately 58% women's footwear, 26% men's footwear and 16% children's footwear. Business is seasonal in nature due to consumer spending patterns with higher back-to-school, Easter and Christmas holiday season sales. The firm has aggressive expansion plans, anticipating 100 new store openings in each of fiscal years 2001, 2002 and 2003. Brown Shoe typically positions stores in major malls, strip shopping centers and some outlet malls.

The company offers a benefits plan to its employees that includes fitness centers and discounts on shoes.

BRANDS/DIVISIONS/AFFILIATES:Famous Footwear
Naturalizer
Brown Pagoda
Buster Brown & Co.
F.X. LaSalle**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ronald A. Fromm, CEO
Andrew M. Rosen, CFO
Jeffrey E. Struve, Sr. VP-Human Resources
Richard C. Schumacher, VP/Controller
Michael I. Oberlander, VP/General Counsel
Andrew M. Rosen, Treas.
Brian C. Cook, Pres.-Famous Footwear
Byron D. Norfleet, Pres.-Naturalizer Div.
Gary M. Rich, Pres.-Brown Shoe Wholesale Div.
David H. Schwartz, Pres.-Brown Shoe Intl. Div.

Phone: 314-854-4000 **Fax:** 314-854-4274**Toll-Free:****Address:** 8300 Maryland Ave., St. Louis, MO 63105 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,684,859 (12 months)	2001 Profits: \$36,365 (12 months)
2000 Sales: \$1,594,131	2000 Profits: \$35,501
1999 Sales: \$1,539,907	1999 Profits: \$23,669
1998 Sales: \$1,569,329	1998 Profits: \$-20,896
1997 Sales: \$1,525,100	1997 Profits: \$20,315

Stock Ticker: BWS
Employees: 11,900
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$629,167	Bonus: \$454,410
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$550,000	Bonus: \$372,075

COMPETITIVE ADVANTAGE:

Steady growth/Market leadership.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

BURLINGTON COAT FACTORY**www.coat.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 6

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Apparel Stores, Retail
 Linens/Housewares
 Bath Items
 Gifts
 Online Sales
 Children's Apparel

BRANDS/DIVISIONS/AFFILIATES:

Luxury Linens
 Baby Depot
 Cohoes Fashions
 Decelle
 Totally 4 Kids

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Monroe G. Milstein, CEO
 Monroe G. Milstein, Pres.
 Mark A. Nesci, Exec. VP/COO
 Robert L. LaPenta, Jr., CFO
 Robert L. LaPenta, Jr., Corp. Controller/Chief Acc. Officer
 Andrew R. Milstein, VP/Exec. Merch. Mgr.
 Henrietta Milstein, Exec. VP/Sec.
 Paul C. Tang, General Counsel
 Bernard Brodsky, VP/Treas.

Phone: 609-387-7800 **Fax:** 609-387-7071

Toll-Free:

Address: 1830 Route 130 North, Burlington, NJ 08016 US

GROWTH PLANS/SPECIAL FEATURES:

Burlington Coat Factory Warehouse Corporation and its subsidiaries operate more than 290 off-price apparel stores, offering a wide variety of brand-name men's, women's and children's merchandise, all of which is priced substantially lower than competitive department stores. Linens, bath shop items, gifts and accessories are also offered in additional store departments, as is children's furniture. For an additional charge, stores offer alteration services. The company also offers its products online through its web site. Though irregular and discontinued products comprise only a small portion of the company's merchandise, Burlington Coat Factory is able to sell items at below-traditional prices by maintaining inventory control and utilizing a no-frills merchandising approach to business. The company has two major product categories, apparel and home products. Apparel includes all clothing items for men, women and children and apparel accessories such as jewelry, perfumes and watches. Home products include linens, home furnishings, gifts, baby furniture and baby furnishings. The company's stores operate under the Burlington Coat Factory, Cohoes Fashions, Decelle, Luxury Linens, Totally 4 Kids and Baby Depot names. The firm is utilizing these different stores to expand its market base. Totally 4 Kids is a concept store offering maternity wear as well as children's wear and other child-related products and toys. Baby Depot specializes in infant apparel while Luxury Linens operates as a bath and bedroom store. Cohoes Fashions and Decelle stores offer moderately priced family fashions. For fiscal 2001, the firm plans to open approximately 15 to 20 additional Burlington Coat Factory stores.

The company provides a comprehensive benefits package, but the site lists no information about corporate culture.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,428,900 (12 months)	2001 Profits: \$71,000 (12 months)
2000 Sales: \$2,226,200	2000 Profits: \$61,100
1999 Sales: \$1,968,800	1999 Profits: \$47,800
1998 Sales: \$1,782,300	1998 Profits: \$63,600
1997 Sales: \$1,776,823	1997 Profits: \$56,515

Stock Ticker: BCF
 Employees: 22,000
 Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$328,600	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$295,434	Bonus: \$

COMPETITIVE ADVANTAGE:

Very low overhead and bargain retail prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CABLEVISION SYSTEMS CORP

www.cablevision.com/company/index.html

Industry Group Code: 513220 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cable TV Service
Professional Sports Teams
Television Programming
Consumer Electronics Retailing
Sports Arena Operation
Music Hall Operation

BRANDS/DIVISIONS/AFFILIATES:

Bravo
Radio City Music Hall
New York Knicks
Fox SportsNet
American Movie Classics
Madison Square Garden
New York Rangers
Rainbow Media

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James L. Dolan, CEO
James L. Dolan, Pres.
Robert P. May, COO
Andrew B. Rosengard, Exec. VP-Finance
Michael Bair, Pres.-Product Mgmt. & Mktg.
Harrey Benenson, VP-Human Resources
Thomas C. Dolan, CIO
Andrew B. Rosengard, Exec.VP/Controller
Robert S. Lemle, Corp. Sec.
Robert S. Lemle, Exec. VP/General Counsel
Margaret A. Albergo, Exec.VP- Oper.
Margaret A. Albergo, Exec. VP-Planning
Sheila A. Mahony, Exec. VP-Comm.
Joseph Azzanara, Pres.-Telecommunications Services
Sheila A. Mahony, VP-Gov't and Public Affairs
Patrick F. Dolan, VP-News

Phone: 516-803-2300 **Fax:** 516-803-2273

Toll-Free:

Address: 1111 Stewart Ave., Bethpage, NY 11714 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,111,500 (6 months)	2001 Profits: \$1,366,400 (6 months)
2000 Sales: \$4,411,048	2000 Profits: \$229,253
1999 Sales: \$3,942,985	1999 Profits: \$-800,607
1998 Sales: \$3,265,143	1998 Profits: \$-448,504
1997 Sales: \$1,949,358	1997 Profits: \$-12,104

Stock Ticker: CVC
Employees: 24,463
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$900,000	Bonus: \$2,500,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$750,000	Bonus: \$2,000,000

COMPETITIVE ADVANTAGE: Major regional cable provider/Owner of Madison Square Garden/Diversified entertainment assets.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

CAMPBELL SOUP CO**www.campbellsoups.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Soup and Sauces-Manufacturing
Pastas
Juices
Snack Foods
Chocolates

BRANDS/DIVISIONS/AFFILIATES:

Pepperidge Farm Goldfish Crackers
Pepperidge Farm Cookies
V8 Splash
Pace Foods
Campbell's Condensed Soups
Campbell's Chunky Soups
Prego Hearty Meat Sauces
Godiva Chocolates

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas R. Conant, CEO
Douglas R. Conant, Pres.
Robert A. Schiffner, Sr. VP/CFO
Larry S. McWilliams, Sr. VP-Sales/Chief Customer Officer
D. Eric "Rick" Pogue, Sr. VP-Human Resources
R. David C. Macnair, VP-Global Research & Dev.
Doreen A. Wright, Sr. VP/CIO
Gerald S. Lord, VP/Controller
Timothy M. Callahan, VP-Business Dev.
Jerry S. Buckley, VP-Public Affairs
William J. O'Shea, Treas.
M. Carl Johnson, III, Sr. VP-Chief Strategy Officer
Ellen Oran Kaden, Sr. VP-Law & Gov. Affairs

Phone: 856-342-4800 **Fax:** 856-342-3878**Toll-Free:****Address:** Campbell Place, Camden, NJ 08103-1799 US**GROWTH PLANS/SPECIAL FEATURES:**

Campbell Soup Co. was founded in 1869 by a fruit merchant named Joseph Campbell and an icebox manufacturer named Abraham Anderson, and was originally called the Joseph A. Campbell Preserve Company. It produced canned tomatoes, vegetables, jellies, soups, condiments and minced meats. Today Campbell's offers a wide variety of soups including condensed soups, chunky soups, ready to serve soups and healthy request soups. Other products and brands the company offers includes Campbell's Supper Bakes, Pepperidge Farm Goldfish crackers and cookies, Pace picante sauce foods, V8 100% vegetable juice and Splash, Godiva chocolates, Swanson broth, Prego Hearty Meat sauces and Franco-American gravies and SpaghettiOs. Campbell's products are available worldwide and often reflect particular tastes of the location. In China, consumers can buy Watercress and Duck-Gizzard soup, and in Mexico, Cream of Chili Poblano is available. The company is operated in three businesses: soup and sauces, biscuits and confectionery and away from home. The soup and sauces segment includes worldwide soup businesses, Prego spaghetti sauce, Franco-American pastas and gravies, Pace Mexican foods, Swanson broths and canned poultry, Homepride sauces in the U.K. and the V8 and V8 Splash beverage business. The biscuits and confectionery segment includes the Pepperidge Farm, Godiva and Arnotts Limited businesses. The away from home segment represents products, including Campbell's soups, Pace Tabletop picante and Campbell's Specialty Kitchens entrees, which are distributed to the food service and home meal replacement markets. In recent news, the Pepperidge Farm, Inc. subsidiary announced plans to build a \$72 million bakery in Connecticut that will produce breads, rolls and stuffing to meet the growing demand for Pepperidge Farm fresh baked goods in Northeastern U.S. states. The building is expected to start up in the fall of 2003 and will replace the existing 54-year-old bakery.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$6,664,000 (12 months)	2001 Profits: \$649,000 (12 months)
2000 Sales: \$6,267,000	2000 Profits: \$714,000
1999 Sales: \$6,424,000	1999 Profits: \$724,000
1998 Sales: \$6,696,000	1998 Profits: \$660,000
1997 Sales: \$6,614,000	1997 Profits: \$713,000

Stock Ticker: CPB
Employees: 24,000
Fiscal Year Ends: 7/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$578,125	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$470,833	Bonus: \$207,000

COMPETITIVE ADVANTAGE:

One of the best-known worldwide food brands.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

CAPITAL ONE FINANCIAL CORP**www.capitalone.com**

Industry Group Code: 522210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Credit Card Issuing
Credit Card Products and Services
Mortgage Services
Automobile Finance

GROWTH PLANS/SPECIAL FEATURES:

Capital One Financial Corporation is a holding company whose principal subsidiaries, Capital One Bank and Capital One F.S.B., offer consumer lending products. The company's subsidiaries are among the largest providers of MasterCard and Visa credit cards in the world. Using its proprietary information-based strategy, Capital One has been able to achieve remarkable growth, including three successive years of 20% earnings growth. The company markets its 6,000 credit card products using sophisticated data modeling processes and a 12 terabyte database to find potential customers. Capital One's product range includes platinum and gold cards for preferred customers and secured and unsecured cards for customers with poor or limited credit histories. The company has recently begun moving into new areas of business, including mortgage services and, with its acquisition of Summit Acceptance Corporation, automobile financing. The company recently acquired PeopleFirst, Inc., the nation's largest online provider of direct motor vehicle loans. The acquisition has made Capital One one of the nation's largest providers of direct-to-consumer auto loans. Another recent acquisition was AmeriFee, a leading provider of patient financing solutions for elective dental, orthodontic, vision and cosmetic procedures. Capital One has entered the U.K. market with the opening of an operations center in Nottingham, England. The center will also serve as a springboard for expansion into continental Europe.

The company's benefit package offers a vacation plan, medical and dental coverage, life insurance, educational assistance programs, a 401(k) savings plan and stock option and stock purchase plans.

BRANDS/DIVISIONS/AFFILIATES:

Capital One Bank
Capital One Services, Inc.
Capital One F.S.B.
Capital One Auto Finance, Inc.
CapitalOnePlace.com
PeopleFirst, Inc.
AmeriFee
Summit Acceptance Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard D. Fairbank, CEO
Nigel W. Morris, Pres.
Nigel W. Morris, COO
David M. Willey, Sr. VP/CFO
Dennis H. Liberson, Sr. VP/Dir.-Human Resources
Grogor S. Bailar, Sr. VP/CIO
John G. Finneran, Jr., Sr. VP/Corp. Sec.
John G. Finneran, Jr., General Counsel
Marjorie M. Connelly, Sr. VP-Credit Card Oper.
Paul Paquin, VP-Investor Relations
William J. McDonald, VP-Brand Management

Phone: 703-205-1000 Fax: 703-205-1755

Toll-Free:

Address: 2980 Fairview Park Dr., Ste. 1300, Falls Church, VA 22042-4525 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,405,500 (6 months)	2001 Profits: \$298,900 (6 months)
2000 Sales: \$5,424,300	2000 Profits: \$469,600
1999 Sales: \$3,965,900	1999 Profits: \$363,100
1998 Sales: \$2,599,819	1998 Profits: \$275,231
1997 Sales: \$1,787,115	1997 Profits: \$189,381

Stock Ticker: COF

Employees: 19,247
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$348,000	Bonus: \$274,219
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$315,500	Bonus: \$254,580

COMPETITIVE ADVANTAGE:

Among the ten largest issuers of Visa and MasterCard credit cards in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CARDINAL HEALTH INC**www.cardinal-health.com**

Industry Group Code: 422210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Distribution-Drugs
Surgical/Hospital Supplies
Pharmaceutical Technologies and Services
Automation and Information Services
Medical/Surgical Products
Franchising

BRANDS/DIVISIONS/AFFILIATES:

Pyxis Corporation
Medicine Shoppe International, Inc.
Vistant Corporation
Owen Healthcare, Inc.
MediTROL
Bergen Brunswick Medical Corporation
Allegiance Corporation
Brindley Western Industries

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert D. Walter, CEO
Richard J. Miller, CFO
Carole S. Watkins, Sr. VP-Human Resources
Kathy Brittain White, CIO
Paul S. Williams, Corp. Sec.
Paul S. Williams, General Counsel
Anthony J. Rucci, VP-Admin.
Brendan A. Ford, VP-Corp. Dev.
Leonard G. Kuhr, Treas.
George L. Fotiades, COO, Pharmaceutical Technologies and Services
James F. Millar, COO, Pharmaceutical Technologies and Services
Stephen S. Thomas, Pres., Pharmacy Automation
Ronald K. Labrum, Pres., Medical-Surgical Products and Services

Phone: 614-757-5000 **Fax:** 614-757-8871**Toll-Free:****Address:** 7000 Cardinal Place, Dublin, OH 43017 US**GROWTH PLANS/SPECIAL FEATURES:**

Cardinal Health, Inc. provides numerous value-added pharmaceutical distribution services to a broad base of customers. It is a wholesale distributor of pharmaceutical and related health care products to independent and chain drugstores, hospitals, alternate care centers and the pharmacy departments of supermarkets and mass merchandisers located throughout the continental U.S. Its Pyxis Corporation subsidiary develops and manufactures unique point-of-use systems, which automate the distribution, management and control of medications and supplies in hospitals and alternate care facilities. Cardinal Health is also one of the largest franchisers of independent retail pharmacies in the U.S. through Medicine Shoppe International. The company, through Allied Pharmacy Services, is a provider of pharmacy management services. A major event for Cardinal was its merger with Owen Healthcare, Inc., one of the nation's leading providers of fully integrated pharmacy management and information services to hospitals. Owen is now a wholly-owned subsidiary of Cardinal, which also acquired Bergen Brunswick Medical Corp. The company merged with Brindley Western Industries, a wholesale distributor of pharmaceuticals and provider of nuclear pharmacy services, another step in its growth through acquisition plan.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$47,947,600 (12 months)	2001 Profits: \$857,400 (12 months)
2000 Sales: \$38,349,900	2000 Profits: \$717,800
1999 Sales: \$32,732,900	1999 Profits: \$499,300
1998 Sales: \$21,076,000	1998 Profits: \$448,500
1997 Sales: \$18,393,900	1997 Profits: \$334,800

Stock Ticker: CAH
Employees: 48,900
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$949,231	Bonus: \$1,836,517
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$479,019	Bonus: \$565,331

COMPETITIVE ADVANTAGE:

Acquired Bergen Brunswick Corp./One of the largest wholesale drug distributors in the U.S./The largest franchiser of independent retail pharmacies in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CARMAX GROUP**www.carmax.com**

Industry Group Code: 441110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Used Auto Dealers, Retail
New Auto Franchises
Online Sales

GROWTH PLANS/SPECIAL FEATURES:

Part of Circuit City Stores, Inc., CarMax Group operates a chain of used car superstores. The company purchases, reconditions and resells automobiles through its 40 dealerships located in 10 states, primarily in the Mid-Atlantic and Southeast regions. In addition, CarMax operates 20 new-car franchises that sell new vehicles under sales and service agreements with DaimlerChrysler, Nissan, Mitsubishi, Toyota, Ford, General Motors and BMW. Generally, the company's cars and light trucks are under six years old and have fewer than 60,000 miles on them. They additionally come with a money-back guarantee and are presented in a hagggle-free atmosphere. Older used cars are available through the ValuMax program. CarMax is currently testing a hub and satellite operating strategy. Under the strategy, a satellite store uses the reconditioning, purchasing and business office operations of a nearby hub store. The company is slowing its geographic expansion to focus on improving sales and profitability in existing markets through the addition of satellite stores and new-vehicle franchises. CarMax's web site offers complete inventory and pricing capabilities. Online information of inventory includes a picture of each vehicle, prices, features, specifications and the store location. In fiscal 2000, the company launched the Insta-Price Online New-Car Buying Service in 10 cities. This service connects the customer with an Internet sales consultant who answers a wide range of questions regarding purchase details, including financial inquiries. The customer is then able to pick up the car from the store location or have it delivered. The Internet site also features car buying tips, a payment estimator and an option to find out the trade-in value of a customer's car using the Kelley Blue Book.

The company provides comprehensive benefits to its employees, who work in what it calls a fast-paced environment.

BRANDS/DIVISIONS/AFFILIATES:

Circuit City Stores, Inc.
ValuMax
Insta-Price Online New -Car Buying Service

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

W. Austin Ligon, Pres.
Keith Browning, CFO/ VP
Joseph S. Kunkel, VP-Mktg.
Scott A. Rivas, VP- Human Resources
Michael K. Dolan, CIO
Thomas J. Folliard, Sr. VP-Admin.
Joseph S. Kunkel, VP-Strategy

Phone: 804-747-0422 **Fax:** 804-747-5848

Toll-Free:

Address: 4900 Cox Road, Glen Allen, VA 23060 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,501,000 (12 months)	2001 Profits: \$11,600 (12 months)
2000 Sales: \$2,014,984	2000 Profits: \$ 300
1999 Sales: \$1,466,298	1999 Profits: \$-5,500
1998 Sales: \$874,206	1998 Profits: \$-7,800
1997 Sales: \$510,200	1997 Profits: \$- 300

Stock Ticker: KMX
Employees: 6,745
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$991,450	Bonus:	\$1,492,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$712,219	Bonus:	\$815,625

COMPETITIVE ADVANTAGE:

Offers customers a hagggle-free atmosphere and money-back guarantee

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CASEY'S GENERAL STORES INC**www.caseys.com**

Industry Group Code: 445120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Convenience Stores, Retail
 Franchising

BRANDS/DIVISIONS/AFFILIATES:

Casey's Marketing Company
 Casey's Service Company
 Casey's East Central
 Casey's Distribution Center

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ronald M. Lamb, CEO
 Ronald M. Lamb, Pres.
 Jim H. Shaffer, VP/CFO
 Robert Hood, VP-Mktg.
 Bill Waljasper, VP-Human Resources
 Brad Heyer, VP-Info. Systems
 John G. Harmon, Corp. Sec.
 Terry Handley, VP-Store Oper.
 Cleo R. Kuhns, VP-Real Estate & Store Dev.
 John G. Hammon, Treas.
 Robert J. Myers, Sr. VP-Property Mgmt.
 Sam Billmeyer, VP-Transportation
 Hal Brown, VP-Support Services
 Mike Richardson, VP-Advertising

Phone: 515-965-6100 **Fax:** 515-965-6160

Toll-Free:

Address: One Convenience Blvd., Ankeny, IA 50021 US

GROWTH PLANS/SPECIAL FEATURES:

Casey's General Stores and its two subsidiaries, Casey's Marketing Company and Casey's Service Company, operate convenience stores in nine midwestern states, primarily Iowa, Missouri and Illinois. The company operates over 1,200 convenience stores, including over 90 franchised outlets. The stores carry a broad selection of food, beverages, tobacco products, health and beauty aids, automotive products and other non-food items. In addition, all stores offer gasoline for sale on a self-service basis. Gasoline accounts for about half of the company's sales. About two-thirds of the stores are located in markets with a population of less than 5,000. Casey's General Stores seek to meet the needs of residents of small towns by combining the features of a general store with a convenience store. The company also operates a central warehouse, the Casey's Distribution Center, through which it supplies grocery and general merchandise items to company-owned stores and franchised stores. Most of the firm's stores are located within 500 miles of the distribution site. Casey's intends to continue expansion plans mainly through constructing new stores and acquiring franchised ones. In its expansion, the company intends to follow its traditional store site selection criteria by constructing most new stores in small towns and along busy highways near larger metropolitan areas. The company plans to increase the proportion of company owned stores to franchised ones due to the greater profitability and greater control that company owned stores offer. In fiscal 2000, Casey's opened 84 new stores and converted 17 franchised stores to company owned stores. In the first half of fiscal 2001, the company built 32 stores and purchased 19 franchised ones, and is on track to reach its two-year target of 180 new stores by the end of the fiscal year.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,927,500 (12 months)	2001 Profits: \$35,000 (12 months)
2000 Sales: \$1,653,500	2000 Profits: \$39,400
1999 Sales: \$1,256,500	1999 Profits: \$40,200
1998 Sales: \$1,192,000	1998 Profits: \$33,500
1997 Sales: \$1,114,200	1997 Profits: \$27,000

Stock Ticker: CASY
 Employees: 13,794
 Fiscal Year Ends: 4/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$450,000	Bonus: \$200,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$172,917	Bonus: \$90,000

COMPETITIVE ADVANTAGE:

Strong midwest presence/Very rapid growth strategy.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

CASUAL MALE CORP**www.casualmale.com**

Industry Group Code: 448110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Big & Tall Apparel-Men's, Retail
 Work and Uniform Wear
 Healthcare Apparel
 Footwear
 Catalogs

BRANDS/DIVISIONS/AFFILIATES:

Licensed Discount Division
 Work 'N Gear
 Parade of Shoes
 J. Baker Inc.
 RX Uniforms
 B&T Factory Store
 Repp Ltd.
 JBI Footwear

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan I. Weinstein, CEO
 Stuart M. Glasser, Pres.
 Stuart M. Glasser, COO
 Elizabeth C. White, Sr. VP/CFO
 Ric Della Bernarda, Sr. VP/Dir.-Mktg.
 Virginia M. Pitts, Sr. VP/Dir.-Human Resources
 Jay M. Scheiner, Sr. VP/CIO
 Brian Sheehan, Controller
 Michael A. O'Hara, Corp. Sec.
 Michael A. O'Hara, General Counsel
 Christine Lanoue, VP-Int'l Admin.
 Stephen K. Zrike, Sr. VP-Bus. Dev.
 Ric Della Bernarda, Dir.-Comm.
 Elizabeth C. White, Treas.
 Michael J. Fine, Exec. VP/Pres.-JBI Footwear Div.
 Thomas J. Konecki, Exec. VP/Pres.-Work 'n Gear Div.
 Stephen I. Gatsik, Sr. VP/Pres.-Repp Ltd. Big & Tall
 Brian C. Klim, VP/Dir.-Transportation

Phone: 781-828-9300 **Fax:** 781-821-0614**Toll-Free:** 800-767-0319**Address:** 555 Turnpike Street, Canton, MA 02021 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$471,800 (12 months)	2001 Profits: \$-29,900 (12 months)
2000 Sales: \$665,456	2000 Profits: \$8,873
1999 Sales: \$584,276	1999 Profits: \$2,034
1998 Sales: \$592,151	1998 Profits: \$3,813
1997 Sales: \$897,492	1997 Profits: \$-111,428

Stock Ticker: CMALQ
 Employees: 6,977
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$596,154	Bonus: \$154,688
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$569,231	Bonus: \$290,250

COMPETITIVE ADVANTAGE: Great buying power for store locations throughout the U.S.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	

CATO CORP (THE)**www.catocorp.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel-Women's, Retail

GROWTH PLANS/SPECIAL FEATURES:

The Cato Corporation operates women's specialty stores under the names of It's Fashion!, Cato, Cato Fashions and Cato Plus in 21 states, principally in non-metropolitan markets in the South and Southeast. The company controls more than 830 women's apparel specialty stores selling low-price misses, junior and large-sized sportswear, career wear, coats, hosiery, shoes and accessories. A substantial portion of the merchandise is sold under the firm's private labels. The Cato Corp. primarily serves low-to-middle income fashion conscious females between the ages of 18 to 50. Additionally, the company offers clothing and accessories in selected locations for girls ages 7 to 16. The firm plans to become a national chain within the next few years, expecting to open 80 to 120 new stores per year, including a new store prototype by the middle of 2001. The store expansion strategy involves branching out across the U.S, primarily in the Western region. In determining store placement, the company uses site-selection and demographic criteria, and then locates the stores in strip shopping centers anchored by major discount stores, such as Wal-Mart and Kmart. The strip shopping centers provide ample parking space for the company's customers. A recently upgraded distribution center has the capacity to support 1,500 stores, almost double the chain's current number. Also, the company is developing an enterprise-wide information system scheduled to be in operation during fiscal 2002. Cato also provides information on its merchandise and a store locator on its web site.

BRANDS/DIVISIONS/AFFILIATES:

Cato Fashions
 Cato Plus
 It's Fashion

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John P. Derham Cato, CEO
 John P. Derham Cato, Pres.
 Michael O. Moore, Exec. VP/CFO
 Robert C. Brummer, Sr. VP-Human Resources
 B. Allen Weinstein, Exec. VP/Chief Merch. Officer
 Michael O. Moore, Corp. Sec.
 Howard A. Severson, Exec. VP/Chief Store Dev. Officer
 Howard A. Severson, Chief Real Estate Officer
 David P. Kempert, Exec. VP/Chief Store Oper. Officer
 C. David Birdwell, Exec. VP/Pres.-It's Fashion! Div.

Phone: 704-554-8510 **Fax:** 704-551-7573**Toll-Free:****Address:** 8100 Denmark Road, Charlotte, NC 28273-5975 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$669,135 (12 months)	2001 Profits: \$39,027 (12 months)
2000 Sales: \$605,033	2000 Profits: \$33,931
1999 Sales: \$543,664	1999 Profits: \$23,917
1998 Sales: \$512,448	1998 Profits: \$17,401
1997 Sales: \$491,509	1997 Profits: \$7,029

Stock Ticker: CACOA

Employees: 9,000

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$579,535	Bonus: \$900,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$341,160	Bonus: \$300,000

COMPETITIVE ADVANTAGE:

Rapid growth/Enhanced distribution facilities/Focus on low prices and large sizes.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

CBRL GROUP INC**www.cbrlgroup.com**

Industry Group Code: 722110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 7 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Restaurants-Country Cooking, Food Service
 Retail Crockery, Handmade Gifts
 Gourmet Food Stores
 Casual Restaurants
 Italian Restaurants

BRANDS/DIVISIONS/AFFILIATES:

Cracker Barrel Old Country Store
 Carmine Giardini's Gourmet Market
 Logan's Roadhouse
 La Trattoria

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael A. Woodhouse, CEO
 Michael A. Woodhouse, Pres.
 Michael A. Woodhouse, COO
 Lawrence E. White, Sr. VP-Finance/CFO
 Paul S. Calkins, VP-Mktg.
 Norman J. Hill, Sr. VP-Human Resources
 Mattie H. Hankins, Controller
 Debra K. Kidwell, VP-Merch.
 James F. Blackstock, Corp. Sec.
 James F. Blackstock, General Counsel
 Peter W. Kehayes, Pres./COO-Logan's Roadhouse
 Thomas J. Thornton, Pres./COO-Carmine Giardini's Gourmet Market
 Donald M. Turner, COO-Cracker Barrel
 John W. Boles, VP-Retail Oper.-Cracker Barrel

Phone: 615-444-5533 **Fax:** 615-443-9399

Toll-Free:

Address: 305 Hartmann Dr., Lebanon, TN 37088-0787 US

GROWTH PLANS/SPECIAL FEATURES:

CBRL Group, Inc. is primarily a restaurant chain operator, operating over 430 Cracker Barrel Old Country Store restaurants. In 1999, CBRL Group, Inc. underwent a restructuring, transforming itself into a holding company in order to accommodate the company's plans to expand into new business areas. Cracker Barrel Old Country Store restaurants resemble turn-of-the-century country stores and are famous throughout the southern portion of the United States for country cooking and turn-of-the-century décor. These restaurants additionally feature small retail areas where customers can purchase items after a meal. Some of these items include crockery, handmade crafts, jars of butters and jams and other handmade food products. Nearly all products are reminiscent of turn-of-the-century goods typically found at old-fashioned general stores. CBRL Group recently purchased Carmine's Prime Meats, and through that acquisition operates three gourmet food stores. The stores offer gourmet specialties with a strong Italian influence, featuring such items as fresh seafood, meats, prepared foods, deli items, wines and cheeses. One store in Palm Beach Gardens, Florida also features an upscale Italian Restaurant named La Trattoria. CBRL opened another store in Aventura, Florida as a test site for further expansion of the concept. The company also owns approximately 40 honky-tonk themed casual restaurants under the name Logan's Roadhouse. Logan's restaurants feature steak, ribs, chicken and seafood dishes served in a distinctive atmosphere reminiscent of an American roadhouse in the 1940s and 1950s. In February of 2001, Cracker Barrel restaurants were named the Best in Family Dining for the 11th consecutive year at the annual Restaurants and Institutions Choice in Chain awards ceremony. Expansion plans include 15 new Cracker Barrel stores and 13 Logan's restaurants for fiscal 2001.

The company employs an intensive training program for the managers of its restaurants. The program lasts 11 weeks, consisting of eight weeks of in-store training and three weeks of training at the firm's corporate facilities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,963,700 (12 months)	2001 Profits: \$49,200 (12 months)
2000 Sales: \$1,772,712	2000 Profits: \$58,998
1999 Sales: \$1,531,625	1999 Profits: \$70,185
1998 Sales: \$1,317,104	1998 Profits: \$104,136
1997 Sales: \$1,123,851	1997 Profits: \$86,598

Stock Ticker: CBRL
 Employees: 44,750
 Fiscal Year Ends: 7/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$400,400	Bonus:	\$270,270
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$365,945	Bonus:	\$197,610

COMPETITIVE ADVANTAGE: Rapidly expanding into new business areas/Will benefit from America's increased interest in road trips.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CENTEX CORP**www.centex.com**

Industry Group Code: 230000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Mortgages
 Home Building
 Contracting and Construction Services
 Real Estate
 Commercial Construction
 Construction Supply
 Home Security
 Pest-Control

BRANDS/DIVISIONS/AFFILIATES:

Centex Homes
 CTX Mortgage Company
 Centex Development Company, L.P.
 Centex Homes International
 Fairclough Homes
 Calton Homes
 Centex Title and Insurance
 Cavco Industries

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Laurence E. Hirsch, CEO
 Timothy R. Eller, Pres.
 Timothy R. Eller, COO
 Mark A. Blinn, Controller
 Raymond G. Smerge, Corp. Sec.
 Raymond G. Smerge, General Counsel
 Michael S. Albright, VP-Admin.
 Robert S. Stewart, Sr. VP-Strategic Planning
 Sheila E. Gallagher, VP-Corp. Comm.
 Vicki A. Roberts, Treas.
 Gilberto Riojas, Pres./CEO, Centex Latin America, Inc.
 Stewart A. Baseley, CEO, Centex Homes International, Ltd.
 Andrew J. Hannigan, Pres./CEO Centex Homes

Phone: 214-981-5000 **Fax:** 214-981-6859**Toll-Free:****Address:** 2728 N. Harwood, Dallas, TX 75201 US**GROWTH PLANS/SPECIAL FEATURES:**

Dallas-based Centex Corporation, one of the leading construction companies in the United States, has substantial interests in mortgage banking, commercial real estate, land developing, home purchasers insurance and commercial contracting and construction services. The company's Investment Real Estate division includes Centex Development Company, a developing subsidiary that operates in residential, office, industrial and retail markets. Its Financial Services Group includes the CTX Mortgage subsidiary, which provides loan services to over 70% of the company's homebuyers. Centex Title and Insurance operations include Commerce Land Title, Metropolitan Title and Guaranty Company and Westwood Insurance Agency, Inc. Centex Corporation's main subsidiary, Centex Homes, builds nearly 14,000 homes annually across 19 different states and Washington, D.C. The company has holdings in the United Kingdom and Latin America and owns 80% of Cavco Industries, a leading builder of mobile homes. Centex also acquired Fairclough Homes from AMEC, a United Kingdom-based home building company, as well as another home building company, Calton Homes.

Centex Corp. offers employee positions in commercial construction, land development, residential construction or the mortgage business.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$6,710,700 (12 months)	2001 Profits: \$282,000 (12 months)
2000 Sales: \$6,008,100	2000 Profits: \$257,100
1999 Sales: \$5,200,700	1999 Profits: \$231,962
1998 Sales: \$3,975,450	1998 Profits: \$144,806
1997 Sales: \$3,784,991	1997 Profits: \$106,563

Stock Ticker: CTX
 Employees: 13,368
 Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$725,000	Bonus: \$2,100,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$1,800,000

COMPETITIVE ADVANTAGE:

Nation's largest and most geographically diverse home builder.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CENTURYTEL INC**www.centurytel.com**

Industry Group Code: 513300A Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Local Exchange Carrier
 Cellular Telephone Service
 Long Distance Service

BRANDS/DIVISIONS/AFFILIATES:

Brooks Fiber Properties, Inc.
 Pacific Telecom, Inc.
 EasyGo
 Spectra Communications Group, LLC
 Century Telephone Enterprises, Inc.
 Verizon

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Glen F. Post III, CEO
 Glen F. Post III, Pres.
 Karen A. Puckett, Exec. VP/COO
 R. Stewart Ewing, Jr., Exec. VP/CFO
 Margaret McKoin, VP-Mktg.
 Ivan Hughes, VP-Human Resources
 Mike Maslowski, Sr. VP/CIO
 Harvey P. Perry, Exec. VP/Corp. Sec.
 Harvey P. Perry, Exec. VP/General Counsel
 Harvey P. Perry, Exec. VP/Chief Admin. Officer
 Paul Eason, VP-Bus. Dev.
 Jeff Glover, VP-Investor Rel.
 David D. Cole, Sr. VP-Oper. Support
 Clarence G. Marshall, VP-Corp. Planning
 Nick Bowman, VP-Oper. and Network Design
 Patricia Cameron, VP-Public Relations

Phone: 318-388-9000 **Fax:** 318-388-9064

Toll-Free:

Address: 100 CenturyTel Dr., Monroe, LA 71203 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,034,900 (6 months)	2001 Profits: \$200,900 (6 months)
2000 Sales: \$1,845,900	2000 Profits: \$231,474
1999 Sales: \$1,676,669	1999 Profits: \$239,769
1998 Sales: \$1,577,085	1998 Profits: \$228,757
1997 Sales: \$901,521	1997 Profits: \$255,978

Stock Ticker: CTL
 Employees: 6,860
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$663,515	Bonus: \$366,879
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$306,054	Bonus: \$140,840

COMPETITIVE ADVANTAGE:

Growth through acquisitions/One of the largest cellular companies in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

CHARLES RIVER LABORATORIES CORP**www.criver.com**

Industry Group Code: 541710 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Research and Development-Animal Research Models
 Analytical Testing
 Bioactivity Software
 Biosafety Testing
 Contract Staffing
 Laboratory Diagnostics
 Research Models
 Rodent Surgery

BRANDS/DIVISIONS/AFFILIATES:

Sierra Biomedical
 Endo-Scan-V
 BioTrend
 Tufts University School of Veterinary Medicine
 Primedica
 Genetic Models, Inc.
 Pathology Associated International

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James C. Foster, CEO
 James C. Foster, Pres.
 Thomas F. Ackerman, CFO
 David P. Johst, Sr. VP-Human Resources
 Kathleen A. Murray, Dir.-Technical Oper.
 Dennis R. Shaughnessy, General Counsel
 David P. Johst, Sr. VP-Admin.
 Dennis R. Shaughnessy, Sr. VP-Corp. Dev.
 Yifan Luo, Supervisor-Surgical Services
 Real H. Renaud, Sr. VP-Eur. and N.A. Animal Oper.
 Julia D. Palm, VP-Biomedical Products and Services
 William J. White, Sr. Dir.-Professional Services

Phone: 978-658-6000 **Fax:** 978-658-7132**Toll-Free:** 800-522-7287**Address:** 251 Ballardvale St., Wilmington, MA 01887-1000 US**GROWTH PLANS/SPECIAL FEATURES:**

Charles River Laboratories Corp. is a provider of critical research tools and integrated support services that enable innovative and efficient drug discovery and development. Moreover, the company is a global leader in providing the animal research models required in research and development for new drugs, devices and therapies. The firm operates 70 production facilities and laboratories in 15 countries. Charles River Laboratories provides over 55 different types of surgical alterations on rodents, including splenectomies, bile duct catheterizations, ovariectomies and castrations. Recently, the firm announced the release of Endo-Scan-V software, which provides easy-to-use template setup with customized reports for the collection and reporting of endotoxin values. Endo-Scan-V users can download endotoxin-specific data into BioTrend, the company's stand-alone LAL software for trending assay data and monitoring lab proficiency. In addition, Charles River Laboratories recently entered into an agreement with the Tufts University School of Veterinary Medicine to further develop and commercialize a novel cloning technology that is applied to immunodeficient mice. Effective cloning of this high value research model through Tufts' proprietary cloning techniques is expected to increase the utility of the model for researchers, as well as improve the efficiency with which it is produced at the company. The agreement with Tufts occurs as a result of the firm's growth strategy, which includes partnering with institutions and companies that have developed cutting edge technologies resulting in new or improved animal research models. The company has also recently acquired several biotech companies including Pathology Associates International, a leading provider of contract toxicology pathology; Primedica, a provider of pre-clinical drug discovery and development services to the biopharmaceutical industry; and Genetics Models, which offers proprietary and disease specific rat models used in biomedical research.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$215,800 (6 months)	2001 Profits: \$16,000 (6 months)
2000 Sales: \$306,600	2000 Profits: \$-11,200
1999 Sales: \$231,400	1999 Profits: \$17,100
1998 Sales: \$205,100	1998 Profits: \$23,400
1997 Sales: \$170,700	1997 Profits: \$15,300

Stock Ticker: CRL
 Employees: 3,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$324,727	Bonus: \$790,001
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$224,475	Bonus: \$236,391

COMPETITIVE ADVANTAGE:

Ability to provide customized lab rodent services/Proprietary assay software.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y		Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

CHARMING SHOPPES INC**www.charmingshoppes.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel-Women's, Retail
Larger Sizes Women's Apparel-Retail

BRANDS/DIVISIONS/AFFILIATES:

Fashion Bug
Lane Bryant
Modern Woman
Catherine Stores
Answer (The)
Added Dimensions
Monsoon
Accessorize

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Dorrit Bern, CEO
Dorrit Bern, Pres.
Eric Specter, Exec. VP/CFO
Carmen Monaco, VP-Mktg.
Anthony A. DeSabato, Esq., Exec. VP-Human Resources
Donna S. Schmid, VP/General Merch. Mgr.
Colin D. Stern, Exec. VP/Sec.
Colin D. Stern, General Counsel
Jeffery A. Warzel, Sr. VP-Infrastructure Opre.
Jeffery A. Warzel, Sr. VP-Strategic Planning
Elizabeth Williams, Pres.-Fashion Bug
Diane V. Missel, Pres.-Catherine Stores Corp.
Erna Zint, Exec. VP-Sourcing
Jonathan Graub, Sr. VP-Real Estate

Phone: 215-245-9100 **Fax:** 215-633-4640**Toll-Free:****Address:** 450 Winks Lane, Bensalem, PA 19020 US**GROWTH PLANS/SPECIAL FEATURES:**

Charming Shoppes, Inc. operates 1,789 women's specialty apparel stores in 48 states under the names Fashion Bug, Fashion Bug Plus, Catherine's Plus Sizes, Modern Woman, Added Dimension and The Answer. The company's 1,230 Fashion Bug and Fashion Bug Plus stores specialize in selling a wide variety of juniors, misses large-size and girls-size sportswear, dresses, coats, lingerie, accessories and casual footwear. The stores are generally located in strip shopping centers and target women ages 20 to 49 years old with incomes ranging from low to moderately high. The majority of these stores are located in the northeastern U.S. The company's 414 Catherine's stores offer classic apparel and accessories for career and casual lifestyles, and are targeted to women ages 40 to 65 years of age. The Answer and Added Dimensions stores are for ethnically diverse, plus size women ages 35 to 65 years old. 110 outlets offer high quality fashion for a wide variety of occasions including career, church and social gatherings. Charming Shoppes also operates over 120 Modern Woman stores, which specialize in large-size women's apparel as well. These stores are primarily located in the West, Midwest and Northeast regions of the U.S. The company plans to consolidate the Modern Woman chain into Catherine's Stores and operate Catherine's Stores as a nationwide chain of more than 500 women's large-size specialty apparel stores. The company plans to open approximately 115 new stores, remodel about 50 stores and relocate over 50 stores during fiscal 2001. In addition, Charming Shoppes expects to open about 125 to 140 stores during the fiscal 2002 year. The company recently signed a joint venture agreement with Monsoon to bring the U.K. company's Monsoon and Accessorize stores to the U.S. The firm acquired the 651 store Lane Bryant larger size chain in mid 2001, and plans to build 300 to 400 additional Lane Bryant stores by 2006. Lane Bryant targets women from 18 to 54 years of age with incomes between \$40,000 and \$75,000 yearly.

The company offers a comprehensive benefits package, a store discount, on-site child care and fitness centers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,617,200 (12 months)	2001 Profits: \$51,100 (12 months)
2000 Sales: \$1,205,522	2000 Profits: \$45,059
1999 Sales: \$1,051,163	1999 Profits: \$-20,135
1998 Sales: \$1,032,523	1998 Profits: \$19,334
1997 Sales: \$1,023,761	1997 Profits: \$-7,237

Stock Ticker: CHRS
Employees: 19,750
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,000,000	Bonus:	\$900,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$400,000	Bonus:	\$300,000

COMPETITIVE ADVANTAGE: Moderately-priced merchandise/Locations in 48 states.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CHEMED CORP**www.chemed.com**

Industry Group Code: 551110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Management of Companies and Enterprises
Home Health Care
Plumbing Services
Sewer, Drain and Pipe Cleaning

GROWTH PLANS/SPECIAL FEATURES:

Chemed Corporation provides services to homeowners and businesses. The company delivers these services through three wholly owned subsidiaries, Roto-Rooter, Inc., Patient Care, Inc. and Service America Systems, Inc. The company operates businesses in more than 100 company-owned territories and more than 500 franchise territories, serving approximately 90% of the U.S. population and 55% of the Canadian population. Franchise operations have been established in Japan, the Philippines, Australia and the United Kingdom. Roto-Rooter is a plumbing and drain cleaning services subsidiary. Patient Care deals in home healthcare services, and offers the services of nurses, live-in aides, social workers, nutritionists and physical therapists throughout the Midwest, Northeast and Southeast. Service America, the company's third subsidiary, is a leading provider of residential service agreements in the U.S. It provides residential appliance and air-conditioning repair. Service America has been providing solutions for customers' home repair needs throughout Florida and Arizona. Chemed recently sold Cadre Computer Resources, Inc., a former subsidiary, allowing that company to become employee-owned.

Chemed offers employment in three different subsidiaries, creating a wide variety of opportunities. The company offers a basic employee benefits package.

BRANDS/DIVISIONS/AFFILIATES:

Patient Care Group
Roto-Rooter, Inc.
Service America Systems Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kevin J. McNamara, CEO
Kevin J. McNamara, Pres.
Aruthur V. Tucker, Controller
Sandra E. Laney, VP-Admin.
Timothy S. O'Toole, Treas.

Phone: 513-762-6900 **Fax:** 513-762-6919**Toll-Free:** 800-224-3633**Address:** 2600 Chemed Center, 255 E. 5th St., Cincinnati, OH 45202-4726 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$242,000 (6 months)	2001 Profits: \$6,000 (6 months)
2000 Sales: \$500,685	2000 Profits: \$20,584
1999 Sales: \$453,600	1999 Profits: \$19,700
1998 Sales: \$381,300	1998 Profits: \$19,900
1997 Sales: \$341,700	1997 Profits: \$30,300

Stock Ticker: CHE

Employees: 7,591

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$629,820	Bonus: \$582,165
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$347,154	Bonus: \$237,390

COMPETITIVE ADVANTAGE:

Nationwide locations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CHEVRONTEXACO CORPORATION**www.texaco.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Natural Gas
 Petroleum Products
 Gasoline Retailing

BRANDS/DIVISIONS/AFFILIATES:

Texaco
 Chevron Corporation
 Famfa Oil
 Caltex Corporation
 Equilon Enterprises LLC
 Equilon Enterprises LLC
 Monterey Resources, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Glenn F. Tilton, CEO
 Patrick J. Lynch, Sr. VP/CFO
 Eugene G. Celentano, VP-Int'l Mktg.
 Janet L. Stoner, VP-Human Resources
 James R. Metzger, VP-Chief Tech. Officer
 Eugene G. Celentano, VP-Int'l Mfg.
 Michael H. Rudy, Corp. Sec.
 Michael G. McQueeney, General Counsel
 William M. Wicker, Sr. VP-Corp. Dev.
 Rosemary Moore, VP-Corp. Comm.
 Elizabeth P. Smith, VP-Investor Rel.
 Ira D. Hall, Treas.
 George J. Batavick, Comptroller
 John J. O'Connor, Sr. VP-Worldwide Exploration and Production
 William M. Wicker, Sr. VP/Pres.-Global Bus.
 Bruce S. Appelbaum, VP

Phone: 914-253-4000 **Fax:** 914-253-7753**Toll-Free:** 800-283-9785**Address:** 2000 Westchester Ave., White Plains, NY 10650 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$58,210,000 (6 months)	2001 Profits: \$4,285,000 (6 months)
2000 Sales: \$118,676,000	2000 Profits: \$7,511,000
1999 Sales: \$85,168,000	1999 Profits: \$3,247,000
1998 Sales: \$72,694,000	1998 Profits: \$1,917,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: CVX
 Employees: 53,621
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$987,500	Bonus: \$489,616
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$473,625	Bonus: \$489,616

COMPETITIVE ADVANTAGE:

Global resources.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GROWTH PLANS/SPECIAL FEATURES:

ChevronTexaco Corporation, formed as a result of Chevron's acquisition of Texaco, Inc., its subsidiary companies and affiliates, represent a vertically integrated enterprise principally engaged in the worldwide exploration for and production, transportation, refining and marketing of crude oil, natural gas and petroleum products. Additionally, ChevronTexaco operates natural gas and power generation businesses. Currently, the company is focusing on exploring deepwater sites in Australia, Brazil, the Gulf of Mexico and West Africa. The company and Nigerian partner Famfa Oil announced a large discovery in waters off the coast of Nigeria. Research reveals that the well will yield several hundred million barrels of usable oil. The company has joined forces with Energy Conservation Devices, Inc. to develop the Texaco Ovonic Fuel Cell Company, L.L.C., a company focused on the development and advancement of Ovonic Regenerative Fuel Cell commercialization. Chevron's acquisition of Texaco created a U.S.-based, global enterprise that has reserves of 11.2 billion barrels of oil equivalent (BOE), daily production of 2.7 million BOE, assets of \$77 billion, and operations throughout the world. In the United States, ChevronTexaco is the nation's second largest producer of oil and gas.

The company offers its employees tuition assistance, a matching gift for higher education, a scholarship program for employees' dependents and company sports teams. Layoffs of a few thousand employees have occurred as a result of Chevron's acquisition of Texaco.

CHICO'S FAS INC**www.chicos.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 13 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel-Women's, Retail
Online Retail-Women's Apparel
Franchising
Mail Order

BRANDS/DIVISIONS/AFFILIATES:

Traveler's Dress (The)
Chico's Outlet
Passport Club

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Marvin J. Gralnick, CEO
Marvin J. Gralnick, Pres.
Scott Edmonds, COO/Asst. Sec.
Charles J. Kleman, CFO/Exec. VP-Finance
Ted Marlow, Exec. VP-Mktg.
Gloria Guerrero, VP-Human Resources
Patricia Murphy, Sr. VP-General Merch. Mgr.
Charles J. Kleman, Sec.
Barry Shapiro, VP-Outlet Strategies
Charles J. Kleman, Treas.
Mori MacKenzie, VP/Dir.-Stores
Karen M. Glass, VP-Prod. Dev. & Design
Helene Gralnick, Sr. VP-Design and Concept

Phone: 941-277-6200 **Fax:** 941-277-5237**Toll-Free:****Address:** 11215 Metro Parkway, Fort Myers, FL 33912 US**GROWTH PLANS/SPECIAL FEATURES:**

Chico's is a specialty retailer of exclusively designed, private label casual clothing and related accessories. Emphasizing casual comfort, Chico's clothing is developed in-house and features natural, fabrics such as cotton, rayon, linen and silk that are colorful and designed for easy care. The firm's stores offer moderately-priced separates as well as collections of color-coordinated tops, pants, shorts, skirts, jumpers, jackets, dresses, vests, outerwear and accessories. Chico's recently began testing non-clothing products, such as aromatherapy candles, body care products and watches that are complementary to the company's merchandise. The company's target customer include women of all ages who seek style and attitude in their casual clothing, with a particular focus on 35 to 60 year old women with moderate and higher income levels. The firm's success is based on its careful focus on merchandise that appeals to baby boomers. Clever marketing makes Passport Club members of women who have spent at least \$500 over time, allowing them permanent 5% discounts plus other perks. Chico's currently operates 250 stores, 11 of which are franchised, in 39 states and the District of Columbia. Included among these stores are about 8 outlet stores, which carry slower-selling items, returned merchandise from the franchised stores and discounted clothing. Chico's is currently pursuing an accelerated growth strategy with 41 store openings in 2000 and an expected 52 openings in 2001. The company also plans to open 50 to 55 stores in 2002 as well as 55 to 60 stores in 2003. To increase its customer base, the company advertises in national fashion and home and garden magazines such as Martha Stewart Living, Vogue, House & Garden and Vanity Fair. Chico's is also extending its retail channels with the launch of its e-commerce site as well as the development of its mail-order business.

Employees receive clothing discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$259,446 (12 months)	2001 Profits: \$28,379 (12 months)
2000 Sales: \$155,002	2000 Profits: \$15,489
1999 Sales: \$106,742	1999 Profits: \$9,139
1998 Sales: \$75,339	1998 Profits: \$2,770
1997 Sales: \$67,800	1997 Profits: \$1,600

Stock Ticker: CHS
Employees: 2,750
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$426,923	Bonus:	\$274,667
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$255,384	Bonus:	\$122,800

COMPETITIVE ADVANTAGE:

Focus on casual fashion for women aged 30 to 55/Superb marketing.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CHUBB CORPORATION (THE)**www.chubb.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 21 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Homeowners Insurance
 Property and Casualty Insurance
 Consulting and Claims Administration Services
 Financing
 Investment Advising

BRANDS/DIVISIONS/AFFILIATES:

Bellemead Development Corporation
 Federal Insurance Company
 Pacific Indemnity Company
 Vigilant Insurance Company
 Executive Risk
 Chubb Re
 Chubb & Son Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Dean R. O'Hare, CEO
 John J. Degnan, Pres.
 Weston M. Hicks, CFO
 Jennifer McEwoney, Mgr.-Human Resources
 Henry J. Gulick, Corp. Sec.
 Joanne L. Bober, General Counsel
 Ralph E. Jones, III, VP-Chubb and Son
 Charles M. Luchs, VP-Chubb and Son

Phone: 908-903-2000 **Fax:** 908-903-2027

Toll-Free:

Address: 15 Mountain View Rd., PO Box 1615, Warren, NJ 07061-1615 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,806,000 (6 months)	2001 Profits: \$321,800 (6 months)
2000 Sales: \$7,251,500	2000 Profits: \$714,600
1999 Sales: \$6,729,600	1999 Profits: \$621,100
1998 Sales: \$6,349,800	1998 Profits: \$707,000
1997 Sales: \$6,664,000	1997 Profits: \$769,500

Stock Ticker: CB
 Employees: 12,400
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,004,751	Bonus: \$800,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$416,876	Bonus: \$400,000

COMPETITIVE ADVANTAGE:

Provides insurance coverage worldwide.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CIGNA CORP**www.cigna.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Diversified Insurance
 Reinsurance
 Health Care Insurance
 Indemnity Insurance
 Retirement Plans
 Financial and Investment Management Services

BRANDS/DIVISIONS/AFFILIATES:

Connecticut General Life Insurance Company
 CIGNA Retirement & Investment Services
 CIGNA HealthCare
 Healthsource Inc.
 CIGNA IntegratedCare
 CIGNA Group Insurance
 CIGNA International
 CIGNA Financial Services

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

H. Edward Hanway, CEO
 H. Edward Hanway, Pres.
 James G. Stewart, CFO
 Edward A. Faruolo, VP-Mktg.
 Donald M. Levinson, Exec. VP-Human Resources & Services
 Andrea Anania, CIO
 Angelo T. DeGenaro, Sr. VP-Production Excellence Program
 Judith E. Sotlz, General Counsel
 Frank Sabatino, VP-Finance & Admin.
 Paul H. Rohrkemper, Sr. VP-Strategic Planning
 David A. Finkel, VP-e-Commerce
 Greg Deavens, VP-Investor Rel.
 David B. Gerges, Treas.
 William M. Pastore, Pres., CIGNA HealthCare
 Thomas C. Jones, Pres., CIGNA Retirement & Investment Services
 Terry L. Kendall, Pres., CIGNA International

Phone: 215-761-1000 **Fax:** 215-761-5515

Toll-Free:

Address: 1 Liberty Place, Philadelphia, PA 19192-1550 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,395,000 (6 months)	2001 Profits: \$528,000 (6 months)
2000 Sales: \$19,994,000	2000 Profits: \$987,000
1999 Sales: \$18,726,000	1999 Profits: \$1,774,000
1998 Sales: \$17,698,000	1998 Profits: \$1,292,000
1997 Sales: \$15,955,000	1997 Profits: \$1,086,000

Stock Ticker: CI
 Employees: 43,200
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,213,800	Bonus: \$4,375,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$896,200	Bonus: \$3,500,000

COMPETITIVE ADVANTAGE:

CIGNA Corporation and its subsidiaries constitute one of the largest investor-owned insurance organizations in the United States and one of the giant companies in the financial services industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CINCINNATI FINANCIAL CORP**www.cinfin.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 29 Profits: 25

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Diversified Insurance
 Life Insurance
 Health Insurance
 Casualty Insurance
 Accident Insurance
 Financing

BRANDS/DIVISIONS/AFFILIATES:

Cincinnati Insurance Company
 Cincinnati Casualty Company
 Cincinnati Indemnity Company
 Cincinnati Life Insurance Company
 CinFin Capital Management
 CFC Investment

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

John J. Schiff, Jr., CEO
 John J. Schiff, Jr., Pres.
 Kenneth W. Stecher, CFO
 Kenneth W. Stecher, Corp. Sec.
 Kenneth W. Stecher, Treas.
 James G. Miller, Sr. VP/Chief Investment Officer
 John J. Schiff, Jr., CEO/Pres., Cincinnati Insurance
 David H. Popplewell, COO/Pres., Cincinnati Life Insurance
 Larry R. Plum, Pres., Cincinnati Casualty

Phone: 513-870-2000 **Fax:** 513-870-2911

Toll-Free:

Address: 6200 S. Gilmore Rd., Fairfield, OH 45014-5141 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,263,300 (6 months)	2001 Profits: \$121,600 (6 months)
2000 Sales: \$2,331,000	2000 Profits: \$118,400
1999 Sales: \$2,182,200	1999 Profits: \$254,700
1998 Sales: \$2,054,300	1998 Profits: \$241,600
1997 Sales: \$1,942,400	1997 Profits: \$299,400

Stock Ticker: CINF
 Employees: 3,106
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$486,776	Bonus: \$197,706
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$291,182	Bonus: \$120,366

COMPETITIVE ADVANTAGE:

Large base of independent agents.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CINERGY CORPORATION**www.cinergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 16 Profits: 20

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Wireless Communications
 Enterprise Management Software

BRANDS/DIVISIONS/AFFILIATES:

Cincinnati Gas & Electric Company, The
 PSI Energy, Inc.
 Union Light, Heat & Power Company, The
 Cadence Network, Inc.
 CadenceEnterprise
 Cinergy Solutions, Inc.
 Lattice Communications, Inc.
 Zahren Alternative Power Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James E. Rogers, CEO
 James E. Rogers, Pres.
 R. Foster Duncan, CFO
 Timothy J. Verhagen, VP-Human Resources
 Julia S. Janson, Corp. Sec.
 Jerome A. Vennemann, General Counsel
 Charles J. Winger, VP-Corp. Dev.
 J. Joseph Hale, Jr., VP-Corp. Comm.
 Steven E. Schrader, General Mgr.-Investor Rel.
 Lisa D. Gamblin, Treas.
 Vicky A. Bailey, Pres., PSI
 John Bryant, Pres., Cinergy Global Resources
 William J. Grealis, CEO, Regulated Bus. Unit
 James L. Turner, Pres., Regulated Bus. Unit

Phone: 513-421-9500 **Fax:** 513-287-3171

Toll-Free: 800-262-3000

Address: 139 E. Fourth St., Cincinnati, OH 45202 US

GROWTH PLANS/SPECIAL FEATURES:

Cinergy Corporation is a utility holding company that has a strategy intent on expanding its energy merchant business. The company's Energy Merchant division manages wholesale generation and the buying and selling of energy commodities. The firm's Regulated Businesses unit offers regulated electric and gas transmission and distribution services. Additionally, the Cinergy Power Technology and Infrastructure Services division manages the development, marketing and sale of non-regulated retail energy and energy-related products and services. The division's services include energy management and consulting services and the building and maintenance of fiber optic telecommunication networks for businesses, municipalities and schools. Moreover, the firm's Cadence Network, Inc. subsidiary develops software applications and provides professional services that help multi-site enterprises more effectively manage and reduce their sanitation, utility, maintenance and operations costs. Recently, Cadence launched CadenceEnterprise, a software application that allows managers of disparate facilities to quickly access everything from a comprehensive view of individual sites to an aggregate snapshot of an entire multiple location enterprise. Cinergy Solutions, Inc., another subsidiary, provides an extensive menu of energy and utilities services, including combined heat and power, cooling technology, compressed air, fuel management and utilities infrastructure. In the Spring of 2001, the subsidiary and U.S. Energy Systems, Inc. acquired Zahren Alternative Power Corporation, a Connecticut-based owner and operator of renewable energy products around the country. Furthermore, the company's Lattice Communications, LLC subsidiary owns, operates and manages wireless transmission towers and related businesses in targeted U.S. markets.

Working Mother magazine recently named Cinergy to its list of 100 best companies for working mothers, and the National Council of Women recognized the company as one of only 11 cited for supporting the needs of employees with family responsibilities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,348,600 (6 months)	2001 Profits: \$204,900 (6 months)
2000 Sales: \$8,422,000	2000 Profits: \$404,100
1999 Sales: \$5,937,900	1999 Profits: \$409,100
1998 Sales: \$5,911,300	1998 Profits: \$267,500
1997 Sales: \$4,387,100	1997 Profits: \$265,800

Stock Ticker: CIN
Employees: 8,362
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,050,000	Bonus: \$990,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$536,250	Bonus: \$321,750

COMPETITIVE ADVANTAGE: Growth in wholesale marketing.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	Y

CIRCUIT CITY STORES INC**www.circuitcity.com**

Industry Group Code: 443110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Electronics Stores, Retail
Retail Computers
Used Automobiles

GROWTH PLANS/SPECIAL FEATURES:

Circuit City is a leading national retailer of brand-name consumer electronics, personal computers, major appliances and entertainment software. The company's retail operations consist of Circuit City Superstores and mall-based Circuit City Express stores. Circuit City is considered the second largest U.S. retailer of major appliances and consumer electronics in terms of sales and a leading retailer of personal computers and entertainment software. The firm operates 593 Circuit City Superstores and 39 mall-based Express stores throughout the United States. The company is also the pioneer of the used-car superstore with its national CarMax chain of dealerships. The CarMax chain purchases, reconditions and sells used cars and light trucks that are under six years old and have fewer than 60,000 miles. The chain operates 40 retail units, including 33 used-car superstores, throughout the U.S. CarMax plans to open four to six used-car superstores in fiscal 2003. The Circuit City Group and the CarMax Group, trade separately on the New York Stock Exchange for tracking purposes. Circuit City recently partnered with DigitalThink, Inc., a leading provider of e-learning solutions to Fortune 1000 companies, to develop web-based training programs for Circuit City's employees. The company's e-commerce site provides in-depth product comparison information, broad product selection and convenient purchase and delivery options. Expansion plans include opening approximately 25 superstores and remodeling another 30 to 35 in fiscal 2001. Circuit City also partnered with Kodak to offer co-branded photo album software and Internet-based photofinishing services at the superstores. The firm reported very poor sales volume in early 2001, blaming weak consumer demand for PCs and the firm's exit from appliance sales.

The company offers a comprehensive benefits package as well as educational scholarships and dependent care spending account.

BRANDS/DIVISIONS/AFFILIATES:

DigitalThink, Inc.
CarMax Group
Digital Video Express, L.P.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

W. Alan McCollough, CEO
W. Alan McCollough, Pres.
Michael T. Chalifoux, Exec. VP/CFO
Fiona Dias, Sr. VP-Mktg.
Jeffrey S. Wells, Sr. VP-Human Resources
Dennis J. Bowman, Sr. VP/CIO
Philip J. Dunn, Sr. VP/Controller
John Froman, Exec. VP-Merch.
Michael T. Chalifoux, Exec. VP/Corp. Sec.
W. Stephen Cannon, Sr. VP/General Counsel
Richard S. Birnbaum, Exec. VP-Oper.
Philip J. Dunn, Treas.
W. Austin Ligon, Sr. VP-Automotive
Ann-Marie Stephens, Sr. VP-Admin.
Gary M. Mierenfeld, Sr. VP-Dist. & National Service
Joseph T. Cipolla, VP-MIS

Phone: 804-527-4000 **Fax:** 804-527-4194**Toll-Free:****Address:** 9950 Maryland Dr., Richmond, VA 23233 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$10,458,000 (12 months)	2001 Profits: \$115,200 (12 months)
2000 Sales: \$10,599,400	2000 Profits: \$196,500
1999 Sales: \$9,344,200	1999 Profits: \$166,400
1998 Sales: \$7,996,600	1998 Profits: \$138,500
1997 Sales: \$7,153,600	1997 Profits: \$145,700

Stock Ticker: CC
Employees: 46,700
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$991,450	Bonus: \$1,492,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$712,219	Bonus: \$815,625

COMPETITIVE ADVANTAGE:

One of the nation's largest retailer of brand-name consumer electronics.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

CITIGROUP INC**www.citigroup.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Real Estate Services
 Credit Cards
 Mutual Funds
 Insurance
 Brokerage Services
 Annuities
 Retirement Products

BRANDS/DIVISIONS/AFFILIATES:

Salomon Smith Barney Holdings, Inc.
 Primerica Financial Services
 Citicorp
 Travelers Group
 Global Investment Banking
 European American Bank
 Banamex
 Grupo Financiero Banamex-Accival

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sanford Weill, CEO
 Robert Druskin, COO
 Todd S. Thompson, CFO
 Lawrence R. Phillips, Sr. Human Resources Officer
 Robert Druskin, Chief Tech. Officer
 Thomas Trainer, CIO
 Roger W. Trupin, Controller
 Stephanie B. Mudick, Deputy General Counsel
 Marjorie Wagner, Sr. Exec. VP/Chief Admin. Officer
 Hamid Biglari, Sr. Exec. VP-Corp. Strategy
 William F. Pike, VP-Investor Relations
 Peter M. Gallant, Treas.
 Michael A. Carpenter, CEO-Salomon Smith Barney
 Deryck C. Maughan, CEO-eCiti
 Roy A. Guthrie, CEO-Global Equipment Finance
 Jay S. Fishman, Sr. Risk Officer

Phone: 212-559-1000 **Fax:** 212-793-3946**Toll-Free:** 800-285-3000**Address:** 339 Park Ave., New York, NY 10043 US**GROWTH PLANS/SPECIAL FEATURES:**

Citigroup Inc., formed by the 1998 merger of banking company Citicorp and insurer Travelers Group, is the world's top financial services firm, as well as one of the top U.S. credit card issuers. Products offered by Citigroup include full-service banking for consumers and commercial customers, as well as insurance and investment services in over 100 countries. Additionally, the firm offers brokerage services, mutual funds, property/casualty insurance, retirement products and real estate services. The Global Consumer unit delivers a wide array of banking, lending, and investment services, including the issuance of credit cards and personal insurance products. Citibanking North America delivers banking, lending and investment services to customers through the firm's 367 branches and through electronic delivery systems. The CitiFinancial unit provides community-based lending services through its branch network system of over 1,270 loan offices in the U.S. and Canada. Loans to consumers include real estate-secured loans, unsecured and partially secured personal loans and loans to finance consumer goods purchases. The international unit of Global Consumer provides full-service banking and investment services in the developed markets of Western Europe and Japan, and in the emerging markets of Asia, Latin America, Central and Eastern Europe, the Middle East and Africa. In the largest ever merger between the U.S. and Mexico, Citigroup recently acquired Grupo Financiero Banamex-Accival, Mexico's top financial institution. Under the new agreement, the two firms' operations will be integrated in Mexico, and business will be conducted the brand name Banamex. In other news, the firm's North American subsidiary acquired European American Bank, one of New York City's largest banks.

Citigroup was recognized by Working Mother magazine for its exceptional programs for working parents. It offers numerous programs for employees and encourages employee ownership in addition to its retirement and health benefits.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$57,658,000 (6 months)	2001 Profits: \$7,074,000 (6 months)
2000 Sales: \$111,826,000	2000 Profits: \$13,519,000
1999 Sales: \$82,093,000	1999 Profits: \$9,867,000
1998 Sales: \$76,431,000	1998 Profits: \$5,807,000
1997 Sales: \$72,306,000	1997 Profits: \$6,705,000

Stock Ticker: C
 Employees: 230,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$18,484,414
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$800,000	Bonus: \$10,250,018

COMPETITIVE ADVANTAGE:

Very aggressive marketing/Locations in 96 countries and territories worldwide/Merger with Travelers Group.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CLAIRE'S STORES INC**www.clairestores.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 7 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Teenage Apparel and Accessories, Retail
 Posters
 Costume Jewelry
 Calendars
 Earrings
 Pre-Teen Fashion Accessories
 Skateboards, Retail
 Urban Teenage Streetwear and Accessories

BRANDS/DIVISIONS/AFFILIATES:

Bijoux One
 Dara Michelle
 Bow Bangles
 Accessory Place, Inc.
 Topkapi
 Icings (The)
 Afterthoughts
 Cleopatre

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Rowland Schaefer, CEO
 Rowland Schaefer, Pres.
 Ira D. Kaplan, Sr. VP/CFO
 Marla L. Schaefer, Exec. VP-Claire's Boutiques
 Harold E. Berritt, Corp. Sec.
 Harold E. Berritt, General Counsel
 Ira D. Kaplan, Treas.
 Mark Smith, CEO-Claire's Accessories U.K.
 Robert M. Sayer, Jr., Pres.-Mr. Rags
 Elaine Bonnie Schaefer, Exec. VP-Claire's Boutiques
 Kathleen E. Rossi, VP-Taxation

Phone: 954-433-3900 **Fax:** 954-433-3999

Toll-Free:

Address: 3 S.W. 129th Avenue, Pembroke Pines, FL 33027 US

GROWTH PLANS/SPECIAL FEATURES:

Claire's Stores, Inc. operates over 3,000 jewelry, accessories and apparel boutiques in malls and strip centers throughout North America, Japan, the United Kingdom, Ireland, Switzerland, Austria, Germany and France. The company pierces more customer ears than any store in North America. Targeted towards preteens and teens, the firm operates three retail store concepts: Claire's Accessories, Afterthoughts and Mr. Rags. Claire's also operates three Velvet Pixie stores, which are a test concept. In addition, the company owns several other retail chains through acquisitions including The Icings, Bow Bangles, Bijoux One and Cleopatre. All the stores are generally similar in format and give the company the ability to have multiple store locations in the same malls. Claire's Accessories, the company's core business, offers fashion accessories and jewelry for pre-teens aged 7 to 12 years. The chain has recently expanded its merchandise offering to include cosmetics, funky room decorations and accessory items, while maintaining focus on its ear piercing service. More than 760 Afterthoughts stores retail accessories to teens aged 13 to 20 years. Mr. Rags sells the company's diversified apparel mix of urban, surf, skate and streetwear brands. The chain also sells accessories such as skateboards to complement the active lifestyles of its customer base. Most items in all of the stores range in price from \$2 to \$20, with the average item costing around \$4. Hip, busy, exciting décor exists throughout all of Claire's stores, and current upbeat pop, rock and R&B music plays over speakers, providing a contemporary and comfortable shopping atmosphere for the company's young target audience. Claire's is growing rapidly with over 1,000 new stores through openings and acquisitions in fiscal 2000. The company plans to open approximately 100 stores in North America, 70 in the United Kingdom, 20 in Continental Europe and 40 in Japan in fiscal 2001.

The company offers a 401(k) plan to eligible associates and health insurance. It encourages employees to purchase stock on a payroll deduction basis, with no fees or commissions.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,060,400 (12 months)	2001 Profits: \$65,000 (12 months)
2000 Sales: \$846,898	2000 Profits: \$87,935
1999 Sales: \$661,856	1999 Profits: \$62,280
1998 Sales: \$536,754	1998 Profits: \$59,595
1997 Sales: \$466,300	1997 Profits: \$45,932

Stock Ticker: CLE
 Employees: 20,500
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$1,000,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$370,192	Bonus: \$50,000

COMPETITIVE ADVANTAGE: Stores in 49 states/Growth through acquisitions.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CLOROX CO (THE)**www.clorox.com**

Industry Group Code: 325600 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 3

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cleaning/Laundry Products-Manufacturing
Automotive Care Products
Pesticides
Cat Litter
Water Filtration Products
Cleaning and Laundry Products
Domestic Plastics
Charcoal

BRANDS/DIVISIONS/AFFILIATES:

Clorox
Armor All
Formula 409
Handi-Wipes
Lestoil
Liquid-Plumr
Soft Scrub
Henkel

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

G. Craig Sullivan, CEO
Gerald E. Johnston, Pres.
Gerald E. Johnston, COO
Karen M. Rose, CFO
Frank A. Tataseo, Sr. VP-Sales
Janet M. Brady, VP-Human Resources
Wayne L. Delker, VP-Research & Dev.
Keith R. Tandowsky, VP-Info. Services
Greg S. Frank, Controller
Peter D. Bewley, Sr. VP-Corp. Sec.
Peter D. Bewley, Sr. VP-General Counsel
Robert C. Klaus, VP-Admin.
Daniel G. Simpson, VP-Strategy and Planning
Steven S. Silberblatt, VP-Corp. Comm.
Doug Hughes, Mgr.-Investor Rel.
Henry L. Salvo, Jr., Treas.
George Roeth, VP-Mktg.
Glenn R. Savage, VP/Mgr.-Glad Products

Phone: 510-271-7000 **Fax:** 510-832-1463**Toll-Free:****Address:** 1221 Broadway, Oakland, CA 94612-1888 US**GROWTH PLANS/SPECIAL FEATURES:**

The Clorox Company creates, markets and distributes a wide range of cleaning, cooking and pest termination products, including the best-known brand of bleach in the world, Clorox. Other brand names the company is famous for include Armor All and STP automotive products, Soft Scrub, Tilex, Formula 409 and S.O.S. cleaning products, Jonny Cat kitty litter and Combat pesticides. The Brita Products Company, its subsidiary, is the leading U.S. manufacturer and marketer of water filtration products for the home. The firm has sales and manufacturing facilities in 110 countries worldwide. In 1999, Clorox purchased First Brands, resulting in the acquisition of the Glad line of trash bags, plastic wraps and plastic containers. In that same year, the company introduced 85 new products, including Clorox FreshCare fabric refresher and Brita faucet-mounted water filters. In recent news, the Clorox Company of Canada, a subsidiary of Clorox, transferred production of its Kingsford charcoal-briquette products from its Saskatchewan plant which it plans to close, to other manufacturing facilities. In other news, The Brita Products Company entered into an agreement with Brita GmbH of Germany to acquire full control of Brita water filtration products in North and South America. This includes the exclusive use of the Brita trademark, full rights to develop and market new products under the Brita name, and all business assets in the region. Brita GmbH will continue to control the Brita business outside the Americas. Separately, plans for a joint venture between Clorox and Bombril S.A., Brazil's leading household cleaners business, fell through.

Clorox offers employees excellent advancement opportunities and a business casual atmosphere. Adoption reimbursement, an education assistance plan and domestic partner coverage are also offered.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,903,000 (12 months)	2001 Profits: \$323,000 (12 months)
2000 Sales: \$3,989,000	2000 Profits: \$394,000
1999 Sales: \$3,886,000	1999 Profits: \$246,000
1998 Sales: \$3,898,000	1998 Profits: \$343,000
1997 Sales: \$3,623,000	1997 Profits: \$300,000

Stock Ticker: CLX
Employees: 11,000
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$937,500	Bonus: \$198,100
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$537,499	Bonus: \$178,500

COMPETITIVE ADVANTAGE: Excellent brand names.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

CMS ENERGY CORP**www.cmsenergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 15 Profits: 39

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Power Plant Operation
 Natural Gas Pipelines
 Exploration and Production of Oil and Gas
 Energy Marketing

BRANDS/DIVISIONS/AFFILIATES:

CMS Oil and Gas Company
 CMS Panhandle Pipe Line Companies
 CMS Electric and Gas
 CMS Generation
 CMS Viron Energy Services
 CMS Panhandle Eastern Pipe Line Company
 CMS Trunkline Gas Company
 CMS Sea Robin Pipeline Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William T. McCormick Jr., CEO
 William T. McCormick Jr., Pres.
 Alan M. Wright, CFO
 John F. Drake, VP-Human Resources
 James W. Cook, Sr. VP-Tech. & Dev.
 Thomas A. McNish, Corp. Sec.
 Alan M. Wright, Chief Admin. Officer
 John W. Clark, Sr. VP-Public Affairs
 Laura L. Mountcastle, VP-Investor Rel.
 Laura L. Mountcastle, Treas.
 Preston D. Hopper, Chief Acc. Officer
 William J. Haener, COO, Gas
 David W. Joos, COO, Electric
 David G. Mengebier, VP-Governmental & Int'l Affairs

Phone: 313-436-9200 **Fax:** 313-436-9225**Toll-Free:****Address:** Fairlane Plaza S., Ste.1100, 330 Town Center Dr., Dearborn, MI 48126 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$8,547,000 (6 months)	2001 Profits: \$162,000 (6 months)
2000 Sales: \$8,998,000	2000 Profits: \$36,000
1999 Sales: \$6,103,000	1999 Profits: \$241,000
1998 Sales: \$5,141,000	1998 Profits: \$272,000
1997 Sales: \$4,781,000	1997 Profits: \$229,000

Stock Ticker: CMS

Employees: 11,652

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,060,000	Bonus: \$700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$730,000	Bonus: \$410,632

COMPETITIVE ADVANTAGE:

Very aggressive international expansion.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CNA FINANCIAL CORPORATION**www.cna.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 10 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Life Insurance
 Accident and Health Insurance
 Property and Casualty Insurance
 Reinsurance
 Insurance-Related Services

BRANDS/DIVISIONS/AFFILIATES:

Continental Casualty Company
 Continental Assurance Company
 Ameritas Life Insurance Corp.
 Lloyd's of London
 Ambridge Partners LLC
 RSCKO
 CNA Health Partners
 Stedman Insurance Group

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Laurence A. Tisch, CEO
 Robert V. Deutsch, Exec. VP/CFO
 Thomas Pontarelli, Exec. VP-Human Resources
 Robert V. James, Exec. VP-Tech. Solutions
 Jonathan D. Kantor, Exec. VP-Corp. Sec.
 Jonathan D. Kantor, Exec. VP/General Counsel
 Karen G. Foley, Exec. VP-Corp. Dev.
 Thomas Pontarelli, Exec. VP-Corp. Services
 Bernard L. Hengesbaugh, CEO, CNA Insurance Companies
 Stephen W. Lilienthal, CEO-CNA Property and Casualty
 Gary J. Owcar, Exec. VP-Worldwide Field Oper.
 Peter W. Wilson, Exec. VP-Global Specialty Lines

Phone: 312-822-5000 **Fax:** 312-822-6419**Toll-Free:****Address:** CNA Plaza, 333 S. Wabash, Chicago, IL 60685 US**GROWTH PLANS/SPECIAL FEATURES:**

CNA Financial Corporation is a holding company with subsidiaries involved in property/casualty and life insurance. Collectively, these companies comprise CNA Financial's principal subsidiary CNA, one of the 10 largest insurance organizations in the U.S. More than half of the company's sales are in property/casualty insurance, while additional product offerings to businesses include workers' compensation, general liability, professional liability, multiple peril and reinsurance coverage. Association, annuity and pension products, as well as life, accident and health insurance are offered to individuals and groups. Other CNA services include risk management, information services, health care management and claims administration. In 1999, the company acquired Stedman Insurance Group, a managing general underwriter, and announced the creation of CNA Maritime, a new marine marketing brand. Recently, CNA Global Specialty Lines, a unit of CNA insurance companies that specializes in management liability and professional liability insurance products, entered into an agreement with Ambridge Partners LLC, a highly specialized managing general underwriter for Transaction Facilitation Insurance (TFI) products. The agreement calls for Ambridge to act as managing general underwriter for the unit's loss mitigation insurance and TFI products outside of North America. In addition, Ambridge will act as managing general underwriter for all North American TFI products based on a separate strategic alliance between CNA Global Specialty, Syndicate 1007 at Lloyd's of London and Ambridge. In other news, Ameritas Life Insurance Corp. and CNA Group Benefits announced an agreement that enables CNA Group Benefits to market Ameritas' group dental and vision insurance plans in seven pilot markets. The firm offers employees a professional casual dress code, flexible spending accounts and tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,346,000 (6 months)	2001 Profits: \$-1,467,000 (6 months)
2000 Sales: \$15,614,000	2000 Profits: \$1,214,000
1999 Sales: \$16,403,000	1999 Profits: \$-130,000
1998 Sales: \$17,162,000	1998 Profits: \$282,000
1997 Sales: \$17,199,000	1997 Profits: \$966,000

Stock Ticker: CAN

Employees: 19,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$950,000	Bonus:	\$923,400
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$676,250	Bonus:	\$594,000

COMPETITIVE ADVANTAGE:

One of the largest writers of commercial property and casualty insurance.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

COCA COLA CO**www.cocacola.com**

Industry Group Code: 312111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Soft Drink Manufacturing
 Fruit Juices
 Coffees
 Food Products
 Sports Drinks
 Bottled Water

BRANDS/DIVISIONS/AFFILIATES:

Coca-Cola Amatil Limited
 Coca-Cola Beverages plc
 Coca-Cola Bottling Co. Consolidated
 Panamerican Beverages, Inc.
 Minute Maid Co.
 Coca-Cola USA
 Coke
 Mad River Traders, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas N. Daft, CEO
 Jack L. Stahl, Pres.
 Brian G. Dyson, COO
 Gary P. Fayard, Sr. VP-CFO
 Stephen C. Jones, Sr. VP-Chief Mktg. Officer
 Coretha Rushing, Sr. VP-Human Resources
 Patricia V. Powell, Sr. VP-Tech. Division
 Connie D. McDaniel, Controller
 Deval L. Patrick, Exec. VP-General Counsel
 James E. Chestnut, Exec. VP-Oper. Support
 Juan D. Johnson, VP-Diversity Strategies
 Carl Ware, Exec. VP-Global Public Affairs and Admin.
 David M. Taggart, Treas.
 Charles S. Frenette, Pres., Greater Europe Group
 Ralph H. Cooper, Pres., North American Group
 Mary E. Minnick, Pres., Asia Group
 Steven J. Heyer, Pres., New Bus. Ventures

Phone: 404-676-2121 **Fax:** 404-676-6792

Toll-Free:

Address: 1 Coca-Cola Plaza, Atlanta, GA 30313 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,772,000 (6 months)	2001 Profits: \$1,981,000 (6 months)
2000 Sales: \$20,458,000	2000 Profits: \$2,177,000
1999 Sales: \$19,805,000	1999 Profits: \$2,431,000
1998 Sales: \$18,813,000	1998 Profits: \$3,533,000
1997 Sales: \$18,868,000	1997 Profits: \$4,129,000

Stock Ticker: KO
 Employees: 36,900
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,268,750	Bonus: \$3,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$734,792	Bonus: \$1,275,000

COMPETITIVE ADVANTAGE:

One of the few consumer products with true worldwide popularity and distribution.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

COCA COLA ENTERPRISES INC**www.cokecce.com**

Industry Group Code: 312111 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Soft Drink Bottling
 Producer, Marketer and Distributor of Coca-Cola Products

BRANDS/DIVISIONS/AFFILIATES:

Coca-Cola Classic
 Diet Coke
 Sprite
 Fanta
 Minute Maid
 Schweppes
 Coca-Cola Bottling Company (The)
 Johnson Coca-Cola Bottling Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lowry F. Kline, CEO
 John R. Alm, Pres.
 John R. Alm, COO
 Patrick J. Mannelly, Sr. VP-CFO
 William A. Holl, Sr. VP-Mktg.
 Daniel S. Bowling, Sr. VP-Human Resources
 Margaret F. Carton, VP-Information Systems
 Michael P. Coghlan, VP-Controller
 J. Guy Beatty, Jr., Corp. Sec.
 John R. Parker, Jr., Sr. VP-General Counsel
 Michael W. McNally, VP-Oper., Planning & Dev.
 Summerfield K. Johnston, Exec. VP-Strategic Planning
 John H. Downs, Jr., Sr. VP-Public Affairs
 Margaret F. Carton, VP-Investor Relations & Planning
 Vicki R. Palmer, Sr. VP-Treas.
 Norman P. Findley, Exec. VP-Business Dev.
 Daniel G. Marr, Sr. VP-Chief Customer Officer
 G. David Van Houten, Jr., Exec. VP-North American Group

Phone: 770-989-3000 **Fax:** 770-989-3788

Toll-Free:

Address: 2500 Windy Ridge Pkwy., Atlanta, GA 30339 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,457,000 (6 months)	2001 Profits: \$31,000 (6 months)
2000 Sales: \$14,750,000	2000 Profits: \$236,000
1999 Sales: \$14,406,000	1999 Profits: \$59,000
1998 Sales: \$13,414,000	1998 Profits: \$142,000
1997 Sales: \$11,278,000	1997 Profits: \$171,000

Stock Ticker: CCE
 Employees: 67,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$317,250
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$466,668	Bonus: \$232,652

COMPETITIVE ADVANTAGE: World's largest soft drink bottler.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

COLE NATIONAL CORPORATION**www.colenational.com**

Industry Group Code: 446130 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Eyeglasses & Related Products, Retail
Contact Lenses
Eye Exams
Group Vision Benefits

BRANDS/DIVISIONS/AFFILIATES:

Cole Vision Corp.
Sears Optical
Pearle
Things Remembered
BJ's Optical Department
Target Optical
Cole Managed Vision

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey A. Cole, CEO
Larry Pollock, Pres.
Larry Pollock, COO
Thomas T. Kaung, Exec. VP/CFO
Pat Luzier, VP-Human Resources
William P. Lahiff, Jr., VP/Controller
Leslie D. Dunn, Corp. Sec.
Leslie D. Dunn, General Counsel
Leslie D. Dunn, Sr. VP-Bus. Dev.
Joseph Gagliotti, Treasurer
Larry Pollock, Pres.-Cole Licensed Brands
George Bernstein, Jr., Pres.-Pearle Vision
Steve Holden, Pres.-Cole Managed Vision
Suzanne Sutter, Pres.-Things Remembered

Phone: 440-449-4100 **Fax:** 440-461-3489

Toll-Free:

Address: 5915 Landerbrook Dr. Suite 300, Mayfield Heights, OH 44124 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,077,147 (12 months)	2001 Profits: \$2,229 (12 months)
2000 Sales: \$1,040,426	2000 Profits: \$2,008
1999 Sales: \$1,049,441	1999 Profits: \$14,276
1998 Sales: \$1,000,200	1998 Profits: \$-6,200
1997 Sales: \$628,496	1997 Profits: \$-28,300

Stock Ticker: CNJ
Employees: 13,800
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$725,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$405,577	Bonus: \$

COMPETITIVE ADVANTAGE:

Extensive distribution network inside of major retail discount stores.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

COLGATE PALMOLIVE CO**www.colgate.com****Industry Group Code:** 325600 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Toothpaste and Oral Care Products Manufacturer
Soaps
Toiletries
Household Cleaning Products
Baby Care Products
Personal Hygiene Products
Dishwashing Products
Pet Nutrition

BRANDS/DIVISIONS/AFFILIATES:

Hill's Pet Nutrition, Inc.
Colgate Oral Pharmaceuticals
Science Diet
Baby Magic
Colgate
Ajax
Palmolive
Henkel

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Reuben Mark, CEO
William S. Shanahan, Pres.
Lois D. Juliber, COO
Stephen C. Patrick, CFO
Antonio Caro, VP-Worldwide Sales
Robert J. Joy, VP-Global Human Resources
John T. Reid, Chief Tech. Officer
Edmund D. Toben, CIO
Dennis J. Hickey, VP-Corp. Controller
Peter D. McLeod, VP-Mfg. Engineering Tech.
Andrew D. Hendry, Sr. VP/Corp. Sec.
Andrew D. Hendry, Sr. VP/General Counsel
David A. Metzler, Exec. VP-Oper.
John H. Tietjen, VP-Global Business Dev.
Jack J. Haber, VP-e-Commerce
Robert A. Murray, VP-Corp. Comm.
Bina H. Thompson, VP-Investor Rel.
Brian J. Heidtke, VP-Finance/Corp. Treas.
Michael J. Tangney, Exec. VP-Latin America

Phone: 212-310-2000 **Fax:** 212-310-3405**Toll-Free:****Address:** 300 Park Ave., New York, NY 10022 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,622,200 (6 months)	2001 Profits: \$555,100 (6 months)
2000 Sales: \$9,357,900	2000 Profits: \$1,063,800
1999 Sales: \$9,118,200	1999 Profits: \$937,300
1998 Sales: \$8,971,600	1998 Profits: \$846,600
1997 Sales: \$9,056,700	1997 Profits: \$740,400

Stock Ticker: CL
Employees: 38,300
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary:	\$1,340,750	Bonus:	\$3,140,235
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$1,102,500	Bonus:	\$2,638,369

COMPETITIVE ADVANTAGE: Owns some of the best brand names in personal care.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

COMCAST CORP**www.comcast.com**

Industry Group Code: 513220 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cable TV Service
Wireless Telecommunications
Programming Content
Internet Access
Online Services
TV Shopping

BRANDS/DIVISIONS/AFFILIATES:

QVC
C3-Comcast Content & Communications
Lenfest Communications
SeaChange International
Home Team Sports L.P.
First Union Complex
Hebenstreit Communications

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian L. Roberts, Pres.
Brian L. Roberts, Pres.
David N. Watson, Exec. VP-Mktg. & Customer Service
Richard A. Petrino, VP-Human Resources
Stanley L. Wang, Sr. VP-Corp. Sec.
Stanley L. Wang, Sr. VP/General Counsel
Richard A. Petrino, VP-Planning & Dev.
John R. Alchin, Exec. VP/Treas.
Lawrence S. Smith, Exec. VP
Mindy Herman, Pres./CEO-E! Entertainment Television
Stephen B. Burke, Exec. VP/Pres.-Comcast Cable Comm.
Douglas S. Briggs, Pres.-QVC

Phone: 215-665-1700 **Fax:** 215-981-7790**Toll-Free:****Address:** 1500 Market St., Philadelphia, PA 19102-2148 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,494,600 (6 months)	2001 Profits: \$1,036,400 (6 months)
2000 Sales: \$8,218,600	2000 Profits: \$2,021,500
1999 Sales: \$6,529,200	1999 Profits: \$1,065,700
1998 Sales: \$5,419,000	1998 Profits: \$972,100
1997 Sales: \$4,467,700	1997 Profits: \$-238,700

Stock Ticker: CMCSK

Employees: 35,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$1,050,000	Bonus:	\$525,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$1,000,000	Bonus:	\$1,662,000

COMPETITIVE ADVANTAGE:

Value-added services such as cable modems/Microsoft is a major investor in this firm.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CONAGRA INC**www.conagra.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Food Products Manufacturing
Agricultural Products
Grain-Based Products
Flour and Corn Milling
Foodservice Supplier
Grocery Products
Dairy Foods
Agricultural Commodity Marketing

BRANDS/DIVISIONS/AFFILIATES:

Banquet
Healthy Choice
Butterball
Country Pride
Peter Pan
Armour
Sigma Alimentos
Artel, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Bruce C. Rohde, CEO
Bruce C. Rohde, Pres.
James P. O'Donnell, Exec. VP-CFO
Timothy P. McMahon, VP-Sales & Mktg. Dev.
Owen C. Johnston, Exec. VP-Human Resources
Kenneth W. Gerhardt, Sr. VP-CIO
Jay D. Bolding, VP-Controller
Stephen J. Tibey, Sr. VP-Supply Chain Management
Kevin W. Tourangeau, Sr. VP-Mfg. Effectiveness
James P. O'Donnell, Corp. Sec.
Dwight J. Goslee, Exec. VP-Oper. Control and Dev.
Timothy P. McMahon, Sr. VP-Comm.
Chris Klinefelter, VP-Investor Rel.
Kenneth W. Difronzo, Sr. VP-Profit Mgmt.
Swight J. Goslee, Sr. VP-Mergers and Acquisitions
Russel J. Bragg, Sr. VP-Oper. Improvements
Michael D. Walter, Sr. VP-Commodity Procurement

Phone: 402-595-4000 **Fax:** 402-595-4707**Toll-Free:****Address:** 1 ConAgra Dr., Omaha, NE 68102-5001 US**GROWTH PLANS/SPECIAL FEATURES:**

ConAgra is the second-leading food company in the United States and is responsible for over 70 brands, 25 of which accumulate \$100 million each in annual sales. The company's Healthy Choice prepared foods and Butterball poultry are among the most widely recognized brands in their product segments. Refrigerated foods, ConAgra's largest business segment, accounts for nearly half of the company's sales. Beef and pork products, cold cuts and poultry are sold under the Armour, Cook's and Country Pride brand names. ConAgra is also the top-ranked meat seller in the U.S. Packaged foods, which make up another large business segment, include brands such as Banquet, Hunt's, Marie Callender's, Orville Redenbacher's, Peter Pan and Wesson. Along with the popular Parkay brand margarine, ConAgra produces seafood, cheese, dessert toppings and spreads. The company runs an agriculture segment and is a leading flour and dry corn miller in the United States. The firm also distributes crop protection chemicals, fertilizers, food ingredients, grain-based products and seeds. In recent news, ConAgra Foods and Sigma Alimentos, a Mexican refrigerated and frozen food marketer, entered into a frozen foods joint venture whereby the company will acquire 50% of Sigma's frozen prepared foods subsidiary. The joint venture will market frozen prepared foods across the U.S., Canada, Mexico and Central America. In other news, ConAgra acquired Artel, Inc., a Canadian manufacturer of frozen prepared foods. Artel manufactures a variety of frozen prepared foods, and the acquisition includes the business operations and equipment of affiliates, Del Maestro Foods, Inc. and Pablo & Pepe. In another recent development, the company has reorganized its retail food operations into one unit, ConAgra Retail Food Products Company. Its operations will include shelf-stable grocery products, dairy and refrigerated products and frozen prepared foods.

Certain employees benefit from company cars as well as health and retirement plans, and ConAgra offices feature a company gym. Flexible scheduling is also offered to employees.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$27,194,200 (12 months)	2001 Profits: \$638,600 (12 months)
2000 Sales: \$25,534,600	2000 Profits: \$382,300
1999 Sales: \$24,844,400	1999 Profits: \$330,200
1998 Sales: \$24,544,600	1998 Profits: \$617,500
1997 Sales: \$24,445,200	1997 Profits: \$637,900

Stock Ticker: CAG

Employees: 89,000

Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$950,705	Bonus:	\$2,440,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$405,366	Bonus:	\$404,330

COMPETITIVE ADVANTAGE: Owns many of the leading food brands/Worldwide distribution.**OTHER THOUGHTS:**

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CONOCO INC**www.conoco.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Natural Gas Distribution
 Industrial Lubricants
 Refining
 Gasoline Retailing
 Pipelines
 Energy Trading
 Power Plant Development

BRANDS/DIVISIONS/AFFILIATES:

Jet
 Seca
 Turcpetrol
 Conoco Global Power
 Du Pont
 Gulf Canada Resources, Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Archie W. Dunham, CEO
 Archie W. Dunham, Pres.
 Robert W. Goldman, CFO/Sr. VP-Finance
 Richard W. Severance, Pres.-Refining and Mktg., North America
 Thomas C. Knudson, VP-Human Resources
 John R. Hopkins, VP-Exploration and Production Tech.
 Thomas W. Nicewarner, CIO/General Mgr.-Info. Management
 W. David Welch, Controller/Principal Acc. Officer
 E. Julia Lambeth, Corp. Sec.
 Rick A. Harrington, Sr. VP-Legal and General Counsel
 Gary W. Edwards, Sr. Exec. VP-Corp. Strategy and Dev.
 J. Michael Stinson, VP-Government Affairs, Corp. Strategy & Comm.
 Thomas R. Henkel, VP-Investor Relations
 Sigmund L. Cornelius, Treas.
 Robert E. McKee, Exec. VP-Exploration and Production
 Philip L. Frederickson, VP-Bus. Dev.

Phone: 281-293-1000 **Fax:** 281-293-1440

Toll-Free:

Address: 600 N. Dairy Ashford, Houston, TX 77079 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$20,795,000 (6 months)	2001 Profits: \$1,205,000 (6 months)
2000 Sales: \$38,737,000	2000 Profits: \$1,902,000
1999 Sales: \$27,039,000	1999 Profits: \$744,000
1998 Sales: \$16,995,000	1998 Profits: \$450,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: COC
 Employees: 17,600
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,200,000	Bonus:	\$3,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$593,200	Bonus:	\$1,019,000

COMPETITIVE ADVANTAGE:

Diversified, worldwide energy business.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CONSOLIDATED EDISON INC**www.conedison.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 13 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

Orange and Rockland Utilities
 Consolidated Edison Communications
 Consolidated Edison Company of New York
 Consolidated Edison Development
 Consolidated Edison Solutions
 Consolidated Edison Energy
 NEON Communications, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Eugene R. McGrath, CEO-Consolidated Edison of New York
 Eugene R. McGrath, Pres.-Consolidated Edison of New York
 Kevin Burke, COO-Con. Ed. of New York
 Joan S. Freilich, CFO/Exec. VP-Consolidated Edison & Con. Ed. NY
 Richard P. Cowie, Human Resources
 Wanda M. Skalba, VP-Information Sources
 Edward J. Rasmussen, Controller/VP-Consolidated Edison/ Con. Ed. NY
 Stephen F. Wood, VP-Eng. Services
 John D. McMahon, General Counsel/VP-Con. Ed.
 William G. Longhi, VP-Oper., Orange & Rockland Utilities
 Hyman Schoenblum, VP-Corp. Planning, Con. Ed. of New York
 Frances A. Resheske, VP-Public Affairs
 Jan C. Childress, Dir.-Investor Rel.
 Robert P. Stelben, VP/Treas.-Con. Ed., Orange & Rockland Util

Phone: 212-460-4600 **Fax:** 212-982-7816

Toll-Free:

Address: 4 Irving Place, New York, NY 10003 US

GROWTH PLANS/SPECIAL FEATURES:

New York-based Consolidated Edison, Inc. (Con Edison) is one of the nation's largest investor-owned energy companies, with approximately \$10 billion in annual revenues and \$17 billion in assets. Con Edison's principal business segments are its regulated electric, gas and steam utility businesses which include Consolidated Edison Company of New York, Inc., Orange and Rockland Utilities, Inc. and Consolidated Edison Energy. The firm also has unregulated subsidiaries which include Consolidated Edison Communications, Consolidated Edison Development and Consolidated Edison Solutions. Con Edison of New York provides electric service to all of New York City (except parts of Queens) and most of Westchester County, an approximately 660 square mile service area with a population of more than 8 million. It also provides gas service in Manhattan, the Bronx and parts of Queens and Westchester, and steam service in part of Manhattan. Con Edison's most recent venture, Con Edison Communications is involved in building a new fiber optic network in the NY Metropolitan area that will provide wholesale solutions for retail voice and data providers needing to reach customers in commercial buildings. Con Edison Communications entered into a joint venture with NEON Communications, Inc., in which NEON's long-haul fiber network will link into its Metropolitan Area network. Con Edison Solutions is a retail energy and services marketing company and Con Edison Energy supplies wholesale energy and specialized energy supply services to customers in the electric and gas markets in the Northeast and Mid-Atlantic states. Con Edison Development complements both businesses by acquiring, developing, owning and operating electric generation assets in the Northeast to serve the customers of both Con Edison Solutions and Con Edison Energy.

Minorities make up 19.2% of all officers and managers and 46% of all new hires at Con Edison.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,998,500 (6 months)	2001 Profits: \$286,500 (6 months)
2000 Sales: \$9,431,400	2000 Profits: \$596,400
1999 Sales: \$7,491,300	1999 Profits: \$714,200
1998 Sales: \$7,093,000	1998 Profits: \$729,700
1997 Sales: \$7,196,200	1997 Profits: \$712,800

Stock Ticker: ED
 Employees: 13,464
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,030,000	Bonus:	\$981,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$431,333	Bonus:	\$250,000

COMPETITIVE ADVANTAGE:

One of the largest investor-owned energy companies in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y		Y	Y

COOPER CAMERON CORPORATION www.coopercameron.com

Industry Group Code: 333130 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil Field Machinery
Manufacturer of Gas Turbines, Gas and Air Compressors and Engines

BRANDS/DIVISIONS/AFFILIATES:

Cameron
Cameron Controls
Cooper Turbocompressor
ENOX Technologies, Inc.
Tundra Value & Wellhead Corp.
Cooper Energy Services
Cooper Cameron Valves
Orbit Valve Co.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sheldon R. Erikson, CEO
Sheldon R. Erikson, Pres.
Thomas R. Hix, CFO/Sr. VP-Finance
Edward E. Will, VP-Mktg. & Sales
Jane Crowder, VP-Human Resources
Mark E. Crews, VP-Tech.
Charles M. Sledge, Corp. Controller/VP
R. Scott Amann, VP-Investor Relations
Williams D. Givens, VP-Taxes
William C. Lemmer, General Counsel/VP
R. Scott Amann, VP-Investor Rel.
Michael C. Jennings, VP/Treas.
A. John Chapman, Pres./VP-Cooper Cameron Valves Distr.
J. Gilbert Nance, VP-Drilling
Harold E. Conway, Gen. Mgr./VP-Eastern Hemisphere
Franklin Myers, Sr. VP/Pres.-Cooper Energy Services

Phone: 713-513-3300 **Fax:** 713-513-3355

Toll-Free:

Address: 515 Post Oak Boulevard, Ste. 1200, Houston, TX 77027 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$739,500 (6 months)	2001 Profits: \$34,100 (6 months)
2000 Sales: \$1,386,700	2000 Profits: \$27,700
1999 Sales: \$1,475,100	1999 Profits: \$43,000
1998 Sales: \$1,893,300	1998 Profits: \$136,200
1997 Sales: \$1,806,100	1997 Profits: \$140,600

Stock Ticker: CAM

Employees: 7,300
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$525,000	Bonus:	\$627,394
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary:	\$265,000	Bonus:	\$151,716

COMPETITIVE ADVANTAGE:

A leading manufacturer with an extensive product line and global distribution.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

COST PLUS INC**www.costplusworldmarket.com**

Industry Group Code: 442110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Furniture Stores, Retail
Housewares
Gifts
Decorative Accessories
Gourmet Foods and Beverages
Wine

BRANDS/DIVISIONS/AFFILIATES:

Cost Plus World Market

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Murry H. Dashe, CEO
Murry H. Dashe, Pres.
John F. Hoffner, CFO
Kathi P. Lentzsch, Exec. VP-Mktg.
Joan S. Fujii, Sr. VP-Human Resources
Judith A. Soares, VP-Info. Systems
John Luttrell, Controller
Kathi P. Lentzsch, Exec. VP-Merch.
John F. Hoffner, Corp. Sec.
John F. Hoffner, Exec. VP-Admin.
Richard L. Grice, Sr. VP-Logistics
Gary D. Weatherford, Sr. VP-Store Oper.
John Luttrell, Chief Acc. Officer
Patricia A. Juckett, VP-Mktg. & Advertising

Phone: 510-893-7300 **Fax:** 510-893-3681**Toll-Free:****Address:** 200 4th St., Oakland, CA 94607 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$493,661 (12 months)	2001 Profits: \$21,672 (12 months)
2000 Sales: \$402,292	2000 Profits: \$19,685
1999 Sales: \$315,135	1999 Profits: \$13,236
1998 Sales: \$260,494	1998 Profits: \$10,007
1997 Sales: \$214,814	1997 Profits: \$7,427

Stock Ticker: CPWM

Employees: 3,760

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$360,577	Bonus:	\$314,184
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$238,269	Bonus:	\$60,461

COMPETITIVE ADVANTAGE:

Rapid growth/Imports goods from over 45 countries worldwide.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

COSTCO WHOLESALE CORP**www.costco.com**

Industry Group Code: 452910A Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Warehouse Clubs, Retail

GROWTH PLANS/SPECIAL FEATURES:

Costco Wholesale Corporation, formerly Costco Companies, Inc., operates membership warehouses based on the strategy that offering members very low prices on selections of nationally branded and private label products in a wide range of merchandise categories will produce rapid inventory turnover and high sales volumes. The company has a chain of approximately 362 warehouses in 34 states, Canada, Mexico, Taiwan, Korea, Japan and the U.K. Costco currently has over 15.6 million members worldwide. The warehouses are designed to help small-to-medium-sized businesses reduce costs in purchasing for resale and for everyday business use. Individuals belonging to certain qualified groups are also able to purchase items for personal use. The warehouses present one of the largest and most exclusive product category selections under one roof. Categories include groceries, appliances, automotive supplies, hardware, sporting goods, jewelry, health and beauty aids, tobacco, furniture, office supplies and office equipment. In addition, Costco Wholesale Industries, a division of the company, operates manufacturing businesses, including special food packaging, optical laboratories and meat processing. In May 2001, the firm launched next day delivery services aimed at small business customers in Los Angeles, Seattle and San Francisco. Costco warehouse stores are among the highest volume retail stores in the world, averaging about \$114 million in yearly revenues per store, compared to about \$61 million at a typical Sam's Club. Its secret is a low number of stock keeping units, only about 3,600 items of merchandise, at extremely low prices. In comparison, a Wal-Mart Supercenter may have as many as 125,000 items in stock. A typical Costco customer spends \$110 per visit. The new store opening schedule has been increased to about 50 stores yearly.

The company offers free store memberships to its employees and up to three of their family members. Costco also offers a goods benefits program and features a promote-from-within system.

BRANDS/DIVISIONS/AFFILIATES:

Costco Companies, Inc.
 Price Enterprises, Inc.
 Price Club
 Shinsegae Department Store Co., Ltd.
 Costco Wholesale Japan, Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James D. Sinegal, CEO
 James D. Sinegal, Pres.
 Richard A. Galanti, Exec. VP/CFO
 Paul G. Moulton, Exec. VP-Mktg.
 John Matthews, VP-Human Resources
 David S. Petterson, Controller
 Joel Bendoliel, Corp. Sec.
 Joel Bendoliel, General Counsel
 Paul G. Moulton, Exec. VP-E-Commerce
 Robert E. Craves, Sr. VP-Community Giving
 Craig W. Jelinek, Exec. VP/COO-Northern & Midwest Region
 Frank E. Lazarus, Exec. VP/COO-Int'l Oper. & Ancillary Oper.
 Joseph P. Portera, Exec. VP/COO-Eastern & Canadian Div.
 Dennis R. Zook, Exec. VP/COO-Southern Div.

Phone: 425-313-8100 **Fax:** 206-313-8114

Toll-Free:

Address: 999 Lake Dr., Issaquah, WA 98027 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$34,797,000 (12 months)	2001 Profits: \$602,000 (12 months)
2000 Sales: \$32,164,296	2000 Profits: \$631,437
1999 Sales: \$27,456,031	1999 Profits: \$397,298
1998 Sales: \$24,269,877	1998 Profits: \$459,842
1997 Sales: \$21,874,404	1997 Profits: \$312,197

Stock Ticker: COST
 Employees: 78,000
 Fiscal Year Ends: 8/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$407,692	Bonus:	\$95,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$387,308	Bonus:	\$76,000

COMPETITIVE ADVANTAGE:

Pioneer of the membership warehouse concept/Very high volume stores with a somewhat upscale atmosphere that carry a somewhat limited number of items of merchandise at extremely low prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

COUNTRYWIDE CREDIT INDUSTRIES INC www.countrywide.com

Industry Group Code: 522310 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Mortgages
Processing and Technology
Title Insurance
Home Owners and Life Insurance
Loan Servicing
Real Estate Investment Trust
Financial Services/Securities Broker

BRANDS/DIVISIONS/AFFILIATES:

Countrywide Agency, Inc.
Countrywide Capital Markets, Inc.
CTC Foreclosure Services Corp.
LandSafe Title, Inc.
Full Spectrum Lending
Global Home Loans, Ltd.
Treasury Bank
Countrywide Home Loans, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Angelo R. Mozilo, CEO
Angelo R. Mozilo, Pres.
Stanford L. Kurland, COO
Carlos M. Garcia, CFO
Andrew S. Bielanski, Dir.-Mktg.
Anne D. McCallion, Dir.-Human Resources
Richard Jones, Chief Tech. Officer
David Sembol, Sr. Managing Dir.-Production
Sandor Samuels, Corp. Sec.
Sandor Samuels, General Counsel
Anne McCallion, Chief Admin. Officer
David Bigelow, Exec. VP-Strategic Planning
Eric P. Sieracki, Dir.-Comm., Corp. Finance
Nancy Parker, VP-Investor Rel.
Thomas K. McLaughlin, Treas.
Kevin W. Bartlett, Sr. Managing Dir.-Secondary Markets
Marshall Gates, Dir.-Developing Markets
Sidney Lenz, Dir.-Industry Affairs

Phone: 818-225-3000 Fax: 818-225-4051

Toll-Free: 800-556-9568

Address: 4500 Park Granada, Calabasas, CA 91302-1613 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,056,300 (12 months)	2001 Profits: \$374,200 (12 months)
2000 Sales: \$1,870,900	2000 Profits: \$410,200
1999 Sales: \$1,804,400	1999 Profits: \$385,401
1998 Sales: \$1,508,960	1998 Profits: \$344,983
1997 Sales: \$1,112,462	1997 Profits: \$257,358

Stock Ticker: CCR
Employees: 12,090
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,400,000	Bonus: \$4,210,970
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$781,396	Bonus: \$1,090,800

COMPETITIVE ADVANTAGE:

Nation's leading independent residential mortgage lender.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

COVANCE INC**www.covance.com**

Industry Group Code: 541710 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Research and Development-Drug Preclinical/Clinical Trials
 Laboratory Testing
 Biomanufacturing
 Packaging
 Health Economics
 Drug Approval Assistance
 Analysis

BRANDS/DIVISIONS/AFFILIATES:

Covance Central Diagnostics, Inc.
 Covance Research Products, Inc.
 Covance Laboratories, Inc.
 Covance Clinical and Periapproval Services, Inc.
 Covance Pharmaceutical Packaging Services, Inc.
 Covance Health Economics and Outcomes Services
 Covance Clinical Research Unit, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Christopher A. Kuebler, CEO
 Christopher A. Kuebler, Pres.
 William Klitgaard, Sr. VP-CFO
 Raul Valentine, Dir.-Human Resources
 Jeffrey S. Hurwitz, Corp. Sec.
 Jeffrey S. Hurwitz, General Counsel
 Beth Leahy, VP-Comm.
 Beth Leahy, VP-Investor Relations.
 Joseph L. Herring, Pres., Early Dev. Services
 F. John Mills, Pres., Clinical Support Services
 Alan Horgan, Pres. Clinical Development Services

Phone: 609-452-4440 **Fax:** 609-452-9375**Toll-Free:** 800-773-0011**Address:** 210 Carnegie Center, Princeton, NJ 08540-6233 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$455,100 (6 months)	2001 Profits: \$29,000 (6 months)
2000 Sales: \$868,087	2000 Profits: \$15,236
1999 Sales: \$829,980	1999 Profits: \$45,818
1998 Sales: \$731,574	1998 Profits: \$48,608
1997 Sales: \$590,651	1997 Profits: \$39,754

Stock Ticker: CVD
 Employees: 7,900
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$507,000	Bonus:	\$308,954
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$294,833	Bonus:	\$143,489

COMPETITIVE ADVANTAGE:

Provides turnkey services that assist drug companies in bringing new drugs to market/Offices in 17 countries.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

COVENTRY HEALTH CARE INC **www.coventryhealthcare.com**

Industry Group Code: 621491 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

HMO/PPO

BRANDS/DIVISIONS/AFFILIATES:

Healthcare America, Inc.
 United HealthCare Services of Iowa, Inc.
 HealthAmerica Pennsylvania, Inc.
 HealthCare USA, Inc.
 Coventry Corp.
 HealthPass, Inc.
 Maxicare Louisiana, Inc.
 Principal Health Care of St. Louis, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan F. Wise, CEO
 Alan F. Wise, Pres.
 Dale B. Wolf, CFO
 J. Stewart Lavelle, VP-Mktg. & Sales
 Harvey C. DeMovick, Jr, VP-Human Resources
 Harvey C. DeMovick, Jr., VP-MIS
 Bernard J. Mansheim, Chief Medical Officer
 Shirley R. Smith, Corp. Sec.
 Shirley R. Smith, General Counsel
 John J. Stelben, VP-Business Dev.
 Dale B. Wolf, Treas.
 Thomas P. McDonough, COO
 Shirley R. Smith, Sr. VP-Corporate and Securities
 Harvey C. DeMovick, Jr., Sr. VP-Gov't Programs/Compliance
 Shawn M. Guertin, VP-Finance

Phone: 301-581-0600 **Fax:** 301-493-0752**Toll-Free:****Address:** 6705 Rockledge Dr., Ste. 100, Bethesda, MD 20817 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,538,100 (6 months)	2001 Profits: \$39,900 (6 months)
2000 Sales: \$2,604,910	2000 Profits: \$61,340
1999 Sales: \$2,162,372	1999 Profits: \$43,435
1998 Sales: \$2,110,383	1998 Profits: \$-11,741
1997 Sales: \$1,228,351	1997 Profits: \$11,903

Stock Ticker: CVH

Employees: 3,150

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$579,233	Bonus:	\$700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$386,164	Bonus:	\$300,000

COMPETITIVE ADVANTAGE:

Provides a broad spectrum of managed care products and services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

COX COMMUNICATIONS INC**WWW.COX.COM**

Industry Group Code: 513220 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cable TV Service
 Digital Cable TV Service
 Cable-Based Internet Access
 Local Exchange Carrier
 Local and Long-Distance Phone Service

BRANDS/DIVISIONS/AFFILIATES:

Cox Enterprises Inc.
 Cox@Home
 Discovery Communications, Inc.
 Outdoor Life
 The Learning Channel
 Road Runner
 Excite@Home
 Sprint PCS

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James O. Robbins, CEO
 James O. Robbins, Pres.
 Patrick J. Esser, Exec. VP-Oper.
 Jimmy W. Hayes, Exec. VP-CFO
 Joe Rooney, VP-Mktg.
 Mae A. Douglas, VP-Human Resources
 Christopher Bowick, Sr. VP-Chief Tech. Officer
 Scott A. Hatfield, Sr. VP-CIO
 Christopher J. Bowick, Sr. VP-Eng.
 David Pugliese, VP-New Product Mgmt.
 Andrew A. Merdek, Corp. Sec.
 James A. Hatcher, Esq., Sr. VP-Legal and Regulatory Affairs
 John M. Dryer, Sr. VP-Oper.
 Dallas Clement, Sr. VP-Strategy & Dev.
 Ellen M. East, VP-Corp. Comm. & Public Affairs
 Mark W. Major, Treas.
 Kimberly C. Edmunds, VP-Customer Service
 Lynne E. Elander, VP-Video Product Dev.

Phone: 404-843-5000 **Fax:** 404-843-5975**Toll-Free:****Address:** 1400 Lake Hearn Dr., N.E., Atlanta, GA 30319 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,949,700 (6 months)	2001 Profits: \$717,300 (6 months)
2000 Sales: \$3,506,900	2000 Profits: \$1,925,300
1999 Sales: \$2,318,135	1999 Profits: \$881,928
1998 Sales: \$1,716,757	1998 Profits: \$1,270,672
1997 Sales: \$1,610,364	1997 Profits: \$-136,492

Stock Ticker: COX
 Employees: 19,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$902,720	Bonus: \$807,014
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$525,058	Bonus: \$391,168

COMPETITIVE ADVANTAGE: One of the nation's largest cable operators.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

COX ENTERPRISES INC**www.coxenterprises.com**

Industry Group Code: 511110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Newspaper Publishing
 Television Station Owner
 Cable Services Provider
 Radio Station Owner
 Web Site Operator
 Automobile Auction Operator
 High Speed Internet Access
 Technology Products

BRANDS/DIVISIONS/AFFILIATES:

LookSmart, Ltd.
 Manheim Auctions
 Cox Communications
 Cox Radio
 AutoTrader.com
 TeleRep
 AT&T
 The Atlanta Journal-Constitution

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James C. Kennedy, CEO
 G. Dennis Berry, COO
 G. Dennis Berry, COO
 Robert C. O'Leary, Exec V.P.-CFO
 John C. Williams, VP-Mktg.
 Marybeth H. Leamer, VP-Human Resources
 Scott A. Hatfield, VP-CIO
 Andrew A. Merdek, Corp. Sec.
 Andrew A. Merdek, VP-Legal Affairs/Sec.
 Timothy W. Hughes, Sr. VP-Admin.
 John C. Mellott, VP-Bus. Dev.
 John C. Williams, VP-Corp. Comm.
 Richard J. Jacobson, VP-Treas.
 Michael J. Mannheimer, VP-Materials Mgmt.
 Tom Whitfield, VP-Database Mgmt.
 Alexander V. Netchvolodoff, VP-Public Policy
 Preston B. Barnett, VP-General Tax Counsel

Phone: 404-843-5000 **Fax:** 404-843-5109**Toll-Free:****Address:** 1400 Lake Hearn Dr., Atlanta, GA 30319 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$7,824,000	2000 Profits: \$
1999 Sales: \$	1999 Profits: \$
1998 Sales: \$	1998 Profits: \$
1997 Sales: \$	1997 Profits: \$

Stock Ticker: Private
 Employees: 74,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Diversified media properties.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

CR BARD INC**www.crbard.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 13 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Urological Catheters
 Oncological Diagnosis and Intervention
 Vascular Diagnosis and Intervention
 Urological Diagnosis and Intervention
 Surgical Specialties
 Biopsy Systems
 Gastroenterological Products
 Fluid Collection Devices

BRANDS/DIVISIONS/AFFILIATES:

Bard Access Systems
 Bard Devices, Inc.
 Bard Medical Systems
 Bard Implants, Inc.
 Endologix, Inc.
 Davol, Inc.
 Foley Catheter
 Corporate Healthcare Services

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William H. Longfield, CEO
 John H. Weiland, Group Pres.
 Charles P. Slacik, CFO/Sr. VP
 Hope Greenfield, VP-Human Resources
 Vincent J. Gurnari, Jr., VP-Info. Tech.
 Charles P. Grom, Controller
 James R. Adwers, VP-Medical Affairs
 Nadia C. Adler, Corp. Sec.
 Nadia C. Adler, General Counsel
 Joseph A. Cherry, VP-Oper.
 E. Robert Ernest, VP-Planning and Dev.
 Earle L. Parker, VP/Chief Investor Relations Officer
 Todd C. Schermerhorn, Treas.
 Guy J. Jordan, Group Pres.
 Timothy M. Ring, Group Pres.
 Christopher D. Gasner, VP-Quality Assurance
 Susan Alpert, VP-Regulatory Sciences

Phone: 908-277-8000 **Fax:** 908-277-8240**Toll-Free:****Address:** 730 Central Ave., Murray Hill, NJ 07974 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$580,700 (6 months)	2001 Profits: \$68,200 (6 months)
2000 Sales: \$1,098,800	2000 Profits: \$106,900
1999 Sales: \$1,036,500	1999 Profits: \$118,100
1998 Sales: \$1,164,700	1998 Profits: \$252,300
1997 Sales: \$1,213,500	1997 Profits: \$72,300

Stock Ticker: BCR
 Employees: 8,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$840,000	Bonus: \$834,624
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$375,000	Bonus: \$288,420

COMPETITIVE ADVANTAGE:

Holds strong positions in vascular, urological and oncological diagnosis and intervention products

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

CRAWFORD & COMPANY**www.crawfordandcompany.com**

Industry Group Code: 541219 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Outsourcing-Financial Services Related
Insurance Adjustment Services
Managed Workers' Compensation
Long-Term Care Management
Risk Analysis
Outcomes Management
Claims Management
Statistical and Financial Reporting

BRANDS/DIVISIONS/AFFILIATES:

Thomas Howell Group
Crawford-THG LTD
Risk Sciences Group
Leonard, Hirst & Miller Adjusters, Ltd
XPressLink
SVS Experts B.V.
Crawford Resin Brazil
Sun Trust Banks

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Grover L. Davis, CEO
James A. McGee, Pres-Domestic Oper.
Grover L. Davis, COO
John Giblin, Exec. VP-CFO
William L. Beach, Sr. VP-Human Resources
Howard L. Rogers, Exec. VP-Tech. Services
J.F. Osten, Exec. VP-Corp. Sec.
J.F. Osten, Exec. VP-General Counsel
Jeffrey T. Bowman, Pres.-Int'l Oper.
Victoria Holland, Exec.VP-Healthcare Mgmt. Services
Stephen V. Festa, Exec.VP-Risk Mgmt. Services
Michael F. Reeves, Sr. VP-Managing Dir., U.K.

Phone: 404-256-0830 **Fax:** 404-847-4025**Toll-Free:** 800-241-2541**Address:** 5620 Glenridge Dr., NE, Atlanta, GA 30342 US**GROWTH PLANS/SPECIAL FEATURES:**

Atlanta, Georgia based Crawford & Company (Crawford) provides strategic solutions for managing risks and controlling risk-related costs. The company's British based units offer loss-adjusting, claims management and risk survey and valuation services. The firm is the world's largest independent risk and claims management organization, employing more than 10,000 professionals in over 700 cities in 65 countries. The company's services are mainly provided to insurance companies, self-insured corporations and government entities. In addition to its XPressLink initial claims reporting services, the firm provides claims management, evaluation and resolution services. Clients turn to Crawford for statistical and financial reporting, medical claims auditing services, review, vocational evaluation and case management services. The company's Risk Sciences Group offers computer-based information systems and analytical forecasting. Recently, Crawford has been expanding on the international front. Crawford Resin Brazil, a subsidiary, has opened new offices in Rio de Janeiro and Santos that specialize in property and casualty as well as marine cargo lines of business. Crawford & Company-Nederland acquired the adjusting firm SVS Experts B.V., located in Amsterdam. SVS specializes in the areas of construction and business insurance claims. Elsewhere, Crawford Adjusters Canada purchased Leonard, Hirst & Miller Adjusters, a multi-line adjusting firm based in Alberta, Canada.

The firm is committed to professional education of employees. Crawford invests millions of dollars each year in training and technology in order to enhance employee expertise. Employees are encouraged to pursue continuing education opportunities including industry certification and accreditation. All new-hire adjusters, case managers and appraisers take a mandatory orientation program at the company's Crawford University. The firm also provides on-the-job mentoring programs, which emphasize leadership development skills.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$366,000 (6 months)	2001 Profits: \$17,000 (6 months)
2000 Sales: \$712,200	2000 Profits: \$25,300
1999 Sales: \$701,900	1999 Profits: \$39,300
1998 Sales: \$667,271	1998 Profits: \$27,465
1997 Sales: \$692,332	1997 Profits: \$46,989

Stock Ticker: CRDA
Employees: 7,825
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$650,280	Bonus: \$77,686
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$374,000	Bonus: \$61,268

COMPETITIVE ADVANTAGE:

Significant growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

CROWN CORK & SEAL CO INC**www.crowncork.com**

Industry Group Code: 322210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Packaging Products
Food and Beverage Cans
Plastic Containers
Industrial and Household Products
Manufacturing Parts and Equipment

BRANDS/DIVISIONS/AFFILIATES:

Pillsbury Murfreesboro
Crown-Simplimatic
Golden Aluminum Company
Crown Colombiana, SA
ACX Technologies, Inc.
CarnaudMetalbox
AriZona Beverages
CONSTAR International

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John W. Conway, CEO
John W. Conway, Pres.
Alan W. Rutherford, Exec. VP-CFO
Clinton J. Waring, Sr. VP-Sales & Mktg.
Gary L. Burgess, VP-Human Resources
Daniel A. Abramowicz, Exec. VP-Corp. Tech.
Peter J. Julian, CIO
Thomas A. Kelly, VP-Corp. Controller
Robert G. Vatistas, Sr. VP-Eng., Project Management
William T. Gallagher, Corp. Sec.
William T. Gallagher, General Counsel
William R. Howard, Sr. VP-Corp. Oper.
Michael F. Dunlavy, VP-Bus. Dev.
Michael B. Burns, VP-Treas.
William R. Apted, Pres.-European Division
B. Nigel Gilson, Exec. VP-Global Customer Bus.
Frank J. Mechura, Pres.-Americas Division
William H. Voss, Exec. VP-Asia Pacific Division

Phone: 215-698-5100 **Fax:** 215-676-7245**Toll-Free:****Address:** 1 Crown Way, Philadelphia, PA 19154-4599 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,536,000 (6 months)	2001 Profits: \$-41,000 (6 months)
2000 Sales: \$7,289,000	2000 Profits: \$-174,000
1999 Sales: \$7,998,000	1999 Profits: \$181,000
1998 Sales: \$8,568,000	1998 Profits: \$105,000
1997 Sales: \$8,494,600	1997 Profits: \$294,000

Stock Ticker: CCK
Employees: 34,618
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$981,600	Bonus: \$598,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$254,000

COMPETITIVE ADVANTAGE: Worldwide sales and customer support network.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

D&B**www.dnb.com**

Industry Group Code: 561450 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)
Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Database Publishing-Financial Data
 Credit Bureau
 Bond Rating Services
 Business Directories
 Direct-Mail Lists and Services

BRANDS/DIVISIONS/AFFILIATES:

Dun & Bradstreet
 Open Ratings, Inc.
 American International Group, Inc.
 Avanttrust
 D&B Risk Management Solutions
 D&B Sales and Marketing Solutions
 D&B E-Commerce Solutions
 D&B Small Business Solutions

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Allan Z. Loren, CEO
 Frank S. Sowinski, Sr. VP/Pres.
 Daniel S. Miller, VP-Tax and Financial Planning
 Frank S. Sowinski, Sr. VP-Mktg.
 Peter J. Ross, Sr. VP-Human Resources
 Elahe Hessamfar, Sr. VP/Chief Tech. Officer
 Chester J. Geveda, Jr., VP/Controller
 David J. Lewinter, Corp. Sec.
 Ronald Klausner, Sr. VP- Global Oper.
 Peter J. Ross, Sr. VP-Bus. Affairs
 Andre Dahan, Pres.-e-commerce
 William F. Doescher, Chief Comm. Officer
 Roxanne E. Parker, VP-Investor Rel.
 Roxanne E. Parker, Treas.
 Andre Dahan, Pres., Dun & Bradstreet U.S.
 Doretta Gasorek, VP-Organ. Performance and Inclusion

Phone: 908-665-5000 **Fax:** 908-665-5803

Toll-Free:

Address: 1 Diamond Hill Rd., Murray Hill, NJ 07974-1218 US

GROWTH PLANS/SPECIAL FEATURES:

D&B, formerly The Dun & Bradstreet Corporation, is a worldwide provider of business information and related decision-support services. It operates through offices in 37 countries, joint venture companies in four countries and independent correspondents in 150 countries. The company uses multiple channels to deliver its information-based products and services to its customers. Its information and reports are available through the company's Internet-based access tools, online information services, telephone, fax and D&B's web site. Customers can also purchase software applications for use on PCs, in networks and on computer hosts. The firm provides its customers with tools to understand and manage their business information. One product, the D-U-N-S Number, is used to identify companies and company affiliations and to provide links to D&B's database as well as other data. The company provides credit information solutions to help its customers extend commercial credit, approve loans and leases, underwrite insurance, evaluate clients and make other financial and risk assessment decisions. Customers can use the firm's marketing information solutions to obtain business-to-business marketing information and analysis. D&B's purchasing information solutions help customers understand their supplier base and evaluate new sources of supply. The company also offers its customers a full range of accounts receivable management services, which includes third party collection of accounts, demand letter writing services and receivable outsourcing programs. In recent news, D&B acquired Harris InfoSource International, Inc., a company known for its national database of profiles of manufacturers.

D&B offers a range of benefits, including tuition reimbursement, personal insurance coverage, adoption assistance, a matching gifts program, merit scholarships, short-term disability, vacation and holidays, an employee assistance program and alternative work arrangements.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$678,300 (6 months)	2001 Profits: \$67,600 (6 months)
2000 Sales: \$1,417,600	2000 Profits: \$206,600
1999 Sales: \$1,971,800	1999 Profits: \$256,000
1998 Sales: \$1,934,500	1998 Profits: \$280,100
1997 Sales: \$1,811,000	1997 Profits: \$184,000

Stock Ticker: DNB
 Employees: 10,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$558,722	Bonus: \$282,030
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$342,659	Bonus: \$350,625

COMPETITIVE ADVANTAGE:

The best-known name in business credit reporting.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DADE BEHRING INC**www.dadebehring.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 11 Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment/Supplies-Diagnostic and Testing Instruments
 Clinical Chemistry Instrument Systems
 Immunochemistry Instrument Systems
 Automated Microbiology Instrument Systems
 Hemostasis Instrument Systems
 Cardiac Diagnostic Systems
 Drug Testing/Therapeutic Drug Monitoring

BRANDS/DIVISIONS/AFFILIATES:

Behring Diagnostics
 Dade MicroScan, Inc.
 Dade Diagnostics
 Dade Finance, Inc.
 Aventis
 Bain Capital
 Goldman Sachs
 Sysmex Corporation

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

James Reid-Anderson, CEO
 James Reid-Anderson, Pres.
 Stephen W. Barnes, COO
 John Duffey, CFO
 Robert Maple, Sr. VP-Human Resources
 Susan A. Evans, VP-Research
 Robert A. Boghosian, CIO
 Nelson Chai, VP-Bus. Dev.
 Robert W. Brightfelt, Pres.-Global Products
 Hiroshi Uchida, Pres.-Asia
 Donal M. Quinn, Pres.- Europe, Middle East and Africa
 Marc N. Casper, Pres.-Americas

Phone: 847-267-5300 Fax: 847-267-5408

Toll-Free:

Address: 1717 Deerfield Rd., Deerfield, IL 60015-0778 US

GROWTH PLANS/SPECIAL FEATURES:

Dade Behring, Inc. is one of the largest suppliers of IVD products and services to clinical laboratories in the United States and the third largest IVD supplier to clinical laboratories in the world. Of the total estimated \$18 billion global IVD market, the company serves a \$16 billion segment that consists of IVD instruments, reagents, consumables, service and data management systems targeted primarily at clinical laboratories and near-patient testing. Within the firm's served markets, Dade has global market leadership positions in six of the seven core product markets, which include routine chemistry/immunoassay, cardiac, hemostasis, plasma protein, microbiology, infectious disease diagnostics and drugs of abuse testing/therapeutic drug monitoring (DAT/TDM). IVD tests are conducted primarily in clinical laboratories, which include primarily hospital-based laboratories and reference laboratories. Dade's customer base consists of approximately 25,000 customers worldwide. The firm provides products and services to over 90% of U.S. hospital-based clinical laboratories and the majority of reference laboratories worldwide. The company manufactures and markets a broad offering of IVD products and services, including instruments (approximately 16% of sales), reagents and consumables (approximately 77% of sales) and services (approximately 7% of sales). Dade has 50 sales offices worldwide, with the U.S. accounting for more than half of the company's sales. Aventis has almost 50% ownership of the company, Bain Capital has about 25% ownership and Goldman Sachs has 11% ownership. Dade recently renewed its exclusive global alliance with Sysmex Corporation for marketing hemostasis products through June, 2004, a partnership that has been consistently extended since 1995. In that time, the two companies have sold \$500 million worth of reagents to world customers.

Dade offers employment around the world and focuses on team solutions to biological problems.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)
 2000 Sales: \$1,184,000
 1999 Sales: \$1,309,200
 1998 Sales: \$1,285,200
 1997 Sales: \$978,000

2001 Profits: \$ (months)
 2000 Profits: \$
 1999 Profits: \$-86,800
 1998 Profits: \$43,500
 1997 Profits: \$-142,600

Stock Ticker: Private
 Employees: 7,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$465,000 Bonus: \$475,000
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$419,231 Bonus: \$385,000

COMPETITIVE ADVANTAGE:

Global leader in IVD products and services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DANAHER CORP**www.danaher.com**

Industry Group Code: 335000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Power Tools/Controls Manufacturer
 Specialized Automotive Service Tools
 Process/Environmental Controls and Components
 Electronic Tests and Measurement
 Industrial Controls
 Fresh Water Quality

BRANDS/DIVISIONS/AFFILIATES:

A.L. Hyde Company
 American Sigma, Inc.
 Danaher Controls
 Delta Consolidated Industries
 Special Devices, Inc.
 Matco Tools Corporation
 Microtest, Inc.
 Lifschultz Industries, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

H. Lawrence Culp, Jr., CEO
 H. Lawrence Culp, Jr., Pres.
 Patrick W. Allender, Exec. VP-CFO
 Dennis A. Longo, VP-Human Resources
 Christopher C. McMahon, VP-Controller
 Uldis K. Sipols, VP-Procurement
 Patrick W. Allender, Corp. Sec.
 C. Scott Brannan, VP-Admin.
 Daniel L. Comas, VP-Corp. Dev.
 Philip W. Knisely, Exec. VP
 Steven E. Simms, Exec. VP
 Daniel A. Pryor, VP-Strategic Dev.
 W. Bruce Graham, VP-Danaher Bus. System

Phone: 202-828-0850 **Fax:** 202-828-0860**Toll-Free:****Address:** 2099 Pennsylvania Ave., Washington, DC 20006 US**GROWTH PLANS/SPECIAL FEATURES:**

Danaher Corporation designs, manufactures and markets industrial and consumer products with strong brand names, proprietary technology and major market positions in two principal businesses: tools and components and process/environmental controls. The tools and components business segment manufactures and distributes a broad range of hand tools, tool holders, storage containers, hardware, wheel service equipment, fasteners and components for consumer, industrial and professional markets. Products are sold through retail channels, independent mobile tool distributors, industrial, utility and agricultural distributors and original equipment manufacturers. Products from this segment are marketed under well-recognized brand names such as Ammco, Sears Craftsman, Delta, Matco and NAPA. The process/environmental controls business segment produces a broad range of monitoring, sensing, controlling, measuring, counting, electrical power quality and telecommunications products, systems, instruments and components. A major growth area and focus for Danaher is environmental products. These products include underground petroleum storage tank inventory control and leak detection systems, plus water and air quality monitoring devices. The firm continues to grow through acquiring new businesses and improving its operations. The firm acquired the Aerospace division of Special Devices, Inc. This division is a leader in pyrotechnic initiators, safe-and-arm, and arm-fire devices and will complement Danaher's Pacific Scientific Energetic Materials Company. Danaher also acquired Microtest, Inc., a provider of network test and connectivity products. In other news, the company entered into a definitive merger agreement with Lifschultz Industries, Inc. Lifschultz designs, manufactures, and markets scientific and industrial temperature measurement calibration equipment and calorimetric instrumentation, through its subsidiary Hart Scientific, Inc.

The firm provides employees with additional schooling support as well as in-house training programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,961,900 (6 months)	2001 Profits: \$176,800 (6 months)
2000 Sales: \$3,777,800	2000 Profits: \$324,200
1999 Sales: \$3,197,200	1999 Profits: \$261,600
1998 Sales: \$3,047,100	1998 Profits: \$192,200
1997 Sales: \$2,619,100	1997 Profits: \$188,600

Stock Ticker: DHR
 Employees: 24,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$675,000	Bonus: \$1,691,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$480,000	Bonus: \$830,000

COMPETITIVE ADVANTAGE: Focus on international growth.**OTHER THOUGHTS:**

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DARDEN RESTAURANTS INC**www.darden.com****Industry Group Code:** 722110 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Restaurants
Casual Dining**GROWTH PLANS/SPECIAL FEATURES:**

Darden Restaurants is the largest publicly held Casual Dining company in the United States, operating 1,131 locations in 49 states and 37 locations in Canada. Darden operates four restaurant chains: Red Lobster, Olive Garden, Smokey Bones BBQ Sports Bar and Bahama Breeze. The company recently began expanding once again, opening several new Red Lobster and Olive Garden locations, following a period marked by a focus on market optimization and the closing of under-performing units. Smokey Bones represents the latest restaurant innovation of the company, starting in Florida in 1999 and beginning a national expansion campaign in 2001. Darden plans to follow a similar path of expansion with Smokey Bones as it has with its other chains and will continue to open new chains as they are internally created or acquired. In the coming year, the company plans to open 40-49 new locations of its existing chains. The Olive Garden branch of Darden recently began collaborations with Rocca del Macie, a family-owned winery in Tuscany, allowing it to introduce authentic wines to its Tuscan farmhouse menu and decor. Darden has been on the leading edge of computer usage in its restaurants since 1975 and recently purchased T-Recs software from Chesapeake System Solutions, a program that automatically reconciles and verifies daily deposits, payroll accounts, ledger to ledger balances, as well as identifies exceptions and automatically suggests resolution adjustments.

Darden Restaurants offers its service personnel an employee stock purchase plan, a 401(k) savings plan, education loans, medical, dental and life insurance and meal discounts.

BRANDS/DIVISIONS/AFFILIATES:Red Lobster
Olive Garden
Olive Garden Café
Bahama Breeze
Smokey Bones BBQ Sports Bar**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Joe R. Lee, CEO
Clarence Otis, Jr., CFO
Daniel M. Lyons, Sr. VP-Human Resources
Linda J. Dimopoulos, CIO
Stephen E. Helsel, Controller
Paula Shives, Corp. Sec.
Paula Shives, General Counsel
Alan Palmieri, Ex. VP-Oper.
Laurie B. Burns, Sr. VP-Bus. Dev.
Rick Walsh, Sr. VP-Corp. Comm.
Richard E. Rivera, Exec. VP/Pres., Red Lobster
Bradley D. Blum, Exec. VP/Pres., Olive Garden
Robert W. Mock, Sr. VP/Pres., Smokey Bones
Gary Heckel, Sr. VP/Pres., Bahama Breeze**Phone:** 407-245-4000 **Fax:** 407-245-5114**Toll-Free:****Address:** 5900 Lake Ellenor Dr., Orlando, FL 32809 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,021,200 (12 months)	2001 Profits: \$197,000 (12 months)
2000 Sales: \$3,701,300	2000 Profits: \$176,700
1999 Sales: \$3,458,100	1999 Profits: \$140,500
1998 Sales: \$3,287,000	1998 Profits: \$101,700
1997 Sales: \$3,171,800	1997 Profits: \$-91,000

Stock Ticker: DRI
Employees: 128,900
Fiscal Year Ends: 5/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$738,557	Bonus: \$1,107,800
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$525,000	Bonus: \$630,000

COMPETITIVE ADVANTAGE:

Owns some of the best formats in the mid-range restaurant market/Significant market share nationwide.

OTHER THOUGHTS:Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DAVITA INC**www.davita.com****Industry Group Code:** 621490 **Salaries/Benefits Rating:** 4 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Clinics-Dialysis
 Specialty Pharmacy
 Clinical Research
 Transplant Services
 Home-Based/Post-Operative Care

BRANDS/DIVISIONS/AFFILIATES:

Total Renal Care Holdings, Inc.
 Total Renal Laboratories, Inc.
 Total Renal Research, Inc.
 Total Renal Support Services, Inc.
 RTC Holdings, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kent J. Thiry, CEO
 David Barry, Pres.
 Joseph C. Mello, COO
 Richard K. Whitney, VP/CFO
 Harlan Cleaver, Chief Tech. Officer
 Charlie McAllister, Chief Medical Officer
 Steve Udicious, Corp. Sec.
 Steve Udicious, General Counsel
 LeAnne Zumwalt, VP-Investor Relations
 John J. McDonough, VP-Chief Acc. Officer

Phone: 310-792-2600 **Fax:** 310-792-8928**Toll-Free:****Address:** 21250 Hawthorne Blvd., Ste. 800, Torrance, CA 90503-2600 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$786,800 (6 months)	2001 Profits: \$60,400 (6 months)
2000 Sales: \$1,486,302	2000 Profits: \$13,485
1999 Sales: \$1,445,400	1999 Profits: \$-147,300
1998 Sales: \$1,204,900	1998 Profits: \$-9,448
1997 Sales: \$758,403	1997 Profits: \$45,524

Stock Ticker: DVA

Employees: 12,200

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$499,980	Bonus:	\$335,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$323,085	Bonus:	\$250,000

COMPETITIVE ADVANTAGE:

Has rapidly built revenues through a vast network of treatment facilities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

DELL COMPUTER CORPORATION**www.dell.com**

Industry Group Code: 334111 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Computer Hardware-PCs
Peripherals
Online Business Services
Online Retailing
Services

BRANDS/DIVISIONS/AFFILIATES:

PowerApp
PowerVault
OptiPlex
Dimension XPS
PowerEdge
Inspiron
Latitude
ConvergeNet Technologies, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Michael Dell, CEO
Kevin B. Rollins, Pres.
Kevin B. Rollins, COO
James M. Schneider, Sr. VP/CFO
Paul D. McKinnon, VP-Human Resources
Randall D. Mott, Sr. VP/CIO
Thomas B. Green, Sr. VP-Law
Thomas P. Green, Sr. VP-Admin.
Perry A. Noakes, VP-Customer Loyalty
James T. Vanderslice, Pres./COO
William J. Amelio, Sr. VP/Pres.-Asia-Pacific/Japan
Lawrence A. Pentland, VP-Americas International

Phone: 512-338-4400 **Fax:** 512-728-3653

Toll-Free: 800-289-3355

Address: 1 Dell Way, Round Rock, TX 78682 US

GROWTH PLANS/SPECIAL FEATURES:

Dell Computer Corporation is the number one computer systems company in the U.S., where it is a leading supplier of PCs to business customers, government agencies, educational institutions and consumers. Through the direct business model, Dell builds relationships with consumer, corporate and institutional customers. The company relies on telephone and Internet sales; customized computer systems; online and phone technical support; and next-day, on-site product service. Dell arranges for system installation and management, guides customers through technology transitions and provides an extensive range of other services. The Dell line of high-performance computer systems includes Dimension and OptiPlex desktop computers, Latitude and Inspiron notebook computers, PowerEdge servers, PowerApp server appliances, Dell Precision workstation products and PowerVault storage products. In recent news, Dell plans to bundle Sendmail, Inc.'s e-mail hosting solution on its PowerEdge2450 server product line for the Red Hat Linux platform. This packaged solution offers service providers and enterprise customers a range of optimized e-mail hosting solutions running on Dell's PowerEdge servers. DellHost, Dell's integrated Web hosting service, offers Miva Merchant, a leading e-commerce software solution. DellHost also lowered prices on custom hosting solution packages for large enterprises. AOL Time Warner Inc., the world's leading interactive services company, and Dell will provide the free AOL@SCHOOL service preloaded on all computers that it sells to K-12 schools in the U.S. In early 2001, the firm announced plans to cut expenses by 8% to 10% yearly, including eliminating as many as 5,700 jobs. Dell's innovative online selling strategy makes it one of the most successful e-commerce firms, and its inventory management system is legendary.

Dell hires large numbers of people to work in telephone support and sales. Employees receive 10 paid personal days and a week off during Christmas.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$31,888,000 (12 months)	2001 Profits: \$2,177,000 (12 months)
2000 Sales: \$25,265,000	2000 Profits: \$1,666,000
1999 Sales: \$18,243,000	1999 Profits: \$1,460,000
1998 Sales: \$12,327,000	1998 Profits: \$944,000
1997 Sales: \$7,759,000	1997 Profits: \$518,000

Stock Ticker: DELL
Employees: 40,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$850,000	Bonus:	\$1,670,250
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$700,000	Bonus:	\$1,240,350

COMPETITIVE ADVANTAGE:

The number one PC maker in the world/Custom-tailored web sites enable large customers to configure and order new computers and obtain negotiated discount pricing while online.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DELPHI AUTOMOTIVE SYSTEMS CORP**www.delphiauto.com**

Industry Group Code: 336390 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Automobile Parts Manufacturer
Industrial Components
Dynamics and Propulsion
Safety, Thermal and Electrical Architecture
Electronics and Mobile Communications
Ride and Handling Systems
Microelectronics
Energy Systems

BRANDS/DIVISIONS/AFFILIATES:

Communiport MPSpro
AP Distribution Services
Delphi Diesel Systems
BMW
Delco Electronics
Mobile MultiMedia
Automotive Components Group Worldwide
GM

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J.T. Battenberg III, CEO
J.T. Battenberg III, Pres.
Alan S. Dawes, CFO
Kevin M. Butler, VP-Human Resources
Peter H. Janak, CIO
Ray C. Campbell, VP-Purchasing
James A. Bertrand, Pres.-Delphi Safety & Interior Systems
Logan G. Robinson, VP-General Counsel
Mark C. Lorenz, VP-Oper.
John P. Arle, VP-Planning, Mergers, Acquisitions
David B. Wohleen, Pres.-Electronics and Mobile Communications
Karen L. Healy, VP-Corp. Affairs
John G. Blahnik, Treas.
Donald L. Runkle, Exec. VP
Jose Maria Alapont, Pres.-Delphi Europe
Volker J. Barth, Pres.-Delphi South America
Choon T. Chon, Pres.-Delphi Asia Pacific

Phone: 248-813-2000 **Fax:** 248-813-2670**Toll-Free:** 877-733-5374**Address:** 5725 Delphi Dr., Troy, MI 48098 US**GROWTH PLANS/SPECIAL FEATURES:**

Troy, Michigan-based Delphi Automotive Systems Corp. is the world's leading maker of automotive parts. Nearly half of the company's sales come from brake, chassis, ignition, steering and fuel management systems. Delphi also produces climate-control, powertrain cooling, air bag and door modular systems through its safety, thermal and electrical architecture unit. The company's electronics and mobile communications business sector manufactures audio, collision warning, fiber optic and security data transmission systems via Delco Electronics. Delphi Automotive has a strong international presence with 197 manufacturing plants that span 44 countries. In 1999, Delphi was spun off from General Motors, taking one-third of GM's employees with it. The move was conducted so that the company could expand its customer base and cut costs. Delphi systems engineers continue to work closely with European automakers to determine how X-by-Wire technologies can be brought to reality on passenger vehicle applications. Specifically, Delphi and BMW have been working jointly for the past two years developing steer- and brake-by-wire systems. In other news, the firm's Mobile MultiMedia business unit is working with nine vehicle manufacturers, including Toyota, Honda, GM (including supplying hardware for the multi-brand OnStar system) and Subaru, as well as commercial vehicle customers. This market is expected to be worth around \$50 billion by 2010, with Delphi continuing to achieve growth in this market. Due to the current uncertainty of automotive industry production volumes, Delphi intends to sell, close or consolidate nine plants and downsize the workforce at more than 40 other facilities, in addition to exiting selected products. These steps include the elimination of approximately 11,500 positions worldwide (5% of its global workforce). This number will include 5,600 hourly and 2,000 salaried U.S. employees, and 3,900 employees in non-U.S. locations.

Delphi employees are eligible to purchase select vehicles at a favorable discount. The firm also offers a tuition assistance program and on-site classwork.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$13,479,000 (6 months)	2001 Profits: \$-265,000 (6 months)
2000 Sales: \$29,139,000	2000 Profits: \$1,062,000
1999 Sales: \$29,192,000	1999 Profits: \$1,083,000
1998 Sales: \$28,479,000	1998 Profits: \$-93,000
1997 Sales: \$31,447,000	1997 Profits: \$215,000

Stock Ticker: DPH

Employees: 211,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,387,500	Bonus: \$2,600,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$800,000	Bonus: \$1,170,000

COMPETITIVE ADVANTAGE: Large backlog of business from GM.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DELUXE CORP**www.dlx.com**

Industry Group Code: 323000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Check Printing
 Electronic Funds Transfer
 Tax Form Software
 Payment Systems Protection Services
 Direct Mail Checks
 Electronic Tax Filing Services

BRANDS/DIVISIONS/AFFILIATES:

Direct Paper Payment Systems
 Fraud Finder
 Deluxe Paper Payment Systems
 Delux Direct Response
 Deluxe Payment Protection Systems
 eFunds

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lawrence J. Mosner, CEO
 Ronald E. Eilers, Pres.
 Ronald E. Eilers, COO
 Douglas J. Treff, Sr. VP-CFO
 Gregory J. Bjorndahl, Sr. VP-Sales & Mktg.
 Sonia St. Charles, VP-Human Resources
 Warner F. Schlais, Sr. VP-CIO
 Anthony C. Scarfone, Corp. Sec.
 Anthony C. Scarfone, Sr. VP-General Counsel
 Stu Alexander, VP-Investor Rel.
 Guy C. Feltz, Pres.-FI Check Printing

Phone: 612-483-7111 **Fax:** 612-481-4163

Toll-Free:

Address: 3680 Victoria St. N., Shoreview, MN 55126 US

GROWTH PLANS/SPECIAL FEATURES:

Deluxe Corporation, the #1 check printer in the U.S., is a Minnesota-based printing company. Deluxe is also a leading provider of electronic payment systems to financial and retail industries though the printing of checks and business forms. The company provides payment protection systems such as check authorization, account verification and collection services, as well as electronic payment systems such as electronic funds services, ATM solution systems and electronic benefits transfer services for state governments. Deluxe sold its specialty papers businesses to focus on financial services, and is continuing to expand overseas. With the growing popularity of ATMs and debit cards, Deluxe plans to streamline its check printing operations to nine plants (from more than 60 less than a decade ago) and focus on financial services. Through acquisitions and alliances, Deluxe leverages the information it collects about consumers to offer new services such as one that combats fraud. Fraud Finder is a computerized system designed to determine check or debit card risk for merchants. Deluxe recently implemented a strategic decision by separating itself from its subsidiary eFunds, to better enable each firm to pursue business objectives in their respective marketplaces. eFunds is a provider of transaction processing, risk management, information technology services and business process management. In recent news, Deluxe signed an agreement with Synovus Financial Corp. to be the organization's provider of check printing and related services. Deluxe will provide eCommerce solutions that include electronic ordering for affiliate banks as well as Internet check re-ordering for its customers. Deluxe also recently became Wells Fargo's primary provider of consumer and business check printing and related services. In addition, Deluxe will supply its eCommerce solution to provide online check ordering services for Wells Fargo customers.

The firm offers its employees tuition assistance for educational degree programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$633,600 (6 months)	2001 Profits: \$86,800 (6 months)
2000 Sales: \$1,262,700	2000 Profits: \$161,900
1999 Sales: \$1,363,800	1999 Profits: \$203,000
1998 Sales: \$1,673,700	1998 Profits: \$143,100
1997 Sales: \$1,920,600	1997 Profits: \$44,700

Stock Ticker: DLX
 Employees: 7,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$578,750	Bonus: \$1,113,500
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$415,000	Bonus: \$440,000

COMPETITIVE ADVANTAGE:

Nation's largest third-party transaction processor for regional ATM networks.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DENTSPLY INTERNATIONAL INC**www.dentsply.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 15 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Dental Consumable and Laboratory Products
 Dental Practice Software
 Crown and Bridge Materials
 Dental Sealants
 Dental Implants
 Dental X-Ray Systems
 Dental Cutting Instruments
 Ultrasonic Scalers

BRANDS/DIVISIONS/AFFILIATES:

DENTSPLY Equipment, Inc.
 DENTSPLY Finance Co.
 Degussa AG
 AstraZeneca
 CeraMed
 Friadent, GmbH
 Xylocaine
 PepGen P-15

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John C. Miles, II, CEO
 Gary K. Kunkle, Jr., Pres.
 Gary K. Kunkle, Jr., COO
 William R. Jellison, CFO
 Glenn K. Weingarh, VP-Human Resources
 Timothy S. Warady, Controller
 Brian M. Addison, Corp. Sec.
 Brian M. Addison, General Counsel
 Michael D. Hanson, VP-Corp. Planning
 George R. Rhodes, VP-Corp. Comm.
 George R. Rhodes, VP-Professional Rel.
 William E. Reardon, Treasurer
 Steven R. Jefferies, VP-Product Dev.
 Michael R. Crane, Sr. VP
 J. Henrik Roos, Sr. VP
 W. William Weston, Sr. VP

Phone: 717-845-7511 **Fax:** 717-849-4762**Toll-Free:****Address:** 570 W. College Ave., York, PA 17405-0872 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$500,300 (6 months)	2001 Profits: \$61,700 (6 months)
2000 Sales: \$889,800	2000 Profits: \$101,100
1999 Sales: \$836,400	1999 Profits: \$89,900
1998 Sales: \$800,500	1998 Profits: \$34,800
1997 Sales: \$720,800	1997 Profits: \$74,600

Stock Ticker: XRAY
 Employees: 6,150
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$564,300	Bonus: \$514,400
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$357,400	Bonus: \$260,700

COMPETITIVE ADVANTAGE:

Makes the leading dental practice software product, with over 13,000 installed systems.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DIEBOLD INC**www.diebold.com****Industry Group Code:** 334111 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Computer Hardware-Automated Teller Machines
Electronic and Physical Security Systems
Software
Systems for Global Financial and Commercial Market
Medicine Dispensing System
ATMs and Self Service Terminals
Merchant Banking Center
Alarm and Monitoring Systems

BRANDS/DIVISIONS/AFFILIATES:

AccuVote -Touch Screen
Casey's General Stores
McDonald's
Digital Monitoring Products, Inc.
ATM Franchise Program
Watson
Global Election Systems, Inc.
MedSelect Systems

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Walden O'Dell, CEO
Walden O'Dell, Pres.
Gregory T. Geswein, Sr. VP-CFO
Michael J. Hillock, Sr. VP-Int'l. Sales and Service
Charles B. Scheurer, VP-Human Resources
Charles J. Bechtel, VP-CIO
Robert L. Stockamp, VP-Contoller
Larry D. Ingram, VP-Procurement and Services
Thomas R. D'Amico, VP-Mfg.
Charee Francis-Vogelsang, Corp. Sec.
Warren W. Dettinger, VP-General Counsel
Thomas W. Swidarski, VP-Strategic Dev.
Charles J. Bechtel, Group VP-Global Services
Donald E. Eagon, Jr., VP-Investor Rel.
Robert J. Warren, VP-Treas.
Edward I. Maddern, VP-Int'l. Manufacturing Integration
Wesley B. Vance, Pres.-North America

Phone: 330-490-4000 **Fax:** 330-490-4549**Toll-Free:** 800-999-3600**Address:** 5995 Mayfair Rd., P.O. Box 3077, North Canton, OH 44720-8077 US**GROWTH PLANS/SPECIAL FEATURES:**

Diebold, Inc. is a leading producer of automated teller machines (ATMs). Aside from making and servicing ATMs, the company sells portable bank offices and other automated bank products. It also produces MedSelect, a computer-based medicine dispensing product; and smart cards, which are university ID cards that can be used as debit cards. Diebold was the first to introduce the first ATM with iris scan identification. Although most of the company's sales are conducted in the United States, Diebold is increasing its presence abroad. The firm has two operating segments: North American Sales and Services (NASS) and International Sales and Services (ISS). NASS operates in the United States and Canada, where it sells and services financial, retail and medical systems. ISS sells and services financial and retail systems to the rest of the globe. Diebold has agreements with several companies such as Casey's General Stores and McDonald's for ATM placement in stores. The firm has an alliance with Digital Monitoring Products, Inc. to provide advanced security systems to financial institutions and retail customers. Both companies benefit by transmitting alarm signals over the Internet, thereby increasing customer service by reducing response times. Diebold's long-term goal is to move away from being a manufacturer, towards becoming a systems integrator and service provider of outsourced security products and technologies. In recent news, Diebold acquired Global Election Systems, Inc., a leading company in the election equipment marketplace. Global has over 850 jurisdictions in North America that use its AccuVote (optical scan) or AccuVote-TS (touch screen) voting systems. The firm's product line also includes VoteRemote, a high speed automated absentee ballot printing and processing system. Continuing its expansion into foreign markets, Diebold recently commenced operations in Paraguay, which constitutes an important expansion step for the firm into the rest of Latin America.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$807,500 (6 months)	2001 Profits: \$35,400 (6 months)
2000 Sales: \$1,743,608	2000 Profits: \$136,919
1999 Sales: \$1,259,200	1999 Profits: \$128,900
1998 Sales: \$1,185,707	1998 Profits: \$76,148
1997 Sales: \$1,226,936	1997 Profits: \$122,516

Stock Ticker: DBD
Employees: 12,544
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$275,000	Bonus: \$360,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$237,000	Bonus: \$220,000

COMPETITIVE ADVANTAGE: World leader in self-service financial transaction systems.**OTHER THOUGHTS:**

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

DILLARD'S INC**www.dillards.com**

Industry Group Code: 452110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Upscale Department Stores, Retail

GROWTH PLANS/SPECIAL FEATURES:

Dillard's, Inc. operates retail department stores located primarily in the southwestern, southeastern and midwestern United States. In many locations, Dillard's operates in a very unique two stores per mall format. By establishing dual anchor stores inside key shopping centers, the company is able to offer inventory selections while creating retail dominance within an individual mall. Essentially, one Dillard's store is separated into two locations, each carrying non-competing merchandise. The company recently set a course for growth by initiating a pattern of new store construction, acquisitions and expansion. It secured a foothold in the West with the opening of a new store in Stockton, California. In addition, a presence was established in Virginia by acquiring Proffitt's stores and in Wyoming with a store in Cheyenne. Dillard's also strengthened its position in several existing markets. In Houston, the company acquired three Macy's stores and now operates 11 stores in the area. The firm also opened in seven Mervyn's stores acquired from Dayton Hudson Corporation in Florida. Dillard's recently built a new 440,000 square foot distribution facility located in Salisbury, North Carolina. This new center features advanced distribution technology and allows the company to provide a faster and more accurate flow of merchandise to customers. Currently, the company is focused on emphasizing store brands. In 2000, Dillard's averaged only \$147 in sales per square foot of store space, compared to \$220 at Marshall Fields, \$279 for Kohl's and \$192 at May Department Stores.

BRANDS/DIVISIONS/AFFILIATES:

Proffitt's
Macy's

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William Dillard II, CEO
 Alex Dillard, Pres.
 James I. Freeman, Sr. VP/CFO
 Joyce Wisner, Dir.-Personnel
 Paul J. Schroeder Jr., VP
 Burt Squires, VP

Phone: 501-376-5200 **Fax:** 501-376-5917

Toll-Free:

Address: PO Box 486, Little Rock, AR 72203 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$8,817,785 (12 months)	2001 Profits: \$-5,850 (12 months)
2000 Sales: \$8,921,237	2000 Profits: \$163,729
1999 Sales: \$7,977,761	1999 Profits: \$135,259
1998 Sales: \$6,795,221	1998 Profits: \$258,325
1997 Sales: \$6,412,060	1997 Profits: \$238,621

Stock Ticker: DDS
 Employees: 58,796
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$710,000	Bonus: \$1,335,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$620,000	Bonus: \$1,335,000

COMPETITIVE ADVANTAGE:

Widely-admired for its use of advanced MIS technology to manage, project and order inventory/Moderate prices with a focus on middlemarket consumers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

DISCOUNT AUTO PARTS INC**www.discountautoparts.net**

Industry Group Code: 441310 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Auto Parts, Retail
Auto Parts Delivery

GROWTH PLANS/SPECIAL FEATURES:

Discount Auto Parts, Inc. is one of the southeast's leading specialty retailers and suppliers of automotive replacement parts, maintenance items and accessories to both do-it-yourself consumers and professional mechanics and service technicians. The company currently operates a chain of 658 Discount Auto Parts stores. Discount Auto also has a commercial delivery program called Pro2Call. Under this program, commercial customers can establish commercial accounts and order automotive parts from the company, with such parts being delivered from, or available for pick up at, nearby stores. Each Discount Auto Parts store carries an extensive line of brand name replacement parts, such as starters, alternators, brake pads, brake shoes and water pumps, for domestic and imported cars, vans and light trucks, as well as brand name maintenance items and accessories. The firm's distribution center, which also houses its headquarters and administrative offices, is located in Lakeland, Florida. The recently expanded center is comprised of approximately 600,000 square feet and is capable of serving up to 700 stores. The company has a computerized warehouse management system referred to as the Wizard system. Wizard provides support for the improvement of the company's efficiency regarding shipment of merchandise and enables the stores to place orders electronically each week automatically. The firm expects to add approximately 60 to 65 stores during fiscal 2001. Discount Auto Parts uses various methods to promote its products, including newspaper, direct mail, radio, television, in-store banners, displays and promotions.

The company offers training to all its employees as well as a 401(k), stock purchase plan and health coverage.

BRANDS/DIVISIONS/AFFILIATES:

Discount Auto Parts
Rose Auto Parts
Eastern Automotive Warehouse, Inc.
Pro2Call

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter J. Fontaine, CEO
William C. Perkins, Pres.
C. Michael Moore, CFO
Thomas Merk, VP-Mktg. & Sales
Clement A. Bottino, VP-Human Resources
Michael D. Harrah, VP-IT
Warren Shatzer, Exec. VP-Merch.
Steven C. Bair, VP-Oper.
David C. Viele, VP-Purchasing

Phone: 941-687-9226 **Fax:** 941-284-2063**Toll-Free:****Address:** 4900 Frontage Road South, Lakeland, FL 33815 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$661,700 (12 months)	2001 Profits: \$17,600 (12 months)
2000 Sales: \$598,258	2000 Profits: \$26,289
1999 Sales: \$511,483	1999 Profits: \$18,813
1998 Sales: \$447,491	1998 Profits: \$27,180
1997 Sales: \$405,186	1997 Profits: \$12,741

Stock Ticker: DAP

Employees: 6,460

Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$192,400	Bonus: \$166,498
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$170,000	Bonus: \$92,353

COMPETITIVE ADVANTAGE:

Carries an extensive line of replacement parts for domestic and imported cars.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

DOLLAR GENERAL CORPORATION**www.dollargeneral.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Stores, Retail

BRANDS/DIVISIONS/AFFILIATES:

Dollar General Stores

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Cal Turner, Jr., CEO
 Cal Turner, Jr., Pres.
 Bob Carpenter, COO
 Brian M. Burr, CFO
 Melissa Buffington, VP-Human Resources
 Holger Jensen, VP-IT
 Randy Sanderson, Controller
 Tom Hartshorn, VP-Merch.
 Bob Carpenter, Chief Admin. Officer
 Mike Ennis, Sr. VP-Company Growth and Dev.
 Troy Fellers, VP-Dist.

Phone: 615-783-2000 **Fax:** 615-386-9937**Toll-Free:****Address:** 104 Woodmont Blvd., Ste. 500, Nashville, TN 37205
US**GROWTH PLANS/SPECIAL FEATURES:**

Dollar General Corporation is a discount retailer of quality general merchandise at everyday low prices. Through conveniently located neighborhood stores, Dollar offers a focused assortment of consumable basic merchandise including health and beauty aids, packaged food products, cleaning supplies, housewares, stationery, seasonal goods, basic apparel and domestics. The company serves the consumable basics needs of customers primarily in the low and fixed income brackets. Specifically, two-thirds of the company's customers live in households earning less than \$30,000 a year, while nearly half earn less than \$20,000. Dollar believes that it is well positioned to meet the consumable basics needs of the increasing number of households in this group. The firms' stores average 6,700 selling square feet and are usually located within three to five miles of customers' homes. This appeals to the company's target customers, many of whom prefer the convenience of a small, neighborhood store. As the discount store industry continues to move toward larger, super center type stores, which are often built outside of towns, Dollar General's convenient discount store format has become even more appealing to a wider range of consumers. The majority of products are priced at \$10 or less, with nearly 50% of the products priced at \$1 or less. The most expensive items are generally priced at \$35. The company currently operates 4,294 retail stores located in 24 states and has expanded on average of 435 stores a year for the last four years. The company's total distribution space is approximately 7.9 million square feet in eight facilities in Oklahoma, Virginia, Georgia and Florida.

Dollar General employees receive cash bonuses based on the company's success and are empowered to make decisions at their own stores. The company offers retirement and health plans.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,551,500 (12 months)	2001 Profits: \$206,000 (12 months)
2000 Sales: \$3,887,964	2000 Profits: \$219,427
1999 Sales: \$3,220,989	1999 Profits: \$182,033
1998 Sales: \$2,627,325	1998 Profits: \$144,628
1997 Sales: \$2,134,398	1997 Profits: \$115,100

Stock Ticker: DG
 Employees: 34,600
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$766,667	Bonus:	\$485,750
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$320,833	Bonus:	\$190,275

COMPETITIVE ADVANTAGE:

Offers a number of products for low to middle to fixed-income customers/Everyday low prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

DOLLAR TREE STORES INC**www.dollartree.com****Industry Group Code:** 452910 **Salaries/Benefits Rating:** 4 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 8 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Stores, Retail

GROWTH PLANS/SPECIAL FEATURES:

Dollar Tree Stores, Inc. is the leading operator of discount variety stores offering merchandise at the \$1.00 price point. The Dollar Tree's stores offer a wide assortment of quality everyday general merchandise in many traditional variety store categories, including housewares, seasonal goods, food, toys, health and beauty aids, gifts, party goods, stationery, books, hardware and other consumer items. Dollar Tree currently operates 1,720 stores in 36 states in the southeastern, midwestern, mid-Atlantic, south central and northeastern United States and have added over 200 stores in each of the last two years. The company's stores operate in major metropolitan areas, mid-sized cities and small towns with populations under 25,000. Traditionally the company opens stores generally between 3,500 and 6,000 total square feet in size, stocking a wide assortment of products in many traditional variety store categories. Currently, Dollar Tree operates four distribution centers in Olive Branch, Mississippi; Stockton, California; Savannah, Georgia and Chesapeake, Virginia. The size of Dollar Trees' stores has evolved over time from a predominantly mall-based store, averaging 2,500 to 3,000 total square feet, in the late 1980's, to a predominantly strip shopping center based store of approximately 4,500 to 5,000 total square feet in more recent years. The company is now opening larger stores, primarily in the 7,000 to 10,000 total square foot range, in hopes of increasing sales without increasing item pricing. Expansion plans through fiscal 2003 remain aggressive, with 25% growth anticipated in the number of stores.

Dollar Tree offers medical, savings, profit sharing and discount stock purchase plans. The company offers bonus plans to several groups of employees, including Regional Manager, Regional Field Merchandisers, District Managers, Store Managers and Associate Store Managers.

BRANDS/DIVISIONS/AFFILIATES:

Dollar Tree Management, Inc.
One Price...One Dollar
Only \$1.00
Dollar Bill\$
Dollar Tree Distribution, Inc.
Step Ahead Investments, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Macon F. Brock, Jr., CEO
Macon F. Brock, Jr., Pres.
Bob Sasser, COO
H. Ray Compton, CFO
Thomas J. Bowyer, Sr. VP-Sales
James Fothergill, VP-Human Resources
Darcel L. Stephan, VP-Info. Systems
Thomas J. Bowyer, Sr. VP-Oper.

Phone: 757-321-5000 **Fax:** 757-321-5111**Toll-Free:****Address:** 500 Volvo Pkwy., Chesapeake, VA 23320 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$827,700 (6 months)	2001 Profits: \$32,500 (6 months)
2000 Sales: \$1,688,105	2000 Profits: \$121,622
1999 Sales: \$1,351,810	1999 Profits: \$106,577
1998 Sales: \$1,073,886	1998 Profits: \$81,318
1997 Sales: \$847,830	1997 Profits: \$55,818

Stock Ticker: DLTR
Employees: 26,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$518,750	Bonus:	\$302,439
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$180,929	Bonus:	\$125,815

COMPETITIVE ADVANTAGE:

Strong buying power.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

DOMINION RESOURCES INC**www.dom.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 14 Profits: 18

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Nonutility Electric Power Generation
 Oil and Gas Exploration
 Geothermal
 Hydroelectric

BRANDS/DIVISIONS/AFFILIATES:

Dominion Capital, Inc.
 Dominion Energy, Inc.
 East Midlands Electric plc
 Virginia Electric and Power Company (VA Power)
 Consolidated Natural Gas (CNG)
 Dominion Fiber Ventures LLC

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas E. Capps, CEO
 Thomas E. Capps, Pres.
 Edgar M. Roach, Jr., Exec. VP/CFO
 Barbara S. Fasig, VP-Human Resources
 Margaret E. McDermid, CIO/Sr. VP-IT
 Steven A. Rogers, Controller/VP/Principle Acc. Officer
 Patricia A. Wilkerson, Corp. Sec.
 James F. Stutts, VP/General Counsel
 William C. Hall, Jr., VP-External Affairs and Corp. Comm.
 Fred G. Wood, III, Asst. VP-Investor Rel.
 G. Scott Hetzer, Treas.
 Thomas F. Farrell, Sr. VP-Corp. Affairs

Phone: 804-819-2000 **Fax:** 804-819-2233**Toll-Free:** 800-552-4034**Address:** 120 Tredegar St., Richmond, VA 23219 US**GROWTH PLANS/SPECIAL FEATURES:**

Dominion Resources, Inc. operates through its subsidiaries, including Dominion Capital, Inc., Dominion Energy, Inc., East Midlands Electricity plc and Virginia Electric and Power Company. Dominion Capital is a diversified investment and financial services company, while Dominion Energy is active in the nonutility electric power generation business outside the territory served by Virginia Power and the development, exploration and operation of oil and natural gas reserves. Dominion Energy is involved in power projects in six states and additionally throughout Argentina, Bolivia, Belize and Peru. Domestic power projects, in which Dominion Resources has an interest, include three gas-fueled projects in Texas; two geothermal projects, two gas-fueled projects and one solar project in California; four small hydroelectric projects in New York; a waste coal-fueled project in West Virginia; and a waste wood and coal-fueled project in Maine. Dominion Resources recently purchased East Midlands Electric plc, the principal operating subsidiary of its UK holding company. East Midlands' principal businesses are the distribution of electricity and the supply of electricity to approximately 2.3 million customers in the East Midlands region of the United Kingdom. East Midlands' franchise area has a resident population of over 5 million and covers approximately 6,200 square miles. Dominion Resources plans to continue to make investments in technology around the world to make it easier and more convenient for customers to do business with it.

Dominion Resources offers its employees a comprehensive benefits package, free annual health screenings, a company-funded pension plan, paid holidays, buy and sell vacation days, flexible work schedules and telecommuting opportunities. Additionally, the company offers tuition and books reimbursement, a family resource referral program for child and elder care, as well as interest-free PC loans.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,507,000 (6 months)	2001 Profits: \$318,000 (6 months)
2000 Sales: \$9,260,000	2000 Profits: \$436,000
1999 Sales: \$5,520,000	1999 Profits: \$297,000
1998 Sales: \$6,081,000	1998 Profits: \$548,000
1997 Sales: \$7,263,000	1997 Profits: \$399,000

Stock Ticker: D

Employees: 15,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$925,000	Bonus: \$1,495,528
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$484,134	Bonus: \$577,985

COMPETITIVE ADVANTAGE:

Aggressive management/Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

DRESS BARN INC (THE)**www.dressbarn.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 8 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Business Apparel-Women's, Retail

GROWTH PLANS/SPECIAL FEATURES:

The Dress Barn, Inc. operates a national chain of value-priced specialty stores offering in-season, moderate to better quality career apparel and accessories to the working woman. Dress Barn also offers its own line of private brands under the Dress Barn, Westport, Princeton Club and Atrium names. The firm's private brands accounted for over 65% of sales. The company has three store formats, including the Dress Barn and Westport stores that carry junior and misses sizes, the Dress Barn Woman stores that feature larger sizes and the combination stores which carry both. Dress Barn operates 689 stores in 43 states and the District of Columbia, consisting of 388 combo stores, 245 Dress Barn stores and 56 Dress Barn Woman stores. The Dress Barn and Dress Barn Woman stores average approximately 4,500 and the combo stores average approximately 9,000 square feet. In addition, the firm has a mail-order catalog and an e-commerce web site, giving the company multiple channels of distribution, with the opportunity to target new groups of potential customers while providing its current customers the convenience of seeing and buying its merchandise in new ways. All merchandise for the firms' stores is received from vendors at the central warehouse and distribution facility in Suffern, New York. Dress Barn uses its strong relationships with vendors to lower its operating costs by shifting freight and insurance costs to the vendors and typically requires them to provide ancillary services. In addition, over half of the hanging garments purchased by the company are delivered on floor-ready hangers. Merchandise for the catalog and e-commerce operations is received at its third-party fulfillment center, where the merchandise is stored, processed and shipped directly to the customer. Dress Barn offers a 401(k) savings plan, career training and tuition reimbursement.

BRANDS/DIVISIONS/AFFILIATES:

Dress Barn Woman
 DB/DBW
 Westport Ltd.
 Westport Woman

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Elliot S. Jaffe, CEO
 Kathy Bufano, Pres.
 Burt Steinberg, COO
 Armand Correia, CFO
 David Montieth, VP-Human Resources
 Eric Hawa, Sr. VP-Store Oper.
 Elise Jaffe, Sr. VP-Real Estate
 Kathy Bufano, Chief Merch. Officer

Phone: 914-369-4500 **Fax:** 914-369-4829**Toll-Free:****Address:** 30 Dunnigan Drive, Suffern, NY 10901 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$695,000 (12 months)	2001 Profits: \$35,300 (12 months)
2000 Sales: \$656,174	2000 Profits: \$36,742
1999 Sales: \$615,975	1999 Profits: \$33,324
1998 Sales: \$598,175	1998 Profits: \$40,227
1997 Sales: \$554,843	1997 Profits: \$31,767

Stock Ticker: DBRN
 Employees: 7,500
 Fiscal Year Ends: 7/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$650,000	Bonus: \$130,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$450,000	Bonus: \$90,000

COMPETITIVE ADVANTAGE:

Offers quality merchandise at a substantial discount from department store prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

DTE ENERGY COMPANY**www.dteenergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 27 Profits: 15

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Coal and Natural Gas Sales
 Wholesale Energy Trading
 Energy Management

BRANDS/DIVISIONS/AFFILIATES:

Detroit Edison
 DTE Rail Services, Inc.
 DTE Coal Services, Inc.
 Plug Power, L.L.C.
 DTE Energy Trading, Inc.
 MCN Energy Group
 MichCon
 Alliance Energy Companies Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Anthony F. Earley, Jr., CEO
 Gerard M. Anderson, Pres.
 Gerard M. Anderson, COO
 David E. Meador, Sr. VP-CFO
 Michael E. Champley, Sr. VP-Energy Mktg. and Trading
 S. Martin Taylor, Sr. VP-Human Resources
 Lynne Ellyn, Sr. VP-CIO
 Daniel G. Brudzynski, Controller
 Susan M. Beale, VP-Corp. Sec.
 Eric H. Peterson, Sr. VP-General Counsel
 Lee Dow, Sr. VP-Strategic Planning and Dev.
 Michael C. Porter, VP-Corp. Comm.
 S. Martin Taylor, VP-Corp. and Public Affairs
 Larry G. Garberding, Exec. VP
 Harold Gardner, Sr. VP-Corp. Services
 Douglas R. Gipson, Exec. VP-Power Generation/Chief Nuclear Officer

Phone: 313-235-4000 **Fax:** 248-223-2150

Toll-Free:

Address: 2000 2nd Ave., Detroit, MI 48226-1279 US

GROWTH PLANS/SPECIAL FEATURES:

DTE Energy Company is an energy and energy technology provider that develops merchant power and industrial energy projects. The Detroit-based firm primarily operates through its main subsidiary, Detroit Edison, which generates, transmits and distributes electricity to 2 million customers in southern Michigan. Its generating capacity of over 11,000 MW is mainly fossil-fueled, and the company is known for its commitment to the environment. In addition, DTE Energy operates Fermi 2, a nuclear power plant, and is currently moving into non-utility businesses such as wholesale power marketing and transporting coal for Detroit Edison and other industrial customers. Large commercial and industrial customers such as energy managers and cooling system installers are target clients for DTE Energy. DTE performs utility pole recycling and landfill gas recovery. Additionally, the company's Plug Power partnership with General Electric is currently marketing fuel cell technology. Recently, DTE Energy merged with MCN Energy Group. The new company has an energy portfolio comprising more than 11,000 megawatts of electric generating capacity, 600 billion cubic feet per year of natural gas deliveries and 130 billion cubic feet of natural gas storage capacity. DTE Energy's electric utility, Detroit Edison, and the former MCN natural gas utility, MichCon, will retain their corporate identities and be operated as subsidiaries of DTE Energy. In other news, DTE Energy Technologies and Samsung Techwin of Seoul, Korea, announced the signing of a memorandum of understanding that provides for the formation of EnergyNow Korea. The companies intend to establish this Korean-headquartered joint venture in early 2002 and may invite other strategic partners to join the venture. Recently, DTE Energy Technologies, a non-regulated subsidiary of DTE Energy, acquired Alliance Energy Companies Ltd., of Minneapolis, a distributor of standby and distributed generation products and services with a network of sales offices in the U.S. and Canada. Of the 50 top-paid persons in the company, seven are minorities, as are 12.7% of all officers and managers and 49% of all new hires.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,632,000 (6 months)	2001 Profits: \$53,000 (6 months)
2000 Sales: \$5,597,000	2000 Profits: \$468,000
1999 Sales: \$4,728,000	1999 Profits: \$483,000
1998 Sales: \$4,221,000	1998 Profits: \$449,000
1997 Sales: \$3,764,000	1997 Profits: \$429,000

Stock Ticker: DTE

Employees: 9,144

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$793,269	Bonus: \$1,105,971
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$436,948	Bonus: \$389,610

COMPETITIVE ADVANTAGE: Diversified businesses/Aggressive acquisition policy.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

DUKE ENERGY CORP**www.duke-energy.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Real Estate
 Natural Gas Transmission
 Energy Services
 Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

Duke Power Company
 DukeNet Communications
 Crescent Resources
 Duke Engineering & Services
 Duke Energy Trading and Marketing
 PanEnergy
 Carolina Light & Power

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard B. Priory, CEO
 Richard B. Priory, Pres.
 Robert P. Brace, Exec. VP/CFO
 Christopher C. Rolfe, VP-Human Resources
 Cecil O. Smith, Jr., Sr. VP-Info. Mgmt.
 Richard W. Blackburn, Sec.
 Richard W. Blackburn, General Counsel
 Ruth G. Shaw, Exec. VP/Chief Admin. Officer
 David L. Hauser, Treas.
 Richard J. Osborne, Exec. VP/Chief Risk Officer
 H. J. Padewer, Group Pres.-Energy Services
 W. A. Coley, Group Pres.-Duke Power
 F.J. Fowler, Group Pres.-Energy Transmission

Phone: 704-594-6200 **Fax:** 704-382-3814**Toll-Free:** 800-873-3853**Address:** 526 S. Church St., Charlotte, NC 28202-1904 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$32,071,000 (6 months)	2001 Profits: \$877,000 (6 months)
2000 Sales: \$49,318,000	2000 Profits: \$1,776,000
1999 Sales: \$21,742,000	1999 Profits: \$1,507,000
1998 Sales: \$17,610,000	1998 Profits: \$1,252,000
1997 Sales: \$16,308,900	1997 Profits: \$901,600

Stock Ticker: DUK
 Employees: 23,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$954,164	Bonus: \$1,908,328
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$500,004	Bonus: \$750,006

COMPETITIVE ADVANTAGE:

Diversified services/Expansion through mergers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 9
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

DYNEGY INC**www.dynegy.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Power Generation
Commodity Trading
Pipelines
Global Communications
Transmission and Distribution

BRANDS/DIVISIONS/AFFILIATES:

Dynegy Marketing and Trade
Dynegy Midstream Services
Dynegy Global Communications
Dynegy Europe
BG Group plc.
BG Storage Limited
Telseon, Inc.
Chevron

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chuck Watson, CEO
Stephen W. Bergstrom, Pres.
Stephen W. Bergstrom, COO
Robert D. Doty, Jr., Sr. VP/CFO
Louis J. Dorey, Pres.-Energy Mktg. & Origination
Andrea Lang, VP-Human Resources
R. Blake Young, Sr. VP-CIO
Michael R. Mott, Sr. VP-Controller
Kenneth E. Randolph, Sec.
Kenneth E. Randolph, General Counsel
Milton L. Scott, Sr. VP-Chief Admin. Officer
Hugh A. Tarpley, Sr. VP-Strategic Investments
Deborah Fiorito, Exec. VP/Chief Comm. Officer
Margaret Nollen, VP-Investor Rel.
Maria Anzilotti, Sr. VP-Corp. Tech.
Marian Davenport, Sr. VP-Dynegy Global Comm.
J. Jolly Hayden, VP-Power Delivery

Phone: 713-507-6400 **Fax:** 713-507-6808**Toll-Free:** 877-439-6349**Address:** 1000 Louisiana, Ste. 5800, Houston, TX 77002-5050
US**GROWTH PLANS/SPECIAL FEATURES:**

Dynegy is an energy and communications solutions provider for North America, the U.K. and continental Europe. The company's commercial interests include broadband and power generation to wholesale, direct and industrial markets and the trading of power, natural gas, coal, emission allowances and weather derivatives. The firm is also involved in the transportation, gathering and processing of natural gas liquids, and the transmission and distribution of gas products and electricity. In addition, Dynegy runs a retail unit that serves the needs of local electric and gas consumers. Its strategy is built around ownership and control of physical assets that open the door to marketing, trading and arbitrage opportunities. The company is divided into four business segments: marketing and trade, midstream services, transmission and distribution and global communications. It has operations outside the U.S. in both Canada and Europe and is penetrating the market as rapidly as deregulation will allow, following a trend towards open competition that is only expected to increase with the passage of time. In recent news, Dynegy Global Communications, a subsidiary of the firm, entered into a network services agreement with Telseon, Inc. The companies are developing an 18 city all-optical network capable of producing scalable, high-bandwidth solutions between multiple points-of-presence in U.S. metro markets. Dynegy recently agreed to acquire BG Storage Limited, a subsidiary of BG Group plc. Related assets of the firm include 30 wells, salt caverns, gas storage facilities and an onshore natural gas processing terminal. In other news, Dynegy announced plans to build a second natural gas processing facility in Chico, Texas. The new Chico gas processing facility will provide an additional 150 million cubic feet per day of processing capacity.

The firm provides employees with a personal paid time bank each year for personal time off. Profit sharing and tuition reimbursement are also available.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$24,980,000 (6 months)	2001 Profits: \$285,000 (6 months)
2000 Sales: \$29,445,000	2000 Profits: \$501,000
1999 Sales: \$15,430,000	1999 Profits: \$151,800
1998 Sales: \$14,258,000	1998 Profits: \$108,400
1997 Sales: \$13,378,400	1997 Profits: \$-102,500

Stock Ticker: DYN

Employees: 5,778

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$1,527,500	Bonus:	\$4,632,814
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$865,580	Bonus:	\$2,628,962

COMPETITIVE ADVANTAGE: Extremely diversified/Plans to acquire Enron.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 6
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ECHOSTAR COMMUNICATIONS CORP**www.echostar.com**

Industry Group Code: 513340 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Satellite Broadcasting
Satellite Products**GROWTH PLANS/SPECIAL FEATURES:**

EchoStar Communications Corporation and its subsidiaries deliver direct-to-home satellite television products and services. The company has three business units, including DISH Network, EchoStar Technologies Corporation and Satellite Services. DISH Network offers direct broadcast satellite subscription (DBS) television service throughout the United States. DBS is a satellite service with frequency allocation and wide spacing between satellites that generally permits higher-powered transmissions than other satellite services and allows for reception with a small dish. DISH Network's five operational satellites enable it to provide over 500 channels of video and audio services to subscribers nationwide. EchoStar Technologies, the engineering division, focuses on the design of satellite receivers, which are necessary for consumers to receive DISH Network programming, and the sale of set-top boxes to international direct-to-home satellite operators. Satellite Services provides video, audio and data services to business television customers and other satellite users. Recently, the firm announced agreements for the construction and delivery of three new satellites, EchoStar VII, EchoStar VIII and EchoStar IX. It is also expanding its offerings to include Internet and high-speed data services by forming a joint venture with OpenTV. A recent agreement with Gilant Satellite Networks enables EchoStar to offer consumers two-way, high-speed satellite Internet access along with DISH Network satellite television programming via a single dish. The company intends to enhance consumer awareness of its products by continuing to form alliances with nationally recognized distributors of other consumer electronics products. It has formed strategic alliances with JVC and Philips, which distribute EchoStar receiver systems under their labels through certain nationwide retailers.

EchoStar offers medical benefits, a matching 401(k) savings plan, profit sharing, an employee stock purchase plan and tuition reimbursement.

BRANDS/DIVISIONS/AFFILIATES:DISH Network
Satellite Services
EchoStar VII
EchoStar Technologies Corp.
EchoStar VIII
EchoStar IX
OpenTV
Gilant Satellite Networks**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Charles W. Ergen, CEO
Steven B. Shaver, COO/Pres.
Michael R. McDonnell
Michael R. McDonnell, CFO
Soraya Hesabi-Cartwright, Sr. VP-Human Resources
Mark W. Jackson, Sr. VP-Satellite Services
Purvish Kothari, Sr. VP/Chief Info. Officer
David Moskowitz, Corp. Sec.
David Moskowitz, Sr. VP/General Counsel
Jason Kiser, Treas.
Michael T. Dugan, Pres., EchoStar Technologies
Steven B. Schaver, Pres., EchoStar International**Phone:** 303-723-1000 **Fax:** 303-723-1499**Toll-Free:****Address:** 5701 S. Santa Fe Dr., Littleton, CO 80120-1838 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,828,200 (6 months)	2001 Profits: \$-164,800 (6 months)
2000 Sales: \$2,715,220	2000 Profits: \$-621,211
1999 Sales: \$1,602,841	1999 Profits: \$-792,847
1998 Sales: \$982,666	1998 Profits: \$-260,882
1997 Sales: \$477,418	1997 Profits: \$-312,825

Stock Ticker: DISH
Employees: 11,000
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$250,007	Bonus:	\$500,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$221,154	Bonus:	\$

COMPETITIVE ADVANTAGE:

Leadership in satellite broadcasting.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

EDISON INTERNATIONAL**www.edison.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 42

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Financing

BRANDS/DIVISIONS/AFFILIATES:

Southern California Edison
 Edison Mission Energy
 Sunrise
 Edison Capital
 Edison Enterprises
 Edison Carrier Solutions
 Edison O&M Services
 Edison Mission Marketing & Trading

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John E. Bryson, CEO
 John E. Bryson, Pres.
 Theodore F. Craver, Jr., CFO
 J. Michael Mendez, Human Resources
 Mahwash Yazdi, CIO
 Thomas M. Noonan, Controller
 Beverly Ryder, Corp. Sec.
 Bryan C. Danner, General Counsel
 Pedro J. Pizarro, VP-Tech. Bus. Dev.
 Beverly Ryder, VP-Comm. Involvement
 Jo Ann Goddard, VP-Investor Rel.
 Theodore F. Craver, Jr., Treas.
 Robert G. Foster, Sr. VP-External Affairs
 Andrea L. Simpson, VP-Corp. Comm.
 Anthony L. Smith, VP-Tax
 Alan J. Fohrer, CEO/Pres., Edison Mission Energy

Phone: 626-302-1212 **Fax:** 626-302-2517

Toll-Free:

Address: 2244 Walnut Grove Ave., Rosemead, CA 91770 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,089,000 (6 months)	2001 Profits: \$-719,000 (6 months)
2000 Sales: \$11,717,000	2000 Profits: \$-1,943,000
1999 Sales: \$9,696,000	1999 Profits: \$623,000
1998 Sales: \$8,860,000	1998 Profits: \$668,000
1997 Sales: \$9,235,000	1997 Profits: \$700,000

Stock Ticker: EIX
 Employees: 18,530
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$1,260,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$617,000	Bonus: \$711,600

COMPETITIVE ADVANTAGE:

One of the largest utilities in the world/Highly diversified.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y

EDWARDS LIFESCIENCES CORP**www.edwards.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 16 Profits: 18

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Cardiovascular Disease Related
 Cardiac Surgery Products
 Critical Care Products
 Vascular Products
 Tissue Heart Valves
 Oxygenators
 Blood Containers
 Heart-Lung Equipment

BRANDS/DIVISIONS/AFFILIATES:

Gunstar Surgical Innovations, LLC.
 Edwards Lifesciences Cardiovascular Resources
 Jostra AG
 World Heart Corporation
 Novacor
 Baxter International
 CardioFocus, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael A. Mussalim, CEO
 Bruce Bentcover, CFO
 Rob Reindl, Human Resources
 Stuart L. Foster, VP-Tech.
 Randel W. Woodgrift, VP-Mfg.
 Bruce P. Garren, VP-Corp. Sec.
 Bruce P. Garren, VP-General Counsel
 John H. Kehl, Jr., VP-Corp. Dev.
 Andre-Michel Ballester, VP-Europe and Intercontinental
 Anita B. Bessler, VP-Global Franchise Management
 J. Randall Nelson, VP-North America

Phone: 949-250-2500 **Fax:** 949-250-2525**Toll-Free:** 800-424-3278**Address:** 1 Edwards Way, Irvine, CA 92614 US**GROWTH PLANS/SPECIAL FEATURES:**

Edwards Lifesciences is an international leader in providing products and services for cardiovascular disease. The firm designs, develops, manufactures and markets tissue heart valves and heart valve repair products. Edwards' operations are comprised of four main divisions: cardiac surgery, critical care, vascular and perfusion products and services. Vascular products include a line of balloon-tipped, catheter-based products, surgical clips and inserts. Edwards Lifesciences develops and markets critical-care monitoring devices that include hemodynamic monitoring devices, which are used for measuring heart pressure and output during surgery. The company's cardiovascular unit develops, manufactures and markets disposable cardiopulmonary products used during cardiopulmonary bypass. Edwards' perfusion products include a range of disposable and hardware products that are used during cardiopulmonary bypass procedures. The firm's products and services are supplied throughout 80 countries via direct sales and distributor relationships. Manufacturing plants exist in Brazil, the Dominican Republic, Japan, the Netherlands, Puerto Rico, Switzerland and the United States. Edwards recently sold its U.S. perfusion services subsidiary to Fresenius Medical Care A.G. This sale is consistent with the company's earlier divestiture of its Bentley line of perfusion products, and its new strategic goal of increasing focus on core franchises and targeted investments in order to apply technology to unmet clinical needs. In other news, the firm entered into an exclusive multi-year agreement to develop and distribute products from CardioFocus, Inc. Specifically, Edwards will concentrate on products for use in the treatment of cardiac arrhythmias using the company's surgical photonic ablation technology. Under the agreement, Edwards will have the exclusive right to distribute certain CardioFocus products in the field of cardiac surgery and will collaborate in the development of additional products in the field.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$384,000 (6 months)	2001 Profits: \$-44,000 (6 months)
2000 Sales: \$804,000	2000 Profits: \$-272,000
1999 Sales: \$905,000	1999 Profits: \$82,000
1998 Sales: \$865,000	1998 Profits: \$62,000
1997 Sales: \$879,000	1997 Profits: \$-52,000

Stock Ticker: EW
 Employees: 5,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$498,077	Bonus: \$550,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$269,231	Bonus: \$210,600

COMPETITIVE ADVANTAGE:

Global leader in products and services for late stage cardiovascular disease/Worldwide distribution.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		Y

EL PASO CORP**www.epenergy.com**

Industry Group Code: 486210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Gas Pipelines
 Marketing of Natural Gas and Electricity
 Marketing of Natural Gas Liquids
 Marketing of Crude Oil and Refined Products
 Power Generation
 Development & Operation of Energy Infrastructures.
 Telecommunications Networks

BRANDS/DIVISIONS/AFFILIATES:

El Paso Energy Corporation
 Colorado Interstate Gas Company
 El Paso Global Networks
 East Tennessee Natural Gas
 El Paso Natural Gas
 Coastal Corporation (The)
 El Paso CGP Company
 Velvet Exploration, Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William A. Wise, CEO
 William A. Wise, Pres.
 H. Brent Austin, Exec. VP/CFO
 Joel Richards III, Exec. VP-Human Resources
 Greg G. Jenkins, CEO-El Paso Global Networks
 Jeffrey I. Beason, VP/Controller/Chief Acc. Officer
 Rod D. Erksine, Pres.-El Paso Production
 Britton White, Jr., Exec. VP/General Counsel
 Joel Richards III, Exec. VP-Admin.
 William A. Smith, Exec. VP-Corp. Dev.
 Bruce Connery, VP-Investor Rel.
 C. Dana Rice, Treas.
 Ralph Eads III, Pres.-El Paso Merchant Energy Group
 John W. Somerhalder III, Pres.-Pipeline Group
 Clark C. Smith, Pres.-El Paso North America
 Tom M. Wade, Pres.-El Paso Petroleum Markets

Phone: 713-420-2600 **Fax:** 713-420-6030**Toll-Free:****Address:** 1001 Louisiana Street, Houston, TX 77002 US**GROWTH PLANS/SPECIAL FEATURES:**

El Paso Corporation, formerly El Paso Energy Corporation, was incorporated in 1928. Its principle operations include the interstate and intrastate transportation, gathering and processing of natural gas; the marketing of natural gas, natural gas liquids, electricity, crude oil and refined products; and the development and operation of energy infrastructure facilities worldwide. El Paso Energy Corporation provides comprehensive energy solutions through its strategic business units: El Paso Natural Gas Company, Tennessee Gas Pipeline Company, Southern Natural Gas Company, El Paso Field Services Company, El Paso Merchant Energy Company, El Paso Production Company and El Paso Energy International Company. The company owns North America's largest natural gas pipeline system, both in terms of throughput and miles of pipeline, and has operations in natural gas transmission, gas gathering and processing, gas and oil production, power generation, merchant energy services and international project development. El Paso Global Networks Company is a newly formed telecommunications subsidiary of the company, which offers wholesale data, telecommunications services, and end-to-end connectivity. In a recent development, El Paso Energy Corporation completed its \$24 billion merger with The Coastal Corporation, making El Paso Energy the fourth largest U.S. energy company. In other recent news, El Paso Merchant Energy, a subsidiary of El Paso Corporation, announced plans to build a natural gas-fired, simple-cycle power plant in Augusta Township, Michigan. The power generation facility will be managed by an affiliate of El Paso Merchant Energy. El Paso Corporation, through a wholly owned Canadian subsidiary, recently entered into an agreement to acquire Canadian-based Velvet Exploration Ltd.

Educational assistance, incentive bonus plans and a transport subsidy are offered to employees. A fitness center is also available at corporate headquarters.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$31,117,000 (6 months) 2001 Profits: \$-493,000 (6 months)
 2000 Sales: \$49,268,000 2000 Profits: \$1,306,000
 1999 Sales: \$27,332,000 1999 Profits: \$244,000
 1998 Sales: \$23,773,000 1998 Profits: \$138,000
 1997 Sales: \$19,745,000 1997 Profits: \$836,000

Stock Ticker: EPG
 Employees: 15,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$305,417 Bonus: \$438,000
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$302,500 Bonus: \$396,000

COMPETITIVE ADVANTAGE:

Merger with the Coastal Corporation.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ELECTRONIC ARTS INC**www.ea.com**

Industry Group Code: 511200 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 7 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:	Y			Consulting:		Math and Other:	

TYPES OF BUSINESS:

Computer Software-Video Games
 Publishes and Distributes Software
 Products for PC's and Entertainment Systems

BRANDS/DIVISIONS/AFFILIATES:

FIFA Soccer
 Madden NFL
 NASCAR
 NBA LIVE
 SimCity
 Need For Speed
 Tiger Woods and the PGA TOUR
 Kesmai Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Larry Probst, CEO
 John S. Riccitiello, Pres.
 John S. Riccitiello, COO
 Stan McKee, Exec. VP/CFO
 J. Russell Rueff, Jr., Sr. VP-Human Resources
 Ruth A. Kennedy, Sr. VP/Sec./General Counsel
 Ruth A. Kennedy, Sr. VP/Sec./General Counsel
 Stan McKee, Chief Admin. Officer
 Bing Gordon, Exec. VP/Chief Creative Officer
 Nancy L. Smith, Exec. VP/General Mgr., North American Publishing
 Don Mattrick, Pres.-Worldwide Sales

Phone: 650-628-1500 **Fax:** 650-628-1413

Toll-Free:

Address: 209 Redwood Shores Pkwy., Redwood City, CA 94065
 US

GROWTH PLANS/SPECIAL FEATURES:

Electronic Arts, Inc. is one of the world's leading interactive entertainment software companies. Producing games for both personal computers and video game systems, the company is well known for its award-winning SimCity franchise, the Final Fantasy series and the breakthrough Command and Conquer title. Electronic Arts has released a number of sports games with the cooperation of major professional athletes, including Tiger Woods and Michael Jordan. The firm also developed and distributes the Internet-only game Ultima Online, which has more than 150,000 subscribers. Electronic Arts has focused its expansion toward its goal of being the leading online entertainment provider. The company acquired the Kesmai Corporation, a developer of multi-player online entertainment and a major provider of content for the Games Channel on America Online (AOL). As part of a major agreement with AOL, Electronic Arts created a new business division that develops content solely for the Internet and operates online gaming sites with AOL. Furthermore, the company acquired DreamWorks Interactive, which produces multi-player video games. The acquisition is expected to aid Electronic Arts in developing content for future games. Electronic Arts recently announced distribution and publishing arrangements with LucasArts Entertainment Company LLC, a leading international developer and publisher of interactive entertainment software in Germany, Australia, Asia Pacific and Brazil. The terms of each deal grant Electronic Arts the rights to distribute select future PC and console titles from LucasArts in each respective territory, and the rights to publish select titles in Asia Pacific and Brazil. These new partnerships complement current affiliations between LucasArts and Electronic Arts in Spain and Japan.

Electronic Arts' employee benefits package provides 92% paid dental coverage, vision coverage, referral-based child care, maternity, telecommuting, on-site fitness facilities and no enforced dress code. In addition, the company offers adoption assistance, video game certificates, service awards and a company store.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,322,300 (12 months)	2001 Profits: \$-11,100 (12 months)
2000 Sales: \$1,420,011	2000 Profits: \$116,751
1999 Sales: \$1,221,863	1999 Profits: \$72,872
1998 Sales: \$908,852	1998 Profits: \$72,562
1997 Sales: \$673,028	1997 Profits: \$51,327

Stock Ticker: ERTS
 Employees: 3,500
 Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$590,257	Bonus:	\$511,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$479,295	Bonus:	\$355,673

COMPETITIVE ADVANTAGE: Growing list of entertainment titles for CD-ROM platforms/Strong commitment to R&D.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ELECTRONIC DATA SYSTEMS CORP**www.eds.com**

Industry Group Code: 541512 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Consulting-Independent Systems
Systems Development
Management Consulting
Information Solutions
Process Management
Outsourcing
Systems Integration
Business Process Management

BRANDS/DIVISIONS/AFFILIATES:

eBreviate
EDS Travel and Transportation Group
EDS Manufacturing Group
EDS Communications Group
A.T. Kearney
SUN Microsystems
Microsoft
PLM Solutions

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard H. Brown, CEO
Jeffrey M. Heller, Pres.-COO
James E. Daley, Exec. VP-CFO
Donald R. Uzzi, Sr. VP-Mktg., Comm., Advertising
Troy W. Todd, Exec. VP-Human Resources
Terry Milholland, Chief Tech. Officer
Douglas L. Frederick, VP-Info. Solutions
Charles Saunders, Pres.-Health Care Group
Richard O. King, VP-Mfg.
D. Gilbert Friedlander, Corp. Sec.
D. Gilbert Friedlander, General Counsel
Paul Chiapparone, Exec. VP-Oper.
Bob Segert, VP-Strategy
Reza Jafari, VP-Corp. Comm.
Myrna B. Vance, VP-Investor Relations
Scott Krenz, Treas.
Kim McMann, Pres.-Bus. Process Management
Tina M. Sivinski, Pres.-Energy Global Industries

Phone: 972-604-6000 **Fax:** 972-605-6033**Toll-Free:** 800-566-9337**Address:** 5400 Legacy Dr., Plano, TX 75024 US**GROWTH PLANS/SPECIAL FEATURES:**

Electronic Data Systems Corporation (EDS) is a world leader in applying information technology. EDS offers its clients a continuum of services on a worldwide basis, including the management of computers, networks, information systems, information processing facilities, business operations and related personnel, providing to its clients advantages in cost-effectiveness, speed of implementation and state-of-the-art technology. In delivering these, EDS generally performs one or more of five basic functions, including management consulting services, creation of information technology systems, assembly of information technology platforms, management of information technology operations and management of business operations. A.T. Kearney, one of the largest high-value consulting firms in the world, is the firm's management consulting unit. The subsidiary has expertise in all major industries and offers a full spectrum of services that include strategy and organization, operations, technology solutions and executive search. EDS offers a full range of Internet-related services to assist clients in participation in electronic markets. It serves more than 9,000 accounts in 55 countries in addition to managing over 46,000 servers worldwide. The firm also introduced the Intelligent Network Foundation, which is a next-generation network that provides management and infrastructure support to wireless and conventional platforms. This enables the convergence of voice, video and data systems into a single transparent network. In recent news, EDS' newly formed fifth line of business, PLM Solutions, has signed significant software and services contracts with leading global manufacturers. The contract announcements include multi-million dollar deals with Boeing Military Aircraft and missile Systems, Procter & Gamble and Honeywell Aerospace.

Hours are flexible at the company, which has its own employee wellness division called Lifekey. Job sharing and four day work weeks are also offered. Additional programs include tuition assistance, a GM new vehicle purchase plan and adoption assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$10,078,300 (6 months)	2001 Profits: \$746,100 (6 months)
2000 Sales: \$19,226,800	2000 Profits: \$1,143,300
1999 Sales: \$18,731,300	1999 Profits: \$420,900
1998 Sales: \$16,891,000	1998 Profits: \$743,400
1997 Sales: \$15,235,600	1997 Profits: \$730,600

Stock Ticker: EDS
Employees: 122,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,500,000	Bonus: \$3,412,800
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$712,036	Bonus: \$1,316,270

COMPETITIVE ADVANTAGE:

Excellent customer base, including a major business relationship with GM.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ELECTRONICS BOUTIQUE HOLDINGS CORP www.ebholdings.com

Industry Group Code: 451120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Video Game Stores, Retail
Book Stores
Management Services
Catalogs

BRANDS/DIVISIONS/AFFILIATES:

EBWorld.com
Borders Group, Inc.
Stop 'N Save Software
WaldenSoftware
EBX
BC Sports Collectibles
EBKids
Electronics Boutique, plc

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joseph J. Firestone, CEO
Joseph J. Firestone, Pres.
John R. Panichello, Sr. VP/CFO
Leslie Boris, VP-Human Resources
Seth P. Levy, CIO
Jeffrey W. Griffiths, Sr. VP-Merch.

Phone: 610-430-8100 Fax: 610-430-6574

Toll-Free: 877-222-1061

Address: 931 S. Matlack St., West Chester, PA 19382 US

GROWTH PLANS/SPECIAL FEATURES:

One of the world's largest specialty retailers of electronic games, Electronics Boutique's offerings include video games and PC entertainment software, as well as video game hardware, PC productivity software, PC accessories, interactive toys and trading cards. The company operates 628 stores in 46 states, Puerto Rico, Canada, Australia and South Korea, primarily under the names Electronics Boutique, EBX, BC Sports Collectibles, EBKids and Stop-N-Save Software. To offer value and to discourage comparison shopping, the company maintains an everyday low pricing policy, plus an EB Pre-Sell and EB Reserve List affinity program, as well as a price matching policy known as the EB Code of Honor Program. In addition to retailing activities, the firm provides management services for Electronics Boutique, plc (EB-UK), a leading specialty retailer of electronic games in the United Kingdom, Sweden and Ireland, and for WaldenSoftware stores on behalf of Borders Group, Inc. EB's stores are primarily located in high traffic areas in regional shopping malls and average 1,200 square feet in size. For additional channels of retail the company publishes more than six full color catalogs each year, which range in size from 48 to 100 pages and feature a broad array of products; as well as offering a full selection of merchandise on its internet shop. EB's primary distribution center is a 93,000 sq. ft. facility located in West Chester, Pennsylvania. The company has an additional 50,000 sq. ft. distribution facility in Louisville, Kentucky. Electronics Boutique offers its employees health and retirement plans and merchandise discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$770,800 (12 months)	2001 Profits: \$14,900 (12 months)
2000 Sales: \$730,400	2000 Profits: \$22,800
1999 Sales: \$574,400	1999 Profits: \$20,100
1998 Sales: \$454,000	1998 Profits: \$13,500
1997 Sales: \$339,585	1997 Profits: \$4,900

Stock Ticker: ELBO
Employees: 5,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$529,582	Bonus: \$535,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$257,749	Bonus: \$129,700

COMPETITIVE ADVANTAGE:

International and Internet presence/Relationship with Borders Group.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ELI LILLY & CO**www.lilly.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 8 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Depression
Computer-Based Prescription Drug Claims Processing
Pharmacy Benefit Design
Administration and Management Services
Disease-Management Services
Animal Health Products

BRANDS/DIVISIONS/AFFILIATES:

Axid
Ceclor
Prozac
Integrated Medical Systems, Inc.
Tazidime
Singapore Economic Development Board
InnoCentive LLC.
PCS Health Systems

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sidney Taurel, CEO
Sidney Taurel, Pres.
Charles E. Golden, Exec. VP/CFO
Richard D. Pilnik, VP-Global Mktg. & Sales
Pedro P. Granadillo, VP-Human Resources
August M. Watanabe, Exec. VP-Science & Tech.
Mitchell E. Daniels, Jr., VP & CIO
Michael L. Eagle, VP-Mfg.
Rebecca O. Goss, General Counsel
Mitchell E. Daniels, Jr., Sr. VP-Corp. Strategy and Policy
Richard D. DiMarchi, VP-Research Tech. and Product Dev.
Albertus J. van den Bergh, Pres-European Oper.
Lorenzo Tallarigo, Pres.-Intercontinental Regional Oper.
Gino Santini, Pres-U.S. Oper.

Phone: 317-276-2000 **Fax:** 317-277-6579**Toll-Free:** 800-545-5979**Address:** Lilly Corporate Center, Indianapolis, IN 46285-0001 US**GROWTH PLANS/SPECIAL FEATURES:**

Eli Lilly and Company develops, manufactures and sells pharmaceutical products. Through PCS Health Systems, the company provides health care management services in the U.S., employing more than 35,000 people worldwide. The company markets its medicines in 159 countries, and additionally has major research and development facilities in nine countries. Eli Lilly also conducts clinical trials in more than 30 countries. The firm owns Integrated Medical Systems, Inc., which develops and operates physician-focused medical communication networks. Since Prozac's FDA clearance in 1987, more than 24 million patients suffering from clinical depression have been prescribed the drug. Prozac is the most widely prescribed branded antidepressant worldwide. Eli Lilly's products include central-nervous system agents, anti-infectives, endocrine products, an anti-ulcer agent, oncolytic agents, cardiovascular therapy products, sedatives and vitamins. Eli Lilly recently launched a separate e-business venture, InnoCentive LLC. This is a wholly owned enterprise that will use the power of the Internet to create and enhance open-source scientific research and development. In other news, the company and the Singapore Economic Development Board entered into an agreement for Lilly to establish a groundbreaking R&D center in Singapore that will focus on systems biology. Eli Lilly has also announced plans for a \$100 million research facility to be built at its corporate headquarters in Indianapolis. The building, scheduled for completion in 2003, will provide laboratories for approximately 370 scientists and support personnel engaged in drug discovery research activities. Over the next decade, the company plans to invest \$1 billion in its Indianapolis operations, while creating over 7,500 new jobs.

The company offers employees a week of vacation when they get married, as well as 54 hours of paid vacation yearly for taking care of a sick child. The firm also has an on-site fitness center, flexible hours or telecommuting, parenting leaves and tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,839,200 (6 months)	2001 Profits: \$1,634,500 (6 months)
2000 Sales: \$10,862,200	2000 Profits: \$3,057,800
1999 Sales: \$10,002,900	1999 Profits: \$2,720,900
1998 Sales: \$9,236,800	1998 Profits: \$2,097,900
1997 Sales: \$7,987,700	1997 Profits: \$-385,100

Stock Ticker: LLY
Employees: 35,700
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$759,540	Bonus: \$592,442
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$711,180	Bonus: \$554,710

COMPETITIVE ADVANTAGE: Well-known worldwide for its pharmaceutical products.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ENERGY EAST CORPORATION**www.engyeast.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 37 Profits: 28

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Electricity and Natural Gas Distribution
Energy Marketing and Services

GROWTH PLANS/SPECIAL FEATURES:

Energy East is an energy services and distribution company based in New York, that focuses on delivering it's products to the northeastern part of the U.S. Energy East's natural gas delivery business consists of its regulated natural gas distribution, transportation and storage operations. The company provides long-term incentive rate agreements to customers ensuring price stability, and serves 2 million customers (1.4 million electricity and 600,000 natural gas) in upstate New York and New England, over a 32,000-square-mile service area. During 2000, the company completed mergers with four energy providers in the Northeast, making each of them subsidiaries. CMP Group, Inc., CTG Resources, Inc., Berkshire Energy Resources and Connecticut Energy Corporation are all a part of the firm's regulated electricity distribution, transmission and generation activities. The company is in the process of rationalizing all of its non-utility businesses to ensure that they fit within its strategic focus of energy delivery. In recent news, Energy East Corporation and RGS Energy Group, Inc. have entered into a definitive merger agreement. The combined company will be one of the largest, most diversified energy providers in the Northeast, and will serve half of upstate New York. RGS Energy is a holding company with its regulated energy business conducted through Rochester Gas & Electric, and its unregulated business through Energetix. Energetix and its subsidiary, Griffith Energy, are unregulated companies offering a full line of energy products including electricity, natural gas, home heating oil, propane and a variety of energy services throughout upstate New York. RGS Energy will become a wholly owned subsidiary of Energy East.

BRANDS/DIVISIONS/AFFILIATES:

Connecticut Natural Gas Corporation
Southern Connecticut Gas Company (The)
Central Maine Power Company
Berkshire Gas Company (The)
RGS Energy
Rochester Gas and Electric
Energetix
Griffith Energy

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Wesley W. von Schack, CEO
Wesley W. von Schack, Pres.
Wesley W. von Schack, CFO
Richard R. Benson, VP-Human Resources
Robert E. Rude, Controller
Kenneth M. Jasinski, Exec. VP/Sec.
Kenneth M. Jasinski, Exec. VP/General Counsel
Robert D. Kump, VP/Treas.
Denis E. Wickham, Sr. VP-Transmission, Supply
Angela M. Sparks, VP-Governmental Affairs
Michael I. German, Pres.-The Energy Network
Sara J. Burns, Pres.-Central Maine Company

Phone: 518-434-3049 **Fax:** 607-762-4345**Toll-Free:****Address:** P.O. Box 12904, Albany, NY 12212 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,120,100 (6 months)	2001 Profits: \$142,200 (6 months)
2000 Sales: \$2,959,500	2000 Profits: \$235,000
1999 Sales: \$2,278,600	1999 Profits: \$218,800
1998 Sales: \$2,499,600	1998 Profits: \$194,200
1997 Sales: \$2,170,100	1997 Profits: \$175,200

Stock Ticker: EAS

Employees: 5,721

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Long term history of profitable growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

ENTERGY CORP**www.entergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 12 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Natural Gas Utility
 Energy Management
 Security Monitoring
 Telecommunications Services

BRANDS/DIVISIONS/AFFILIATES:

FPL
 System Energy Resources, Inc.
 Entergy Louisiana, Inc.
 Entergy Operations Services, Inc.
 Entergy London Investments PLC
 Entergy Gulf States
 Entergy-Koch
 Damhead Creek Plant

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J. Wayne Leonard, CEO
 Donald Hintz, Pres.
 John Wilder, Exec. VP/CFO
 Gary Clary, VP-Human Resources
 Michael G. Thompson, Sr. VP/General Counsel
 Frank F. Gallaher, Exec. VP/Oper.
 Arthur E. F. Wiese, Jr., VP-Corp. Comm.
 Nancy Morovich, VP-Investor Rel.
 Naomi A. Nakagama, Treas.
 Horace Webb, Sr. VP-External Affairs
 Geoffrey Roberts, Pres.-Wholesale Oper.
 Richard Smith, Pres.-Retail Oper.
 Tom Wright, Sr. VP-Merger Integration

Phone: 504-576-4000 **Fax:** 504-576-4428

Toll-Free:

Address: 639 Loyola Ave., New Orleans, LA 70113 US

GROWTH PLANS/SPECIAL FEATURES:

Entergy Corporation engages in the domestic and foreign electric utility business, other domestic energy-related enterprises and telecommunications-based businesses. The company has five wholly owned domestic retail electric subsidiaries: Entergy Arkansas, Entergy Gulf States, Entergy Louisiana, Entergy Mississippi and Entergy New Orleans. The company supplies energy to approximately 4.8 million customers, about half of whom reside in portions of Arkansas, Louisiana, Mississippi and Texas; the other half reside in the global markets of London, Australia and Argentina. In addition, Entergy Gulf States furnishes natural gas utility service in and around Baton Rouge, Louisiana; while Entergy New Orleans provides natural gas utility service in New Orleans, Louisiana. Entergy is among the top 10 power marketers in the U.S., selling electricity wholesale and offering a broad range of energy management, security monitoring and telecommunications services. In recent news, Entergy announced binding agreements to sell its 1,200-megawatt power plant at Saltend near Hull, Yorkshire, England, to Calpine Corporation. With the execution of the binding agreements, Calpine will assume market, and regulatory risks associated with Saltend. Entergy will continue to own and operate the 800-megawatt gas-fired plant at Damhead Creek, approximately 30 miles from London, which recently began commercial operations. The Damhead Creek plant is an important part of the company's European strategy because it provides a complement to Entergy-Koch's marketing and trading activities in the British and Welsh markets.

The company provides employees with educational assistance, fitness centers, alternative work schedules and matching educational gift contributions. Incentive plans based on performance goals are also offered.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,147,700 (6 months)	2001 Profits: \$406,500 (6 months)
2000 Sales: \$10,016,100	2000 Profits: \$710,900
1999 Sales: \$8,773,200	1999 Profits: \$595,000
1998 Sales: \$11,494,800	1998 Profits: \$785,600
1997 Sales: \$9,538,900	1997 Profits: \$300,900

Stock Ticker: ETR
 Employees: 14,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$836,538	Bonus: \$1,190,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$570,096	Bonus: \$743,000

COMPETITIVE ADVANTAGE:

Diversified services in non-regulated businesses/Massive customer base..

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

EQUIFAX INC**www.equifax.com****Industry Group Code:** 561450 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Credit Reporting, Financial Services
 Online Payment Services
 Check Authorization
 Credit Risk Consulting

BRANDS/DIVISIONS/AFFILIATES:

Equifax PayNet Secure
 Equifax Behavioral Insights
 Compliance Data Center, Inc.
 SEK S.r.l.
 elDverifier
 QuickMatch
 First Bankcard Systems, Inc.
 Credit Union Card Services, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas F. Chapman, CEO
 Lee A. Kennedy, Pres.
 Lee A. Kennedy, COO
 Phillip J. Mazzilli, CFO/VP-Finance
 Karen H. Gaston, Corp. VP-Human Resources
 C. Richard Crutchfield, Group Exec., Europe/Chief Tech. Officer
 William V. Catucci, Group Exec., North American Info. Services
 Michael T. Volkammer, Corp. VP/Controller
 Marietta Edmunds Zakas, Corp. Sec.
 Bruce S. Richards, Corp. VP/General Counsel
 John T. Chandler, Corp. VP/Chief Admin. Officer
 Karen H. Gaston, Corp. VP-Community Relations
 Marietta Edmunds Zakas, Corp. VP-Comm. & Investor Relations
 Michael J. Schirk, Treas.
 William R. Phinney, Exec. VP/Group Exec.-Latin America
 Larry J. Towe, Exec. VP/Group Exec.-Payment Services
 Richard Crutchfield, Exec. VP/Group Exec.-Europe

Phone: 404-885-8000 **Fax:** 404-885-8682**Toll-Free:****Address:** 1550 Peachtree St., NW, PO Box 4081, Atlanta, GA 30309 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$574,700 (6 months)	2001 Profits: \$77,600 (6 months)
2000 Sales: \$1,965,881	2000 Profits: \$228,022
1999 Sales: \$1,772,694	1999 Profits: \$215,877
1998 Sales: \$1,620,978	1998 Profits: \$193,433
1997 Sales: \$1,366,087	1997 Profits: \$183,737

Stock Ticker: EFX
Employees: 12,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$626,961	Bonus: \$65,831
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$382,692	Bonus: \$169,355

COMPETITIVE ADVANTAGE: Databanks on consumers' credit and health care claims/Largest credit bureau in the U.S.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

ESTEE LAUDER COS INC**www.elcompanies.com**

Industry Group Code: 325600 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cosmetics, Fragrances and Skin Care Products Manufacturing
Toiletries
Hair Care Products

BRANDS/DIVISIONS/AFFILIATES:

Aveda
Bobbi Brown Essentials
Clinique
Jane
Aramis
Tommy Hilfiger
Cela Cosmetics S.A.
ELCA Cosmetics Limited.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Fred H. Langhammer, CEO
Patrick Bousquet-Chavanne, Pres.
Richard W. Kunes, CFO
Andrew J. Cavanaugh, Sr. VP-Human Resources
Joseph Gubernick, VP-Research & Dev.
Paul E. Konney, Corp. Sec.
Paul E. Konney, General Counsel
Edward M. Straw, Pres.-Global Oper.
Sally Susman, Sr. VP-Global Comm.
Daniel J. Brestle, Pres.
Evelyn H. Lauder, Sr. VP

Phone: 212-572-4430**Fax:** 212-893-7782**Toll-Free:****Address:** 767 5th Ave., New York, NY 10153 US**GROWTH PLANS/SPECIAL FEATURES:**

New York City-based Estee Lauder Companies, Inc. is a global leader in the upscale makeup, fragrances and skin care market, and is responsible for nearly half of all prestigious makeup sales in the United States. The company's well-known brands include Estee Lauder, Clinique, Bobbi Brown Essentials, Prescriptives, Jane Cosmetics and Aveda. The firm's customer base has expanded to encompass a more youthful market through the acquisitions of the Jane and M.A.C. cosmetics lines, which are sold at several chain stores throughout the United States, including Target. Other distribution channels have been established to expand product reach, and several additional mass merchandisers and salons now carry Estee Lauder's product line. Over 300 freestanding stores, most of which exclusively carry the Aveda, M.A.C. and Origins lines of cosmetics, exist along with approximately 1 million catalogs that reach homes throughout America. Clinique, Origins and Bobbi Brown Essentials now sell products online, and Clinique's Happy fragrance is the top selling fragrance in the United States. Clinique is also responsible for top-selling franchised Tommy Hilfiger fragrances, including Hilfiger Athletics and Tommy Girl. Manufacturing facilities are located in the United States, Belgium, Switzerland, the United Kingdom and Canada. The firm's products are sold in over 120 countries and territories worldwide. In recent news, the company entered into a joint venture with the Sarantis group of companies. The agreement calls for the distribution and marketing of the brands of the Estee Lauder Companies in Greece, Romania and Bulgaria through a jointly owned new company, ELCA Cosmetics Limited. The firm also recently purchased the remaining interest in Cela Cosmetics S.A., which concentrates on building distribution of the company's products in the Chilean, Peruvian and Bolivian markets. It distributes the Estee Lauder, Clinique and Aramis brands as well as Tommy Hilfiger, Donna Karan and DKNY fragrances. Estee Lauder offers cosmetic discounts to employees. Additionally, the company offers tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,608,100 (12 months)	2001 Profits: \$305,200 (12 months)
2000 Sales: \$4,366,800	2000 Profits: \$314,100
1999 Sales: \$3,961,500	1999 Profits: \$272,900
1998 Sales: \$3,618,000	1998 Profits: \$236,800
1997 Sales: \$3,381,600	1997 Profits: \$197,600

Stock Ticker: EL
Employees: 19,900
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,920,000	Bonus: \$4,880,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,900,000	Bonus: \$2,400,000

COMPETITIVE ADVANTAGE: A leader in using promotional packages to increase sales.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

EXELON CORPORATION**www.exeloncorp.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 17 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Energy Services
 Electric and Natural Gas Distributor
 Nuclear Power Generation
 Telecommunications and Infrastructure Services

BRANDS/DIVISIONS/AFFILIATES:

Northwind Technology
 Exelon Thermal Technologies
 UniGridEnergy.com
 AmerGen Energy Company, LLC.
 Unicom
 Sithe Energies, Inc.
 ComEd
 PECO Energy Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Corbin A. McNeil, Jr., Co-CEO
 John W. Rowe, Pres./Co-CEO
 Ruth Ann M. Gillis, Sr. VP/CFO
 S. Gary Snodgrass, Sr. VP-Chief Human Resources Officer
 Said Ziai, VP-Corp. Planning
 Elizabeth Anne Moler, Sr. VP-Government Affairs and Policy
 Pamela B. Strobel, Exec. VP-Energy Delivery
 Michael J. Egan, Exec. VP-Enterprises
 Oliver D. Kingsley, Jr., Chief Nuclear Officer
 Kenneth G. Lawrence, Sr. VP

Phone: 312-394-7398 **Fax:** 630-663-7599**Toll-Free:****Address:** 37th Floor, 10 South Dearborn Street, Chicago, IL 60690 US**GROWTH PLANS/SPECIAL FEATURES:**

Exelon Corporation, a provider of energy services, is the new company formed from the merger of Unicom and PECO Energy. Through subsidiaries that include PECO and ComEd, Exelon operates in three business segments. The first is Energy delivery, consisting of the retail electricity distribution and transmission businesses of ComEd and PECO, and the natural gas distribution business of PECO. Secondly, its power generation business consists of electric generating facilities, power marketing operations and equity interests in Sithe Energies, Inc. and AmerGen Energy Company, LLC. Exelon's third business division incorporates various enterprises that include retail energy sales, energy and infrastructure services, communications and related investments. A recent restructuring has resulted in the separation of its generation and other competitive businesses from its regulated energy delivery business. As part of the restructuring, the non-regulated operations and related assets of ComEd and PECO were transferred to separate Exelon subsidiaries. Exelon Capital Partners is the corporate venture capital subsidiary that identifies and invests in new growth opportunities. Unicom Energy and Exelon Energy have joined to form, under the name Exelon Energy, one of the largest unregulated suppliers of natural gas and electricity in the U.S., with a distribution customer base of approximately 5 million. UniGridEnergy.com is a subsidiary that operates a marketplace which connects buyers and sellers of electricity and natural gas, and provides a current view of the industry landscape. Exelon Thermal Technologies provides environmentally friendly large-scale district cooling through its exclusive Northwind technology. In recent news, Exelon is eliminating 292 positions based on redundancies and efficiencies, as part of the anticipated job reductions announced in conjunction with the merger of Unicom and PECO Energy.

Benefits offered to employees include tuition reimbursement and membership in the Athletic Association - which covers a wide range of sports.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,474,000 (6 months)	2001 Profits: \$714,000 (6 months)
2000 Sales: \$7,499,000	2000 Profits: \$586,000
1999 Sales: \$5,478,000	1999 Profits: \$570,000
1998 Sales: \$5,325,000	1998 Profits: \$512,700
1997 Sales: \$4,601,000	1997 Profits: \$-1,497,100

Stock Ticker: EXC

Employees: 29,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$989,423	Bonus: \$1,180,269
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$855,830	Bonus: \$1,081,472

COMPETITIVE ADVANTAGE: Highly diversified businesses.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y		Y	

EXPRESS SCRIPTS INC**www.express-scripts.com/other**

Industry Group Code: 522210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Pharmacy Benefits Management
 Mail and Internet Pharmacies
 Formulary Management
 Integrated Drug and Medical Data Analysis
 Market Research Programs
 Medical Information Management
 Workers' Compensation Programs
 Informed-Decision Counseling

BRANDS/DIVISIONS/AFFILIATES:

ValueRx, Inc.
 Great Plain Reinsurance Company
 Health Management Services, Inc.
 Express Health Line
 Managed Prescription Network, Inc.
 Practice Patterns Science, Inc.
 Value Health, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Barrett A. Toan, CEO
 Barrett A. Toan, Pres.
 David A. Lowenberg, COO
 George Paz, Sr. VP-CFO
 Stuart Bascomb, Exec. VP-Sales
 Karen Matteuzzi, Dir.-Human Resources
 Robert W. Davis, Sr. VP-CIO
 Thomas M. Boudreau, General Counsel
 Mark O. Johnson, Sr. VP-Admin.
 Joseph W. Plum, VP-Chief Accounting Officer
 Linda L. Logsdon, Exec. VP-Health Management Services
 Terrence D. Arndt, Sr. VP-Mktg.
 Stuart L. Bascomb, Exec. VP-Provider Relations

Phone: 314-770-1666 **Fax:** 314-702-7037**Toll-Free:****Address:** 13900 Riverport Dr., Maryland Heights, MO 63043 US**GROWTH PLANS/SPECIAL FEATURES:**

Express Scripts, Inc. is one of the nation's largest independent pharmacy benefit managers, providing pharmacy service and pharmacy benefit plan design consultation for more than 10,000 clients. The company's core services include pharmacy network management, mail and Internet pharmacies, formulary management, targeted clinical programs, integrated drug and medical data analysis, market research programs, medical information management, workers' compensation programs and informed-decision counseling. Express Scripts provides progressive health care management by leveraging expertise in pharmacy benefit management (PBM) in order to positively impact clients' total health care benefits. The firm combines pharmacy and medical claims data to develop new strategies for decreasing total health care spending and improving health outcomes. The PBM business provides managed prescription drug services to 45.2 million members in the United States and Canada. Health Management Services, a subsidiary, provides comprehensive demand and disease management support services through a 24-hour call center staffed by registered nurses and pharmacists. Another unit, Practice Patterns Science, offers practice variation analysis and disease management support services that link health care data from all points of care. Through pharmacy network management, Express Scripts contracts with retail pharmacies to provide prescription drugs to members of its pharmacy benefit plans. In the U.S., these pharmacies typically discount the price at which they will provide drugs to members in return for designation as a network pharmacy. The company manages over 400 networks of pharmacies that are geared to meet the specific needs of clients. Recently, the firm began to focus its business model on chronic biotech and injectable drugs due to the potential market opportunities available in this field.

Express Scripts, Inc. offers its employees a benefits program that includes tuition reimbursement, disability coverage and prescription drug benefits.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,262,600 (6 months)	2001 Profits: \$58,300 (6 months)
2000 Sales: \$6,786,900	2000 Profits: \$-9,100
1999 Sales: \$4,288,100	1999 Profits: \$150,200
1998 Sales: \$2,824,900	1998 Profits: \$42,700
1997 Sales: \$1,230,600	1997 Profits: \$33,400

Stock Ticker: ESRX
 Employees: 5,259
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$650,000	Bonus: \$1,170,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$370,000	Bonus: \$588,513

COMPETITIVE ADVANTAGE:

Leading U.S. independent pharmacy benefit manager.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	Y

EXXON MOBIL CORPORATION**www.exxon.mobil.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Gas Refining and Supply
 Fuels Marketing
 Electric Power Generation
 Mineral Exploration
 Coal
 Chemicals

BRANDS/DIVISIONS/AFFILIATES:

Mobil Oil
 Exxon Company, International
 Exxon Coal and Minerals Company
 Exxon Chemical Company
 Exxon Exploration Company
 Exxon China, Inc.
 Exxon Research and Engineering Company
 Exxon Ventures (CIS), Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lee R. Raymond, CEO
 Lee R. Raymond, Pres.
 Timothy J. Hearn, VP-Human Resources
 Donald D. Humphreys, VP/Controller
 Charles W. Matthews Jr., VP/General Counsel
 P.C. Tan, General Mgr.-Corp. Planning
 Kenneth P. Cohen, VP-Public Affairs
 T. Peter Townsend, VP-Investor Relations
 Frank A. Risch, VP/Treas.
 Paul E. Sullivan, VP/General Tax Counsel
 Rene Dahan, Sr. VP
 Harry J. Longwell, Sr. VP
 Eugene A. Renna, Sr. VP

Phone: 972-444-1000 **Fax:** 972-444-1350**Toll-Free:****Address:** 5959 Las Colinas Blvd., Irving, TX 75039-2298 US**GROWTH PLANS/SPECIAL FEATURES:**

In 1999, Exxon Corporation and Mobil Corporation merged, forming Exxon Mobil Corporation (ExxonMobil). Coincident with the merger, ExxonMobil announced a new organizational structure built on a concept of 11 separate global businesses. Each is designed to allow the company to compete more effectively in a changing worldwide energy industry. The five global upstream businesses are exploration, development, production, gas marketing and upstream research. The four global downstream businesses are refining and supply, fuels marketing, lubricants and petroleum specialties and technology, plus a chemical company and a coal and minerals company. Divisions and affiliated companies of the firm operate or market products in the United States and about 200 other countries. Their principal business is energy, involving exploration for and production of crude oil and natural gas, manufacturing of petroleum products and transportation and sale of crude oil, natural gas and petroleum products. ExxonMobil is a major manufacturer and marketer of basic petrochemicals, including olefins, aromatics, polyethylene and polypropylene plastics and a wide variety of specialty products. The company is also engaged in the exploration, mining and sale of coal, copper and other minerals. In addition, the firm has interests in electric power generation facilities. In recent news, the firm has joined the California Fuel Cell Partnership, a public-private venture to demonstrate fuel cell vehicles in California and to explore paths to commercialization of this technology. The company has also concluded the first phase of the world's largest LNG sale and purchase agreement with Petronet Ltd. of India. This agreement has begun a period of major gas expansion in Qatar, which includes the building of the world's largest and most cost efficient LNG train at Ras Laffan Industrial City.

The company offers adaptable work arrangements depending on employee needs. The firm also offers superior job training, tuition reimbursement and relocation assistance to employees, as well as adoption expense assistance, employee product discounts and military leaves of absence.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$113,484,000 (6 months)	2001 Profits: \$9,460,000 (6 months)
2000 Sales: \$232,748,000	2000 Profits: \$17,720,000
1999 Sales: \$185,527,000	1999 Profits: \$7,910,000
1998 Sales: \$169,642,000	1998 Profits: \$8,074,000
1997 Sales: \$201,746,000	1997 Profits: \$11,732,000

Stock Ticker: XOM
 Employees: 123,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$2,500,000	Bonus: \$2,700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,500,000	Bonus: \$1,075,000

COMPETITIVE ADVANTAGE: The world's largest oil company.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FACTORY 2 U STORES INC**www.family-bargain.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 10 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Apparel Stores, Retail
Housewares
Footwear
Toys

BRANDS/DIVISIONS/AFFILIATES:

General Textiles
Family Bargain Corporation
Family Bargain Center

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mike M. Searles, CEO
Mike M. Searles, Pres.
Douglas C. Felderman, CFO
Louis Leideimyer, Sr. VP-Human Resources
Tracy W. Parks, CIO
B. Mary McNabb, Exec. VP-Merch.
David E. Hensley, Exec. VP-Store Oper.
Norman G. Plotkin, Exec. VP-Store Dev.

Phone: 858-627-1800 **Fax:** 858-637-4199**Toll-Free:****Address:** 4000 Ruffin Rd., San Diego, CA 92123 US**GROWTH PLANS/SPECIAL FEATURES:**

Factory 2-U Stores, Inc. operates 198 off-price retail apparel and home goods stores under the names Family Bargain Center and Factory 2-U. The company's stores are located throughout Arizona, California, Nevada, New Mexico, Oregon, Texas and Washington, and primarily sell first quality, in-season clothing for men, women and children. The stores additionally feature home goods, with all of the merchandise presented generally priced lower than competing discount and regional off-price stores. Most stores display signs in both English and Spanish and are staffed with bilingual personnel, as a significant portion of the company's customers are of Hispanic or other ethnic origin. The company's primary audience consists largely of blue-collar workers, lower-income families and persons wishing to purchase value-priced merchandise. The playing of locally popular music, the use of brightly colored pennants and occasional festive outdoor promotions enhance the store atmosphere. Factory 2-U, Inc. plans to continue providing its customers with high-quality, value-priced merchandise and to open 60 to 65 stores in the fiscal years 2001-2002. The new stores are planned for states in which the company currently operates, as well as Shreveport, LA and Oklahoma City, OK. The company headquarters are located in a 269,000 square-foot multi-use facility in San Diego, California. This facility consists of 37,000 square feet of office space, an 8,000 square foot retail store and a 224,000 square foot warehouse and distribution center.

The company offers employees medical, retirement and stock purchase plans, as well as merchandise discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$555,670 (12 months)	2001 Profits: \$21,264 (12 months)
2000 Sales: \$421,400	2000 Profits: \$12,442
1999 Sales: \$338,223	1999 Profits: \$2,269
1998 Sales: \$300,592	1998 Profits: \$- 129
1997 Sales: \$252,165	1997 Profits: \$-37,390

Stock Ticker: FTUS

Employees: 5,397

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$600,000	Bonus: \$600,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$215,385	Bonus: \$225,000

COMPETITIVE ADVANTAGE:

Steady growth/Focus on serving low income and bi-lingual consumers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y				

FAMILY DOLLAR STORES INC**www.familydollar.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Discount Stores, Retail
Groceries, Clothing, Household Goods**GROWTH PLANS/SPECIAL FEATURES:**

The Family Dollar Stores, Inc. operates a chain of self-service retail discount stores. The company is one of the fastest growing discount store chains in the United States, and during the last 10 years 1,744 new stores have been added. The firm's main competitive strength lies in the fact that most of its merchandise is sold at a price under \$10, and nothing is sold for more than \$20. Stores are located in a contiguous 39-state area ranging northeast to Maine, southeast to Florida, as far northwest as South Dakota and southwest to Arizona. Stores range in size from 6,000 to 8,000 square feet with most operating under leases. The relatively small store size enables the firm to be flexible with its marketing strategy, allowing it to open new stores in rural areas, small towns as well as in large urban centers. Within these markets, the stores are located in shopping centers or as freestanding buildings that are accessible to the firm's low and low-middle income customer base. The Family Dollar Stores offer a variety of merchandise, including men's, women's, boys', girls' and infants' clothing, shoes, domestic and household products, health and beauty aids, toys, school supplies, candy, snack and other foods, electronics, houseware, giftware, paint, automotive, supplies and seasonal goods. The company purchases its merchandise from approximately 1,825 suppliers, with just over half of its merchandise manufactured in the United States. In recent news, the firm opened 38 new stores, which brings the total number of stores operated to 4,164. The company also continues to achieve record sales and earnings figures.

The company offers employees medical, dental and life insurance, as well as a 401(k) savings plan.

BRANDS/DIVISIONS/AFFILIATES:

Family Dollar Trucking, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Howard R. Levine, CEO
Howard R. Levine, Pres.
R. David Alexander, Jr., COO
R. James Kelly, CFO
Samuel N. McPherson, Sr. VP-Human Resources
Albert S. Rorie, Sr. VP-Info. Tech.
John J. Scanlon, Sr. VP-Merch. and Advertising
George R. Mahoney, Jr., Corp. Sec.
George R. Mahoney, Jr., General Counsel
R. James Kelly, Chief Admin. Officer
Kenneth T. Smith, VP-Bus. Dev.
Bruce E. Barkus, Sr. VP-Store Oper.
Charles S. Gibson, Jr., Sr. VP-Distribution and Logistics
Gilbert A. LaFare, Sr. VP-Real Estate
Irving Neger, Sr. VP-Softlines

Phone: 704-847-6961 **Fax:** 704-847-0189**Toll-Free:****Address:** P.O. Box 1017, Charlotte, NC 28201 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,665,400 (12 months)	2001 Profits: \$189,500 (12 months)
2000 Sales: \$3,132,639	2000 Profits: \$172,017
1999 Sales: \$2,751,181	1999 Profits: \$140,079
1998 Sales: \$2,361,930	1998 Profits: \$103,288
1997 Sales: \$1,994,973	1997 Profits: \$74,677

Stock Ticker: FDO
Employees: 31,200
Fiscal Year Ends: 8/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$1,000,000	Bonus:	\$468,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$450,000	Bonus:	\$314,439

COMPETITIVE ADVANTAGE:

Locations in 38 states/Well-known for offering a wide variety of merchandise at discount prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

FANNIE MAE**www.fanniemae.com****Industry Group Code:** 522310 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Mortgages
Financial Software
Securities

BRANDS/DIVISIONS/AFFILIATES:

Desktop Underwriter
Desktop Home Counselor
FannieMaps Plus
Benchmark Notes
Homepath.com
National Urban League
JP Morgan Chase & Co.
Federal National Mortgage Association

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Franklin D. Raines, CEO
Daniel H. Mudd, COO
J. Timothy Howard, Exec. VP-CFO
Thomas M. Ducey, Sr. VP-Mktg. & Product Dev.
Thomas R. Nides, Sr. VP-Human Resources
Julie St. John, Exec. VP-Chief Tech. Officer
William E. Kelvie, CIO/Exec. VP
Leanne G. Spencer, Sr. VP/Controller
Thomas E. Donilon, Sec.
Thomas E. Donilon, General Counsel
William G. Ehrhorn, Sr. VP-Oper. & Corp. Services
Jayne J. Shontell, Sr. VP-Corp. Dev.
Michael J. Williams, Pres.-Fannie Mae e-Bus.
Chuck Greener, Sr. VP-Comm.
Jayne J. Shontell, Sr. VP-Investor Relations
Linda K. Knight, Sr. VP/Treas.
Louis W. Hoyes, Exec. VP-Single Family Mortgage Bus.
Robert Levin, Exec. VP-Housing and Community Dev.
Adolfo Marzol, Exec. VP-Chief Credit Officer

Phone: 202-752-7000 **Fax:** 202-752-3868**Toll-Free:****Address:** 3900 Wisconsin Ave., NW, Washington, DC 20016 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$24,965,000 (6 months)	2001 Profits: \$2,695,000 (6 months)
2000 Sales: \$44,088,000	2000 Profits: \$4,416,000
1999 Sales: \$36,968,000	1999 Profits: \$3,921,000
1998 Sales: \$31,499,000	1998 Profits: \$3,444,000
1997 Sales: \$27,766,900	1997 Profits: \$3,068,000

Stock Ticker: FNM
Employees: 4,100
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE: The world's largest non-bank financial services company.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

FEDERATED DEPARTMENT STORES INC www.federated-fds.com

Industry Group Code: 452110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Upscale Department Stores, Retail
Catalogs, Retail
Direct Marketing
Online Sales
Wedding Planning
Bridal Registries
Credit Services
Logistics and Operations

BRANDS/DIVISIONS/AFFILIATES:

I-N-C Fashions
Macy's
Fingerhut
Bon Marche (The)
Burdine's
Rich's
Liberty House
Kosugi Sangyo Co., Ltd

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

James M. Zimmerman, CEO
Terry J. Lundgren, Pres.
Karen M. Houget, CFO
Joseph Fecz, Exec. VP-Federated Mktg. Services
Thomas G. Cody, Exec. VP-Human Resources
Joel A. Belsky, Controller
Terry J. Lundgren, Chief Merch. Officer
Terry J. Lundgren, Chief Merchandising Officer
Dennis J. Broderick, Corp. Sec.
Dennis J. Broderick, General Counsel
Jim Frede, Sr. VP-Oper.
David W. Clark, Sr. VP-Organizational Dev.
Carol A. Sanger, Sr. VP-Corp. Comm
James J. Amann, Exec. VP-Strategic Initiatives
Susan Kronick, Pres.-Store Divisions
Rudolph V. Javosky, Sr. VP-Design and Construction
Gary J. Nay, Sr. VP-Real Estate

Phone: 513-579-7000 **Fax:** 513-579-7555

Toll-Free: 800-261-5385

Address: 7 W. Seventh St., Cincinnati, OH 45202 US

GROWTH PLANS/SPECIAL FEATURES:

Federated Department Stores, Inc. (FDS) is one of the United States' leading operators of full-line department stores with more than 400 department stores operating in 34 states. The company's business is conducted through six distinct retail operations, including Bloomingdale's, Macy's, Abraham & Straus/Jordan Marsh, The Bon Marche, Burdine's, Lazarus and Rich's/Goldsmith's (the company closed its Stern's division). FDS's operations offer a variety of merchandise, including men's, women's and children's apparel and accessories; cosmetics; home furnishings; and other consumer goods. The separate branches are diversified by the size of store, merchandising character and character of community served. The company's stores are located principally in densely populated areas throughout the eastern, midwestern, northeastern, northwestern and southeastern regions of the United States. The firm owns a combination of 11 electronic commerce sites in addition to multiple general and specialty merchandise catalogs. The company is also engaged in the business of wedding planning through an e-commerce alliance with WeddingChannel.com, through which its stores offer bridal services such as registry, fashion and planning tools. Recently, FDS's New York-based Federated Merchandising Group division has signed agreements to supply leading department stores in Australia, Chile and Peru with the company's well-known private brand merchandise. Additionally, the company's I.N.C. departments opened this year in 15 department stores in Tokyo, Osaka, Kobe and other major cities in Japan. Operations are being conducted under a license agreement with Kosugi Sangyo Co., Ltd, with the number of in-store I.N.C. departments in Japan expected to increase to 30 within the next two years. In other news, FDS acquired Liberty House, which is Hawaii's largest retailer with over 11 stores.

Federated Department Stores offers superior job training programs, with each division having its own training program and interview process.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$18,407,000 (12 months)	2001 Profits: \$-184,000 (12 months)
2000 Sales: \$17,716,000	2000 Profits: \$795,000
1999 Sales: \$15,365,000	1999 Profits: \$662,000
1998 Sales: \$15,220,000	1998 Profits: \$536,000
1997 Sales: \$14,833,000	1997 Profits: \$266,000

Stock Ticker: FD
Employees: 129,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,250,000	Bonus: \$1,975,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,083,333	Bonus: \$1,120,000

COMPETITIVE ADVANTAGE: Outstanding department store names, excellent merchandising.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FEDEX CORPORATION**www.fedex.com**

Industry Group Code: 492110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Courier Services, Transportation
 Customs Services
 Freight Logistics Services
 Overnight Air Delivery
 Ground Delivery
 International Delivery
 Online Support Services

BRANDS/DIVISIONS/AFFILIATES:

Roberts Express
 Caliber Logistics
 Viking Freight
 American Freightways
 FedEx Freight
 FedEx Trade Networks
 Federal Express
 FDX Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Frederick W. Smith, CEO
 Frederick W. Smith, Pres.
 Alan B. Graf, Jr., Exec. VP/CFO
 T. Michael Glenn, Exec. VP-Market Dev.
 Larry Brown, Chief Personnel Officer
 Robert B. Carter, Exec. VP/CIO
 Kenneth R. Masterson, Corp. Sec.
 Kenneth R. Masterson, General Counsel
 David F. Rebholz, VP-Oper.
 T. Michael Glenn, VP-Market Dev.
 T. Michael Glenn, VP-Corp. Comm.
 David J. Bronczek, Pres./CEO-FedEx Express
 Douglas G. Duncan, Pres./CEO-FedEx Freight
 G. Edmond Clark, Pres./CEO-FedEx Trade Networks

Phone: 901-369-3600 **Fax:** 901-395-2000

Toll-Free: 800-222-7657

Address: 2005 Corporate Avenue, Memphis, TN 38132 US

GROWTH PLANS/SPECIAL FEATURES:

FedEx Corporation (formerly FDX) offers integrated business solutions through a network of subsidiaries operating independently, including: Federal Express, the world's largest express transportation company; FedEx Ground, North America's second largest provider of small-package ground delivery service; FedEx Logistics, an integrated logistics, technology and transportation-solution company; FedEx Custom Critical, the world's largest provider of expedited time-critical shipments; and FedEx Trade Networks, a provider of customs brokerage, consulting, information technology and trade facilitation solutions. More than 2.5 million customers are connected electronically through the FedEx information network. Internationally, the company connects areas of the world that generate 90 percent of the world's gross domestic product through door-to-door customs-cleared service, with a money-back guarantee. The firm's extensive air route authorities and transportation infrastructure combined with its use of leading-edge information technologies makes the company the world's largest express distribution company. Retailers, direct sellers, business-to-consumers, internet sites, business-to-business internet sites and mail order firms of all types rely on FedEx for reliable delivery of merchandise. In early fiscal 2001, FedEx Express and the U.S. Postal Service entered into two service contracts; one for domestic air transportation by Federal Express of postal express shipments and the other for placement of FedEx drop boxes at U.S. post offices.

FedEx practices a no-layoff policy, and offers an annual session in which work groups give feedback to supervisors. The company, which trains its workforce for 48 hours every year, is known for promoting from within. In fact, 16 of Federal Express' 18 Senior Vice Presidents climbed up the ladder from non-management jobs. Of the 50 top-paid employees, five are minorities. Minorities also make up 28.3% of all officers and managers, as well as 56% of all new hires.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$19,629,000 (12 months)	2001 Profits: \$584,400 (12 months)
2000 Sales: \$18,256,900	2000 Profits: \$688,300
1999 Sales: \$16,773,500	1999 Profits: \$631,300
1998 Sales: \$15,872,800	1998 Profits: \$503,000
1997 Sales: \$14,237,900	1997 Profits: \$196,100

Stock Ticker: FDX
 Employees: 215,000
 Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Dominant position in the overnight delivery business/Well-positioned to provide delivery support for merchandise sold over the Internet/Outstanding proprietary technology.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

FIFTH THIRD BANCORP**www.53.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 15 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Mortgages
Trust Services
Insurance Company-Underwriting
Investment Services
Leasing

BRANDS/DIVISIONS/AFFILIATES:

Midwest Payment Systems, Inc.
CitFed Bancorp, Inc.
State Savings Company
The Fifth Third Leasing Company
Fifth Third International Company
Fifth Third/W. Lyman Case & Company
Capital Bank, N.A.
Capital Holdings, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

George A. Schaefer, Jr., CEO
George A. Schaefer, Jr., Pres.
Neal E. Arnold, Exec. VP-CFO
Roger W. Dean, Controller
Michael K. Keating, Exec. VP-General Counsel
Regina G. Livers, VP-Community Affairs Officer
Neal E. Arnold, Treas.
Gerald L. Wissel, Exec. VP-Auditor
Stephen J. Schrantz, Exec. VP
Michael D. Baker, Exec. VP
Robert J. King, Jr, Exec. VP

Phone: 513-579-5300 **Fax:** 513-579-6020**Toll-Free:** 800-837-2755**Address:** 38 Fountain Square Plaza Mail Drop 1090F5,
Cincinnati, OH 45263 US**GROWTH PLANS/SPECIAL FEATURES:**

Fifth Third Bancorp is the holding company of Fifth Third Bank, with branches in Ohio, Kentucky, Florida, Indiana and Arizona. Fifth Third is among the top 30 bank holding companies in the country and among the 15 largest in market capitalization. Through its subsidiaries, the company engages primarily in commercial, retail and trust banking, investment services and leasing activities. The firm also provides credit life, accident and health insurance, discount brokerage services and property management for its holdings. Its subsidiaries consist of The Fifth Third Company, Fifth Third Securities, Inc., The Fifth Third Leasing Company, Midwest Payment Systems, Inc., Fifth Third International Company and Fifth Third/W. Lyman Case & Company. Fifth Third's affiliates provide a full range of financial products and services to the retail, commercial, financial, government, educational and medical sectors, including a wide variety of checking, savings and money market accounts, and credit products such as credit cards, installment loans, mortgage loans and leasing. Fifth Third Bank, through its wholly owned subsidiary, MPS, provides electronic switch services for several regional banks and bank holding companies in Ohio, Kentucky and Illinois. Recently, the company introduced one of the first bank-operated Internet floor plan platforms in the country. FloorNet automates the way Fifth Third's dealership clients manage their floor plan accounts in addition to offering them detailed account information and reporting, access to real-time information, and the ability to add or remove vehicles from floor plans via the Internet. In other news, the firm recently acquired Capital Holdings, Inc. and its subsidiary, Capital Bank, N.A. Capital Holdings has \$1.1 billion in assets and is headquartered in Sylvania, Ohio, a suburb of Toledo.

Fifth Bancorp offers its employees education assistance and a vision discount program. The company also offers a variety of banking services such as free checking, employee credit cards and discounts on mortgage loans.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,763,300 (6 months)	2001 Profits: \$373,200 (6 months)
2000 Sales: \$4,276,000	2000 Profits: \$863,000
1999 Sales: \$3,615,000	1999 Profits: \$668,000
1998 Sales: \$2,654,871	1998 Profits: \$476,128
1997 Sales: \$2,420,852	1997 Profits: \$460,858

Stock Ticker: FITB

Employees: 12,246

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$976,732	Bonus: \$1,462,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$491,142	Bonus: \$380,000

COMPETITIVE ADVANTAGE: Excellent customer base and name recognition/Growth through acquisition.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y		Y

FINISH LINE INC (THE)**www.finishline.com**

Industry Group Code: 448210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Athletic Shoes, Retail
 Activewear

BRANDS/DIVISIONS/AFFILIATES:

Finish Line & Design
 Finish Line (The)
 808
 SPK

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan H. Cohen, CEO
 Alan H. Cohen, Pres.
 Steven J. Schneider, VP-Finance/CFO
 Kevin G. Flynn, Sr. VP-Mktg.
 Cindy Lorentson Cook, Dir.-Human Resources
 Donald E. Courtney, Exec. VP-MIS and Dist.
 Kevin S. Wampler, Controller
 Joseph H. Wood, VP-Merch.
 Michael L. Marchetti, Exec. VP-Store Oper.
 George S. Sanders, VP-Store Dev. & Real Estate

Phone: 317-899-1022 **Fax:** 317-899-0237

Toll-Free: 888-777-3949

Address: 3308 N. Mitthoeffer Road, Indianapolis, IN 46235 US

GROWTH PLANS/SPECIAL FEATURES:

The Finish Line, Inc., together with its wholly owned subsidiary Spike's Holding, Inc., is one of the largest mall based specialty retailers of brand name athletic, outdoor and casual footwear, activewear and accessories in the United States. The company operates 415 stores in 42 states. A Finish Line store generally carries a large selection of men's, women's and children's athletic and casual shoes, as well as a broad assortment of activewear and accessories. Brand names offered by the company include Nike, adidas, Reebok, And 1, KSwiss, New Balance, Timberland, Asics and Skechers. Finish Line's strategy is to create an exciting and entertaining retail environment by continually updating store designs, and to operate a larger store size, which permits greater product depth and merchandising flexibility. Since activewear and accessories generally carry higher gross margins, the firm devotes a greater percentage of its sales area to these products than typical athletic footwear specialty stores. Activewear and accessories accounted for approximately 23% of the company's net sales in fiscal 2000. To make shopping easier for customers, footwear is categorized into definable sections including: basketball, cross-training, running, fitness, tennis, cleated, golf, outdoor, casual and lifestyle. Most categories are available in men's, women's and children's styles. In addition, Finish Line has built a private label apparel program through the introduction of two new private label lines, SPK and 808. SPK meets the needs of value/performance customers by offering high quality basic athletic apparel at introductory price points. 808's graphic driven t-shirts target a college age shopper looking for more contemporary lifestyle apparel. The company has 46,000 square feet of office space and 256,000 square feet of warehouse space in Indianapolis, Indiana.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$663,900 (12 months)	2001 Profits: \$3,700 (12 months)
2000 Sales: \$585,963	2000 Profits: \$15,607
1999 Sales: \$522,623	1999 Profits: \$20,687
1998 Sales: \$438,911	1998 Profits: \$26,734
1997 Sales: \$332,002	1997 Profits: \$18,813

Stock Ticker: FINL
 Employees: 8,960
 Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$265,000	Bonus:	\$15,900
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$231,000	Bonus:	\$9,240

COMPETITIVE ADVANTAGE:

Offers brand name merchandise such as Nike, Fila and Adidas/Typically carries the largest selection of athletic and casual shoes in its trade areas.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

FIRST AMERICAN CORP**www.firstam.com**

Industry Group Code: 524127 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Title Insurance
 Real Estate Information and Services
 Consumer Information and Services
 Employee Screening Services
 Business Information and Services

BRANDS/DIVISIONS/AFFILIATES:

First American Title Insurance Company
 First American Home Buyers Protection Corporation
 e-fin, LLC
 Credit Online, Inc.
 Substance Abuse Management, Inc.
 Credit Management Solutions, Inc.
 Pretiem Corp.
 HireCheck, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Parker S. Kennedy, Pres.
 Thomas A. Klemens, CFO
 Mark R. Arnesen, Corp. Sec.
 Craig I. DeRoy, Exec. VP/General Counsel
 Jo Etta Bandy, VP-Corp. Comm.
 Denise M. Warren, Investor Relations Dir.
 Gary L. Kermott, Ex. VP/Pres., First American Title Insurance Co.
 John W. Long, Ex. VP/Pres., First American Real Estate

Phone: 714-800-3000 **Fax:** 714-541-6372**Toll-Free:****Address:** 1 First American Way, Santa Ana, CA 92707-5913 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,694,700 (6 months)	2001 Profits: \$71,200 (6 months)
2000 Sales: \$2,934,300	2000 Profits: \$82,200
1999 Sales: \$2,988,200	1999 Profits: \$33,000
1998 Sales: \$2,943,900	1998 Profits: \$201,500
1997 Sales: \$1,962,000	1997 Profits: \$67,800

Stock Ticker: FAF
 Employees: 20,346
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$455,172	Bonus: \$300,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$342,720	Bonus: \$250,000

COMPETITIVE ADVANTAGE:

Capitalizes on its market by cross-selling a full range of real estate related financial services/Numerous strategic acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FIRST DATA CORP**www.firstdatacorp.com**

Industry Group Code: 522320 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Credit Card Processing, Financial Services
Electronic Payment Processing
Check Authorization
Processing-Mutual Funds

BRANDS/DIVISIONS/AFFILIATES:

Western Union
Integrated Payment Systems
Orlandi Valuta
First Data Merchant Services
TeleCheck
First Data Financial Services

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ric Duques, CEO
Charles T. Fote, Pres.
Charles T. Fote, COO
Kimberly S. Patmore, Exec. VP/CFO
Janet Harris, Sr. VP-Human Resources
Michael Whealy, Exec. VP/Chief Admin. Officer
William D. Thomas, Pres.- Western Union International
Michael T. Wheely, Exec. VP/Chief Accounting Officer
Eula L. Adams, Sr. Exec. VP-First Data Resources
Pamela H. Patsley, Sr. Exec. VP

Phone: 770-857-0001 Fax: 770-857-0404

Toll-Free: 800-762-0179

Address: 5660 New Northside Dr., Ste. 1400, Atlanta, GA 30328
US**GROWTH PLANS/SPECIAL FEATURES:**

First Data Corporation provides payment instruments, credit card issuer services and merchant processing services. Its Payment Instruments segment includes Western Union, Integrated Payment Systems and Orlandi Valuta companies. This segment is a leading provider of non-bank money transfer and payment services to consumers and commercial entities, including money transfer, official check and money order services. It utilizes a network of about 40,000 agent locations in North America and over 42,000 international agent locations to provide payment instrument transaction services to consumers in 176 countries and territories. Its primary market is comprised of people who periodically need to send or receive cash quickly to meet emergency situations, to send funds to family in other locations or to use non-bank financial services to pay bills or meet other obligations. Card Issuer Services encompasses domestic and international card processing. It provides a comprehensive line of processing and related services to financial institutions issuing credit and debit cards and to issuers of oil and private label credit cards, including information-based products for enhanced decision making and marketing. The segment derives revenues from fees payable under contracts that primarily depend on the number of accounts or transactions processed. The Merchant Processing Services segment is comprised of First Data Merchant Services, TeleCheck (the company's check and bankcard collections business) and First Data Financial Services. It provides merchants with credit and debit card transaction processing services, including authorization, transaction capture, settlement, Internet-based transaction processing, check verification and guarantee and collection services.

First Data offers employees health and life benefits, paid vacations, employee assistance, flexible accounts and scholarship awards.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,039,800 (6 months)	2001 Profits: \$432,900 (6 months)
2000 Sales: \$5,705,200	2000 Profits: \$929,600
1999 Sales: \$5,479,900	1999 Profits: \$1,199,700
1998 Sales: \$5,047,100	1998 Profits: \$465,700
1997 Sales: \$5,198,900	1997 Profits: \$356,700

Stock Ticker: FDC
Employees: 27,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,588,797 Bonus: \$762,000
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$1,310,000 Bonus: \$610,000

COMPETITIVE ADVANTAGE:

Complete line of merchant processing and private label credit card services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FIRST HEALTH GROUP CORP**www.firsthealth.com**

Industry Group Code: 621491 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

PPO
 Insurance Company-Underwriting
 Claims Administration
 Pharmacy Benefit Management
 Utilization Review Services
 Workers' Compensation Services
 Auto Managed Care Services

BRANDS/DIVISIONS/AFFILIATES:

First Health Services Corp.
 First Health Rx
 American Life and Health Insurance Company
 Loyalty Life and Health Insurance Company
 Affordable Health Care Concepts
 First Health
 Occupational-Urgent Care Health Systems, Inc.
 CCN

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James C. Smith, CEO
 Edward L. Wristen, Pres.
 Edward L. Wristen, COO
 Joseph E. Whitters, CFO/VP-Finance
 Patrick G. Dills, Exec. VP-Sales
 Susan T. Smith, Sec.
 Susan T. Smith, General Counsel
 Lottie A. Kurcz, Sr. VP-Strategic Bus. Dev.
 Susan Oberling, Sr. VP-Health Plan Services Administration
 Susan M. Fleming, VP-Product Management
 A. Lee Dickerson, Exec. VP-Provider Networks and Bill Review Admin.
 Mary Anne Carpenter, Ex. VP-Service Products

Phone: 630-737-7900 **Fax:** 630-719-0076

Toll-Free:

Address: 3200 Highland Ave., Downers Grove, IL 60515-1282
 US

GROWTH PLANS/SPECIAL FEATURES:

First Health Group Corp. is one of the nation's premier full-service national health benefits companies. The company specializes in providing large, national employers with a fully integrated, single source for their group health programs. Through its workers' compensation and auto service line, the firm provides a full range of managed care services for insurance carriers, state insurance funds, TPAs and large, self-insured national employers. First Health Group offers claims administration, pharmacy benefits management and clinical management services to state Medicaid and entitlement programs. The firm provides comprehensive pharmacy benefit management services through its First Health Rx division. This division provides clients with retail and mail order pharmacy services from approximately 51,000 participating pharmacies nationwide. The company recently acquired CCN, a national group health, workers' compensation and auto managed care company. In order to achieve growth, the company develops services that can be implemented in a broad range of payor environments and are responsive to the needs of customers. Moreover, the services are developed to be easily replicated and modified in response to changes in the healthcare market. The firm minimizes the cost of services provided by non-network facilities by reviewing clients' non-network claims retrospectively, prior to claims payment, and negotiating a discount on billed charges for prompt payment. The company also evaluates claims for audit potential to determine where the greater savings could be achieved. First Health Group Corp. offers its employees life and health insurance plans, flexible spending accounts, tuition reimbursement and credit union membership.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$275,900 (6 months)	2001 Profits: \$49,700 (6 months)
2000 Sales: \$506,741	2000 Profits: \$82,619
1999 Sales: \$458,500	1999 Profits: \$69,306
1998 Sales: \$503,100	1998 Profits: \$88,000
1997 Sales: \$388,975	1997 Profits: \$7,100

Stock Ticker: FHCC
 Employees: 3,825
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$949,456	Bonus: \$688,764
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$432,699	Bonus: \$114,002

COMPETITIVE ADVANTAGE:

A leading U.S. full-service health benefits company.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

FIRSTENERGY CORPORATION**www.firstenergycorp.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 21 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Mechanical Contracting
 Energy Management
 Air Conditioning
 Energy Trading
 Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

FirstEnergy Ventures
 Toledo Edison
 Illuminating Company (The)
 PennPower
 Ohio Edison
 First Communications
 MARBEL Energy
 GPU

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

H. Peter Burg, CEO
 Anthony J. Alexander, Pres.
 Richard H. Marsh, VP-CFO
 Harvey L. Wagner, Controller
 Mary Beth Carroll, VP
 Nancy C. Ashcom, Corp. Sec.
 Leila L. Vespoli, VP-General Counsel
 Thomas C. Navin, Treas.
 Arthur R. Garfield, Sr. VP
 John A. Gill, Sr. VP
 Earl T. Carey, VP
 Mary Beth Carroll, VP

Phone: 330-384-5712 **Fax:** 330-384-3866**Toll-Free:** 800-736-3402**Address:** 76 S. Main St., Akron, OH 44308-1890 US**GROWTH PLANS/SPECIAL FEATURES:**

FirstEnergy Corp. is a diversified energy services holding company combining the resources of four utility operating companies: Ohio Edison, Pennsylvania Power, The Illuminating Company and Toledo Edison. FirstEnergy comprises the nation's 10th largest investor-owned electric system, and serves 2.2 million customers within 13,200 square miles of northern and central Ohio and western Pennsylvania, with ownership in 16 power plants. FirstEnergy Services Corp. is an umbrella organization offering a wide range of energy-related products and services to companies nationally. It is an unregulated subsidiary of FirstEnergy, with resources that include interests in oil and gas wells, and approximately 5,000 miles of pipelines. The subsidiary also provides energy-related services through 11 mechanical construction, contracting and energy management companies, which provide services such as heating, ventilating, air conditioning, refrigeration, process piping, plumbing and electrical and facility control systems. First Communications is an affiliate of FirstEnergy that offers products including traditional long distance, toll-free services, travel cards, conference calling, advanced data solutions and PCS wireless services. In recent news, FirstEnergy announced a merger agreement with GPU, Inc., a public utility company. Subsidiary GPU Energy serves 2.1 million customers directly through its electric companies in the U.S., and an additional 2.7 million international customers in the United Kingdom, Argentina and Australia. GPU's other subsidiaries include MYR Group, Inc., GPU Advanced Resources, Inc., GPU International, Inc., GPU Nuclear, Inc., GPU Service, Inc. and GPU Telcom Services, Inc. The combination of FirstEnergy and GPU will create the U.S.'s sixth largest investor-owned electric system, based on serving 4.3 million customers within 37,200 square miles of Ohio, Pennsylvania and New Jersey. The combined company would produce approximately \$12 billion in annual revenues and have nearly \$40 billion in assets.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,789,800 (6 months)	2001 Profits: \$243,700 (6 months)
2000 Sales: \$7,029,000	2000 Profits: \$599,000
1999 Sales: \$6,319,600	1999 Profits: \$568,300
1998 Sales: \$5,874,900	1998 Profits: \$410,900
1997 Sales: \$2,961,100	1997 Profits: \$305,800

Stock Ticker: FE
 Employees: 13,830
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$765,616	Bonus: \$420,190
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$505,687	Bonus: \$383,546

COMPETITIVE ADVANTAGE:

One of the nation's largest utility companies.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 6
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

FISERV INC**www.fiserv.com****Industry Group Code:** 514210 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Data & Transaction Processing
 Software System Development
 Virtual Banking
 Information Management Services
 Electronic Fund
 Backroom Automation
 Systems Integration
 Disaster Recovery

BRANDS/DIVISIONS/AFFILIATES:

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leslie M. Muma, CEO
 Leslie M. Muma, Pres./COO
 Kenneth R. Jensen, Sr. Exec. VP/CFO
 Dean C. Schmelzer, Exec. VP-Marketing & Sales
 Jack P. Bucalo, Sr. VP-Human Resources
 Robert H. Beriault, Pres./COO, Securities Group
 Gordon G. Rockafellow, Pres./COO, Trust Services Group
 Daniel F. Murphy, Sr. VP/Dir.-Audit
 Deborah L. Eklund, Pres./CEO, Fiserv LeMans
 Carroll Harrold, Pres., Banklink Business
 Charles W. Sprague, Corp. Sec.
 Charles W. Sprague, General Counsel
 Charles W. Sprague, Exec. VP/Chief Admin. Officer
 Kenneth R. Jensen, Treas.
 Norman J. Balthasar, Pres./COO, Financial Inst. Outsourcing Group
 Frank R. Martire, Pres./COO, Financial Inst.Sys. And Svcs. Group
 Thomas A. Neill, Pres./COO, Products and Services Division
 Howard F. Arner, Pres./COO, Insurance Solutions Group

Phone: 414-879-5000 **Fax:** 414-879-5013**Toll-Free:** 800-872-7882**Address:** 255 Fiserv Dr., Brookfield, WI 53045 US**GROWTH PLANS/SPECIAL FEATURES:**

Fiserv, Inc. is a leading technology resource for information management systems used by the financial industry. The company's core business is serving the needs of banking, lending, insurance, financial planners and securities providers. It operates through three business segments, which include financial institution outsourcing, systems and service; securities processing and trust services; and corporate. The financial institution outsourcing, systems and services segment provides account and transaction processing solutions and services to financial institutions and other financial intermediaries. It provides comprehensive solutions designed to meet the information processing requirements of financial institutions, including account and transaction processing services, item processing, loan servicing and lending systems. These products, services and software solutions are available through multiple delivery channels to financial institutions in the United States, and many of its systems are designed for the unique requirements of financial institutions operating outside of North America. The securities processing and trust services segment provides securities processing solutions and retirement plan administration services to brokerage firms, financial planners and financial institutions. This business allows brokerage firms and financial institutions to gain a technology resource with the volume, management expertise, products and service to help satisfy customer needs. It is a leading provider of retirement plan administration and processing services and offers a full range of trustee services, proprietary software for registered investment advisors, financial seminars and related marketing materials. The corporate segment provides plastic card services and document solutions and includes general corporate expenses. Due to the economies of scale gained through its broad market presence, Fiserv offers clients a selection of information management and data processing solutions designed to meet the specific needs of the ever-changing financial industry.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$926,500 (6 months)	2001 Profits: \$102,800 (6 months)
2000 Sales: \$1,653,606	2000 Profits: \$177,021
1999 Sales: \$1,407,545	1999 Profits: \$137,868
1998 Sales: \$1,233,670	1998 Profits: \$114,274
1997 Sales: \$974,432	1997 Profits: \$90,800

Stock Ticker: FISV
 Employees: 14,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$699,500	Bonus:	\$455,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$625,000	Bonus:	\$350,000

COMPETITIVE ADVANTAGE: Leading provider of technological expertise for the financial industry.**OTHER THOUGHTS:****Apparent Women Officers or Directors:** 2**Hot Spot for Advancement for Women/Minorities:****LOCATIONS: ("Y" = Yes)**

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

FISHER SCIENTIFIC INTERNATIONAL INC www.fisherscientific.com

Industry Group Code: 421450 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 4

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment/Supplies Distributor
Contract Manufacturing
Instrument Calibration Services

GROWTH PLANS/SPECIAL FEATURES:

Fisher Scientific International Inc. is a world leader in servicing the needs of the scientific community. The company provides more than 600,000 products and services to research, health care, industrial, educational and government customers in 145 countries. The firm's products and services enable scientific discovery and clinical laboratory testing for more than 350,000 customers. Fisher strives to serve as a one-stop source for the scientific and laboratory needs of its customers. Products include scientific instruments and equipment, clinical consumables, diagnostic reagents, safety and clean room supplies, laboratory equipment and workstations. Over 80% of the firm's revenue comes from the sales of consumable products. Services include third-party procurement, bench-top delivery, laboratory instrument calibration, repair and contract manufacturing. The company operates an integrated global logistics network that allows for the rapid delivery of products and services. Fisher performs contract manufacturing of chemicals and diagnostics for its pharmaceutical and biotechnology customers. The company has expanded its contract manufacturing operations through the recent acquisitions of the clinical packaging services of Covance, which was renamed as Fisher Clinical Services Inc., and a diagnostic manufacturing facility from Bayer Corporation. In addition, the firm acquired Cole-Parmer Instrument Company, a global manufacturer and distributor of specialty instruments and related equipment to the scientific-research and industrial markets.

BRANDS/DIVISIONS/AFFILIATES:

Fisher Research
Fisher Science Education
Fisher HealthCare
Bayer Corporation
Covance
Fisher Hamilton
Fisher Clinical Services Inc.
Cole-Parmer Instrument Company

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Paul M. Montrone, CEO
David T. Della Penta, Pres.
David T. Della Penta, COO
Kevin P. Clark, CFO
Todd M. DuChene, Corp. Sec.
Todd M. DuChene, General Counsel
Gregory J. Heinlein, Treas.

Phone: 603-926-5911 Fax: 603-926-0222

Toll-Free: 800-395-5442

Address: 1 Liberty Lane, Hampton, NH 03842 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,395,800 (6 months)	2001 Profits: \$-11,500 (6 months)
2000 Sales: \$2,622,300	2000 Profits: \$22,700
1999 Sales: \$2,515,000	1999 Profits: \$23,400
1998 Sales: \$2,294,000	1998 Profits: \$-49,500
1997 Sales: \$2,175,300	1997 Profits: \$-30,500

Stock Ticker: FSH
Employees: 7,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$740,000	Bonus: \$555,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$540,000	Bonus: \$405,000

COMPETITIVE ADVANTAGE:

Provides the industry's broadest range of products, systems, and services for research and testing centers around the globe.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

FLEETBOSTON FINANCIAL CORPORATION**www.fleet.com****Industry Group Code:** 522110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Data Processing
Consumer Banking
Investment Services
Asset Collection
Stock Brokerage
Government Banking Services
Loan Services

BRANDS/DIVISIONS/AFFILIATES:

Fleet Financial Group
AFSA Data Corporation
BancBoston
Columbia Management Company
Fleet Capital Corporation
Fleet Credit Card Services
Quick & Reilly
Robertson Stephens

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Terrence Murray, CEO
Charles K. Gifford, Pres.
Charles K. Gifford, COO
Eugene M. McQuade, CFO
Anne M. Finucane, Exec. VP-Corp. Mktg
Anne Szostak, Exec. VP-Human Resources
Joseph A. Smialowski, VP-Tech. & Oper.
Pamela D. Gormley, Corp. Controller
William C. Mutterperl, Corp. Sec.
William C. Mutterperl, General Counsel
H. Jay Sarles, Chief Admin. Officer
Peter J. Manning, New Bus. Dev.
Anne M. Finucane, Exec. VP-Comm.
Douglas L. Jacobs, Treas.
Ernest L. Puschaver, Chief Acct. Officer
John L. Mastromarino, Exec. VP-Risk Mgmt.
Robert J. Higgins, Pres., Consumer Banking and Investment Services
Henrique C. Meirelles, Pres., Corp. and Global Banking

Phone: 617-434-2200 **Fax:** 617-434-6943**Toll-Free:****Address:** 100 Federal St., Boston, MA 02110 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$10,334,000 (6 months)	2001 Profits: \$673,000 (6 months)
2000 Sales: \$22,608,000	2000 Profits: \$3,420,000
1999 Sales: \$20,026,000	1999 Profits: \$2,038,000
1998 Sales: \$10,002,000	1998 Profits: \$1,532,000
1997 Sales: \$8,095,000	1997 Profits: \$1,303,000

Stock Ticker: FBF
Employees: 53,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$992,200	Bonus: \$5,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$992,200	Bonus: \$4,500,000

COMPETITIVE ADVANTAGE: 1,200 offices nationwide/Continued expansion through acquisition.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

FLEMING COMPANIES INC**www.fleming.com**

Industry Group Code: 422410 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Groceries, Distribution
Food and General Merchandise Distribution
Retail Consulting Services
E-Grocer and Fulfillment Services

BRANDS/DIVISIONS/AFFILIATES:

Baker's
Rainbow Foods
Sentry Foods
ABCO Markets
Food4Less
Thompson Food Basket
Boogaarts Food Stores
Consumers Food & Drug

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark S. Hansen, CEO
William J. Dowd, Pres./COO
Neal J. Rider, Exec. VP/CFO
Tom Dahlen, Exec. VP-Retail & Corp. Mktg.
Scott M. Northcutt, Exec. VP-Human Resources
Robert Doyle, Sr. VP/CIO
Kevin J. Twomey, Controller
Carlos M. Hernandez, Sr. VP/Sec.
Carlos M. Hernandez, General Counsel
Thomas L. Zaricki, Sr. VP-Retail Oper.
William H. Marquard, Exec. VP-Bus. Dev.
John F. Baldi, Sr. VP-e-commerce
Shane Boyd, VP-Corp. Comm.
Meredith C. Anderson, VP-Investor Rel.
Matt Hildreth, Treas./Sr. VP-Finance
David R. Almond, Sr. VP-Admin.
Jeffery M. Joyner, VP-Mktg.
Charles L. Hall, Sr. VP-Real Estate & Store Dev.

Phone: 405-840-7200 **Fax:** 405-841-8149**Toll-Free:****Address:** 6301 Waterford Blvd., Oklahoma City, OK 73126 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,618,500 (6 months)	2001 Profits: \$-1,500 (6 months)
2000 Sales: \$14,443,800	2000 Profits: \$-122,100
1999 Sales: \$14,272,000	1999 Profits: \$-44,700
1998 Sales: \$14,677,900	1998 Profits: \$-510,595
1997 Sales: \$14,966,000	1997 Profits: \$25,392

Stock Ticker: FLM
Employees: 29,567
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$847,115	Bonus: \$1,700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$516,735	Bonus: \$675,000

COMPETITIVE ADVANTAGE: One of the largest food distribution and marketing companies in the U.S.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

FLUOR CORP**www.fluor.com****Industry Group Code:** 230000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Construction Services
 Engineering Services
 Facilities Management
 Procurement Management
 Consulting
 Project Management
 Asset Management
 Staffing Services

BRANDS/DIVISIONS/AFFILIATES:

Fluor Daniel
 Fluor Global Services
 American Equipment Company
 Fluor Signature Services
 Fluor Federal Services

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip J. Carroll, Jr., CEO
 Alan L. Boeckmann, Pres.
 Alan L. Boeckmann, COO
 D. Michael Steuert, CFO
 Mark A. Stevens, Sr. Exec.-Sales & Mktg.
 Lisa Glatch, VP-Human Resources
 Kenneth L. Smith, Pres., Manufacturing & Life Sciences
 Lawrence N. Fisher, Corp. Sec.
 Lawrence N. Fisher, General Counsel
 Lisa Glatch, Sr. VP-Admin.
 Mark A. Stevens, Sr. Exec.-Strategic Planning
 J. Robert Fluor II, VP-Community Rel.
 Lila J. Churney, VP-Investor Rel.
 Robert A. McNamara, Group Exec.-Industrial
 Ronald G. Peterson, Group Exec.-Plant, Property & Equip. Services
 James O. Rollans, Group Exec.-Bus. Services
 David E. Constable, Pres., Telecomm.

Phone: 949-349-2000 **Fax:** 949-349-5271**Toll-Free:****Address:** 1 Enterprise Dr., Alisto Viejo, CA 92656-2606 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 8 months.

2001 Sales: \$6,227,700 (8 months) 2001 Profits: \$41,400 (8 months)
 2000 Sales: \$9,970,200 2000 Profits: \$123,900
 1999 Sales: \$12,417,400 1999 Profits: \$104,200
 1998 Sales: \$13,504,800 1998 Profits: \$235,300
 1997 Sales: \$14,298,500 1997 Profits: \$146,200

Stock Ticker: FLR
 Employees: 47,113
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,050,000 Bonus: \$1,000,000
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$565,021 Bonus: \$300,000

COMPETITIVE ADVANTAGE:

One of the world's leading engineering firms/Contracts with the U.S. Department of Energy.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

FMC CORPORATION**www.fmc.com****Industry Group Code:** 333000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 2

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Industrial Equipment
Equipment and Machinery for the Petroleum Industry
Engineered Products

BRANDS/DIVISIONS/AFFILIATES:

FMC Energy Systems
FMC Technologies, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert N. Burt, CEO
Joseph H. Netherland, Pres.
William H. Schumann III, Sr. VP/CFO
James A. McClung, VP-Worldwide Mktg.
Michael W. Murray, VP-Human Resources
Craig M. Watson, VP/CIO
Ronald D. Mambu, Controller
Stephen F. Gates, Sr. VP/Sec.
Stephen F. Gates, General Counsel
Patricia D. Brozowski, VP-Comm.
Stephanie K. Kushner, VP/Treas.
Gerald R. Prout, VP-Gov't Affairs
Charles H. Cannon, Jr., VP/GM-FMC Food Tech
Kim W. Foster, VP/GM-Agricultural Products Group
Robert I. Harries, VP/GM-Chemical Products Group

Phone: 312-861-6000 **Fax:** 312-861-5913**Toll-Free:****Address:** 200 E. Randolph Dr., Chicago, IL 60601 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,877,900 (6 months)	2001 Profits: \$-326,300 (6 months)
2000 Sales: \$3,925,500	2000 Profits: \$110,600
1999 Sales: \$4,273,600	1999 Profits: \$212,600
1998 Sales: \$4,542,400	1998 Profits: \$106,500
1997 Sales: \$4,259,000	1997 Profits: \$162,400

Stock Ticker: FMC
Employees: 14,802
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$928,175	Bonus: \$1,439,042
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$583,533	Bonus: \$735,076

COMPETITIVE ADVANTAGE:

Capable of building highly engineered oil well components, including those for extremely deep water usage.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FOODARAMA SUPERMARKETS INC

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 13 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Liquor Stores
Garden Centers
Food Processing

GROWTH PLANS/SPECIAL FEATURES:

Formed in 1958, Foodarama Supermarkets, Inc. operates a chain of 22 supermarkets located in central New Jersey, as well as two liquor stores and two garden centers, all licensed as ShopRite. The company additionally operates a central food processing facility, which supplies its stores with various meats, prepared salads, prepared food and other items. Foodarama Supermarkets, Inc. also owns a central baking facility providing its stores with a wide selection of fresh bakery products. The company is a member of Wakefern Food Corporation, the largest retailer-owned food cooperative warehouse in the United States and owner of the ShopRite name. Foodarama Supermarkets, Inc. focuses on incorporating the world class supermarket concept into its stores, which consists of significantly larger than usual supermarkets paired with several exemplary features including fresh fish on ice, prime meat service butcher departments, in-store bakeries, displaying and retailing of international foods, salad bars, snack bars, bulk foods and pharmacies. Through extensive recent renovations, the company has additionally integrated several of these aspects into its conventionally sized supermarkets as well as the world class locations. These stores are considered mini-world-class supermarkets. Currently, 17 of the company's stores are world class, three are mini-world class and two are conventional supermarkets, which the company plans to upgrade in the near future. Over the next three years, Foodarama plans to open four replacement and two new stores as well as expand three existing locations.

BRANDS/DIVISIONS/AFFILIATES:

Foodarama
ShopRite
Wakefern Food Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joseph J. Saker, CEO
Richard J. Saker, Pres.
Richard J. Saker, COO
Michael Shapiro, Sr. VP/CFO
Carl L. Montanaro, Sr. VP-Sales
Robert V. Spires, Sr. VP-Human Resources and Labor Relations
Carl L. Montanaro, Sr. VP- Merch.
Michael Shapiro, Treas.
Joseph C. Troilo, Sr. VP-Financial Admin.
Emory A. Altobelli, Sr. VP-Corp. Subsidiaries

Phone: 732-462-4700 Fax: 732-294-2347

Toll-Free:

Address: 922 Hwy. 33, Bldg. 6, Ste 1, Freehold, NJ 07728 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$695,600 (9 months)	2001 Profits: \$3,200 (9 months)
2000 Sales: \$866,240	2000 Profits: \$2,382
1999 Sales: \$799,693	1999 Profits: \$1,945
1998 Sales: \$697,358	1998 Profits: \$1,780
1997 Sales: \$636,731	1997 Profits: \$1,064

Stock Ticker: FSM
Employees: 5,500
Fiscal Year Ends: 10/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$374,475	Bonus: \$76,742
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$361,201	Bonus: \$69,893

COMPETITIVE ADVANTAGE:

Features world class supermarkets with special food offerings.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

FOOTSTAR INC**www.footaction.com/company.asp**

Industry Group Code: 448210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Shoes, Retail
Athletic Shoes
Leased Shoe Departments

BRANDS/DIVISIONS/AFFILIATES:

Meldisco
Footaction
Melville Corporation
Just For Feet
J. Baker, Inc.
Thom McAn

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J. M. Robinson, CEO
J. M. Robinson, Pres.
Steve Wilson, CFO
Robert D. Ravener, Chief Personnel Officer
Joseph C. Caracappa, CIO
Thomas E. Baumlín, III, Controller
Maureen Richards, Corp. Sec.
Maureen Richards, General Counsel
Richard Brunetti, VP-Store Planning & Construction
Thomas E. Baumlín, III, Sr. VP-Finance
James T. DeVeau, Sr. VP-Logistics
Alan Jones, Sr. VP-Real Estate
Jeffrey A. Gordon, CEO/Pres., Just for Feet

Phone: 201-934-2000 **Fax:** 201-934-0398**Toll-Free:****Address:** 933 MacArthur Blvd., Mahwah, NJ 07430 US**GROWTH PLANS/SPECIAL FEATURES:**

Footstar, Inc. is principally a specialty retailer, conducting business in the branded athletic footwear and apparel and discount footwear segments through its Footaction, recently acquired Just For Feet and Meldisco businesses. Footaction is a leading mall-based specialty retailer of branded athletic footwear, apparel and related accessories that operates 552 stores in 43 states and the Caribbean. This division recently opened 31 new stores, including 23 acquired as part of the Just For Feet asset purchase, and remodeled, relocated or expanded 52 stores. Footaction also closed 23 unprofitable locations. Its future growth is dependent on its ability to open new stores both in malls and in high traffic urban locations. The division's core customers are teens and young adults ages 12 to 24, who constitute over half of store sales. Footaction has created a preferred customer card, called the Star Card, which is designed to build a marketing database that enables the division to communicate directly with customers and gain more information about their buying habits. Star Card members receive customized birthday greetings, selected vendor mailings and Footaction Star magazine. A new feature was added with the introduction of a website at www.footaction.com, allowing customers to view the latest in athletic footwear and apparel. Meldisco is the leading operator of leased footwear departments in the United States, operating in 2,106 Kmart department stores, 920 former PayLess Drug Stores and Thrifty Drug Stores now operating under the name Rite Aid and 22 Safeway stores. In its Kmart licensed footwear departments, Meldisco sells a wide variety of family footwear, including athletic footwear, workshoes and slippers for men, women and children. Footstar recently acquired J. Baker, Inc., which retails discount footwear in 43 states. J. Baker, Inc. will operate as part of the Meldisco division.

The company offers employees medical and retirement plans, as well as a stock purchase program.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,166,200 (6 months)	2001 Profits: \$12,000 (6 months)
2000 Sales: \$2,237,100	2000 Profits: \$60,400
1999 Sales: \$1,880,000	1999 Profits: \$65,800
1998 Sales: \$1,829,100	1998 Profits: \$33,500
1997 Sales: \$1,794,900	1997 Profits: \$80,000

Stock Ticker: FTS
Employees: 21,600
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$737,500	Bonus: \$720,750
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$397,000	Bonus: \$300,000

COMPETITIVE ADVANTAGE:

Largest operator of leased footwear departments/Third largest retailer of discount footwear in the United States.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FORD MOTOR CO**www.ford.com**

Industry Group Code: 336111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Automobile Manufacturer
Automobile Financing
Trucks
Engines
Car Rental
Electric Vehicles

BRANDS/DIVISIONS/AFFILIATES:

Lincoln
Land Rover
The Hertz Corporation
TH!NK
Mazda Motor Corporation
Mercury
Aston Martin
Volvo

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jacques A. Nasser, CEO
Jacques A. Nasser, Pres.
Henry D. Wallace, CFO
Janet E. Klug, VP-Global Mktg.
David L. Murphy, VP-Human Resources
Gerhard F. Schmidt, VP-Research
Marvin W. Adams, CIO
William W. Boddie, VP-Global Core Eng.
James J. Padilla, Group VP-Global Mfg.
Dennis Ross, General Counsel
Shamel T. Rushwin, VP-Vehicle Oper.
James D. Donaldson, Group VP-Global Bus. Dev.
Jason Vines, VP-Comm.
Richard N. Beattie, VP-Investor Rel.
Elizabeth S. Acton, Treas.
James A. Yost, VP-Corp. Strategy
Malcolm S. Macdonald, VP-Finance and Treas. Matters
I. Martin Inglis, VP-Ford North America

Phone: 313-322-3000 **Fax:** 313-845-6073**Toll-Free:** 800-555-5259**Address:** One American Road, Dearborn, MI 48126-2798 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$84,760,000 (6 months)	2001 Profits: \$307,000 (6 months)
2000 Sales: \$170,064,000	2000 Profits: \$3,467,000
1999 Sales: \$162,558,000	1999 Profits: \$7,222,000
1998 Sales: \$144,416,000	1998 Profits: \$22,071,000
1997 Sales: \$153,627,000	1997 Profits: \$6,920,000

Stock Ticker: F
Employees: 345,991
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,625,000	Bonus: \$7,700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$805,000	Bonus: \$2,000,000

COMPETITIVE ADVANTAGE: One of the world's top multi-national corporations.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

FORTUNE BRANDS INC**www.fortunebrands.com****Industry Group Code:** 312140 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Consumer Products Manufacturing
Home Products
Office Products
Golf Products
Spirits and Wine Products

BRANDS/DIVISIONS/AFFILIATES:

Moen
ACCO World Corporation
Titleist
Masterbrand Industries
Pinnacle
Jim Beam
Master Lock
Acushnet Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Norman H. Wesley, CEO
Craig P. Omtvedt, CFO
Nadine A. Heidrich, Controller
Mark A. Roche, Corp. Sec.
Mark A. Roche, General Counsel
Thomas J. Flocco, Sr. VP-Strategy & Corp. Dev.
C. Clarkson Hine, VP-Corp. Comm.
Anthony J. Diaz, VP-Investor Rel.
Mark Hausberg, Treas.
Mark Hausberg, VP-Finance
Allan J. Snape, VP-Bus. Dev.
Daniel J. Waters, VP-Strategy
Gary L. Tobison, Chief Internal Auditor

Phone: 847-484-4400 **Fax:** 847-478-0073**Toll-Free:** 800-310-5960**Address:** 300 Tower Parkway, Lincolnshire, IL 60069-3640 US**GROWTH PLANS/SPECIAL FEATURES:**

Fortune Brands, Inc. is a consumer products holding firm that owns and operates companies with leading consumer brands in home products, office products, golf equipment and spirits and wine. These brands include familiar names like Moen, Titleist, Jim Beam, Master Lock, Maco, Cobra, Pinnacle, Day-Timer, Kensington, ACCO, Wilson Jones and Geyser Park. The three largest brands, Moen, Titleist and Jim Beam, account for more than a quarter of sales. Masterbrand Industries, Inc. is the holding company for subsidiaries in the home products business. The largest home products company, Moen, manufactures faucets, sinks, bath furnishings and plumbing accessories under a variety of brand names in the U.S. and East Asia. Other home products companies include Master Lock, which manufactures a wide array of locks such as padlocks and bicycle locks. ACCO World Corporation is the holding company for subsidiaries engaged in office products manufacturing. This segment's principal subsidiary, ACCO Brands, manufactures and markets binders, fasteners, paper clips, staples, stapling equipment, storage products, computer suppliers, labels, presentation products and office accessories. Day-Timers, Inc. is one of the largest sellers of paper-based organizers in the U.S. The primary operating subsidiary of golf products is Acushnet Company, which manufactures and distributes golf balls, clubs, shoes and gloves. The company's leading golf brands include Titleist and Pinnacle. Jim Beam Brands Worldwide is the holding company for subsidiaries in the distilled spirits and wine business. This segment produces, imports and markets a broad line of wine and distilled spirits, including bourbon, cordials, gin, vodka, rum, tequila and cognac. Fortune Brands is constantly adding or developing new consumer products, which account for more than a quarter of sales.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,734,400 (6 months)	2001 Profits: \$164,400 (6 months)
2000 Sales: \$5,844,500	2000 Profits: \$-137,700
1999 Sales: \$5,579,000	1999 Profits: \$-890,600
1998 Sales: \$5,280,100	1998 Profits: \$263,100
1997 Sales: \$4,844,500	1997 Profits: \$98,500

Stock Ticker: FO
Employees: 27,800
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$800,000	Bonus:	\$1,020,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$450,000	Bonus:	\$337,500

COMPETITIVE ADVANTAGE:

Owns some of the best brand names in the alcoholic beverages industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FOX ENTERTAINMENT GROUP INC**www.fox.com/corporate**

Industry Group Code: 513120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:	Y			Consulting:		Math and Other:	

TYPES OF BUSINESS:

Broadcast Television
 Motion Picture Distribution
 Television Programming
 Film Production
 Professional Sports
 Electronic Games
 Cable TV Programming
 Online Entertainment

BRANDS/DIVISIONS/AFFILIATES:

Fox Television Studios
 Fox Sports Television Group
 Fox Filmed Entertainment
 Liberty Media Corporation
 Twentieth Century Fox
 News Corporation
 Los Angeles Dodgers
 Fox Family Worldwide

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

K. Rupert Murdoch, CEO
 Peter Chernin, Pres./COO
 David F. DeVoe, CFO
 Ian Moore, Sr. VP-Human Resources
 Arthur M. Siskind, General Counsel
 Gary Ginsberg, Exec. VP-Corp. Comm.
 Gary Ginsberg, Exec. VP-Investor Relations
 Chase Carey, Co-COO
 Michael Regan, Sr. VP-Government Affairs
 Anthea Disney, Exec. VP-Content

Phone: 212-852-7017 **Fax:** 212-852-7145

Toll-Free:

Address: 1211 Avenue of the Americas, New York, NY 10036 US

GROWTH PLANS/SPECIAL FEATURES:

Fox Entertainment Group, Inc. is a vertically integrated entertainment company with operations in three business segments: Filmed Entertainment, Twentieth Century Fox Television and Fox Television Studios. The company also has interests in varied fields, such as computer software, music and ownership of a professional baseball franchise, the Los Angeles Dodgers. Fox Entertainment is 83%-owned by News Corporation. Subsidiary Fox Filmed Entertainment (FFE) is one of the world's largest producers and distributors of motion pictures. FFE produces, finances, acquires and distributes motion pictures throughout the world under a variety of arrangements and has released more than 70 films in the United States in recent years. Those films were produced or acquired by Twentieth Century Fox and Fox 2000. Twentieth Century Fox Television has produced television programs for the Fox, ABC, CBS, NBC and WB broadcast networks and the USA cable network. Fox Television Studios has four basic business types, including network primetime programming, cable and low-cost entertainment programming, movies and mini-series and non-fiction programming. The company capitalizes on its film and television characters by entering into licensing agreements for merchandising, literary publishing and commercial tie-ins. Fox Entertainment also develops and markets entertainment computer software and video game titles through Fox Interactive. The company's FoxSports.com web site signed an agreement with Alta Vista for cross-promotional activities, including links to each other's sites. News Corporation agreed with Time Warner Cable to retransmit the signals of the Fox Television Stations to provide customers with digital and HDTV viewing capabilities. News Corporation recently sold Fox Family Worldwide, a global family entertainment company, to Disney. Fox also acquired Chris-Craft Industries Inc., after the deal passed a year-long FCC scrutiny.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$8,504,000 (12 months)	2001 Profits: \$-288,000 (12 months)
2000 Sales: \$8,589,000	2000 Profits: \$145,000
1999 Sales: \$8,057,000	1999 Profits: \$205,000
1998 Sales: \$7,023,000	1998 Profits: \$176,000
1997 Sales: \$5,847,000	1997 Profits: \$30,000

Stock Ticker: FOX
 Employees: 11,700
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Ability to cross-market a wide variety of entertainment products and formats.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

FPL GROUP**www.fplgroup.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 20 Profits: 6

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Fiber-Optic Services

GROWTH PLANS/SPECIAL FEATURES:

FPL Group, Inc. is one of the nation's largest providers of electricity-related services. The company's Florida Power & Light Company subsidiary serves more than 7 million people along the eastern seaboard and South Florida. In the summer of 2001, the subsidiary entered into a partnership with BellSouth and First Union in an effort to encourage customers to use the Internet as a convenient and secure option to receive and pay their bills. Customers can use financial software such as Quicken or financial institutions' services to review and pay Florida Power & Light bills from any computer that has Internet access. Additionally, the subsidiary has launched an online survey that helps customers keep their electric bills down by calculating the amount of energy used by various appliances. The firm's unregulated energy generating FPL Energy subsidiary is a leader in producing electricity from clean and renewable fuels. FPL Energy owns and operates domestic power plants that generate over 4,100 megawatts. Moreover, the subsidiary is the nation's largest producer of electricity from wind and operates the largest solar field in the world. The company's FPL FiberNet, LLC subsidiary provides fiber-optic services and fiber-optic cable to telecommunications companies in Florida, including leading carrier hotels, network access point initiatives, international cable-heads and large central offices. The subsidiary recently completed fiber-optic networks in Orlando, Fort Lauderdale and Tampa as part of an aggressive strategy to bring metro networks to major cities throughout Florida.

BRANDS/DIVISIONS/AFFILIATES:

Florida Power & Light Company
FPL Energy
FPL FiberNet, LLC
FPL Group Capital

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lewis Hay III, CEO
Lewis Hay III, Pres.
Lawrence J. Kelleher, VP-Human Resources
K. Michael Davis, Contoller
Dennis P. Coyle, Corp. Sec.
Dennis P. Coyle, General Counsel
Mary Lou Kromer, VP-Corp. Comm.
Robert McGrath, Treas.
James P. Higgins, VP-Tax
James L. Broadhead, CEO, Florida Power & Light Company
Paul J. Evanson, Pres., Florida Power & Light Company
Armando J. Olivera, Sr. VP-Power Sys., Florida Power & Light Co.

Phone: 561-694-4000 **Fax:** 561-694-4620**Toll-Free:****Address:** 700 Universe Blvd., Juno Beach, FL 33408-0420 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,107,000 (6 months)	2001 Profits: \$329,000 (6 months)
2000 Sales: \$7,082,000	2000 Profits: \$704,000
1999 Sales: \$6,438,000	1999 Profits: \$697,000
1998 Sales: \$6,661,000	1998 Profits: \$664,000
1997 Sales: \$6,036,778	1997 Profits: \$579,450

Stock Ticker: FPL
Employees: 9,838
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,050,000	Bonus: \$1,220,625
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$660,000	Bonus: \$660,700

COMPETITIVE ADVANTAGE:

Serves the rapidly growing energy market in Florida.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

FRANKLIN RESOURCES INC**www.franklintempleton.com**

Industry Group Code: 523920 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Investment Management/Mutual Funds

GROWTH PLANS/SPECIAL FEATURES:

Franklin Resources, Inc. principally functions as a parent company engaged in providing investment management, marketing, distribution, transfer agency and other administrative services to the open-end investment companies of the Franklin Templeton Group and to U.S. and international managed and institutional accounts. Also known as Franklin Templeton Investments, the company includes the Franklin Templeton Group of Funds which consists of 42 open-end investment companies with multiple portfolios. The firm is comprised of three mutual fund families: Franklin, Templeton and Mutual Series. Franklin Resources has a strong international presence, with offices in over 20 nations around the world. Franklin Resources recently acquired Fiduciary Trust International, a global investment management company, with expectations that it will strengthen and expand its management capabilities worldwide. In other news, the company has joined forces with three other financial services firms, Fidelity, PFPC and Putnam Investments, to design and implement an industry-wide Internet portal that would allow clients to access various financial management options online. In the meantime, Franklin Templeton has introduced online transaction capabilities specifically for its shareholders.

The company offers a number of training classes and management development programs for its employees.

BRANDS/DIVISIONS/AFFILIATES:

Fiduciary Trust International
 Templeton Global Advisors Limited
 Franklin Mutual Advisers, Inc.
 Templeton Investment Counsel, Inc.
 Templeton Asset Management Ltd.
 Franklin Advisory Services, Inc.
 Franklin Templeton Services, Inc.
 Franklin Templeton Investments

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Charles B. Johnson, CEO
 Charles B. Johnson, Pres.
 Martin L. Flanagan, CFO
 Donna S. Ikeda, VP-Human Resources
 Leslie M. Kratter, Corp. Sec.
 Kenneth A. Lewis, Chief Admin. Officer
 Charles R. Sims, Treas.
 Allen J. Gula Jr., Chief Investment Officer
 Rupert H. Johnson Jr., Exec. VP
 Charles E. Johnson, Sr. VP
 William J. Lippman, Sr. VP

Phone: 650-312-2000 Fax: 650-312-5606

Toll-Free: 800-632-2350

Address: 777 Mariners Island Blvd., San Mateo, CA 94404 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,751,000 (9 months)	2001 Profits: \$400,900 (9 months)
2000 Sales: \$2,340,100	2000 Profits: \$562,100
1999 Sales: \$2,262,500	1999 Profits: \$426,700
1998 Sales: \$2,577,300	1998 Profits: \$500,400
1997 Sales: \$2,163,300	1997 Profits: \$434,100

Stock Ticker: BEN
 Employees: 6,500
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$782,677	Bonus: \$1,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$782,677	Bonus: \$552,333

COMPETITIVE ADVANTAGE:

One of the best-known names in mutual funds.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y	Y	Y

FREDDIE MAC**www.freddiemac.com**

Industry Group Code: 522310 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Mortgages
 Mortgage Banking
 Housing

BRANDS/DIVISIONS/AFFILIATES:

The Freddie Mac Foundation
 Freddie Mac Learning Center
 Loan Prospector
 Program Plus
 GoldWorks
 Multifamily Gold PC
 Column Financial, Inc.
 Affordable Gold Mortgage Products

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leland C. Brendsel, CEO
 David W. Glenn, Pres.
 David W. Glenn, COO
 Vaughn A. Clarke, Exec. VP/CFO
 Pat Sheehy, Sr. VP/Dir.-Mktg. and Sales
 Michael W. Hager, VP-Human Resources
 William I. Ledman, Sr. VP-Info. Systems & Services
 Gregory E. Reynolds, Sr. VP/Corp. Controller
 Maud Mater, EVP-General Counsel
 Peter F. Maselli, Sr. VP-Dev.
 David R. Palombi, VP-Corp. Comm.
 Louise M. Herrle, Treas.
 Dwight P. Robinson, Sr. VP-Corp. Relations
 Michael K. Stamper, Exec. VP-Risk Mgmt.
 David Stevens, Sr. VP-National Sales Dir.
 Michael F. Coffey, VP-Expanding Markets

Phone: 703-903-2000 **Fax:** 703-918-8403

Toll-Free: 800-424-5401

Address: 8200 Jones Branch Dr., McLean, VA 22102 US

GROWTH PLANS/SPECIAL FEATURES:

Freddie Mac has two lines of business: mortgage securitization and portfolio investment. In the mortgage securitization business, Freddie Mac securitizes mortgages it has purchased and resells them to investors in the form of guaranteed mortgage passthrough securities. The mortgage securitization business also includes fees earned from seller/servicers for services such as Loan Prospector and GoldWorks, which provide easier access to the secondary mortgage market. The company's portfolio investment business primarily involves the purchase and retention of mortgages and guaranteed mortgage securities. In recent news, Freddie Mac announced that its Multifamily Division closed more than \$3.4 billion in business in the first six months of 1999, a company record. In addition, the company recently closed a \$160 million Multifamily Gold PC swap with Column Financial, Inc., a subsidiary of Donaldson, Lufkin & Jenrette, Inc. Also, Freddie Mac announced that Loan Prospector on the Internet is the first automated underwriting service (AUS) to gain the approval of the three major credit repositories for the transmission of credit reports prepared by the repositories via the Internet. After several months of discussions with Freddie Mac and a close review of Loan Prospector's functions, Equifax, Experian and Trans Union have validated Loan Prospector on the Internet's security protocols and safeguards for business-to-business transmissions of credit report information as worthy of this landmark decision. Freddie Mac recently released an updated version of Home Value Explorer through Advanced Logic Systems, Inc. The new program can provide precise estimates for residential property values in the 50 states. Freddie Mac has enabled one out of six homebuyers and more than two million renters in America.

About 45% of the company's new hires are minorities. Freddie Mac also has established internship programs for five historically black colleges. Freddie Mac provides health care, financial benefits and various employee programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$17,490,000 (6 months)	2001 Profits: \$1,751,000 (6 months)
2000 Sales: \$29,969,000	2000 Profits: \$2,547,000
1999 Sales: \$24,268,000	1999 Profits: \$2,223,000
1998 Sales: \$18,048,000	1998 Profits: \$1,700,000
1997 Sales: \$14,399,000	1997 Profits: \$1,395,000

Stock Ticker: FRE
 Employees: 3,600
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE: Government-sponsored mortgage firm of massive size/Nationwide business operations.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

FRED'S INC**www.fredsinc.com****Industry Group Code:** 452910 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 10 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Discount Stores, Retail General Merchandise
Drug Stores**GROWTH PLANS/SPECIAL FEATURES:**

Fred's, Inc. operates approximately 350 discount general merchandise and Xpress pharmacy stores in 11 southeastern states. The company's stores generally serve low, middle and fixed income families located in small and medium sized towns. While 182 of the company's stores have full-service pharmacies, Fred's also has approximately 40 stand-alone Fred's Xpress pharmacies. Company goods and services are marketed to 32 franchised Fred's stores. The company's strategy is to meet the general merchandise and pharmacy needs of the small to medium sized towns it serves by offering a wider variety of quality merchandise and a more attractive price-to-value relationship than either drug stores or smaller variety/dollar stores. Fred's stores stock over 12,000 items including nationally recognized brand name products, off-brand, lower priced products and the company's own private label products. The firm's merchandising departments are broken down into two divisions: hardlines and softlines. The hardlines division includes departments such as housewares, greeting cards, school supplies, beauty care, food and beverage items, home furnishings, pet needs, toys, tobacco products and seasonal lawn and garden items. Fred's softlines division includes apparel, window and bath, bedding and footwear departments. The stores also offer Kodak next day, guaranteed photo processing. The company offers a relatively small, shopper-friendly format, which is more convenient than larger sized discount merchandise stores. Fred's is currently expanding into its present geographic markets as well as larger urban markets where it already has a market presence in the surrounding area. The company opened approximately 20 to 30 stores in 2000, and added 20 additional pharmacies. The company offers employees a credit union, health and retirement plans and discounts.

BRANDS/DIVISIONS/AFFILIATES:Fred's Xpress
Kodak
Fred's Super Dollar Store
Southern Wholesale Company
CVS Revco D.S., Inc.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Michael J. Hayes, CEO
John D. Reier, Pres.
Edwin C. Boothe, Exec. VP/COO
Jerry A. Shore, Exec. VP/CFO
D. Keith Curtis, Sr. VP-Merch.
Charles S. Vail, Corp. Sec.
Charles S. Vail, VP/General Counsel
John A. Casey, Exec. VP-Store and Pharmacy Oper.
Anita G. Ryan, Treas.
Charles A. Brunjes, Sr. VP-Store Oper.**Phone:** 901-365-8880 **Fax:** 901-365-8865**Toll-Free:****Address:** 4300 New Getwell Road, Memphis, TN 38118 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$781,249 (12 months)	2001 Profits: \$14,849 (12 months)
2000 Sales: \$665,777	2000 Profits: \$10,702
1999 Sales: \$600,902	1999 Profits: \$8,830
1998 Sales: \$492,200	1998 Profits: \$9,800
1997 Sales: \$418,297	1997 Profits: \$5,806

Stock Ticker: FRED
Employees: 7,620
Fiscal Year Ends: 1/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$180,000	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$128,000	Bonus:	\$

COMPETITIVE ADVANTAGE:

Practices a competitive pricing program/Locations in 11 states.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

GADZOOKS INC**www.gadzooks.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 12 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Casual Apparel-Teen's, Retail

GROWTH PLANS/SPECIAL FEATURES:

Gadzooks, Inc. is a rapidly growing mall-based specialty retailer of casual apparel and related accessories for young men and women, principally between the ages of 13 and 19. The company currently operates 375 stores in both metropolitan and middle markets in 36 states throughout the southwest, midwest, southeast, mid-Atlantic and northeast regions of the U.S. Gadzooks' expansion strategy is to continue to open stores in enclosed shopping malls in its existing metropolitan and middle markets, and to continue developing the northeastern market where it made its initial entry. In general, the company will open the highest number of stores in new markets where the company's concept has recently been introduced and where the company believes that it can capitalize on the potential of these markets. Gadzooks typically expands from existing markets into contiguous new markets and attempts to cluster its stores within a market area in order to achieve management and operating efficiencies and to enhance its name recognition. The company estimates that over 700 shopping malls in the U.S. meet its demographic requirements. During fiscal 2000, Gadzooks opened approximately 50 new stores, primarily in existing markets. Each Gadzooks store offers a broad selection of merchandise from the following five categories: young men's apparel, junior women's apparel, unisex tee shirts, accessories and footwear. A key component of the company's merchandising strategy is to reduce its dependence on any one fashion, style, brand or item by offering products in a broad range of categories. The firm's web site features detailed product information, movie trailers, music videos and online monthly drawings for a variety of prizes. The company recently launched Decibel, a new private label for young men.

The company offers its employees medical, stock purchase and retirement plans, as well as merchandising discounts.

BRANDS/DIVISIONS/AFFILIATES:

Decibel

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gerald R. Szczepanski, CEO
 Paula Y. Masters, Pres.
 James A. Motley, VP/CFO
 Stephen R. Puterbaugh, VP-Human Resources
 Jeffrey Creecy, VP-Info. Services
 Paula Y. Masters, Chief Merch. Mgr.
 James A. Motley, Corp. Sec.
 James F. Wimpers, Jr., Exec. VP-Oper.
 Monty R. Standifer, Treas.
 Stephen R. Puterbaugh, VP-Loss Prevention
 William S. Kotch III, VP-Real Estate
 George Sotirin, VP-Store Oper.

Phone: 972-307-5555 **Fax:** 972-662-4290**Toll-Free:****Address:** 4121 International Parkway, Carrollton, TX 75007 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$288,411 (12 months)	2001 Profits: \$12,790 (12 months)
2000 Sales: \$240,253	2000 Profits: \$6,070
1999 Sales: \$207,172	1999 Profits: \$ 387
1998 Sales: \$170,828	1998 Profits: \$8,288
1997 Sales: \$128,400	1997 Profits: \$8,000

Stock Ticker: GADZ
 Employees: 4,458
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$440,000	Bonus: \$166,920
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$240,000	Bonus: \$74,880

COMPETITIVE ADVANTAGE:

Has an adopt-a-store program, in which every person in the home office adopts a store that he or she watches closely.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

GANNETT CO INC**www.gannett.com**

Industry Group Code: 511110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Newspaper Publishing
Broadcast and Cable Television
Radio Broadcasting
Electronic Information Services
Alarm Services
Magazine Publishing
Online Publishing

BRANDS/DIVISIONS/AFFILIATES:

USA TODAY
USA WEEKEND
Gannett Retail Advertising Group
Gannett News Service
Gannett Offset
Gannett Media Technologies International
Telematch
Nursing Spectrum

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas H. McCorkindale, CEO
Larry F. Miller, CFO
Richard L. Clapp, VP-Human Resources
Thomas L. Chapple, Corp. Sec.
Thomas L. Chapple, General Counsel
Daniel S. Ehrman, Jr., Sr. VP-Planning and Dev.
Millicent A. Feller, Sr. VP-Public Affairs & Government Relations
Gracia C. Martore, VP-Investor Rel.
Gracia C. Martore, Treas.
Millicent A. Feller, Sr. VP-Public Affairs
John B. Jaske, Sr. VP-Labor Relations

Phone: 703-284-6000 **Fax:** 703-558-4638**Toll-Free:** 800-778-3299**Address:** 1100 Wilson Blvd., Arlington, VA 22234 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$4,720,108 (9 months)	2001 Profits: \$582,835 (9 months)
2000 Sales: \$6,222,300	2000 Profits: \$1,719,100
1999 Sales: \$5,095,400	1999 Profits: \$957,900
1998 Sales: \$4,709,000	1998 Profits: \$999,900
1997 Sales: \$4,474,200	1997 Profits: \$712,700

Stock Ticker: GCI
Employees: 53,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,100,000	Bonus:	\$2,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$1,058,000	Bonus:	\$1,500,000

COMPETITIVE ADVANTAGE:

Widely-admired company with diversified services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 8
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GAP INC (THE)**www.gapinc.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing:	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing:	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Casual Apparel Stores, Retail
 Women's, Men's and Children's Apparel
 Shoes
 Accessories
 Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

Gap
 GapKids
 BabyGap
 Banana Republic
 Old Navy Clothing Co.
 Gap Warehouse
 GapBody

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Millard S. Drexler, CEO
 Millard S. Drexler, Pres.
 Ron Beegle, COO
 Heidi Kunz, Exec. VP/CFO
 James A. Nevins, Exec. VP-Mktg.
 Adrienne M. Johns, Sr. VP-Human Resources
 Lisa A. Schultz, Exec. VP-Product Design & Dev.
 Dennis M. Connors, Sr. VP/CIO
 Elizabeth H. Salamone, Exec. VP-Merch.
 Anne B. Gust, Exec. VP/Chief Admin. Officer
 Jeanne Jackson, CEO, Banana Republic
 Gary Muto, Pres., Banana Republic
 Jenny Ming, Pres., Old Navy Div.
 Ken Pilot, Pres., Gap Brand

Phone: 415-427-2000 **Fax:** 650-874-7828

Toll-Free:

Address: 1 Harrison St., San Francisco, CA 94105 US

GROWTH PLANS/SPECIAL FEATURES:

Gap, Inc. is one of the largest retailers of clothing, accessories and personal care products for adults, kids and babies in more than 2,600 stores in the U.S., Canada, the U.K., Japan, Germany and France. The company sells its products under a variety of names, including Gap, GapKids, BabyGap, Banana Republic and Old Navy. All Gap clothing is private label, designed by the company and made specifically for the Gap. The company recently launched an online store that sells the Gap's jeans and khakis, featuring more than 175 sizes, 25 fits and 15 colors and washes. Subsidiary Old Navy, which sells budget-priced jeans, t-shirts and khaki pants, is the company's fastest growing subsidiary. Old Navy operates approximately 689 stores in the U.S. Subsidiary Banana Republic operates more than 400 stores in the U.S. and Canada. The stores sell men's and women's clothing, shoes, accessories, personal care products, intimate apparel, jewelry and home accessories. In an effort to enter the personal care market, the Gap has begun to roll out GapBody stores. The firm doubled its number of stores from 1996 through 2000. In 2001 and beyond, merchandise and positioning will be focused primarily on 20- to 30-year olds. Advertising is being enhanced in 2001 in an effort to boost lagging sales results. The company is continuing to expand internationally with operations in the Japanese and European markets. In Europe, success depends on establishing brand loyalty and market share in the especially challenging retail environments of France and Germany. The company plans to increase its retail store square footage total by 10% yearly in 2002 and beyond.

The Gap offers its employees numerous benefits, including a Dependent Care Account Plan, BabyLine Prenatal Risk Assessment Service, LifeWorks Resource and Referral Service, tuition reimbursement and BabyGap gifts for newborn and newly adopted children. The Gap Foundation distributes cash grants, merchandise and gift certificates to nonprofit agencies of the Gap's choosing.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$13,673,460 (12 months) 2001 Profits: \$877,497 (12 months)
 2000 Sales: \$11,635,398 2000 Profits: \$1,127,065
 1999 Sales: \$9,054,462 1999 Profits: \$824,539
 1998 Sales: \$6,507,800 1998 Profits: \$533,900
 1997 Sales: \$5,284,381 1997 Profits: \$452,859

Stock Ticker: GPS
 Employees: 166,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$2,279,138 Bonus: \$3,262,500
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$848,848 Bonus: \$923,156

COMPETITIVE ADVANTAGE:

Tremendous buying power for its 2,300 stores/Very effective positioning as a seller of high-value clothing.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 7
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

GART SPORTS COMPANY**www.gartsports.com**

Industry Group Code: 451110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Sporting Goods, Retail
Winter Sports Apparel**GROWTH PLANS/SPECIAL FEATURES:**

Gart Sports Company is the second largest full-line sporting goods store in the United States. The company offers customers a wide selection of brand name apparel and equipment at competitive prices designed to appeal to both the casual sporting goods consumer and the sports enthusiast. The firm's wide variety of sportswear and apparel include a broad selection of licensed apparel for professional and college teams. In addition to offering widely known and available popular brands, Gart Sports carry winter equipment and apparel from manufacturers that are typically available only in specialty stores, including Volkl, Volant, The North Face and Bogner. The firm tends to penetrate larger, multiple store markets primarily with a 40,000 square foot superstore and smaller single-store markets with a 33,000 square foot facility. The prototype superstore layout features a racetrack configuration with apparel and specialty brand shops in the middle of the store and the specialty hardlines departments along the outside of the racetrack. Furthermore, the lighting, flooring and color scheme are designed to enhance the presentation of the merchandise and avoid a warehouse-type atmosphere. The company's strategy of clustering stores in major markets enables it to employ an aggressive advertising strategy on a cost-effective basis through the use of newspaper, radio and television advertising. Marketing events include celebrity autograph sessions, local sports team rallies, race sponsorships and registrations and vendor demonstrations. In addition to its recent acquisition of Sportmart, Gart Sports has entered into an agreement to acquire Oshman's Sporting Goods, Inc.

BRANDS/DIVISIONS/AFFILIATES:Sportmart
Oshman's Sporting Goods, Inc.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*John Douglas Morton, CEO
John Douglas Morton, Pres.
Thomas T. Hendrickson, CFO
Gigi Healey, VP-Human Resources
Michael McCaghren, CIO
Arthur S. Hagan, Sr. VP-Merch.
Greg Waters, Sr. VP-Store Oper.
Thomas T. Hendrickson, Treas.**Phone:** 303-861-1122 **Fax:** 303-829-1511**Toll-Free:** 800-228-4754**Address:** 1000 Broadway, Denver, CO 80203 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$751,124 (12 months)	2001 Profits: \$23,096 (12 months)
2000 Sales: \$680,995	2000 Profits: \$1,773
1999 Sales: \$658,047	1999 Profits: \$-3,418
1998 Sales: \$	1998 Profits: \$
1997 Sales: \$228,379	1997 Profits: \$6,684

Stock Ticker: GRTS
Employees: 5,100
Fiscal Year Ends: 1/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$407,492	Bonus: \$214,038
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$246,461	Bonus: \$118,000

COMPETITIVE ADVANTAGE:

Number two sporting goods retailer in the U.S.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y			

GENENTECH INC**www.gene.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 11 Profits: 15

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Biotechnology
Genetically Engineered Drugs
Pharmaceuticals
Cardiovascular and Oncology Research

BRANDS/DIVISIONS/AFFILIATES:

Activase
TNKase
Herceptin
Rityxan
Activase
Pulmozyme
Nutropin Depot
Nutropin AQ

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Arthur D. Levinson, CEO
Myrtle S. Potter, COO
Louis J. Lavigne, Jr., CFO
Kimberly J. Popovits, Sr. VP-Mktg. & Sales
David Nagler, VP-Human Resources
Richard H. Scheller, Sr. VP-Research
Guy Kraines, VP-Corp. IT
John M. Whiting, Controller
Susan Desmond-Hellmann, Chief Medical Officer
W. Robert Arathoon, VP-Global Manufacturing Oper.
Stephen G. Juelsgaard, Corp. Sec.
Stephen G. Juelsgaard, General Counsel
Myrtle S. Potter, Exec. VP-Commercial Oper.
Susan Desmond-Hellmann, Exec. VP-Dev.
Susan Bentley, Sr. Dir.-Investor Rel.
Joseph S. McCracken, VP-Bus. & Commercial Dev.
David A. Ebersman, Sr. VP-Product Oper.
Stephen G. Dilly, VP-Medical Affairs

Phone: 650-225-1000 **Fax:** 650-225-6000**Toll-Free:** 800-488-6519**Address:** 1 DNA Way, South San Francisco, CA 94080-4990 US**GROWTH PLANS/SPECIAL FEATURES:**

Genentech, Inc. is a biotechnology company that discovers, develops, manufactures and markets human pharmaceuticals for significant unmet medical needs. Genentech is responsible for producing technology that has spawned 14 approved biotechnology products, including the nine manufactured by the firm. The company's products consist of a variety of cardio-centric medications, as well as cancer, GHD and cystic fibrosis treatments. Biotechnology products offered by Genentech include Herceptin, which is used in treatments of certain metastatic breast cancers; Nutropin, a sustained release formulation of growth hormone for the treatment of growth hormone deficiency (GHD) in children; and Pulmozyme Inhalation Solution for the treatment of cystic fibrosis. Through its long-standing Patient Assistance Program, Genentech assures that everyone who needs these important medicines can get them. The firm also supports the continuing improvement of patient care through its post-marketing studies, which collect data on the health progress of patients who use Genentech medicines nationwide. Scientists of the company publish around 250 scientific papers per year and are highly regarded as among the most prolific in the scientific industry. The firm's scientists focus mainly in the areas of cardiovascular disease and cancer, the number one and number two fatal diseases in the U.S. To continue its innovative scientific research, the company is currently investing in expanding its current research facilities as well as constructing new ones. Genentech recently broke ground on the expansion site of its Founders Research Center. Upon completion in late 2003, Founders Research Center will be the single largest biotechnology research facility in the world.

Over 30% of employees are minorities, and more than 80% of the firm's employees have college degrees. Moreover, over 20% hold advanced degrees including Ph.D.s and M.D.s. Genentech was recently name one of the Top 100 Companies to Work for in America by Fortune magazine for the third consecutive year.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,612,200 (9 months)	2001 Profits: \$108,100 (9 months)
2000 Sales: \$1,736,400	2000 Profits: \$-74,200
1999 Sales: \$1,401,000	1999 Profits: \$-1,157,500
1998 Sales: \$1,150,900	1998 Profits: \$181,900
1997 Sales: \$1,016,700	1997 Profits: \$129,000

Stock Ticker: DNA
Employees: 4,459
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$755,010	Bonus:	\$985,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$452,918	Bonus:	\$425,000

COMPETITIVE ADVANTAGE: Strong strategic alliance strategy/High new product potential/Excellent reputation.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

GENERAL DYNAMICS**www.generaldynamics.com****Industry Group Code:** 336410 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Aviation Products and Services
 Business Aviation
 Military Combat Vehicles
 Commercial Telecommunications Systems
 Shipbuilding
 Information Systems
 Coal Mining
 Construction Supplies

BRANDS/DIVISIONS/AFFILIATES:

Freeman Energy
 Gulfstream Aerospace
 Combat Systems
 Computing Devices Canada
 American Overseas Marine
 Bath Iron Works
 Electric Boat Company
 NASSCO

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Nicholas D. Chabreja, CEO
 Michael J. Mancuso, Sr. VP/CFO
 Walter M. Oliver, VP-Human Resources
 Kenneth A. Hill, VP-IT
 John W. Schwartz, VP/Controller
 David A. Savner, Sr. VP/Sec.
 David A. Savner, General Counsel
 Walter M. Oliver, VP-Admin.
 David K. Heebner, VP-Strategic Planning
 Kendell Pease, VP-Comm.
 David H. Fogg, VP/Treas.
 Gerald J. DeMuro, VP/Pres.-Comm. Systems
 Linda P. Hudson, VP/Pres.-Armament Systems
 Charles M. Hall, VP/Pres.-Land Systems
 Allan C. Cameron, VP/Pres.-Bath Iron Works

Phone: 703-876-3000 **Fax:** 703-876-3125**Toll-Free:****Address:** 3190 Fairview Park Drive, Falls Church, VA 22042-4523 US**GROWTH PLANS/SPECIAL FEATURES:**

General Dynamics is primarily engaged in business aviation, information systems, shipbuilding and marine systems and land and amphibious combat systems. The firm's primary customers include the U.S. military, the armed forces of allied nations, other government organizations and a diverse base of corporate and industrial buyers. General Dynamics has four main business segments. Its Aviation segment designs, manufactures and provides services for large cabin and ultra-long range business aircraft. This segment is comprised of Gulfstream Aerospace and General Dynamics Aviation Services, which provides airframe, avionics, engine and refurbishment work at five service locations in the U.S. The company's Combat Systems supplies land and amphibious combat machines and systems, including armored vehicles, power trains, turrets, munitions and gun systems. Information Systems and Technology produces optical and signal processing, multi-spectral surveillance systems and commercial telecommunications systems. General Dynamics Marine Systems designs and builds submarines, surface combatants, auxiliary ships and large commercial vessels. Companies in this segment include American Overseas Marine, Bath Iron Works, Electric Boat and NASSCO. In addition to its four primary business segments, the company also owns and operates Freeman Energy, a coal mining company, and Material Service, a Chicago-based construction supplier of crushed stone, sand and gravel products. General Dynamics' growth strategy primarily involves strategic acquisitions of select companies. Recent acquisitions by the company include Motorola's Integrated Information Systems Group for \$825 million and Primex Technologies, a provider of a variety of munitions, propellants, satellite propulsion systems and electronics products to the U.S. government and its allies.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,635,000 (6 months)	2001 Profits: \$467,000 (6 months)
2000 Sales: \$10,356,000	2000 Profits: \$901,000
1999 Sales: \$8,959,000	1999 Profits: \$880,000
1998 Sales: \$7,398,000	1998 Profits: \$589,000
1997 Sales: \$5,966,000	1997 Profits: \$559,000

Stock Ticker: GD
 Employees: 43,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$1,750,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$440,000	Bonus: \$460,000

COMPETITIVE ADVANTAGE:

High profit margin/Excellent record of profitable growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GENERAL ELECTRIC CAPITAL CORPORATION www.gecapital.com

Industry Group Code: 522220A Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Leasing and Finance
Financial Guarantee Insurance
Private Mortgage Insurance
Creditor Insurance
Specialty Insurance
Equipment Management Services
Consumer Services
Middle Market Financing

BRANDS/DIVISIONS/AFFILIATES:

GE Financial Assurance
General Electric Company
GE Credit Card Services
Penske Truck Leasing
Financial Guarantee Service Company (FGIC)
Modular Space
GE Capital Real Estate
GE Commercial Finance

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Denis J. Nayden, CEO
Michael A. Neal, Pres.
Michael A. Neal, COO
James A. Parke, CFO
Charles Alexander, Pres., GE Capital Europe
Pramod Bhasin, Pres., GE Capital Asian Oper.
Deborah M. Reif, Pres./CEO, FGIC
Joseph E. Parsons, GE Equity

Phone: 203-357-4000 Fax: 203-357-6489

Toll-Free:

Address: 260 Long Ridge Rd., Stamford, CT 06927 US

GROWTH PLANS/SPECIAL FEATURES:

GE Capital is a global, diversified financial services company grouped in six key operating segments comprised of 24 businesses. The company operates as a wholly owned subsidiary of General Electric Company in 47 countries across the globe. The firm's six operating segments consist of consumer services, equipment management services, middle market financing, specialized financing and specialty insurance. Companies of GE Capital that provide consumer services include GE Credit Card Services, a leading provider of private-label credit card servicing and inventory financing. GE Financial Assurance provides financial security solutions that assist consumers in creating and preserving personal wealth, protecting assets and enhancing their lifestyles. Equipment management services companies include Modular Space, which sells, leases and finances customized mobile and modular buildings for the construction, commercial, health care, education, industry and government markets. Penske Truck Leasing provides full-service leasing, contract maintenance and commercial and consumer truck rentals. Companies in this segment also provide rail cars, aircraft leasing services, IT solutions and satellite communications solutions. In the specialized financing sector, GE Commercial Finance provides innovative financing solutions primarily for non-investment grade firms. GE Capital Real Estate finances and invests in a broad range of commercial and multi-family residential properties. Companies in the specialty insurance segment include Financial Guarantee Insurance Company (FGIC), which provides financial guarantees for debt securities to public entities such as state and local governments and school districts. GE Capital has been involved in a number of strategic acquisitions recently including Franchise Finance Corporation of America, ISIM Corp and Mellon U.S. Leasing.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$66,177,000	2000 Profits: \$5,192,000
1999 Sales: \$55,749,000	1999 Profits: \$4,443,000
1998 Sales: \$48,694,000	1998 Profits: \$3,796,000
1997 Sales: \$33,931,000	1997 Profits: \$3,256,000

Stock Ticker: Subsidiary

Employees: 90,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Highly diversified loan portfolio/Expertise in a wide range of industries.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GENERAL ELECTRIC CO**www.ge.com****Industry Group Code:** 335000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Electrical Equipment and Appliances
 Support Services for Imaging Systems
 Equipment Leasing and Finance
 Industrial Equipment
 Broadcast Television
 Lighting
 Medical Equipment
 Aircraft Engines and Components

BRANDS/DIVISIONS/AFFILIATES:

General Electric Capital Corporation
 General Electric Aircraft Engines
 General Electric Appliances
 General Electric Lighting
 General Electric Medical Systems
 NBC
 Columbia/HCA
 Specialty Underwriters

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey R. Immelt, CEO
 Keith S. Sherin, Sr. VP-Finance/CFO
 William J. Conaty, Sr. VP-Human Resources
 Scott C. Donnelly, Sr. VP-Research & Dev.
 Gary M. Reiner, Sr. VP/CIO
 Philip D. Ameen, VP/Controller
 Benjamin W. Heineman, Jr., Sr. VP/General Counsel
 Scott C. Donnelly, Sr. VP-Corp. Bus. Dev.
 James R. Bunt, VP/Treas.
 Robert C. Wright, CEO, NBC Broadcasting
 Yoahiaki Fujimori, Pres./CEO, GE Plastics
 Matthew J. Espe, Pres./CEO, GE Lighting
 Joseph M. Hogan, Pres./CEO GE Medical Systems

Phone: 203-373-2211 **Fax:** 203-373-3131**Toll-Free:** 800-626-2004**Address:** 3135 Easton Turnpike, Fairfield, CT 06431-0001 US**GROWTH PLANS/SPECIAL FEATURES:**

General Electric Company is one of the largest and most diversified industrial corporations in the world, with divisions dealing in electricity, appliances, transportation, computer-related information, financial services and network and cable television. GE Medical Systems develops diagnostic and therapy equipment including magnetic resonance (MR) scanners, computed tomography (CT) scanners, Xray, nuclear imaging and ultrasound equipment. The subsidiary recently announced the installation of its 250th 2000D Full-Field Digital Mammography System, a premiere technology in the fight against breast cancer. GE Aircraft Engines has grown to be the world's leading producer of aircraft engines for commercial and military use. GE Plastics contributes heavily to the world's supply of high-performance polymers for varied applications. General Electric also manages a successful financing subsidiary, GE Capital Corporation, offering services for business or personal financing around the globe. The corporation also maintains its traditional businesses in the area of energy and appliances: GE Power Systems and GE Appliances. GE owns NBC, the leading U.S. television network, allowing GE access to both cable and network television. General Electric recently acquired sofion AG, an IT service provider based in Germany, allowing GE continued worldwide expansion. However, the European commission blocked the proposed acquisition of Honeywell International; the merger had already cleared the United States Department of Justice.

GE has created Elfon, a global organization of GE employees and retirees committed to improving GE's communities through volunteering. The company offers employees on-the-job training programs, generous benefits, bonuses and the opportunity to work overseas. General Electric also holds employee social events and offers a company gym at several locations.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$62,470,000 (6 months)	2001 Profits: \$6,470,000 (6 months)
2000 Sales: \$129,853,000	2000 Profits: \$12,735,000
1999 Sales: \$111,630,000	1999 Profits: \$10,717,000
1998 Sales: \$100,469,000	1998 Profits: \$9,296,000
1997 Sales: \$90,840,000	1997 Profits: \$8,203,000

Stock Ticker: GE
Employees: 313,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$4,000,000	Bonus: \$12,700,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,766,667	Bonus: \$3,100,000

COMPETITIVE ADVANTAGE:

Superior management and product lines/Leading player in a number of industries.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

GENERAL MILLS INC**www.generalmills.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 4

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cereal Manufacturing
Food Products
Frozen Foods

BRANDS/DIVISIONS/AFFILIATES:

Betty Crocker
General Mills Foodservice
Medallion Laboratories
Cheerios
Wheaties
Gold Medal
Chex Mix
Yoplait

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stephen W. Sanger, CEO
James A. Lawrence, CFO
John T. Machuzick, Sr. VP-Sales
Michael A. Peel, Sr. VP-Human Resources
Danny L. Strickland, Sr. VP-Innovation, Tech. & Quality
Siri S. Marshall, Corp. Sec.
Siri S. Marshall, General Counsel
Randy G. Darcy, Sr. VP-Oper.
John T. Machuzick, Sr. VP-Strategic Channels
Siri S. Marshall, VP-Corp. Affairs
David B. VanBenschoten, Treas.
Austin P. Sullivan, Jr., VP-Corp. Relations
Kenneth L. Thome, Sr. VP-Financial Oper.
Peter J. Capell, Pres., Snacks
Ian R. Friendly, Pres., Yoplait-Colombo

Phone: 763-764-7600 **Fax:** 763-764-7384**Toll-Free:****Address:** 1 General Mills Rd., Minneapolis, MN 55426 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$7,077,700 (12 months)	2001 Profits: \$665,100 (12 months)
2000 Sales: \$6,700,200	2000 Profits: \$614,400
1999 Sales: \$6,246,100	1999 Profits: \$534,500
1998 Sales: \$6,033,000	1998 Profits: \$421,800
1997 Sales: \$5,609,300	1997 Profits: \$445,400

Stock Ticker: GIS
Employees: 11,001
Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$696,150	Bonus: \$1,264,600
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$553,334	Bonus: \$753,825

COMPETITIVE ADVANTAGE:

Leading brand names/Global distribution.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 6
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

GENERAL MOTORS CORP**www.gm.com****Industry Group Code:** 336111 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Automobile, Truck and Engine Manufacturing
 Information Technologies
 Automotive Electronics
 Telecommunications
 Defense Electronics
 Financing and Insurance

BRANDS/DIVISIONS/AFFILIATES:

General Motors Acceptance Corporation (GMAC)
 GMAC Hughes Electronics Corporation
 GM Locomotive
 Isuzu Motors
 Saturn
 Allison Transmission
 Pontiac
 Chevrolet

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

G. Richard Wagoner, Jr., CEO
 G. Richard Wagoner, Jr., Pres.
 John M. Devine, CFO
 Tony Scott, Chief Tech. Officer
 Ralph J. Szygenda, CIO
 Wallace W. Creek, Controller
 Thomas A. Gottschalk, General Counsel
 Steven J. Harris, VP-Global Comm.
 Eric A. Feldstein, Treas.
 Cynthia Trudell, Pres., Saturn
 Ronald L. Zarrella, Pres., GM North America
 John D. Finnegan, Pres., GMAC
 Peter R. Bible, Chief Acc. Officer

Phone: 313-556-5000 **Fax:** 313-556-5108**Toll-Free:****Address:** 300 Renaissance Center, Detroit, MI 48265 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$88,835,000 (6 months)	2001 Profits: \$714,000 (6 months)
2000 Sales: \$184,632,000	2000 Profits: \$4,452,000
1999 Sales: \$176,558,000	1999 Profits: \$6,002,000
1998 Sales: \$161,315,000	1998 Profits: \$2,956,000
1997 Sales: \$166,445,000	1997 Profits: \$6,698,000

Stock Ticker: GM
 Employees: 386,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$2,050,000	Bonus: \$1,169,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$1,554,000	Bonus: \$784,000

COMPETITIVE ADVANTAGE:

Diversified holdings in major European and Asian car manufacturers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GENTIVA HEALTH SERVICES INC**www.gentiva.com**

Industry Group Code: 621610 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Home Health Care
 Specialty Pharmaceutical Services
 Nursing Services
 Home Infusion Therapy
 Disease Management
 Physical and Occupational Therapy

BRANDS/DIVISIONS/AFFILIATES:

Deltec, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward A. Blechschmidt, CEO
 Edward A. Blechschmidt, Pres.
 John J. Collura, CFO
 David C. Silver, Sr. VP-Human Resources
 Richard C. Christmas, CIO
 John Potapchuk, Corp. Controller
 E. Rodney Hornbake, Chief Medical Officer
 Patricia C. Ma, Corp. Sec.
 Patricia C. Ma, General Counsel
 Michael Johns, VP-Comm.
 John J. Collura, Treas.
 John Potapchuk, VP-Finance
 Vernon A. Perry, Sr. VP-Nursing Services
 Robert J. Nixon, Pres., Specialty Pharmaceutical Services
 Ronald A. Malone, Pres., Home Health Div.

Phone: 631-501-7000 **Fax:** 913-814-5588

Toll-Free:

Address: 3 Huntington Quadrangle, 2S, Melville, NY 11747-8943
 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$692,600 (6 months)	2001 Profits: \$8,400 (6 months)
2000 Sales: \$1,506,600	2000 Profits: \$-104,200
1999 Sales: \$1,489,800	1999 Profits: \$-15,100
1998 Sales: \$1,330,300	1998 Profits: \$-101,500
1997 Sales: \$1,433,900	1997 Profits: \$26,800

Stock Ticker: GTIV
 Employees: 21,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$458,654	Bonus:	\$650,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$379,038	Bonus:	\$150,000

COMPETITIVE ADVANTAGE:

Recent autonomous split from parent company/Has big-name clients.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

GENZYME CORP**www.genzyme.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 1-Excellent (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 15 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Gaucher's Disease
Surgical Products
Biopharmaceuticals
Diagnostic Products
Genetic Testing Services
Oncology Products

BRANDS/DIVISIONS/AFFILIATES:

RenaGel
Thyrogen
Cerezyme
Septrafilm
Novazyme Pharmaceuticals
Genzyme General
Genzyme Molecular Oncology
Genzyme Biosurgery

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Henri A. Termeer, CEO
Henri A. Termeer, Pres.
Michael S. Wyzga, Sr. VP-Finance/CFO
Russell J. Campanello, Sr. VP-Human Resources
Alan E. Smith, Ph.D., Sr. VP-Research/Chief Scientific Officer
Michael S. Wyzga, Corp. Controller
Thomas J. DesRosier, General Counsel
Richard H. Douglas, Sr. VP-Corp. Dev.
Elliott D. Hillback, Jr., Sr. VP-Corp. Affairs
Evan M. Lebson, Treas.
Michael S. Wyzga, Chief Acct. Officer
John M. McPherson, Ph.D., Sr. VP-Protein Dev.
Earl M. Collier, Jr., Pres., Biosurgery
Jim Geraghty, Pres., Genzyme Europe

Phone: 617-252-7500 **Fax:** 617-252-7600**Toll-Free:****Address:** One Kendall Sq., Cambridge, MA 02139-1562 US**GROWTH PLANS/SPECIAL FEATURES:**

Genzyme Corporation develops, manufactures and markets innovative products and services for major unmet medical needs. The company operates worldwide in 26 countries, primarily in North America and Europe. The firm conducts operations through three divisions: Genzyme Biosurgery, Genzyme General and Genzyme Molecular Oncology. Genzyme Biosurgery develops and markets a portfolio of devices, advanced biomaterials and biotherapeutics, primarily for the cardiothoracic, orthopaedic and general surgery markets. Genzyme General primarily develops and markets therapeutic products and services for the treatment of genetic disorders and their chronic debilitating diseases. This division's major products include Cerezyme and Ceredase (for the treatment of Gaucher's disease), RenaGel, Thyrogen and Septrafilm. Moreover, Genzyme General has a strong pipeline of therapeutic products under development. The division also manufactures and markets diagnostic products, genetic testing services and pharmaceutical intermediates. Genzyme Molecular Oncology is developing a new generation of cancer products, focusing primarily on cancer vaccines and angiogenesis inhibitors. This division draws from a broad array of medical expertise in the gene discovery, gene therapy, small molecule drug discovery, protein therapeutic and genetic diagnostic fields. The company recently completed the acquisition of Novazyme Pharmaceuticals, a developer of enzyme replacement therapies for lysosomal storage disorders, for approximately \$137.5 million. Genzyme also recently launched Thyrogen, used for treatment in the recurrence of thyroid cancer, in the European marketplace in October 2001.

Genzyme offers several family-oriented employee benefits such as day care, elder care and adoption resource and referral services.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$461,700 (6 months)	2001 Profits: \$51,000 (6 months)
2000 Sales: \$752,483	2000 Profits: \$85,956
1999 Sales: \$635,366	1999 Profits: \$142,077
1998 Sales: \$569,319	1998 Profits: \$133,052
1997 Sales: \$498,400	1997 Profits: \$76,600

Stock Ticker: GENZ
Employees: 4,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$926,500	Bonus:	\$1,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$492,200	Bonus:	\$275,500

COMPETITIVE ADVANTAGE:

Genzyme Corp. owns the largest recombinant protein manufacturing operation in the world.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

GERALD STEVENS INC**www.geraldstevens.com**

Industry Group Code: 454110A Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Flowers, Direct Selling

GROWTH PLANS/SPECIAL FEATURES:

Gerald Stevens, Inc. is an integrated retailer and marketer of flowers, plants, complementary gifts and decorative accessories. The company currently operates the largest network of floral specialty retail stores in the United States with over 300 locations. Gerald Stevens retail stores are located in a variety of locations, including downtown and suburban retail centers, office buildings, hospitals, airports and university campuses. The firm also operates National Flora, a leading national floral marketing company with premium-placed advertisements in approximately 1,000 Yellow Page directories. Moreover, the order generation division uses multiple marketing channels, including the Internet, dial-up numbers and direct mail, to serve customers who do not visit or phone its retail stores. Through the use of more sophisticated database marketing techniques, the company intends to use its order-generation capabilities to increase non-holiday and advance sales to customers in all channels. The firm's AGA Flowers subsidiary is a leading floral importer and wholesaler that has long-term supply agreements to purchase cut flowers with many of the finest growers in the United States, Central America and South America. These supply arrangements allow Gerald Stevens to eliminate several steps in the floral distribution chain and ensure a reliable source of products at favorable prices. Recently, the company sold its Florafax floral wire service business and its Calyx & Corolla floral catalog business to Equity Resource Partners, Inc. for \$20 million.

BRANDS/DIVISIONS/AFFILIATES:

National Flora
AGA Flowers
Flower Club (The)

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John G. Hall, CEO
John G. Hall, Pres.
Wayne Moor, CFO
Thomas W. Hawkins, Chief Admin. Officer
Gregory J. Royer, COO-Retail Div.
Gerald R. Geddis, Pres.-Retail Div.

Phone: 954-627-1000 Fax: 954-627-1010

Toll-Free:

Address: 1800 Eller Dr., Ste. 300, Fort Lauderdale, FL 33316 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 3 months.

2001 Sales: \$57,800 (3 months)	2001 Profits: \$-5,200 (3 months)
2000 Sales: \$267,053	2000 Profits: \$-42,572
1999 Sales: \$110,596	1999 Profits: \$-12,307
1998 Sales: \$16,221	1998 Profits: \$-2,268
1997 Sales: \$13,911	1997 Profits: \$3,433

Stock Ticker: GIFT

Employees: 6,200

Fiscal Year Ends: 8/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$154,615	Bonus: \$10,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$150,000	Bonus: \$

COMPETITIVE ADVANTAGE:

Order allocation system is the only system in the industry capable of distributing orders equitably to member florists.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GILLETTE CO (THE)**www.gillette.com****Industry Group Code:** 325600 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Personal Care Products Manufacturing
Electric Shavers
Batteries
Dental Care
Toiletries

BRANDS/DIVISIONS/AFFILIATES:

Duracell Corporation
Oral-B
Braun
Right Guard
Mach3
Trac II
Venus
Duracell Ultra

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James M. Kilts, CEO
Edward F. DeGraan, Pres.
Edward F. DeGraan, COO
Charles W. Cramb, CFO
Edward E. Guillet, VP-Human Resources
John C. Terry, VP-Corp. Research & Dev.
Dieter Timmerman, VP-Corp. Info. Tech.
Claudio E. Ruben, Controller
Michelle E. Viotty, VP-Mfg.
William J. Mostyn III, Corp. Sec.
Richard K. Willard, General Counsel
Robert E. DiCenso, Sr. VP-Admin.
Peter Klein, VP-Strategy
Eric A. Kraus, VP-Corp. Comm.
Gian U. Camuzzi, Treas.
Joan M. Gallagher, VP-Corp. Public Affairs
Robert E. DiCenso, Sr. VP-Personnel
John F. Manfredi, VP-Corp. Affairs

Phone: 617-421-7000 **Fax:** 617-421-7123**Toll-Free:****Address:** Prudential Tower Bldg., Boston, MA 02199 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,881,000 (6 months)	2001 Profits: \$414,000 (6 months)
2000 Sales: \$9,225,000	2000 Profits: \$392,000
1999 Sales: \$9,074,000	1999 Profits: \$1,260,000
1998 Sales: \$9,200,000	1998 Profits: \$1,081,000
1997 Sales: \$10,062,000	1997 Profits: \$1,427,000

Stock Ticker: G
Employees: 35,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$897,222	Bonus: \$715,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$642,083	Bonus: \$350,000

COMPETITIVE ADVANTAGE: One of the best known brand names in personal care products.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y		Y	Y	Y	Y

GOLDEN WEST FINANCIAL CORP**www.worldsavings.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 16 Profits: 15

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Mortgages
Mutual Funds
Loans
Checking
Savings
Annuities

BRANDS/DIVISIONS/AFFILIATES:

The 1901 Corporation
Atlas Advisers, Inc.
Atlas Assets, Inc.
Atlas Securities, Inc.
World Mortgage Investors, Inc.
World Real Estate Investors, Inc.
World Savings and Loan Association
World Savings Bank, FSB

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Herbert M. Sandler, CEO
James T. Judd, Pres./COO
Russell W. Kettell, CFO
Susan Lennox, Sr. VP-Human Resources
Michael Roster, Corp. Sec.
Michael Roster, General Counsel
Russell W. Kettell, Treas.
Marion O. Sandler, Co-CEO
William C. Nunan, Chief Acc. Officer

Phone: 510-446-3420 **Fax:** 510-446-4259**Toll-Free:****Address:** 1901 Harrison St., Oakland, CA 94612-3588 US**GROWTH PLANS/SPECIAL FEATURES:**

Based in California, Golden West Financial Corporation operates through several subsidiaries, including The 1901 Corporation, Atlas Advisers, Inc., Atlas Assets, Inc., Atlas Securities, Inc., World Mortgage Investors, Inc., World Real Estate Investors, Inc., World Savings Bank and its principal subsidiary, World Savings and Loan Association (WSLA). The third largest thrift in the United States behind Washington Mutual and Golden State Bancorp, WSLA operates over 250 banking branches in 10 states, as well as 300 loan offices, spanning 26 states. The company's business focus is conservative, and its branches remain small. In fact, no ATMs were incorporated into WSLA's banks until 1998. In addition to banking operations, Golden West Financial Corporation provides deposit accounts, makes home loans and deals in mortgages and mutual funds.

Golden West Financial Corporation offers employees health and retirement plans, free financial services and discounts to theme parks, amusement parks and other attractions. A woman is Co-CEO.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,429,600 (9 months)	2001 Profits: \$584,800 (9 months)
2000 Sales: \$3,957,400	2000 Profits: \$545,800
1999 Sales: \$2,969,100	1999 Profits: \$480,000
1998 Sales: \$3,100,166	1998 Profits: \$434,580
1997 Sales: \$2,913,765	1997 Profits: \$354,138

Stock Ticker: GDW
Employees: 6,103
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,004	Bonus: \$236,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$720,923	Bonus: \$

COMPETITIVE ADVANTAGE:

The World Savings subsidiary is one of the largest thrifts in the U.S. and one of the largest mortgage originators.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

GOLDMAN SACHS GROUP INC**www.gs.com**

Industry Group Code: 523110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Investment Banking
 Stock Brokerage
 Financial Services
 Asset Management
 Investment Banking
 Securities Services

BRANDS/DIVISIONS/AFFILIATES:

Spear, Leeds and Kellogg
 The Hull Group
 J. Aron Holdings
 BondDesk.com
 Epoch Partners, Inc.
 Golden Sachs PrimeAccess

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Harry M. Paulson, Jr., CEO
 John A. Thain, Pres./Co-COO
 John L. Thornton, Pres./Co-COO
 David A. Viniar, Exec. VP/CFO
 Bruce Larson, VP-Personnel
 Gregory K. Palm, Exec. VP/General Counsel
 Barry L. Zubrow, Exec. VP/Chief Admin. Officer
 Leslie C. Tortora, CIO

Phone: 212-902-1000 **Fax:** 212-902-3000

Toll-Free:

Address: 85 Broad St., New York, NY 10004 US

GROWTH PLANS/SPECIAL FEATURES:

Goldman Sachs Group, Inc. is one of the most prestigious investment banking firms on Wall Street. When the company went public in 1999, the last major firm of its kind to do so, it was oversubscribed by eight times and was able to choose its own investors. The firm's mergers and acquisitions department and its equity-financing services are its best-known divisions, but trading operations still make up the largest percentage of the company's revenues (over 40%). Other services offered by Goldman Sachs include pension services, investment management and information technology. The company is a truly global firm, as it has assisted in the merger of Germany's Daimler-Benz with Chrysler and was hired to restructure the debts of South Korea. Goldman Sachs recently acquired Epoch Partners, Inc., enabling it to distribute equity offerings to Charles Schwab and Co.'s and TD Waterhouse Group's customers. Having successfully launched Golden Sachs PrimeAccess program in Europe, the firm followed suit in the United States, providing partner firms with North American investment research. In recent years, Goldman Sachs has concentrated much of its expansion on the Internet. The company joined PaineWebber and Spear, Leeds and Kellogg in forming BondDesk.com, which provides software to drive electronic trading platforms through brokerage firms' Internet applications. The firm is currently lobbying for a national central computer system that would collect all stock orders. Such a system would drastically reduce the transaction costs involved in trading stocks.

Golden Sachs Group has a career development theme called Minds. Wide Open. It actively recruits global employees with advanced or college degrees. The interview processes are slightly more intensive than most, but provide access to world-wide opportunities for this premiere investment banking firm.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$25,020,000 (9 months)	2001 Profits: \$1,813,000 (9 months)
2000 Sales: \$33,000,000	2000 Profits: \$3,067,000
1999 Sales: \$25,363,000	1999 Profits: \$2,708,000
1998 Sales: \$22,478,000	1998 Profits: \$2,428,000
1997 Sales: \$20,433,000	1997 Profits: \$2,746,000

Stock Ticker: GS
 Employees: 22,627
 Fiscal Year Ends: 11/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$600,000	Bonus: \$14,056,600
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$12,097,300

COMPETITIVE ADVANTAGE:

Highly successful public offering of its own stock in 1999.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GOODYEAR TIRE & RUBBER COMPANY (THE)

www.goodyear.com/corporate

Industry Group Code: 441310 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Auto Parts, Retail
Tires
Rubber Products
Oil Pipelines
Industrial Chemicals

BRANDS/DIVISIONS/AFFILIATES:

Kelly Springfield Tire Co.
Cosmoflex, Inc.
Belt Concepts of America, Inc.
Celeron Corp.
North American Tires
Dunlop
Kelly Tires
Sumitomo Rubber Industries

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Samir G. Gibara, CEO
Robert J. Keegan, Pres.
Robert J. Keegan, COO
Robert W. Tieken, Exec. VP/CFO
Cathryn M. Fischer, Vp-Chief Mktg. Officer
Donald D. Harper, Sr. VP-Global Human Resources
William M. Hopkins, Sr.VP-Tech. Planning
C. Thomas Harvie, Sr. VP/General Counsel
Clark E. Sprang, Sr. VP-Bus. Dev. & Bus. Integration
Stephanie W. Bergeron, VP/Treas.
Isabel H. Jasinowski, VP-Government Relations

Phone: 330-796-2121 Fax: 330-796-2222

Toll-Free:

Address: 1144 E. Market St., Akron, OH 44316 US

GROWTH PLANS/SPECIAL FEATURES:

The Goodyear Tire and Rubber Company is the world-leading manufacturer of tires and rubber products. Goodyear invests heavily in the research and development of new tires designed to meet special needs. Aside from tires, Goodyear manufactures and markets several lines of rubber and reinforced plastic products for the transportation industry, numerous rubber-related chemicals for various applications and automotive repair and other services. It is a leading producer of industrial hoses, chemicals and belts for automobiles. Many of its products are bought by airlines and farmers. Goodyear maintains a major presence on the global stage with divisions scattered all over the world, including rubber plantations in Indonesia and over 900 retail stores in the U.S. Goodyear recently acquired Sumitomo Rubber Industries, a major European supplier. In conjunction with Continental, Cooper Tire, Michelin, Pirelli and Sumitomo, the company has created RubberNetwork.com, a global electronic purchasing and procurement marketplace. Recently, at the request of longtime customer Federal Express, Goodyear introduced a new tire designed for delivery vehicles. At the same time, the company also released a tire specifically for large recreational vehicles. Furthermore, the firm recently obtained a patent for a method to devulcanize cured rubber product. This process is a major step toward the ultimate goal of recycling more than 800 million scrap tires in America.

Benefits for qualified employees may include a chance to ride on the famed Goodyear Blimp, a set of tires each year at store cost and access to a local private family park.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,996,700 (6 months)	2001 Profits: \$-38,900 (6 months)
2000 Sales: \$14,417,100	2000 Profits: \$40,300
1999 Sales: \$13,355,400	1999 Profits: \$243,200
1998 Sales: \$13,081,600	1998 Profits: \$637,500
1997 Sales: \$13,065,300	1997 Profits: \$558,700

Stock Ticker: GT
Employees: 105,128
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,100,000	Bonus: \$432,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$435,417	Bonus: \$175,562

COMPETITIVE ADVANTAGE:

Sells products throughout the world/Competitor Firestone's recent difficulties spell opportunity for Goodyear.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GOODY'S FAMILY CLOTHING INC**www.goodysonline.com**

Industry Group Code: 452110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Small Department Stores, Retail
 Women's Apparel
 Men's Apparel
 Children's Apparel

BRANDS/DIVISIONS/AFFILIATES:

Mountain Lake
 Ivy Crew
 Chandler Hill
 Intimate Classics
 Mountain Blues Jeans Company
 International Trading Company
 Old College Inn
 GoodKidz

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert M. Goodfriend, CEO
 Lana Cain Krauter, Pres.
 Edward R. Carlin, CFO
 Stanley B. Latacha, Sr. VP-Mktg. & Advertising
 Hazel A. Moxim, VP-Human Resources
 Jay D. Scussel, Sr. VP-MIS
 David G. Peek, Corp. Controller
 Lana Cain Krauter, Chief Merch. Officer
 Edward R. Carlin, Corp. Sec.
 Regis J. Hebbeler, General Counsel
 Lynn R. Youngs, VP-Store Oper.
 Bruce E. Halverson Sr., Sr. VP-Planning & Allocation
 Max W. Jones, Exec. VP-Merch.
 David R. Mullins, Exec. VP-Stores
 John Payne, General Merch. Mgr.
 Bobby Whaley, Sr. VP-Distribution, Transportation & Logistics

Phone: 865-966-2000 **Fax:** 865-777-4220**Toll-Free:****Address:** 400 Goody's Ln., Knoxville, TN 37922 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,250,604 (12 months)	2001 Profits: \$13,342 (12 months)
2000 Sales: \$1,180,930	2000 Profits: \$19,725
1999 Sales: \$1,057,015	1999 Profits: \$27,687
1998 Sales: \$943,711	1998 Profits: \$33,286
1997 Sales: \$819,100	1997 Profits: \$17,200

Stock Ticker: GDYS
 Employees: 10,300
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$650,000	Bonus:	\$100,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$350,000	Bonus:	\$100,000

COMPETITIVE ADVANTAGE:

Broad selection of current season, brand-name merchandise.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

GOTTSCHALKS INC**www.gotts.com**

Industry Group Code: 452110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 9 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Department Stores, Retail
Men's Apparel, Retail
Women's Apparel, Retail
Children's Apparel, Retail
Specialty Stores- Women's Larger Sizes

BRANDS/DIVISIONS/AFFILIATES:

Harris/Gottschalks
Village East
Lamonts Apparel, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James R. Famalette, CEO
James R. Famalette, Pres.
Michael S. Geele, CFO
Marci Madsen, VP-Human Resources
John Zavada, CIO
Kris Xavier, Controller
Gary L. Gladding, General Merch. Mgr.
Warren Williams, Corp. Sec.
Warren Williams, General Counsel
Bret Levy, Treas.
Kris Xavier, VP-Finance
John Wintemute, VP-Info. Sys.
Ellen Schneider, VP-Merch. Control
Mark Elmo, VP-Distribution

Phone: 559-434-8000 Fax: 559-434-4803

Toll-Free:

Address: 7 River Park Place East, Fresno, CA 93720 US

GROWTH PLANS/SPECIAL FEATURES:

Gottschalks, Inc. is a regional department and specialty store chain based in the western U.S. Gottschalks and Harris/Gottschalks department stores typically offer a wide range of moderate to upper brand name and private-label merchandise, including men's women's, junior's and children's apparel, cosmetics, shoes, fine jewelry and home furnishings. Brand name apparel carried by these stores includes Estee Lauder, Calvin Klein, Ralph Lauren, Tommy Hilfiger, Nautica and Levi Strauss. The company's Village East specialty stores, which offer apparel for larger women, are located in the same mall in which a Gottschalks store is located or as a separate department within some of the company's larger stores. The firm's stores are typically located in diverse, non-major metropolitan areas. Some stores are located in agricultural areas of California and cater to mature customers with above average levels of income. Recently, Gottschalks acquired Lamonts Apparel, Inc., a Northwest-based regional department store chain currently operating 38 department stores. Lamonts stores generally carry an assortment of moderately priced brand name fashion apparel, accessories and merchandise for the home. The company's promotion strategy is based on a multimedia approach, using newspapers, television, radio, direct mail and catalogs to highlight seasonal promotions, selected brand name merchandise and frequent storewide sales events. The promotion strategy also focuses on special events such as fashion and bridal shows in Gottschalks stores to convey fashion trends to its customers.

The company offers employees medical, dental, and vision coverage as well as a credit union and company service awards.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$676,966 (12 months)	2001 Profits: \$7,079 (12 months)
2000 Sales: \$554,193	2000 Profits: \$6,636
1999 Sales: \$491,470	1999 Profits: \$5,282
1998 Sales: \$424,500	1998 Profits: \$3,730
1997 Sales: \$426,400	1997 Profits: \$1,800

Stock Ticker: GOT
Employees: 8,300
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$392,269	Bonus: \$70,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$336,101	Bonus: \$66,000

COMPETITIVE ADVANTAGE:

Has been in operation for over 91 years/Aggressive marketing leads to high levels of repeat traffic.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

GPU INC**www.gpu.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 28 Profits: 29

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Develops and Operates Utility Transmission and Distribution Facilities
 Gas Marketing
 Electricity Marketing

BRANDS/DIVISIONS/AFFILIATES:

FirstEnergy Corp.
 MYR Group, Inc.
 GPU International Group
 GPU Advanced Resources
 GPU Telecom
 GPU GasNet
 GPU Diversified Holdings
 GPU Solar

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Fred D. Hafer, CEO
 Fred D. Hafer, Pres.
 Bruce Levy, CFO
 Ira H. Jolles, General Counsel
 Carole B. Snyder, Exec. VP-Corp. Affairs

Phone: 973-401-8200 **Fax:** 973-455-8377**Toll-Free:****Address:** 300 Madison Ave., Morristown, NJ 07962-1911 US**GROWTH PLANS/SPECIAL FEATURES:**

GPU, Inc. is an international provider of energy-related infrastructure and services. Domestically, its three electric utility subsidiaries, which conduct business as GPU Energy, serve 2 million customers in Pennsylvania and New Jersey. Through the GPU International Group, GPU develops, owns and operates electric transmission and distribution facilities overseas and generating plants located both here and abroad. Altogether, GPU serves more than 4.3 million customers around the world. The company's GPU Advanced Resources, Inc. subsidiary sells competitive retail energy and services in the Mid-Atlantic region, which is the focus of the company's domestic market. The firm's GPU Telecom subsidiary is a telecommunication infrastructure development company and wholesale telecommunications provider with operations primarily in the Mid-Atlantic region. The subsidiary's customers consist of interexchange carriers, competitive local exchange carriers, competitive access providers, telephone companies and governmental agencies. GPU GasNet, another subsidiary, provides regulated gas transmission services, custody transfer metering, liquefied natural gas services and engineering and construction services. The company's GPU Diversified Holdings subsidiary has entered into a joint venture with AstroPower, Inc. to create GPU Solar, which operates a solar electric power plant in Hopland, California. The 15,000 square-foot plant generated more than 163,000 kilowatt-hours in its first year of operation and is the first grid-connected solar power plant built exclusively to meet the needs of California's deregulated electricity market. GPU has agreed to merge with and into FirstEnergy Corp.

The company places an emphasis on employees' personal and organizational growth as part of its philosophy to promote from within.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,648,300 (6 months)	2001 Profits: \$155,700 (6 months)
2000 Sales: \$5,196,300	2000 Profits: \$233,500
1999 Sales: \$4,757,100	1999 Profits: \$459,000
1998 Sales: \$4,248,800	1998 Profits: \$360,100
1997 Sales: \$4,143,379	1997 Profits: \$335,101

Stock Ticker: GPU
Employees: 14,100
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$738,462	Bonus: \$660,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$360,000	Bonus: \$315,000

COMPETITIVE ADVANTAGE:

Expansion of energy marketing business.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

GRANT PRIDECO INC**www.grantprideco.com**

Industry Group Code: 333130 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Equipment Manufacturing
 Drill Pipe and Drill Stem Products
 Engineered Connections

BRANDS/DIVISIONS/AFFILIATES:

eXtreme
 Atlas Bradford
 TCA
 Tube-Alloy
 XL Systems

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Curtis W. Huff, CEO
 Curtis W. Huff, Pres.
 Louis A. Raspino, CFO
 Dan M. Latham, VP-Mktg. & Sales
 Warren S. Avery, VP-Human Resources
 Philip A. Choyce, Corp. Sec.
 Philip A. Choyce, General Counsel
 William G. Chunn, Exec. VP-Oper.

Phone: 281-297-8500 **Fax:** 281-297-8699**Toll-Free:****Address:** 1450 Lake Robbins Dr., Ste. 600, The Woodlands, TX 77380 US**GROWTH PLANS/SPECIAL FEATURES:**

Grant Prideco is a leading supplier of drill pipe and drill stem products, high-performance engineered connections and premium oil tubular goods. The firm operates 22 manufacturing facilities located in the United States, Mexico, Canada, Europe and Asia, and 30 sales, service and repair locations globally. Grant Prideco's drilling products are sold to a variety of customers, including oil and gas drilling contractors, rental tool companies and independent oil and gas companies. The company's eXtreme drilling products are specifically designed for harsh drilling conditions such as extended reach, directional, horizontal, deep gas, offshore and ultra-deepwater drilling as well as high-temperature, high-pressure and corrosive well conditions. Grant Prideco's connection and tubular product offerings also include Atlas Bradford engineered connections, TCA premium casing and Tube-Alloy vacuum insulated tubing. Customers generally use Atlas Bradford engineered connections to maintain a seal that is subjected to extreme tension and compression forces. The company's TCA product offerings are designed to address the segment of the oil field tubular goods market that requires either quick deliveries or specialty sizes, chemistries or volumes that are not offered by most mills. The firm's XL Systems division provides connection technology utilized in the installation of platform conductor strings, freestanding caissons, tubular tendons, anchor piping and drilling risers.

Grant Prideco offers its employees tuition reimbursement and dental and vision insurance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$349,600 (6 months)	2001 Profits: \$-7,800 (6 months)
2000 Sales: \$498,500	2000 Profits: \$-16,500
1999 Sales: \$286,400	1999 Profits: \$-33,500
1998 Sales: \$646,500	1998 Profits: \$65,700
1997 Sales: \$630,000	1997 Profits: \$61,500

Stock Ticker: GRP

Employees: 3,825

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$371,139	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$222,800	Bonus: \$84,524

COMPETITIVE ADVANTAGE:

Leading supplier of drill pipe and stem products.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y		Y		Y

GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)

www.aptea.com

Industry Group Code: 445110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt.:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Coffee Manufacturer and Distributor
Franchises

BRANDS/DIVISIONS/AFFILIATES:

A&P
Waldbaum's
Food Emporium
Super Fresh
Farmer Jack
Kohl's
Sav-A-Center
Dominion

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Christian W.E. Haub, CEO
Christian W.E. Haub, Pres.
Elizabeth R. Culligan, COO
Fred Corrado, CFO
Don Sommerville, Chief Mktg. Officer
Laurane S. Magliari, Sr. VP-People Resources & Services
Nicholas L. Ioli Jr., CIO
George Graham, Chief Merch. Officer
William P. Costantini, Corp. Sec.
William P. Costantini, General Counsel
Brian Pall, Chief Dev. Officer
Craig Sturken, CEO/Pres.-Atlantic Region
Dennis Eidson, CEO/Pres.-Midwest Region
Brian Piwek, CEO/Pres., Great Atlantic & Pacific of Canada

Phone: 201-573-9700 **Fax:** 201-930-8144

Toll-Free:

Address: 2 Paragon Dr., Montvale, NJ 07645 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$10,622,900 (12 months)	2001 Profits: \$-25,100 (12 months)
2000 Sales: \$10,151,334	2000 Profits: \$14,160
1999 Sales: \$10,179,358	1999 Profits: \$-67,164
1998 Sales: \$10,262,243	1998 Profits: \$63,042
1997 Sales: \$10,089,000	1997 Profits: \$73,000

Stock Ticker: GAP
Employees: 83,000
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$619,615	Bonus: \$319,838
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$546,677	Bonus: \$167,348

COMPETITIVE ADVANTAGE:

One of the ten largest retail food chains in the U.S./Stores throughout the eastern U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

GROUP 1 AUTOMOTIVE INC**www.group1auto.com**

Industry Group Code: 441110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Auto Dealers, Retail
Auto Repair Services, Retail**GROWTH PLANS/SPECIAL FEATURES:**

Group1 Automotive, Inc. is a leading operator in the automotive retailing industry. The company sells new and used cars and light trucks, provides maintenance and repair services, sells replacement parts and arranges vehicle financing through its 100 dealership franchises. These dealerships acquire a majority of their new vehicle inventory from automobile manufacturers, including Ford, Toyota, Chevrolet, Dodge, Jeep and Mercedes Benz. Group 1 Automotive dealerships have taken several steps towards building customer confidence in their used vehicle inventory, including participation in manufacturer certification processes. These processes make used vehicles eligible for new vehicle benefits such as new vehicle finance rates and extended manufacturer warranties. The company owns 21 collision service centers, and the dealerships perform both warranty and non-warranty services. Given the increasing technological complexity of automobiles and the trend toward extended manufacturer and dealer warranty periods for new vehicles, Group 1 Automotive anticipates that its dealership franchises will perform an increasing number of repairs in the future. The firm's leading dealerships include the nation's second-largest Toyota dealership and the largest dealership group in Oklahoma. Moreover, the company's online services allow customers to arrange service appointments, search the company's inventory and receive notice of special orders.

BRANDS/DIVISIONS/AFFILIATES:**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

B.B. Hollingsworth Jr., CEO
B.B. Hollingsworth Jr., Pres.
Scott L. Thompson, CFO
Brooks O'Hara, VP-Human Resources
Michael J. Poppe, Corp. Controller
John S. Bishop, Sr. VP-Oper.
John T. Turner, Sr. VP-Corp. Dev.
Scott L. Thompson, Treas.
Charles M. Smith, Sr. VP-Industry Rel.
Randy L. Callison, VP-Corp. Dev.
Frank R. Todaro, VP-Corp. Services
H. Clifford Buster III, VP-Financial Oper.

Phone: 713-647-5700 **Fax:** 713-647-5800**Toll-Free:****Address:** 950 Echo Ln., Ste. 100, Houston, TX 77024 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,935,500 (6 months)	2001 Profits: \$23,400 (6 months)
2000 Sales: \$3,586,146	2000 Profits: \$40,812
1999 Sales: \$2,508,324	1999 Profits: \$33,515
1998 Sales: \$1,630,057	1998 Profits: \$20,719
1997 Sales: \$403,967	1997 Profits: \$5,818

Stock Ticker: GPI
Employees: 5,830
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$435,625	Bonus:	\$430,000
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary:	\$303,125	Bonus:	\$300,000

COMPETITIVE ADVANTAGE:

Expansion through acquisition.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	

GUESS? INC**www.guess.com****Industry Group Code:** 448110 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel, Men's Retail
 Women's Apparel
 Fragrances
 Footwear
 Accessories

BRANDS/DIVISIONS/AFFILIATES:

babyGUESS
 Triangle Design

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Maurice Marciano, Co-CEO
 Carlos Alberini, Pres.
 Carlos Alberini, COO
 Roger Williams, Exec. VP/CFO
 Armand Marciano, Sr. VP/Sec.
 Armand Marciano, Sr. Exec. VP
 Paul Marciano, Co-CEO
 Nancy Shachtman, Pres.-Wholesale

Phone: 213-765-3100 **Fax:** 213-744-7840

Toll-Free:

Address: 1444 South Alameda Street, Los Angeles, CA 90021
 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$321,800 (6 months)	2001 Profits: \$3,600 (6 months)
2000 Sales: \$779,217	2000 Profits: \$16,493
1999 Sales: \$599,650	1999 Profits: \$51,900
1998 Sales: \$471,931	1998 Profits: \$25,111
1997 Sales: \$515,372	1997 Profits: \$37,511

Stock Ticker: GES
 Employees: 4,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$900,000	Bonus:	\$360,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$900,000	Bonus:	\$360,000

COMPETITIVE ADVANTAGE:

Strong brand recognition/Guess brand products are carried by most major department stores throughout the country.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GUIDANT CORP**www.guidant.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Cardiovascular Therapeutic Devices
 Implantable Cardioverter Defibrillator Systems
 Cardiovascular Medical Devices
 Vascular Intervention Products
 Catheters
 Pacemakers

BRANDS/DIVISIONS/AFFILIATES:

Cardiac Rhythm Management Group
 Vascular Intervention Group
 Endovascular Solutions
 VENTAK PRIZM AICD
 ANCURE System
 MEGALINK
 VasoView
 PULSAR

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ronald W. Dollens, CEO
 Ronald W. Dollens, Pres.
 Keith E. Brauer, CFO/VP-Finance
 Mark C. Bartell, Pres., U.S. Sales Oper.
 Mark Harrold, VP - Human Resources
 Debra Minot, Corp. Sec.
 Debra Minot, General Counsel
 Rodney Nash, VP-Corp. Resources, Policy
 Ginger L. Graham, Group Chmn.
 A. Jay Graf, Group Chmn.
 John M. Capek, Pres., Vascular Intervention
 Beverly Huss, Pres., Endovascular Solutions

Phone: 317-971-2000 **Fax:** 317-971-2040**Toll-Free:****Address:** 111 Monument Circle, 29th Fl., Indianapolis, IN 46204 US**GROWTH PLANS/SPECIAL FEATURES:**

Guidant Corporation designs, develops, manufactures and markets a broad range of products for use in cardiac rhythm management, vascular intervention, cardiac surgery and endovascular solutions. The firm primarily operates in California, Minnesota, Texas, Washington, Puerto Rico and Ireland. In the area of cardiac rhythm management, the company is a leader in automatic implantable cardioverter defibrillator systems used in the detection and treatment of abnormally fast heart rhythms. The company launched the world's first implantable defibrillator in 1985. Guidant also designs, markets and manufactures a line of implantable pacemaker systems used in the treatment of slow or irregular arrhythmias. The company's vascular intervention division develops minimally invasive and cost-effective products and services for the treatment of coronary artery disease (CAD). Guidant is also involved in the development and marketing of innovative surgical devices and systems that alter the surgeon's approach to surgical procedures and may provide improved clinical benefit. Its Axis Off-Pump System allows physicians to perform coronary artery bypass procedures on a beating heart. The firm's endovascular solutions segment develops innovative medical technologies for treating abdominal aortic aneurysm (AAA), as well as carotid, peripheral artery and neurovascular disease. Guidant's ANCURE System for endovascular repair of AAA allows many patients to forgo a highly invasive surgical procedure for an innovative therapy program that can result in faster recovery times and shorter hospital stays. Moreover, the company offers a diversified line of medical products including stent delivery systems, catheters, guide wires, atherectomy devices and accessories. Guidant is currently working developing new products and services and improving on existing ones.

The company's employees enjoy education assistance, health, dental and vision plans, and an on-site day care center at its St. Paul location.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,327,300 (6 months)	2001 Profits: \$226,500 (6 months)
2000 Sales: \$2,548,700	2000 Profits: \$374,300
1999 Sales: \$2,352,300	1999 Profits: \$341,200
1998 Sales: \$1,913,100	1998 Profits: \$-24,800
1997 Sales: \$1,337,600	1997 Profits: \$122,900

Stock Ticker: GDT
 Employees: 9,252
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary:	\$550,008	Bonus:	\$506,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$410,249	Bonus:	\$377,426

COMPETITIVE ADVANTAGE:

Provides innovative, cost-effective products and services to the global cardiology and minimally invasive surgery marketplace.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y			Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

GUITAR CENTER INC**www.guitarcenter.com**

Industry Group Code: 451140 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Guitars & Related Equipment, Retail
 Pro Audio and Recording Equipment
 Catalog Retail
 Online Retail

GROWTH PLANS/SPECIAL FEATURES:

Guitar Center, Inc. is a leading retailer of guitars, amplifiers, percussion instruments, keyboards and pro audio and recording equipment with 69 stores in 31 major U.S. markets. The company believes that it offers a unique retail concept in the music products industry, combining an interactive hands-on shopping experience with a broad selection of brand name, high-quality products. Guitar Center's management believes that approximately 75% of the company's revenues come from professional and aspiring musicians. The firm postulates that the music industry is highly fragmented as 90% of the industry's 8,400 retailers operate only one or two stores. Guitar Center plans an extensive movement to build more stores in an effort to provide a storefront in every major market city. Its Flagship Hollywood store is currently one of the nation's largest and best-known retail stores of its kind, with approximately 30,600 square feet of retail space. The store features one of the largest used and vintage guitar collections in the U.S., attracting buyers and collectors from around the world. The catalog and online retail divisions operate two distribution facilities, one in Knoxville, Tennessee, and the other in Medford, Oregon. Guitar Center Stores receive all inventory needs by direct shipments from manufacturers or resellers. The company's stores generally range in size from 12,000 to 20,000 square feet and are designed to encourage customers to hold and play instruments. Each store carries an average of 7,000 core SKUs, which Guitar Center believes is significantly greater than a typical music products retail store, and is organized into five departments, each focused on one product category. The company offers its employees advancement opportunities, technical training and employee discounts.

BRANDS/DIVISIONS/AFFILIATES:

Guitar Center Flagship Hollywood
 Muscian's Friend

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Larry Thomas, CEO
 Marty Albertson, COO
 Bruce Ross, CFO
 Mark Laughlin, Sr. VP-Info. Systems
 Andrew Heyneman, Sr. VP-Merch.
 Barry Soosman, General Counsel
 Barry Soosman, Exec. VP-Corp. Dev./General Counsel
 Robert Eastman, Pres.- Musician's Friend

Phone: 818-735-8800 Fax: 818-735-8844

Toll-Free:

Address: 5155 Clareton Dr., Agoura Hills, CA 91301 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$426,600 (6 months)	2001 Profits: \$9,100 (6 months)
2000 Sales: \$785,671	2000 Profits: \$22,454
1999 Sales: \$620,081	1999 Profits: \$18,276
1998 Sales: \$485,714	1998 Profits: \$16,413
1997 Sales: \$367,353	1997 Profits: \$20,487

Stock Ticker: GTRC

Employees: 3,525

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$500,000	Bonus: \$80,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$452,310	Bonus: \$20,000

COMPETITIVE ADVANTAGE:

Offers one of the largest new and vintage guitar collections in the United States.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

H & R BLOCK INC**www.hrblock.com**

Industry Group Code: 541213 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Tax Return Preparation Services
Electronic Filing of Tax Returns
Technology-Driven Financial Services
Mortgage Operations
Investment Services

BRANDS/DIVISIONS/AFFILIATES:

H&R Block Tax Services, Inc.
Block Financial Corporation
Assurance Mortgage Corporation of America
Option One Mortgage Corporation
H&R Block Financial Advisors
Companion Insurance Corporation
Block Financial Executives Services Corp.
RSM McGladrey, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark A. Ernst, CEO
Mark A. Ernst, Pres.
Frank J. Cotroneo, Sr. VP/CFO
David F. Byers, Sr. VP/Chief Mktg. Officer
Stephanie Otto, VP-Human Resources
Cheryl L. Givens, VP/Controller
James H. Ingraham, VP/Legal
Bret G. Wilson, VP-Corp. Dev.
Linda M. McDougall, VP-Comm.
Brian N. Schell, VP/Treas.
Robert A. Weinberger, VP-Government Relations

Phone: 816-753-6900 **Fax:** 816-753-5346**Toll-Free:** 800-829-7733**Address:** 4400 Main St., Kansas City, MO 64111-1812 US**GROWTH PLANS/SPECIAL FEATURES:**

Kansas City, Missouri-based H&R Block, Inc. is North America's leading tax preparation company, serving about 14% of U.S. taxpayers. In 2000, the company served more than 20 million taxpayers in a total of 10,000 offices in the U.S., Canada and Australia. The firm also prepares taxes and provides refund anticipation loans in the U.K. H&R Block is expanding its financial services portfolio to decrease its dependency on the April 15 deadline. The company bought top-10 U.S. accounting firm McGladrey & Pullen, which it combined with its HRB Business Services subsidiary to create RSM McGladrey as part of a strategy to build a national accounting practice serving mid-sized companies. HRB also acquired Assurance Mortgage Corporation of America, which is now H&R Block Mortgage Corporation, a company engaged in the origination and sale of conventional mortgage loans. H&R Block recently entered into an exclusive, multi-year alliance with AOL Time Warner, enabling the firm to be the preferred tax service provider across several AOL brands as well as launching marketing across AOL Time Warner media holdings. Part of the alliance will result in the creation of AOL's Online Tax Center. The company is also increasing the number of its H&R Block Financial Centers, which offer tax preparation, financial planning, investment advice and home mortgages. The company is moving into brokerage services as well. H&R Block has two types of franchises: the 10,000-plus franchised offices are either major franchisees, which cover large cities and counties, or satellite franchisees located in less populated areas. Block Financial Corporation, which will remain with H&R Block, was formed to provide complimentary financial services to tax clients and is being positioned to serve an even broader customer base. Recent developments for Block Financial includes restructuring that resulted in the sale of MECA Software, which produces the Managing Your Money program.

The company provides employees with medical, dental and vision coverage, as well as tuition assistance and discounted tax preparation.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,001,600 (12 months)	2001 Profits: \$281,200 (12 months)
2000 Sales: \$2,451,900	2000 Profits: \$251,900
1999 Sales: \$1,644,700	1999 Profits: \$215,400
1998 Sales: \$1,270,000	1998 Profits: \$392,100
1997 Sales: \$1,066,400	1997 Profits: \$47,800

Stock Ticker: HRB
Employees: 99,400
Fiscal Year Ends: 4/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$645,833	Bonus: \$286,557
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$475,909	Bonus: \$240,287

COMPETITIVE ADVANTAGE: Name recognition/Prepares 15% of all U.S. individual tax returns.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

H J HEINZ CO**www.heinz.com****Industry Group Code:** 311000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Food Products-Manufacturing
Ketchup
Condiments
Sauces
Pasta
Infant Food
Frozen Food
Pet Food

BRANDS/DIVISIONS/AFFILIATES:

Heinz
Kibbles 'n Bits
Gravy Train
Ore-Ida
Plasmon
Smart Ones
Boston Market Frozen Meals
Classico

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William R. Johnson, CEO
William R. Johnson, Pres.
Paul F. Renne, CFO
F. Kerr Dow, Chief Scientist
William J. Showalter, Corp. Controller
Karyll A. Davis, Corp. Sec.
Laura Stein, General Counsel
William C. Goode III, Chief Admin. Officer
Michael J. Bertasso, Sr. VP-Strategy, Process & Bus. Dev.
D. Edward I. Smyth, Sr. VP-Corp. and Government Affairs
John Runkel, VP-Investor Rel.
Leonard A. Cullo, Treas.
Mitchell A. Ring, VP-Bus. Dev.
Theodore N. Bobby, VP-Legal Affairs
John C. Crowe, VP-Taxes
R. Scott Allen, Chief Procurement Officer

Phone: 412-456-5700 **Fax:** 412-456-6128**Toll-Free:****Address:** 600 Grant St., Pittsburgh, PA 15219 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$9,430,400 (12 months)	2001 Profits: \$478,000 (12 months)
2000 Sales: \$9,407,900	2000 Profits: \$890,600
1999 Sales: \$9,299,600	1999 Profits: \$474,300
1998 Sales: \$9,209,300	1998 Profits: \$801,600
1997 Sales: \$9,357,000	1997 Profits: \$301,900

Stock Ticker: HNZ
Employees: 45,800
Fiscal Year Ends: 4/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$900,000	Bonus: \$1,776,864
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$450,000	Bonus: \$760,001

COMPETITIVE ADVANTAGE:

An interesting company with a lengthy history of success, Heinz owns some of the best brands in the global food business.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HALLIBURTON COMPANY**www.halliburton.com****Industry Group Code:** 213111 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:		Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
Software
Engineering
Construction
Drilling Fluids
Drilling Tools
Testing

BRANDS/DIVISIONS/AFFILIATES:

Kellogg Brown and Root
Brown and Root
Baroid
Landmark Graphics Corporation
Halliburton Deepwater

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David J. Lesar, CEO
David J. Lesar, Pres.
Gary V. Morris, Exec. VP
Margaret E. Carriere, VP-Human Resources
Robert F. Heinemann, VP/Chief Tech. Officer
Arthur D. Huffman, VP/CIO
R. Charles Muchmore Jr., VP/Controller
Lester L. Coleman, Exec. VP/General Counsel
John W. Kennedy, Exec. VP-Global Bud. Dev.
Guy Marcus, VP-Investor Rel.
Jerry H. Blurton, Treas.

Phone: 214-978-2600 **Fax:** 214-978-2611

Toll-Free:

Address: 3600 Lincoln Plaza, Dallas, TX 75201 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,483,000 (6 months)	2001 Profits: \$491,000 (6 months)
2000 Sales: \$11,944,000	2000 Profits: \$501,000
1999 Sales: \$12,313,000	1999 Profits: \$438,000
1998 Sales: \$14,504,000	1998 Profits: \$-15,000
1997 Sales: \$16,272,000	1997 Profits: \$772,000

Stock Ticker: HAL
Employees: 93,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$958,333	Bonus:	\$2,012,709
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$806,332	Bonus:	\$1,451,398

COMPETITIVE ADVANTAGE:

Largest supplier of drilling support services in the world.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

HANCOCK FABRICS INC**www.hancockfabrics.com**

Industry Group Code: 451120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Fabrics & Sewing Accessories, Retail
Wholesale Fabric Retail**GROWTH PLANS/SPECIAL FEATURES:**

Hancock Fabrics, Inc. is engaged in the retail and wholesale fabric business, selling fabrics, crafts and related accessories to the home sewing and home decorating markets and, at wholesale, to independent retailers. The company operates 453 stores in 42 states and serves over 100 independent wholesale customers, making it one of the largest fabric retailers in the U.S. Each store offers a wide selection of apparel fabrics, home decorating products (which include drapery and upholstery fabrics), notions (which include sewing aids and accessories such as zippers, buttons, threads and ornamentation), patterns, quilting materials and supplies, craft items and related supplies. These retail stores maintain an inventory that includes cotton, woolen and synthetic staple fabrics such as broadcloth, poplin, gaberdine, unbleached muslin and corduroy, as well as seasonal and current fashion fabrics. Primary locations and target markets for the firm's stores are neighborhood shopping centers. Hancock has its own co-branded MasterCard, The Fabric Card, to help with consumer recognition. In other business, Hancock produces its Sew Perfect magazine, originally called Home Expressions. The company is served by a 525,000 square foot warehouse, distribution and headquarters facility in Tupelo, Mississippi. Contract trucking firms, common carriers and parcel delivery are used to deliver merchandise from their warehouse and vendors to its retail stores and wholesale customers.

Hancock offers its full-time employees a sales incentive bonus plan, medical, dental and life insurance and merchandise discounts.

BRANDS/DIVISIONS/AFFILIATES:

Sew Perfect
Minnesota Fabrics
Fabric Warehouse
Fabric Market (The)
HGTV
Fabric MasterCard (The)
Waverly Showcase
Lauren Hancock Collection

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Larry G. Kirk, CEO
Jack W. Busby, Jr., Pres.
Jack W. Busby, Jr., COO
Bruce D. Smith, CFO
Tom R. Collins, VP-Mktg.
Bruce E. Rockstad, VP-Human Resources
Jeffie L. Gatlin, VP-MIS
Billy M. Morgan, Sr. VP-Merch.
Ellen J. Kennedy, Corporate Sec.
Dean W. Abraham, Sr. VP-Store Oper.
Bruce D. Smith, Treas.

Phone: 662-842-2834 **Fax:** 662-842-2834**Toll-Free:****Address:** 3406 W. Main St., Tupelo, MS 38801 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$385,245 (12 months)	2001 Profits: \$10,867 (12 months)
2000 Sales: \$381,572	2000 Profits: \$6,816
1999 Sales: \$392,303	1999 Profits: \$3,556
1998 Sales: \$381,910	1998 Profits: \$15,324
1997 Sales: \$378,218	1997 Profits: \$12,481

Stock Ticker: HKF
Employees: 6,500
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$263,654	Bonus: \$194,140
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$205,807	Bonus: \$150,280

COMPETITIVE ADVANTAGE:

Carries a wide selection of fashion merchandise and current decorator items/The leading fabric store in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

HARBORSIDE HEALTHCARE CORP**www.hbrside.com**

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Long-Term Health Care/Nursing Homes
 Sub-acute Care Facilities
 Rehabilitation Services
 Temporary Staffing Services

BRANDS/DIVISIONS/AFFILIATES:

Theracor
 Sowerby Health Centers
 Associated Healthcare
 ReadyNurse

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stephen L. Guillard, CEO
 Stephen L. Guillard, Pres.
 William H. Stephan, CFO
 Scott McIntire, VP-Mktg. & Managed Care
 Robert Haggerty, Sr. VP-Human Resources
 John Guida, CIO
 Steven Raso, Exec. VP-Oper.
 Damian Dell'Anno, Exec. VP-Oper.
 Bruce J. Beardsley, Sr. VP-Acquisitions
 Susan Davis, Sr. VP-Clinical Services

Phone: 617-646-5400 **Fax:** 617-646-5454**Toll-Free:** 888-742-7267**Address:** 1 Beacon St., 11th Floor, Boston, MA 02108 US**GROWTH PLANS/SPECIAL FEATURES:**

Harborside Healthcare Corporation provides high quality long-term care, sub-acute care and other specialty medical services in the Mid-Atlantic, Midwest and New England regions of the U.S. The company operates 41 facilities with more than 5,000 aggregate beds in eight states. Of the 41 facilities, 39 are skilled-nursing facilities, one is an assisted-living center and one a retirement community. The firm provides traditional skilled nursing care, a wide range of subacute care programs such as orthopedic, CVA/stroke, cardiac, pulmonary and wound care, as well as distinct programs for the provision of care to Alzheimer's and hospice patients. In addition, the company provides rehabilitation therapy services both at company-operated and non-affiliated facilities. Each facility offers a number of individualized therapeutic practices designed to enhance the quality of life of its patients. Entertainment events, musical productions, trips, arts and crafts and volunteer and other programs encourage community interaction. Harborside also provides support services, including dietary services, social services, housekeeping and laundry services, pharmaceutical and medical supplies and routine rehabilitation therapy. Harborside established ReadyNurse, a temporary healthcare staffing company, in 1999. ReadyNurse provides temporary registered nurses (RNs), licensed practical nurses (LPNs) and certified nursing aides (CNAs) to the company's facilities as well as a variety of other clinical settings.

The company offers its workforce medical and dental coverage, employee meals, pay in lieu of benefits and shift differentials.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$168,213 (6 months)	2001 Profits: \$-14,170 (6 months)
2000 Sales: \$322,672	2000 Profits: \$-36,706
1999 Sales: \$300,600	1999 Profits: \$-17,600
1998 Sales: \$311,000	1998 Profits: \$-24,200
1997 Sales: \$221,800	1997 Profits: \$6,803

Stock Ticker: Private

Employees: 8,100

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$397,523	Bonus:	\$86,250
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$281,259	Bonus:	\$45,000

COMPETITIVE ADVANTAGE:

Regionally-concentrated provider of post-acute, long-term care/Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

HARTE HANKS COMMUNICATIONS INC www.harte-hanks.com

Industry Group Code: 511110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Shopper Newspaper Publishing
Direct Mail Services
Direct Marketing
Interactive Marketing

BRANDS/DIVISIONS/AFFILIATES:

Trillium Software, Inc.
DiMark
The Shopper's Guide
The Flyer
Potpourri
PennySaver
Harte-Hanks Response Management
Direct Market Concepts, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Larry Franklin, CEO
Richard M. Hochhauser, Pres.
Richard M. Hochhauser, COO
Jacques D. Kerrest, CFO
Craig Combest, VP-Direct Mktg.
Carolyn Oatman, Dir.-Human Resources
Dick Wai-Cheong Man, Pres., Harte-Hanks Data Tech.
Jessica M. Huff, Controller/Chief Acc. Officer
Donald R. Crews, Corp. Sec.
Gary J. Skidmore, Sr. VP-Direct Mktg.
Peter E. Gorman, Sr. VP-Shoppers

Phone: 210-829-9000 Fax: 210-829-9403

Toll-Free:

Address: 200 Concord Plaza Dr., San Antonio, TX 78216 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$460,800 (6 months)	2001 Profits: \$39,200 (6 months)
2000 Sales: \$960,800	2000 Profits: \$81,900
1999 Sales: \$829,800	1999 Profits: \$72,900
1998 Sales: \$748,500	1998 Profits: \$68,400
1997 Sales: \$638,300	1997 Profits: \$335,800

Stock Ticker: HHS
Employees: 8,849
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$835,000	Bonus: \$561,120
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$550,000	Bonus: \$369,600

COMPETITIVE ADVANTAGE:

Focus on direct-marketing with high profit margin shopper newspapers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HARTFORD FINANCIAL SERVICES GROUP INC (THE)

www.thehartford.com

Industry Group Code: 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 12 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Life Insurance
Property Insurance
Casualty Insurance
Reinsurance
Employee Benefits Administration
Asset Management
Mutual Funds

BRANDS/DIVISIONS/AFFILIATES:

Hartford Casualty Insurance Company
Omni Insurance Group, Inc.
Hartford Accident and Indemnity Company
Hartford Advisers Fund, Inc.
Hartford (Bermuda) Ltd.
Hartford Bond Fund, Inc.
Hartford Capital Appreciation Fund, Inc.
Impact Systems

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Ramani Ayer, CEO
Ramani Ayer, Pres.
David K. Zwiener, Exec. VP/CFO
Randall I. Kiviat, Group Sr. VP-Human Resources
John T. Crawford, Group Sr. VP-Info. Tech.
John N. Giamalis, Controller
Neal S. Wolin, General Counsel
Carter J. Platt, Exec. VP-Oper.
J. Richard Garrett, Treas.
Brenda Furlong, Chief Investment Officer
Edward L. Morgan, Sr. VP-Corp. Relations/Government Affairs

Phone: 860-547-5000 **Fax:** 860-547-2680

Toll-Free:

Address: 690 Asylum Ave., Hartford, CT 06115 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,569,000 (6 months)	2001 Profits: \$466,000 (6 months)
2000 Sales: \$14,703,000	2000 Profits: \$974,000
1999 Sales: \$13,528,800	1999 Profits: \$862,000
1998 Sales: \$15,022,000	1998 Profits: \$1,015,000
1997 Sales: \$13,461,000	1997 Profits: \$1,332,000

Stock Ticker: HIG
Employees: 26,600
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$995,833	Bonus: \$1,840,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$895,833	Bonus: \$1,752,000

COMPETITIVE ADVANTAGE:

The company is among the largest providers of insurance and insurance products in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HASTINGS ENTERTAINMENT INC**www.gohastings.com**

Industry Group Code: 532230 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Video Rental Stores, Rental
Books
Music
Software
Video Games
Video, Games and DVD Rental
E-Commerce
Computers and Peripherals

BRANDS/DIVISIONS/AFFILIATES:

GoHastings.com
Hastings Properties, Inc.
Hastings Internet, Inc.
Hasting College Stores, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

John H. Marmaduke, CEO
Phillip G. Hill, COO
Gaines L. Godfrey, CFO
Alan Van Ongervalle, VP-Mktg. & Sales
Michael Woods, VP-Info. Systems
Jerry M. McKee, Controllor
Jerry M. McKee, Corp. Sec.
Robert A. Berman, VP-Store Oper.

Phone: 806-351-2300 **Fax:** 806-351-2424

Toll-Free:

Address: 3601 Plains Blvd., Ste. 1, Amarillo, TX 79102 US

GROWTH PLANS/SPECIAL FEATURES:

Hastings Entertainment, Inc. is a multimedia entertainment retailer that combines the sale of books, music, software, periodicals, videocassettes and DVDs with the rental of videocassettes, video games and DVDs in a superstore format. The firm also operates a multimedia entertainment e-commerce web site, gohastings.com, which offers a broad selection of books, music, software, videocassettes, video games and DVDs. Hastings' goal is to enhance its position as a leading multimedia entertainment retailer by expanding existing stores, opening new stores in selected markets and offering its products through the Internet. The company's business strategy is also designed to build consumer awareness of the Hastings concept and achieve high levels of customer loyalty and repeat business. Many of its stores offer such amenities as reading chairs and free coffee. About 20% of sales come from videotape, video game and DVD rentals. In its early years, the company focused on small markets and offered primarily book and music products. In the 1980's, the company's internal growth was supplemented by the acquisition of existing stores, most of which were located in malls. During the mid-1980's, the company added videotape sales and rentals and complementary product categories to its selection of books and music and developed a larger superstore format to satisfy favorable consumer response to its multimedia retailing concept and provide more extensive product selection. As a result, beginning in the late 1980's, the company began focusing on opening superstores and on expanding, relocating, selling or closing its smaller mall-based stores. Today, the Company operates 142 superstores in 21 states, with plans to expand to an aggregate 147 stores by the end of fiscal 2001.

The firm makes a local commitment to help fund literacy campaigns in each community it serves.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$458,203 (12 months)	2001 Profits: \$-14,600 (12 months)
2000 Sales: \$445,425	2000 Profits: \$-2,165
1999 Sales: \$399,066	1999 Profits: \$-4,305
1998 Sales: \$357,682	1998 Profits: \$5,104
1997 Sales: \$324,300	1997 Profits: \$3,800

Stock Ticker: HAST
Employees: 6,245
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$182,577	Bonus: \$209,250
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$106,503	Bonus: \$64,800

COMPETITIVE ADVANTAGE:

Focus on smaller markets./Strategic acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

HCA INC**www.hcahealthcare.com****Industry Group Code:** 622110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Hospitals-General
 Outpatient Clinics
 Sub-Acute Care
 Hospitals
 Surgery

BRANDS/DIVISIONS/AFFILIATES:

HCA Healthcare Co.
 Amisub of Georgia, Inc.
 Beverly Hills Surgical Hospital, Ltd.
 Brookwood Medical Center of Gulfport, Inc.
 Central Florida Division Practice, Inc.
 Colorado Healthcare Management, Inc.
 HCA Health Services
 Columbia/HCA Healthcare Corp

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jack O. Bovender, Jr., CEO
 Jack O. Bovender, Jr., Pres.
 Richard M. Bracken, COO
 David G. Anderson, VP-Finance
 Phillip R. Patton, Sr. VP-Human Resources
 Noel B. Williams, CIO
 R. Milton Johnson, Controller
 Robert A. Waterman, General Counsel
 A. Bruce Moore, Jr., Sr. VP-Oper. Administration
 V. Carl George, VP-Dev.
 David G. Anderson, Treas.
 Alan R. Yuspeh, Sr. VP-Ethics and Compliance
 Joseph N. Steakley, Sr. VP-Internal Audit and Consulting Services
 Patricia T. Lindler, Sr. VP-Government Programs

Phone: 615-344-9551 **Fax:** 615-344-2266**Toll-Free:****Address:** 1 Park Plaza, Nashville, TN 37203 US**GROWTH PLANS/SPECIAL FEATURES:**

HCA, Inc., formerly known as HCA Healthcare Co., owns and operates approximately 200 hospitals, and 70 outpatient surgery centers in 24 states, the U.K. and Switzerland. Company facilities (hospitals, outpatient centers, psychiatric hospitals and rehabilitation centers) are accredited by the Joint Commission on Accreditation of Healthcare Organizations. Many of the hospitals have received Accreditation with Commendation, the highest rating for quality. The company intends to make its hospital centers integral parts of the communities they serve. Most of the company's general, acute care hospitals provide medical and surgical services, including inpatient care, intensive and cardiac care, diagnostic services and emergency services. These hospitals also provide outpatient services such as outpatient surgery, laboratory, radiology, respiratory therapy, cardiology and physical therapy. A few years ago, HCA was the target of a widespread government investigation into its business practices that led to an almost complete turnover of senior management. In early 2000, the firm began negotiating to end the federal-level investigation by paying a fine of over \$700 million. This should lead to a settlement of all problems at state and other levels eventually, and a stabilization of the company. The company established a comprehensive Ethics and Compliance Program. Meanwhile, the firm has gone through a thorough downsizing, including the sale or closing of many of its facilities.

HCA offers jobs in each of its facilities and its management. The facilities are locally managed and controlled by people from the surrounding communities in order to better respond to and serve that community.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$8,977,000 (6 months)	2001 Profits: \$589,000 (6 months)
2000 Sales: \$16,670,000	2000 Profits: \$219,000
1999 Sales: \$16,657,000	1999 Profits: \$657,000
1998 Sales: \$18,681,000	1998 Profits: \$379,000
1997 Sales: \$18,819,000	1997 Profits: \$-305,000

Stock Ticker: HCA
 Employees: 164,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$812,527	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$500,002	Bonus: \$

COMPETITIVE ADVANTAGE:

Columbia/HCA is one of the nation's largest health care providers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HE BUTT GROCERY COMPANY**www.heb.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores/Supermarkets Stores, Retail
Pharmacy
Gasoline

GROWTH PLANS/SPECIAL FEATURES:

H.E. Butt Grocery Company is one of the largest independently owned food retailers in the U.S. The company operates more than 275 grocery stores under the H-E-B brand name primarily in Texas, with other locations in Louisiana and Mexico. H-E-B stores have been serving Texans for over 100 years. The company owns the largest milk plant in Texas as well as the state's largest bread bakery. The stores carry a wide variety of merchandise including its own line of products under the name Own Brands. The company has launched over 3,000 H-E-B Own Brand products ranging from eggs and yogurt to bacon and charcoal. Starting in 1994, the company launched a new store concept called Central Market in the Texas cities of San Antonio and Austin. A new Central Market opens in Houston in mid 2001. Central Market stores feature a European bakery, a deli with meats and cheeses from around the globe and a juice and ice cream bar. The stores also offer culinary classes as well as special events such as the Kids Summer Cooking Camp and Tap Jam, a festival of music and dance. H-E-B's web site offers a full recipe library along with a 7-day menu planner. Customers can also prepare an online grocery list, refill pharmacy prescriptions and receive online coupons for in-store shopping. The company is currently expanding its store base in the U.S. as well as south of the border in Mexico.

The company offers major medical, dental, and life coverage and education development programs to its employees.

BRANDS/DIVISIONS/AFFILIATES:

Central Market
Own Brands
H-E-B

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles C. Butt, CEO
James F. Clingman, Pres.
James F. Clingman, COO
Jack C. Brouillard, CFO
Susan Allford, Sr. VP-Human Resources
Jack C. Brouillard, Chief Admin. Officer

Phone: 210-938-8000 Fax: 210-938-8169

Toll-Free:

Address: 646 South Main Avenue, San Antonio, TX 78204 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)

2001 Profits: \$ (months)

2000 Sales: \$8,200,000

2000 Profits: \$

1999 Sales: \$

1999 Profits: \$

1998 Sales: \$

1998 Profits: \$

1997 Sales: \$

1997 Profits: \$

Stock Ticker: Private

Employees: 50,000

Fiscal Year Ends: 10/31

SALARIES/BENEFITS:

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan: Y

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

COMPETITIVE ADVANTAGE:

Outstanding leadership and corporate culture/Exciting new Central Market concept.

OTHER THOUGHTS:

Apparent Women Officers or Directors:

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:

Southwest:

Y

Midwest:

Southeast:

Y

Northeast:

International:

Y

HEALTH MANAGEMENT ASSOCIATES INC www.hma-corp.com

Industry Group Code: 622110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Hospitals-General
Psychiatric Hospitals**GROWTH PLANS/SPECIAL FEATURES:**

Health Management Associates, Inc. operates several acute care hospitals in non-urban, southeastern and southwestern areas of the United States. The company currently operates 39 general acute care hospitals, with a total of 5,396 licensed beds, and three psychiatric hospitals, with a total of 186 licensed beds. The firm is rapidly growing through acquisitions. In evaluating potential acquisitions, Health Management Associates requires a hospital's market service area to exhibit a demographic need for the facility and to have an established physician base that can be augmented by the company's ability to attract additional physicians to the community. Many hospitals acquired by the firm are unprofitable at the time of acquisition. Upon purchasing a facility, Health Management Associates employs a well-qualified executive director and controller, implements its proprietary management information systems, recruits physicians, introduces strict cost control measures with respect to hospital staffing and volume purchasing under company-wide agreements and spends the necessary capital to renovate the facility and upgrade equipment. The company's hospitals are designed for rural and small community patients who would otherwise be forced to travel to receive healthcare treatment. The operations of Health Management Associates' psychiatric hospitals focus mainly on child/adolescent residential treatment programs. Some of the company's hospitals provide services to retired and certain other military personnel and their families pursuant to the Civilian Health and Medical Program of Uniformed Services (CHAMPUS) program. In recent news, Health Management Associates acquired East Pointe Hospital, an 88-bed acute care hospital located in Lehigh Acres, Florida. In addition, the company also recently acquired Lee County Community Hospital, an 80-bed acute hospital located in Pennington Gap, Virginia.

The company emphasizes its commitment and involvement in the various communities that it serves.

BRANDS/DIVISIONS/AFFILIATES:East Pointe Hospital
Lee County Community Hospital
Charlie Hospital
Medical Center of Southeastern Oklahoma
Charlotte Regional Medical Center
Davis Medical Center
Pasco Community Hospital
St. Joseph Hospital**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.Joseph V. Vumbacco, CEO
Joseph V. Vumbacco, Pres.
Earl P. Holland, COO
Robert E. Farnham, Sr. VP/CFO
Fred Drow, VP-Human Resources
Timothy R. Parry, VP/Corp. Sec.
Timothy R. Parry, VP/General Counsel

Phone: 941-598-3104 Fax: 941-598-2705

Toll-Free:

Address: 5811 Pelican Bay Blvd., Ste. 500, Naples, FL 34108-2710 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,388,500 (9 months)	2001 Profits: \$143,000 (9 months)
2000 Sales: \$1,577,800	2000 Profits: \$167,700
1999 Sales: \$1,355,700	1999 Profits: \$149,800
1998 Sales: \$1,138,800	1998 Profits: \$136,800
1997 Sales: \$895,500	1997 Profits: \$108,300

Stock Ticker: HMA
Employees: 19,000
Fiscal Year Ends: 9/30**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$600,000	Bonus: \$650,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$375,000	Bonus: \$406,250

COMPETITIVE ADVANTAGE:

Rapid growth through acquisitions.

OTHER THOUGHTS:Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

HEALTH NET INC**www.health.net**

Industry Group Code: 621491 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

HMO/PPO

Utilization Management

Healthcare Services Management

Administrative Services

Insurance Companies

BRANDS/DIVISIONS/AFFILIATES:

TRICARE

Foundation Health Systems, Inc.

Health Net Federal Services

Health Net Pharmaceutical Services

MHN, Inc.

Denticare AVP

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jay M. Gellert, CEO

Jay M. Gellert, Pres.

Steven P. Erwin, CFO

Karen D. Mayhew, Sr. VP-Human Resources

B. Curtis Westen, Corp. Sec.

B. Curtis Westen, General Counsel

David W. Olson, Sr. VP-Investor Rel.

John Sivori, Pres., Health Net Pharmaceutical Services

Timothy J. Moore, M.D., Chief Medical Officer

Cora Tellez, Pres., Health Plans Div.

Patricia Clarey, VP-Gov't Rel.

Phone: 818-676-6000

Fax: 818-676-8591

Toll-Free: 800-291-6911

Address: 21650 Oxnard St., Woodland Hills, CA 91367 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,034,800 (6 months)

2001 Profits: \$28,200 (6 months)

2000 Sales: \$9,076,600

2000 Profits: \$163,623

1999 Sales: \$8,647,900

1999 Profits: \$142,400

1998 Sales: \$8,628,900

1998 Profits: \$-165,200

1997 Sales: \$7,005,600

1997 Profits: \$-187,100

Stock Ticker: HNT

Employees: 11,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$586,539

Bonus: \$

Savings Plan: Y

Stock Purch. Plan:

Second Exec. Salary: \$393,269

Bonus: \$186,667

COMPETITIVE ADVANTAGE:

Fully integrated managed care.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3

Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	

HEALTHSOUTH CORP**www.healthsouth.com**

Industry Group Code: 621490 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Rehabilitative Health Care and Nonemergency Surgery Services
Diagnostic Centers
Occupational Medical Centers

BRANDS/DIVISIONS/AFFILIATES:

Functional Capacity Evaluations

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard M. Scrushy, CEO
William T. Owens, Pres.
William T. Owens, COO
Weston L. Smith, CFO
Dennis Wade, Human Resources
Brandon O. Hale, Corp. Sec.
Brandon O. Hale, Exec. VP-Admin.
Thomas W. Carman, Exec. VP-Corp. Dev.
Malcolm E. McVay, Treas.
Patrick A. Foster, COO/Pres., Inpatient Div.
Larry D. Taylor, COO/Pres., Ambulatory Services

Phone: 205-967-7116 **Fax:** 205-969-4719**Toll-Free:****Address:** 1 HealthSouth Pkwy., Birmingham, AL 35243 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,189,500 (6 months)	2001 Profits: \$55,400 (6 months)
2000 Sales: \$4,195,100	2000 Profits: \$278,500
1999 Sales: \$4,072,100	1999 Profits: \$76,500
1998 Sales: \$4,006,100	1998 Profits: \$46,600
1997 Sales: \$3,123,200	1997 Profits: \$343,100

Stock Ticker: HRC
Employees: 53,216
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$3,654,849	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$627,716	Bonus: \$

COMPETITIVE ADVANTAGE:

The nation's largest provider of outpatient surgery and rehabilitative health care services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HENRY SCHEIN INC**www.henryschein.com****Industry Group Code:** 421450 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment/Supplies-Dental
 Health Care Products and Services
 Dental Products
 Veterinary Products
 Imaging Software

BRANDS/DIVISIONS/AFFILIATES:

Dentrix Dental Systems, Inc.
 Micro Bio-Medics, Inc.
 Schein Empire Dental Chair
 Smith Holden, Inc.
 Spheredom Dental Supply, Inc.
 Sullivan Dental Products
 ORALCDx

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stanley M. Bergman, CEO
 Stanley M. Bergman, Pres.
 Steven Paladino, CFO
 Leonard A. David, VP-Human Resources
 Larry M. Gibson, Chief Tech. Officer
 Leonard A. David, Special Counsel
 Gerald A. Benjamin, Chief Admin. Officer
 Mark E. Mlotek, Sr. VP-Corp. Bus. Dev.
 Michael Zack, Sr. VP-Int'l Group
 Michael Racioppi, Pres., Medical Group
 James P. Breslawski, Pres., U.S. Dental

Phone: 516-843-5500 **Fax:** 516-843-5658**Toll-Free:****Address:** 135 Duryea Rd., Melville, NY 11747 US**GROWTH PLANS/SPECIAL FEATURES:**

Henry Schein, Inc. is a leading distributor of healthcare products to office-based practitioners in the North American and European markets. The company markets its products and services to over 400,000 customers, primarily dental practices and dental laboratories. Other customers include physician practices, veterinary clinics and institutions. The firm offers a broad selection of more than 80,000 branded and Henry Schein private brand products. Products include surgical, dental, pharmaceutical, vitamin, veterinary, medical equipment and diagnostic testing products. The company employs an integrated sales and marketing approach, combining extensive direct marketing programs with 730 telemarketing representatives and a network of 1,200 field sales consultants. Henry Schein distributed over 18 million pieces of direct marketing material to approximately 650,000 office-based health care practitioners during 2000. The firm is divided into five primary business segments: Dental, Medical, Veterinary, International and Technology and Value Added Services. The segments operate through a centralized and automated distribution network that supplies customers in more than 125 countries worldwide. The company is a pioneer in developing electronic catalogs and ordering systems for its healthcare professional customers. The firm has provided a PC-based ordering option since the mid-1980's. Henry Schein recently launched an enhanced version of its web site, which provides an array of value-added features including instant customer registration, easy shopping and ordering and improved customer service and supply procurement capabilities.

Henry Schein offers employees business casual dress five days a week, a company cafeteria, an employee hiring referral program, service awards, an employee assistance program, an employee sales program, insurance plans and tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,200,200 (6 months)	2001 Profits: \$35,000 (6 months)
2000 Sales: \$2,381,700	2000 Profits: \$56,700
1999 Sales: \$2,284,500	1999 Profits: \$50,300
1998 Sales: \$1,922,900	1998 Profits: \$16,300
1997 Sales: \$1,698,500	1997 Profits: \$-2,200

Stock Ticker: HSIC

Employees: 6,250

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$585,000	Bonus:	\$1,099,712
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$337,500	Bonus:	\$136,606

COMPETITIVE ADVANTAGE:

Henry Schein, Inc. is the largest direct marketer of health care products and services to office-based health care practitioners in the United States and Europe.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HERSHEY FOODS CORP**www.hersheys.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Candy Manufacturing
 Candy Manufacturing
 Chocolate Products
 Baking Goods

BRANDS/DIVISIONS/AFFILIATES:

Hershey Chocolate and Confectionary Corporation
 Hershey Chocolate of Virginia
 Kit Kat
 Almond Joy
 Jolly Rancher
 Reese's Peanut Butter Cups
 Twizzlers
 Hersheypark

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard H. Lenny, CEO
 Richard H. Lenny, Pres.
 William F. Christ, COO
 Frank Cerminara, CFO
 Marcella K. Arline, VP-Human Resources
 David W. Tacka, Corp. Controller
 Kenneth B. Kwiat, VP-Mfg.
 Robert M. Reese, Corp. Sec.
 Robert M. Reese, General Counsel
 Raymond Brace, Sr. VP-Oper.
 David J. West, VP-Bus. Dev.
 Robert M. Reese, Sr. VP-Public Affairs
 R. Montgomery Garrabrant, VP-Treas.
 Wynn A. Willard, Sr. VP-Chief Mktg. Officer
 Milton T. Matthews, VP-Chief Customer Officer
 George F. Davis, VP-CIO

Phone: 717-534-6799 **Fax:** 717-534-6760

Toll-Free:

Address: 100 Crystal A Drive, Hershey, PA 17033-0810 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,979,200 (6 months)	2001 Profits: \$131,300 (6 months)
2000 Sales: \$4,221,000	2000 Profits: \$334,500
1999 Sales: \$3,970,900	1999 Profits: \$460,300
1998 Sales: \$4,435,600	1998 Profits: \$340,900
1997 Sales: \$4,302,200	1997 Profits: \$336,300

Stock Ticker: HSY
 Employees: 15,700
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$775,000	Bonus: \$640,584
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$472,596	Bonus: \$298,397

COMPETITIVE ADVANTAGE:

The largest candy maker in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HOLLYWOOD ENTERTAINMENT CORP. www.hollywoodvideo.com

Industry Group Code: 532230 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Video Rental Stores
Video/VCR Rental
DVD Rental
Video Game/Video Game Player Rental

BRANDS/DIVISIONS/AFFILIATES:

Hollywood Video
Hollywood Video Superstores
Reel.com
Game Crazy

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Mark J. Wattles, CEO
Mark J. Wattles, Pres.
David G. Martin, CFO
Donald J. Ekman, Corp. Sec.
Roger J. Osborne, VP-Oper.
F. Bruce Giesbrecht, VP-Bus. Dev.
Scott R. Schultze, Chief Admin. Officer
Donald J. Ekman, VP-Legal Affairs

Phone: 503-570-1600 Fax: 503-570-1680

Toll-Free:

Address: 9275 SW Peyton Lane, Wilsonville, OR 97070 US

GROWTH PLANS/SPECIAL FEATURES:

Hollywood Entertainment Corp. owns and operates 1,800 Hollywood Video retail superstores in 47 states and is the second largest retailer of rental videocassettes, DVDs and video games in the United States. Unlike many video retailers who have grown through acquisitions, Hollywood has focused on controlled organic growth. Of Hollywood's 1,000 video superstores opened since 1995, over 90% have been opened as new stores where Hollywood chose the site through a rigorous selection process. More recently, the company's focus has shifted from new store openings to revenue growth and cash generation from existing stores. Hollywood strives to provide customers with the broadest selection of movies and video games. The company's superstores typically carry approximately 8,000 titles and 15,000 videocassettes, DVDs and video games. Hollywood's goal is to offer more copies of popular new video releases and more titles than its competitors. In part because of the company's new revenue sharing arrangements with studios, Hollywood has increased the availability of most new releases and typically acquires 100 to 175 copies of hit movies for each Hollywood Video store. With the acquisition of Reel.com, Hollywood attempted to become the premier online destination for film-related content and commerce. However, operating losses were so high that the company quit the online business in 2000. Reel.com continues as a content-only web site of information about available film offerings. As of the end of 2000, Hollywood Video instituted Game Crazy, a store-within-a store concept in which customers sell, buy and trade new and used video games.

The company offers an employee benefits package including medical, dental and vision plans, as well as discounts on rental and purchased products.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$667,300 (6 months)	2001 Profits: \$10,300 (6 months)
2000 Sales: \$1,296,200	2000 Profits: \$-530,000
1999 Sales: \$1,096,800	1999 Profits: \$-51,300
1998 Sales: \$763,900	1998 Profits: \$-50,500
1997 Sales: \$500,500	1997 Profits: \$5,000

Stock Ticker: HLYW

Employees: 21,695

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$570,652	Bonus: \$103,742
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$433,237	Bonus: \$88,044

COMPETITIVE ADVANTAGE:

Second largest video rental chain

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

HOME DEPOT INC**www.homedepot.com**

Industry Group Code: 444110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Home Centers, Retail
 Home Improvement Products
 Upscale Interior Design Products
 Hardware and Tools
 Paint

BRANDS/DIVISIONS/AFFILIATES:

Maintenance Warehouse Corporation
 EXPO Design Center
 Home Depot Canada
 Georgia Lighting
 Apex Supply Company
 Villager's Hardware
 Total Home, Mexico

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert L. Nardelli, CEO
 Robert L. Nardelli, Pres.
 Dennis J. Carey, Exec. VP/CFO
 Richard A. Hammill, Sr. VP-Mktg. & Comm.
 Dennis M. Donovan, Exec. VP-Human Resources
 Ronald B. Griffin, Sr. VP-Info. Services
 Mark R. Baker, Exec. VP-Merch.
 Frank Fernandez, Exec. VP/Sec.
 Frank Fernandez, General Counsel
 Dennis J. Carey, Exec. VP-Oper.
 Dennis J. Carey, Exec. VP-Bus. Dev. & Strategy
 Larry M. Mercer, Exec. VP-Oper.
 Laurence B. Appel, Sr. VP-Legal
 Lynn Martineau, Div. Pres.-New Growth Bus.
 Barry L. Silverman, Div. Pres.-EXPO Design Center

Phone: 770-433-8211 **Fax:** 770-384-2337

Toll-Free:

Address: 2455 Paces Ferry Rd., Atlanta, GA 30339-4024 US

GROWTH PLANS/SPECIAL FEATURES:

Home Depot, Inc. is a leading retailer in the home improvement industry, ranking among the 10 largest retailers in the United States. The company operates over 1,100 stores, selling a wide assortment of building material, home improvement and lawn and garden products. The company's primary strategy is to offer a broad assortment of high-quality merchandise at competitive prices utilizing aggressive advertising and highly knowledgeable and service-oriented personnel. To enhance long-term market penetration, Home Depot opens new stores near the edge of the market areas served. The firm believes that this strategy increases customer satisfaction and overall market share by reducing delays in shopping and attracting new customers to more convenient locations. The company also operates a chain of 29 full-service interior centers under the name EXPO Design Centers. Other retail and wholesale formats offered by the company include Georgia Lighting, a specialty lighting designer, distributor and retailer offering an extensive collection of decorative lighting fixtures, supplies, accents and accessories; Apex Supply Company, a wholesale distributor of plumbing, HVAC and other professional products; and Villager's Hardware, a four-store chain offering hardware products. In February, the firm cut its new store plans for 2001 to 200 new units from a previously announced 225. The company plans to focus less on new store count and more on increased efficiency and productivity. Recent initiatives to increase sales at existing stores include incentives aimed at contractor customers, and a plan to enable many employees to drop their shelf-stocking duties so that they can become full-time salespeople. Aisles will be less crowded, and the warehouse atmosphere will be downplayed. The company recently acquired Total Home, a four-store chain of home improvement stores located in Mexico.

The company offers employees medical, vision and dental coverage, adoption assistance and education assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$45,738,000 (12 months) 2001 Profits: \$2,581,000 (12 months)
 2000 Sales: \$38,434,000 2000 Profits: \$2,320,000
 1999 Sales: \$30,219,000 1999 Profits: \$1,614,000
 1998 Sales: \$24,156,000 1998 Profits: \$1,160,000
 1997 Sales: \$19,535,000 1997 Profits: \$938,000

Stock Ticker: HD
 Employees: 227,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,000,000 Bonus: \$3,000,000
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$900,000 Bonus: \$2,000,000

COMPETITIVE ADVANTAGE: World's largest home improvement retailer/One of the 10 largest retailers in the U.S.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HONEYWELL INTERNATIONAL INC**www.honeywell.com**

Industry Group Code: 336410 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Aerospace/Defense Products Manufacturer
 High-Tech Control Systems
 Turboprop Engines
 Performance Polymers
 Automation
 Performance Materials
 Chemicals
 Microturbines

BRANDS/DIVISIONS/AFFILIATES:

ASI Specialty Chemicals, L.L.C.
 AlliedSignal International Finance Corporation
 Honeywell Aerospace Solutions
 Heathrow Airport
 International Space Station

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lawrence A. Bossidy, CEO
 Giannantonio Ferrari, COO
 Richard F. Wallman, Sr. VP/CFO
 Donald J. Redlinger, Sr. VP/Human Resources
 Barry C. Johnson, Chief Tech. Officer
 Richard J. Diemer, Jr., Controller
 Peter M. Kreindler, Sr. VP/General Counsel
 Larry Kittelberger, Admin.
 Donald J. Redlinger, VP-Corp. Comm.
 James V. Gelly, Treas.
 Giannantonio Ferrari, Exec. VP-Diversified Bus.
 Dean Flatt, Pres.-Specialty Materials
 Rob Gillette, Pres.-Power Systems and Transportation
 Kevin Gilligan, Pres.-Control Solutions

Phone: 973-455-2000 **Fax:** 973-455-4807**Toll-Free:** 800-707-4555**Address:** 101 Columbia Rd., Morristown, NJ 07962-2245 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$12,010,000 (6 months)	2001 Profits: \$91,000 (6 months)
2000 Sales: \$25,023,000	2000 Profits: \$1,659,000
1999 Sales: \$23,735,000	1999 Profits: \$1,541,000
1998 Sales: \$15,128,000	1998 Profits: \$1,331,000
1997 Sales: \$14,472,000	1997 Profits: \$1,170,000

Stock Ticker: HON
 Employees: 125,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,500,000	Bonus: \$975,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$628,387	Bonus: \$400,000

COMPETITIVE ADVANTAGE:

A leading name in the controls industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HORMEL FOODS CORP**www.hormel.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 10 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Turkey and Pork Products
 Processed Foods
 Canned Meats
 Museum

BRANDS/DIVISIONS/AFFILIATES:

Jennie-O Foods, Inc.
 SPAM
 Black Label Bacon
 Diamon Crystal Brands
 Hormel healthLabs
 Hormel HealthLabs
 Solo
 Rochelle Foods, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joel W. Johnson, CEO
 Joel W. Johnson, Pres.
 Michael J. McCoy, CFO
 Larry Lyons, Dir.-Personnel
 Forrest D. Dryden, VP-Research & Dev.
 James N. Sheehan, Controller
 Thomas J. Leake, Corp. Sec.
 Mahlon C. Schneider, General Counsel
 David N. Dickson, VP-Corp. Dev.
 Jody H. Feragen, Corp. Treas.
 Dennis B. Goettsch, VP-Foodservice Mktg.
 V. Allan Krejci, VP-Public Relations

Phone: 507-437-5611 **Fax:** 507-437-5489

Toll-Free:

Address: 1 Hormel Place, Austin, MN 55912-3680 US

GROWTH PLANS/SPECIAL FEATURES:

Hormel Foods Corp. is one of the nation's top meat processors and the owner of the famous SPAM brand. Employing over 11,000 people, the company has operations in all major regions of the country and sells its products in all 50 states. The firm markets to a wide range of customers, including retailers, wholesalers and food service distributors. Other well-known brands include Black Label bacon, Pillow Pack pepperoni and Cure 81 ham. In recent years, Hormel has become more concerned with the consumer product rather than the production of processed meat itself. This became evident when the company began to produce healthier versions of its products, such as Spam Light. The company recently acquired Diamond Crystal Brands, a manufacturer of a variety of nutritionally enhanced products to food service customers. The acquisition has strengthened the position of Hormel HealthLabs in the nutritionally enhanced food market. Hormel HealthLabs markets food for people with special dietary needs, selling mainly to hospitals, nursing homes, and other health facilities. Recently, the company opened the SPAM Museum, a physical homage to the quirky joys and unprecedented excitement inspired by SPAM. Wal-Mart recently designated Hormel as the winner of its Supplier of the Year award, out a field of 400 meat suppliers. The company has also been working to expand its operations on a global level by opening a plant in China to produce Chinese-styled hams, developing an alliance with a French corporation to distribute olive oil and purchasing the Solo brand of bouillon in Mexico.

The corporation offers an employee benefits package that includes a stock bonus plan, medical, dental and vision insurance and various employee assistance programs such as relocation assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,005,400 (9 months)	2001 Profits: \$113,600 (9 months)
2000 Sales: \$3,675,100	2000 Profits: \$170,200
1999 Sales: \$3,357,800	1999 Profits: \$163,400
1998 Sales: \$3,261,000	1998 Profits: \$139,300
1997 Sales: \$3,256,600	1997 Profits: \$109,500

Stock Ticker: HRL
 Employees: 12,200
 Fiscal Year Ends: 10/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$687,200	Bonus: \$1,218,229
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$271,955	Bonus: \$560,385

COMPETITIVE ADVANTAGE:

This firm is the owner of numerous well known brand names.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HOUSE2HOME INC**www.house2home.com**

Industry Group Code: 444110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Home Centers, Retail

GROWTH PLANS/SPECIAL FEATURES:

On December 5, 2000, House2Home, Inc., formerly known as Homebase Inc., announced it has embarked on a plan to reinvent itself. The company is exiting the home improvement business and entering the home furnishings market with an expansion of its House2Home retail home décor and furniture concept. As part of the transition, the company plans to convert 62 of its HomeBase stores to the House2Home format and close the remaining 22 stores with plans to operate 67 stores in the western states before the close of 2001. House2Home hopes to become a significant regional home furnishings chain very quickly in the western states. The stores' primary target customers are 35 to 54 year olds who represent 52% of all home furnishings purchases. The firm's product line features four main areas: outdoor, indoor, home décor and seasonal decorations. Outdoor living includes patio furniture, Bar-B-Qs, nursery and garden, outdoor lighting and fountains. Indoor living features flooring, carpeting, lighting, window treatments, paint and selected furniture. Home décor includes kitchenware, storage, bedding and bath, candles, silk flowers and picture frames. The seasonal and party sections are specialty items for all seasons and holidays. The firm's distribution is done through a combination of direct shipments from vendors to the stores and from its 675,000-square-foot consolidation and distribution center located in Ontario, California. The company's Corporate Support Center, located in Irvine, California, occupies 164,000 square feet.

House2Home employees receive medical, dental and life insurance.

BRANDS/DIVISIONS/AFFILIATES:Homebase, Inc.
HomeClub**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Allan P. Sherman, CEO
Allan P. Sherman, Pres.
William B. Langsdorf, Exec. VP-CFO
Scott L. Richards, Exec. VP-Mktg. & Sales
Constance J. Tolleson, VP-Human Resources
James A. Orr, VP-MIS
Scott L. Richards, VP-Merch.
Thomas F. Gallagher, Exec. VP-Store Oper.
Peter A. Hutt, Treas.
Edward J. Weisberger, Sr. VP-Finance
Cornel Catuna, VP-Oper.
Dave L. Weigel, VP-Real Estate Dev.

Phone: 949-442-5448 **Fax:** 949-442-5779**Toll-Free:****Address:** 3345 Michelson Drive, Irvine, CA 92612 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,439,598 (12 months)	2001 Profits: \$-70,404 (12 months)
2000 Sales: \$1,525,275	2000 Profits: \$12,628
1999 Sales: \$1,442,341	1999 Profits: \$22,363
1998 Sales: \$1,477,442	1998 Profits: \$11,229
1997 Sales: \$1,452,696	1997 Profits: \$76,660

Stock Ticker: HTH

Employees: 8,500

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$585,594	Bonus: \$466,397
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$350,000	Bonus: \$299,950

COMPETITIVE ADVANTAGE:

The firm is undergoing a complete repositioning in hopes to migrate from a home improvement center chain to a major furniture, décor and housewares chain.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y				

HOUSEHOLD INTERNATIONAL INC**www.household.com**

Industry Group Code: 522291 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Consumer Finance
 Home Equity Loans
 Automobile Finance Loans
 Credit Card Services

BRANDS/DIVISIONS/AFFILIATES:

YourCreditCounts.com
 Rooms To Go
 Beneficial Corporation
 Household Finance Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William F. Aldinger, CEO
 David A. Schoenholz, CFO
 Colin P. Kelly, Sr. VP-Human Resources
 Kenneth H. Robin, Corp. Sec.
 Kenneth H. Robin, General Counsel
 Gary D. Gilmer, Group Exec.-Consumer Lending
 Siddharth N. Mehta, Group Exec.-Credit Card Services
 Rocco J. Fabino, Group Exec.-Retail Finance

Phone: 847-564-5000 **Fax:** 847-205-7401

Toll-Free:

Address: 2700 Sanders Rd., Prospect Heights, IL 60070-2799
 US

GROWTH PLANS/SPECIAL FEATURES:

Household International, Inc. provides middle-market consumers with several types of loan products. These products include real estate secured loans, auto finance loans, MasterCard and Visa credit cards, private label credit cards, tax refund anticipation loans, retail installment sales finance loans and credit and specialty insurance. The company generally targets individuals who have limited credit histories, modest income, high debt-to-income ratios or have experienced credit problems caused by occasional delinquencies. In the Spring of 2001, Household partnered with Verilytics to launch YourCreditCounts.com, a consumer credit education portal. Web site visitors receive free credit reports, information from industry experts on how to monitor, read and understand credit ratings and online bill payment services. In addition to its MasterCard and Visa credit card offerings, the firm offers the GM Card, which enables customers to earn discounts on the purchase or lease of a new GM vehicle. Recently, the company reached an agreement with Microsoft Corp. to manage Microsoft's newly developed private label credit card program. The program allows Microsoft System Builder Program participants to receive up to a \$25,000 credit line and purchase Microsoft products through participating distributors. Additionally, the firm has formed a partnership with Rooms To Go, a leading consumer furniture retailer. The partnership allows customers who apply for a Rooms To Go credit card to simultaneously apply for a Household Bank MasterCard.

Household International, Inc. has been rated by Working Mother magazine as one of the 100 Best Companies for working mothers for two consecutive years. The company offers its employees referral bonuses, performance incentive plans, tuition reimbursement and medical, dental and vision insurance.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$9,403,300 (9 months)	2001 Profits: \$1,374,600 (9 months)
2000 Sales: \$11,960,900	2000 Profits: \$1,700,700
1999 Sales: \$9,499,100	1999 Profits: \$1,486,400
1998 Sales: \$8,707,600	1998 Profits: \$524,100
1997 Sales: \$5,503,100	1997 Profits: \$686,600

Stock Ticker: HI
 Employees: 28,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$4,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$509,616	Bonus: \$2,000,000

COMPETITIVE ADVANTAGE:

In business for over 115 years/Serves approximately 19 million customer accounts.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HSBC BANK USA**www.banking.us.hsbc.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 12 Profits: 14

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Mortgages
Securities Brokerage
Factoring
Mutual Funds
Global Wholesale Trading
Currency Trading

BRANDS/DIVISIONS/AFFILIATES:

HSBC USA, Inc.
HSBC Republic International Bank
HSBC Business Credit
HSBC Mortgage Corporation
HSBC Insurance Agency
HSBC Brokerage
Republic National Bank of New York
HSBC Holdings PLC

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Youssef A. Nasr, CEO
Youssef A. Nasr, Pres.
Robert M. Butcher, CFO
Philip S. Toohey, Corp. Sec.
Philip S. Toohey, General Counsel
Robert H. Muth, Chief Admin. Officer-HSBC Bank USA
Joseph Petri, Treas.
Sandy Flockhart, Sr. Exec. VP-Commercial Banking
George T. Wendler, Chief Credit Officer
Niall Booker, CEO, Int'l Private Banking-Americas
Vincent J. Mancuso, Group Audit Exec.

Phone: 212-525-6100 **Fax:** 212-658-5973**Toll-Free:****Address:** 452 Fifth Ave., New York, NY 10018-2706 US**GROWTH PLANS/SPECIAL FEATURES:**

HSBC Bank is a leading diversified financial services company, operating primarily in New York. The company is a subsidiary of HSBC USA, Inc., which in turn is a subsidiary of HSBC Holdings PLC. The HSBC abbreviation stems from the Hong Kong Shanghai Bank Company, a prominent bank that first operated in the crown colony of Hong Kong. HSBC USA is the 11th largest U.S. bank holding company with combined assets of more than \$85 billion. HSBC Bank USA has the most extensive branch network in the state of New York, operating over 420 branches. The bank is also the third largest depository institution in the state. In addition to its New York branches, the institution operates eight branches in Florida, two in Pennsylvania, three in California and 17 in Panama. The company also provides an extensive network of more than 626 proprietary ATMs. Moreover, customers can access cash from their accounts from more than 600,000 ATMs worldwide. HSBC Bank USA is one of the top banks selling insurance in the U.S. Through its subsidiaries, the company provides a number of diversified financial services including financial advisory services; private banking; commercial and equipment finance and factoring; residential real estate lending protection; investment insurance services; and discount brokerage services. HSBC Bank USA also offers Internet banking.

HSBC Bank USA offers a number of extra employee incentives including a scholarship fund for children of its employees, tuition reimbursement, commuter expense reimbursement and an image apparel program through a partnership with Lands' End.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)
2000 Sales: \$6,150,000
1999 Sales: \$2,784,000
1998 Sales: \$2,793,100
1997 Sales: \$

2001 Profits: \$ (months)
2000 Profits: \$567,500
1999 Profits: \$463,712
1998 Profits: \$527,100
1997 Profits: \$

Stock Ticker: Subsidiary

Employees: 14,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

COMPETITIVE ADVANTAGE:

Affiliation with the global banking organization, HSBC.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southw est:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

HUGHES SUPPLY INC**www.hughessupply.com**

Industry Group Code: 421310 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Construction Materials-Wholesale Distribution
 Pool and Spa Products Distributor
 Distributor of Industrial Pipe, Valves and Fittings

GROWTH PLANS/SPECIAL FEATURES:

Founded in 1928, Hughes Supply, Inc. has grown to become one of the largest wholesale distributors of materials, equipment and supplies for the construction and industrial markets in the United States. The company distributes more than 250,000 products through 488 branches in 32 states, Puerto Rico and Mexico. Its major customers are subcontractors, general contractors, utilities, municipalities and manufacturers. Florida, one of the largest and most lucrative construction markets in the country, constitutes the company's primary focus. Hughes has undergone a corporate realignment process, dividing the company into five strategic business units with each unit devoted to a specific product line. The purpose of the realignment was to enhance company's responsiveness to both its employees and clients. In addition, acquisitions have been a major part of the company's strategic plan and the company has consequently engaged in acquiring numerous organizations in order to provide a diverse product offering. At the same time, Hughes has aggressively been increasing its Internet presence, developing three non-competing web sites. One of Hughes' main goals is to ultimately gain a significant proportion of its revenues from online sales. To achieve these objectives, the firm recently launched its new integrated customer fulfillment, inventory management, logistics and distribution management system. The system is expected to provide broad Internet and e-commerce capabilities while supporting the transactional volume of the firm's operations.

The company has implemented a program that fosters a closer relationship between the corporate heads and employees.

BRANDS/DIVISIONS/AFFILIATES:

Turf Irrigation and Waterworks
 Municipal and Contractor Sales
 Southwest Stainless, Inc.
 bestroute.com
 supplyForce.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David H. Hughes, CEO
 Thomas Morgan, Pres.
 Thomas Morgan, COO
 J. Stephen Zepf, CFO
 Laura Wright, Dir.-Human Resources
 J. Stephen Zepf, Treas.

Phone: 407-841-4755 **Fax:** 407-872-1895

Toll-Free:

Address: 20 N. Orange Ave., Ste. 200, Orlando, FL 32801 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,310,200 (12 months)	2001 Profits: \$46,500 (12 months)
2000 Sales: \$2,994,900	2000 Profits: \$65,900
1999 Sales: \$2,536,300	1999 Profits: \$61,400
1998 Sales: \$1,945,400	1998 Profits: \$47,600
1997 Sales: \$1,619,400	1997 Profits: \$37,100

Stock Ticker: HUG
 Employees: 7,700
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$300,000	Bonus:	\$200,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$200,000	Bonus:	\$150,000

COMPETITIVE ADVANTAGE:

Highly-trained workforce with \$2 million invested per year in training/Continuous investment in centralized distribution.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

HUMANA INC**www.humana.com**

Industry Group Code: 621491 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

HMO
Mental Health Plans
Workers' Compensation
Dental Plans
Group Life Plans
Wellness Programs

BRANDS/DIVISIONS/AFFILIATES:

Humana Military Healthcare Services (HMHS)
ChoiceCare Network
HumanaDental
CorSolutions
Humana Ventures
HUM-e-FL, Inc.
Humana Gold Plus
HumanaHealthSM

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael B. McCallister, CEO
Michael B. McCallister, Pres.
Kenneth J. Fasola, COO-Market Oper.
James H. Bloem, CFO
Steve Moya, Chief Mktg. Officer
Bonnie C. Hathcock, Chief Human Resources Officer
Bruce Goodman, CIO
David M. Krebs, VP-Finance/Controller
Joan O. Lenahan, Corp. Sec.
Art Hipwell, General Counsel
Kathy Augustian-Hinkfuss, VP-Service Oper.
Tom Liston, Sr. VP-Strategy & Corp. Dev.
Tom Noland, Sr. VP-Corp. Comm.
Regina C. Nethery, VP-Investor Rel.
Jim Murray, COO-Service Oper.
Douglas R. Carlisle, Sr. VP-Market Oper.
Jack Lord, Chief Clinical Strategy Officer
Heidi Margulis, Sr. VP-Gov't Rel.

Phone: 502-580-1000 **Fax:** 502-580-4188**Toll-Free:** 800-486-2620**Address:** 500 W. Main St., Louisville, KY 40202 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,860,000 (6 months)	2001 Profits: \$52,000 (6 months)
2000 Sales: \$10,514,000	2000 Profits: \$90,000
1999 Sales: \$10,113,000	1999 Profits: \$-382,000
1998 Sales: \$9,781,000	1998 Profits: \$129,000
1997 Sales: \$8,036,000	1997 Profits: \$173,000

Stock Ticker: HUM
Employees: 15,600
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,105,000	Bonus:	\$228,900
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$624,590	Bonus:	\$390,369

COMPETITIVE ADVANTAGE: One of the largest and best known HMOs in the nation.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	

HUNTINGTON BANCSHARES INC**www.huntington.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 18 Profits: 17

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Mortgages
Investment Banking
Automobile Finance
International Banking
Insurance Agency Sales
Discount Brokerage

BRANDS/DIVISIONS/AFFILIATES:

Huntington National Bank
Huntington State Bank
Capital Markets Group
Huntington Bank Equipment Finance

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas E. Hoaglin, CEO
Thomas E. Hoaglin, Pres.
Michael J. McMennamin, CFO
Leslie P. Ridout, Jr., Exec. VP-Human Resources
Richard A. Cheap, Corp. Sec.
Richard A. Cheap, General Counsel
Jay Gould, Dir.-Investor Rel.
Michael J. McMennamin, Treas.

Phone: 614-480-8300 Fax: 614-480-5284

Toll-Free: 800-480-2265

Address: Huntington Center, 41 S. High St., Columbus, OH 43287 US

GROWTH PLANS/SPECIAL FEATURES:

Huntington Bancshares, Inc. (HBI), based in Columbus, Ohio, is a holding company for Huntington National Bank and Huntington State bank, among others. The company's subsidiaries primarily operate through Ohio and Michigan and offer consumer and business banking service, checking and savings accounts, credit cards, consumer loans and auto loans. Other lines of business conducted by the company include commercial loans, asset-based and alternative financing, international trade and cash management services, private banking, personal trust, asset services and a home mortgage business. HBI's fee income is steadily building through an increasing array of mutual fund and discount brokerage services and insurance agency sales. Its credit card business is also experiencing growth through the addition of affinity cards. Under pressure to compete with home state competitors such as Banc One, which has a strong national franchise, HBI is building its national customer base with phone, computer and Internet offerings that eliminate the need for branches. The banking subsidiaries of HBI operate in Indiana, Kentucky, Michigan, Ohio and West Virginia. The company has other subsidiary operations in Georgia, Maryland, New Jersey, North Carolina, Pennsylvania, South Carolina and Virginia and international operations in the Cayman Islands Hong Kong. Recently, HBI revamped its organization by introducing new divisions that will be responsible for existing services. One such division, the Capital Markets Group, will provide non-traditional financial solutions for corporate and institutional customers. In addition, the firm introduced Huntington Bank Equipment Finance, a new commercial line of business that will offer solutions for business capital equipment needs. In other news, HBI sold its Florida operations to SunTrust Banks.

HBI offers its employees tuition reimbursement as well as medical and life insurance. In addition, the company recently instituted a company-wide employee stock option plan.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$2,602,100	2000 Profits: \$328,400
1999 Sales: \$2,599,600	1999 Profits: \$422,100
1998 Sales: \$2,437,600	1998 Profits: \$301,768
1997 Sales: \$2,324,300	1997 Profits: \$292,663

Stock Ticker: HBAN
Employees: 9,693
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$990,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$475,000	Bonus: \$

COMPETITIVE ADVANTAGE:

100-plus year history.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

ICN PHARMACEUTICALS INC**www.icnpharm.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 13 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Viral Disease
Oncology
Dermatology
Central Nervous System Compounds
Pain Management
OTC Products
Nutritional Products
HIV Treatment

BRANDS/DIVISIONS/AFFILIATES:

ICN Biomedicals
Ribavirin
Levodopa
Insta-Glucose
Limbital
Dalmane
Efudex
Mestison

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Milan Panic, CEO
Adam Jerney, Pres.
Adam Jerney, COO
Richard A. Meier, CFO
James McCoy, Exec. VP-Human Rel.
Johnson Y.N. Lau, Sr. VP-Research and Dev.
Gregory Kever, General Counsel
Bill A. MacDonald, Exec. VP-Strategic Planning
Jack Sholl, Exec. VP-Public Rel.
Joseph T. Schepers, VP-Investor Rel.
David Watt, Exec. VP, Biomedicals Group

Phone: 714-545-0100 **Fax:** 714-641-7223**Toll-Free:** 800-548-5100**Address:** 3300 Hyland Ave., Costa Mesa, CA 92626 US**GROWTH PLANS/SPECIAL FEATURES:**

ICN Pharmaceuticals is a global, research-based pharmaceutical company that primarily develops, manufactures and markets a broad spectrum of pharmaceutical, over-the-counter and nutritional products under the ICN brand name. The firm operates in over 90 countries, primarily in North and Latin America, Europe and the Pacific Rim. The company's pharmaceutical products treat viral and bacterial infections, diseases of the skin, neuromuscular disorders, cancer, cardiovascular disease, diabetes and psychiatric disorders. The firm's cornerstone product is Ribavirin, a drug for the treatment of chronic hepatitis C. Other products that are offered by ICN are Insta-Glucose for the treatment of hypoglycemia (low blood sugar), Limbital for depression and Dalmane for sleeping disorders. Presently, the firm's research and development efforts are focused on the development of antiviral and anticancer drugs. Current research and development program areas include hepatitis C, hepatitis B, HIV and cancer. ICN also has research and development efforts emphasizing dermatology, central nervous system compounds and pain management. Through the course of its history, the firm has developed a longstanding expertise in nucleic acid chemistry. ICN owns one of the largest libraries of nucleosides (components of DNA) in the pharmaceutical industry. The firm recently acquired a promising, liver-targeting compound from Metabasis Therapeutics that could be utilized for the treatment of Hepatitis B.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$404,800 (6 months)	2001 Profits: \$42,300 (6 months)
2000 Sales: \$800,300	2000 Profits: \$90,200
1999 Sales: \$747,400	1999 Profits: \$118,600
1998 Sales: \$838,100	1998 Profits: \$-352,100
1997 Sales: \$752,200	1997 Profits: \$113,900

Stock Ticker: ICN
Employees: 12,700
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$750,366	Bonus:	\$478,700
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$452,572	Bonus:	\$253,400

COMPETITIVE ADVANTAGE:

Continues to grow internationally through acquisitions including an expanding market share in Europe.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

ILLINOIS TOOL WORKS INC**www.itw.com**

Industry Group Code: 333000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Fasteners, Components, Assemblies and Systems Manufacturer
 Consumer Packaging Products and Systems

GROWTH PLANS/SPECIAL FEATURES:

Illinois Tool Works, Inc. is a diversified manufacturer of engineered components and industrial systems. The company's products include plastic and metal components and fasteners, polymers, fluid products and specialty equipment for applications such as industrial finishing. These products are designed to reduce customers' costs by eliminating steps in their manufacturing processes and reducing the number of parts in an assembly. The firm's Consumer Products division manufactures specialty exercise equipment, small electric appliances, cookware and ceramic tile. Illinois Tool Works has acquired Premark International, Inc., a commercial manufacturer of food equipment and laminate products. The company often acquires inefficient small businesses and attempts to manage them more effectively. The firm's Gerrard & Company subsidiary supplies a full line of wrapping and package protection products. Additionally, the subsidiary markets steel and galvanized carbon steel brackets for sign mounting. The company's Foilmark subsidiary develops, manufactures and markets hot-stamping foil, holographic media, laminated paper and pad printing systems that are used to enhance the appearance and perceived value of consumer packaging and products. Foilmark also develops and manufactures optical variable security devices that provide end-users with a method to authenticate their products in order to prevent duplication and counterfeiting.

BRANDS/DIVISIONS/AFFILIATES:

Premark International, Inc.
 Gerrard & Company
 Foilmark

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

W. James Farrell, CEO
 Jon C. Kinney, CFO
 John Karpan, Sr. VP-Human Resources
 Stewart S. Hudnut, Corp. Sec.
 Stewart S. Hudnut, General Counsel
 Thomas J. Hansen, Exec. VP
 Russell M. Flaum, Exec. VP
 David T. Flood, Exec. VP
 Philip M. Gresh Jr., Exec. VP

Phone: 847-724-7500 **Fax:** 847-657-4261

Toll-Free:

Address: 3600 W. Lake Ave., Glenview, IL 60025-5811 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,906,900 (6 months)	2001 Profits: \$415,600 (6 months)
2000 Sales: \$9,983,600	2000 Profits: \$958,000
1999 Sales: \$9,333,200	1999 Profits: \$841,100
1998 Sales: \$8,387,000	1998 Profits: \$809,700
1997 Sales: \$7,627,300	1997 Profits: \$691,600

Stock Ticker: ITW
 Employees: 55,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$899,990	Bonus: \$1,309,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$750,022	Bonus: \$1,091,250

COMPETITIVE ADVANTAGE:

Excellent technology/Worldwide office network.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

IMS HEALTH INC

www.imshealth.com

Industry Group Code: 511200 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
Ranks within this company's industry group: Sales: 6 Profits: 7

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y Experienced Mgt: Y International Bus.: Y MBA Grads.: Y	Marketing Pros.: Y Retail Sales: Y Commercial/Ind.: Y Sales Trainees: Y Advertising Pros.: Y	Gen. Writing/Editing: Y Technical Writing: Y Graphic Arts/Photo.: Y Music: Y Broadcasting: Y Other: Y	Information Mgt.: Y Software Dev.: Y Hardware Dev.: Y Systems Integration: Y Consulting/Other: Y	Finance/Acct.: Y Law: Y HR/Other: Y Training: Y Health Care: Y Consulting: Y	Engineers, Elec.: Y Engineers, Other: Y Health & Lab: Y Scientists/Research: Y Petroleum/Chem.: Y Math and Other: Y

TYPES OF BUSINESS:

Software-Sales Management and Market Research
Pharmaceutical Sales Tracking
Health Care Databases
Consulting Services
Doctor Profiling
Industry Audits

BRANDS/DIVISIONS/AFFILIATES:

Cognizant Technology Solutions
Erisco Managed Care Technologies
Synavant, Inc.
TriZetto Group, Inc.
Enterprise Associates L.L.C.
Growth Analyser
Pharmacast Therapy Reports

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

David M. Thomas, CEO
James C. Malone, CFO
Leslye G. Katz, Controller
Robert H. Steinfeld, Corp. Sec.
Robert H. Steinfeld, General Counsel
Mathew L. Friedman, Treas.
Kenny Keimatsu, CEO, IMS Health Japan
Gary W. Noon, Pres., IMS Health North America
Murray L. Aitken, Sr. VP-Services & Consulting
Giles Pajot, Exec. VP

Phone: 203-222-4200 Fax: 203-222-4276

Toll-Free:

Address: 200 Nyala Farms, Westport, CT 06880 US

GROWTH PLANS/SPECIAL FEATURES:

IMS Health, Inc. is one of the world's leading providers of information solutions to the pharmaceutical and healthcare industries. Key services offered by the company include market research for prescription and over-the-counter pharmaceutical products, sales management information to optimize sales force productivity and consulting services to assist in decision-making. IMS Health provides syndicated pharmaceutical, medical, hospital, promotional and prescription audits. In addition, the company performs sales territory reports, prescription tracking reports and doctor profiling services. Customers of the firm include major pharmaceutical manufacturers, biotechnology firms, financial analysts, government and regulatory agencies, researchers and educators. IMS Health utilizes powerful database management tools in processing approximately 165 billion pharmaceutical records every month. The firm captures data on over 70% of all prescriptions worldwide, with operations in over 100 countries. In addition, IMS Health owns a majority stake in Cognizant Technology Solutions (CTS), which delivers full life cycle solutions for complex software development and maintenance problems that companies face as they transition to e-business. Solutions of CTS include application development and integration, application management and reengineering services. The company also holds majority ownership in Enterprise Associates, L.L.C., a venture capital unit focusing on investments in emerging businesses. Recently, the company launched Growth Analyser, a strategic planning tool that identifies various factors contributing to the growth or decline of a market or market share in the global pharmaceutical marketplace.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$663,900 (6 months) 2001 Profits: \$130,300 (6 months)
2000 Sales: \$1,424,400 2000 Profits: \$120,800
1999 Sales: \$1,398,000 1999 Profits: \$276,100
1998 Sales: \$1,186,500 1998 Profits: \$220,600
1997 Sales: \$1,059,600 1997 Profits: \$312,400

Stock Ticker: RX
Employees: 9,891
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$775,000 Bonus: \$847,709
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$700,000 Bonus: \$680,327

COMPETITIVE ADVANTAGE:

Focus on maintaining and mining massive health-related databases.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

INGLES MARKETS INC**www.ingles-markets.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 12 Profits: 8

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Shopping Centers
Dairy Production
Fruit Juice Production

BRANDS/DIVISIONS/AFFILIATES:

Ingles Gas Express
Best Food
Sav-Mor
Milkco, Inc
Ingles Best
Laura Lynn

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert P. Ingle, CEO
Vaughn C. Fisher, Pres.
Vaughn C. Fisher, COO
Brenda S. Tudor, CFO
J. Thomas Outlaw, Jr., VP-Sales
Cynthia L. Brooks, VP-Human Resources
Edward J. Kolodzieski, CIO
David L. Keathley, Controller
Robert P. Ingle, VP-Oper.
Edward J. Kolodzieski, VP-Strategic Planning
Brenda S. Tudor, Treas.
Charles L. Gaither, Jr., Pres. Milkco, Inc
Joseph G. Ashley, Pres. Meats
Nancy L. Hughes, VP-Deli
H. James Brabson, VP-Store Oper.

Phone: 828-669-2941 **Fax:** 704-669-3667**Toll-Free:****Address:** P.O. Box 6676, Asheville, NC 28816 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,464,600 (9 months)	2001 Profits: \$13,600 (9 months)
2000 Sales: \$1,916,200	2000 Profits: \$21,100
1999 Sales: \$1,805,375	1999 Profits: \$18,800
1998 Sales: \$1,647,152	1998 Profits: \$4,200
1997 Sales: \$1,535,976	1997 Profits: \$19,900

Stock Ticker: IMKTA
Employees: 14,300
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$350,000	Bonus: \$162,505
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$170,045	Bonus: \$61,557

COMPETITIVE ADVANTAGE:

Has a large market share in the areas it serves.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	

INTEL CORP**www.intel.com****Industry Group Code:** 334413 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Microprocessors-PCs
Telecommunications Equipment
Circuit Boards
Server Farms
Semiconductors
Home Network Equipment
Internet Appliances
Venture Capital

BRANDS/DIVISIONS/AFFILIATES:

Pentium
VxTel, Inc.
Softcom Microsystems, Inc.
Xircom, Inc.
Dialogic Corporation
Shiva Corporation
Level One Communications
Itanium

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Craig R. Barrett, CEO
Craig R. Barrett, Pres.
Glenda M. Dorchak, VP/COO
Andy D. Bryant, Exec.VP/CFO
Michael R. Splinter, Exec. VP-Sales/Mktg Group
Patricia Murray, VP-Human Resources
Robert J. Baker, VP-Tech./Mfg. Group
Douglas F. Busch, VP-IT
Jon A. Olson, VP-Finance/Controller
Sunlin Chou, Sr. VP-Tech./Mfg. Group
F. Thomas Dunlap, Jr., General Counsel
Stephen P. Natchsheim, Dir.-Oper/Intel Capital
Kirby A. Dyess, Sr. VP/Dir.-New Business Dev.
Sandra K. Morris, Dir.-e-Business
Ronald J. Smith, Sr. VP-Wireless Comm./Computing
Arvind Sodhani, VP-Treas.
Pamela L. Pollace, VP-Worldwide Mktg Oper.

Phone: 408-765-8080 **Fax:** 408-765-9904**Toll-Free:** 800-547-8806**Address:** 2200 Mission College Blvd., Santa Clara, CA 95052 US**GROWTH PLANS/SPECIAL FEATURES:**

Intel Corporation is the world's largest semiconductor maker and a leading manufacturer of computer products. Along with Microsoft, IBM and their peers, Intel is among the most important and successful firms in the technology industry. Intel supplies the chips, boards, systems and software that are necessary for computer architecture. The company's major products include microprocessors, chipsets, flash memory products, networking and communications products; embedded processors and microcontrollers; and digital imaging and other PC-peripheral products. Intel is organized into five operating segments according to the firm's various product lines: The Intel Architecture Business Group, the Wireless Communications and Computing Group (formed out of the former Computing Enhancement Group); the Network Communications Group (enhanced by the acquisition of Shiva Corporation), the Communications Products Group and the New Business Group. Intel Capital is Intel's strategic investment group. Intel recently acquired Xircom Inc., which will enable Intel to provide new products for notebook and mobile computing uses. The company has also acquired VxTel, Inc., a semiconductor company that has developed unique Voice over Packet (VoP) products, which help deliver high-quality voice and data communications over next-generation optical networks. Intel announced in early 2001 that it will cut about 5,000 employees, largely through attrition. It also announced that it will cut its R&D budget slightly for 2001, to about \$4.2 billion, and will tighten up on spending in general. Meanwhile, the firm budgeted an aggressive \$7.5 billion in new plants and equipment for 2001 to greatly enhance its technology and manufacturing base.

Three weeks of vacation are given to all salaried employees. The entire workforce, including the CEO, works in cubicles, and there are no reserved parking spaces. In addition, the company offers telecommuting, business casual dress code, free PCs and unlimited Internet access at home.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$13,011,000 (6 months)	2001 Profits: \$681,000 (6 months)
2000 Sales: \$33,726,000	2000 Profits: \$10,535,000
1999 Sales: \$29,389,000	1999 Profits: \$7,314,000
1998 Sales: \$26,273,000	1998 Profits: \$6,068,000
1997 Sales: \$25,070,000	1997 Profits: \$6,945,000

Stock Ticker: INTC
Employees: 86,100
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$575,000	Bonus: \$2,784,700
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$525,000	Bonus: \$2,542,900

COMPETITIVE ADVANTAGE:

Intel's semiconductors are used in about 80% of PCs/Unique new 64-bit Itanium chips, capable of running 20 operations simultaneously, are the first major chip redesign for Intel since the 386.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

INTERNATIONAL BUSINESS MACHINES CORP**www.ibm.com****Industry Group Code:** 334111 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Computer Hardware-PCs, Notebooks & Mainframes
 Supercomputers
 Microelectronic Technology
 Software
 Networking Systems
 Information Technology-related Services
 E-commerce Solutions and Support
 IT Department Consulting and Outsourcing

BRANDS/DIVISIONS/AFFILIATES:

Lotus Development Corporation
 Mylex Corporation
 Data Beam Corporation
 Tivoli Systems, Inc.
 Micrus
 Catapult Software Training Center
 Edmark Corporation
 IBM

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Louis V. Gerstner, Jr., CEO
 Sam Palmisano, Pres
 Sam Palmisano, COO
 John Joyce, Sr. VP/CFO
 Abby F. Kohnstamm, Sr. VP-Mktg.
 J. Randall MacDonald, Sr. VP-Human Resources
 Nicholas M. Donofrio, Sr. VP-Tech./Mfg.
 John M. Thompson, Vice-Chm./Head of Tech. & Strategy
 Mark Loughride, VP/Controller
 William Etherington, Sr. VP-Sales and Dist.
 John Kelly, Sr. VP-Tech. Group
 Larry R. Ricciardi, Sr. VP/General Counsel
 J. Bruce Harreld, Sr. VP-Strategy
 Steve Mills, Sr. VP-Software Grp.
 David B. Kalis, VP-Comm.
 Robert F. Woods, VP/Treas.
 Harriet P. Pearson, Chief Privacy Officer

Phone: 914-499-1900 **Fax:** 914-765-7382**Toll-Free:** 800-426-4968**Address:** New Orchard Rd., Armonk, NY 10504 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$42,612,000 (6 months)	2001 Profits: \$3,795,000 (6 months)
2000 Sales: \$88,396,000	2000 Profits: \$8,093,000
1999 Sales: \$87,548,000	1999 Profits: \$7,712,000
1998 Sales: \$81,667,000	1998 Profits: \$6,328,000
1997 Sales: \$78,508,000	1997 Profits: \$6,093,000

Stock Ticker: IBM
 Employees: 316,303
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$2,000,000	Bonus: \$8,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$797,917	Bonus: \$1,250,000

COMPETITIVE ADVANTAGE:

The world's largest information technology company/Continued focus on e-commerce, consulting and outsourced services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

INTERSTATE BAKERIES CORP**www.irin.com/ibc****Industry Group Code:** 311000 **Salaries/Benefits Rating:** 4 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 11 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Fresh Bakery Products-Wholesale Distribution

Breads

Rolls

Snacks

Cakes

Donuts

BRANDS/DIVISIONS/AFFILIATES:

Wonder Bread Bakeries

Hostess Cake Bakeries

Butternut Bread Bakeries

Dolly Madison Cake Bakeries

Mrs. Cubbison's

Rainbo Bread Bakery

DiCarlo Bread Bakery

Merita Bread Bakeries

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles A. Sullivan, CEO

Michael D. Kafoure, Pres.

Michael D. Kafoure, COO

Frank W. Coffey, Sr. VP/CFO

Mark D. Dirkes, Sr. VP-Corp. Mktg.

Russel Baker, Dir.-Human Resources

Theresa S. Cogwell, VP-Research & Dev.

John F. McKenny, VP/Corp. Controller

Ray Sandy Sutton, VP/Corp. Sec.

Ray Sandy Sutton, VP/General Counsel

Paul E. Yarick, VP/Treas.

Phone: 816-502-4000**Fax:** 816-502-4126**Toll-Free:****Address:** 12 E. Armour Blvd., Kansas City, MO 64111 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,496,500 (12 months)

2001 Profits: \$61,100 (12 months)

2000 Sales: \$3,522,900

2000 Profits: \$89,400

1999 Sales: \$3,459,400

1999 Profits: \$126,200

1998 Sales: \$3,265,800

1998 Profits: \$127,900

1997 Sales: \$3,212,431

1997 Profits: \$97,177

Stock Ticker: IBC

Employees: 34,000

Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan: Y

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$815,385

Bonus: \$324,211

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$433,173

Bonus: \$135,329

COMPETITIVE ADVANTAGE:

Excellent brand names/The firm's distribution network reaches nearly the entire U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

INTIMATE BRANDS INC**www.intimatebrands.com/main.asp**

Industry Group Code: 448120 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Intimate Apparel-Women's, Retail
Beauty Supplies
Personal Care Products
Perfume & Toiletries
Mail Order
Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

Victoria's Secret Stores
Victoria's Secret Catalogue
Bath & Body Works
Cacique
Gryphon Development
Intimate Beauty Corporation
Limited, Inc. (The)
White Barn Candle Co. (The)

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leslie H. Wexner, CEO
Tracey T. Travis, VP-Finance/CFO
Edward G. Razek, Chief Mktg. Officer
Len Schlesinger, VP-Human Resources
Kenneth B. Gilman, Chief Admin. Officer
Debbie J. Mitchell, VP-Comm.
Debbie J. Mitchell, VP-Investor Rel.
Beth M. Pritchard, Pres./CEO- Bath & Body Works
Robert J. Ruttenberg, Pres.-Gryphon
Grace A. Nichols, Pres./CEO-Victoria's Secret Stores

Phone: 614-415-8000 **Fax:** 614-415-7278**Toll-Free:****Address:** 3 Limited Pkwy., Columbus, OH 43230 US**GROWTH PLANS/SPECIAL FEATURES:**

Intimate Brands, Inc. is principally engaged in the purchase, distribution and sale of lingerie, personal care products and women's apparel. The company's retail activities are conducted under various trade names through about 2,390 Victoria's Secret, Victoria's Secret Beauty, Bath & Body Works and White Barn Candle Company retail locations, as well as the catalogue division of Victoria's Secret. The widely distributed catalogue offers women's fashion apparel, lingerie, swimwear, shirts, blouses, sweaters, pants, skirts, coats, dresses and shoes throughout its over 426 million yearly distributed copies. Additionally, lingerie and accessories, fragrances, bath, personal care products and specialty gift items are featured at retail locations. Victoria's Secret Beauty is a leading specialty retailer of high quality beauty products. Bath & Body Works specializes in personal care products with over 1,400 retail locations nationwide. All companies are supported by Gryphon, an entity that designs, develops, formulates and sources toiletries, fragrances and other personal care products primarily for Intimate Brands. The company formed Intimate Beauty Corporation in 1999, which develops cosmetics sold through existing retail channels. The Victoria's Secret brand name is so pervasive that it has become synonymous with lingerie. This company has rapidly become one of the world's leaders in Internet retailing. It has very cleverly used online lingerie shows with great fanfare. These events are so popular that they can completely overwhelm Internet access networks. Bath & Body Works recently launched Imagine, a new brand of fragrances of three distinctive, fresh perfumes entitled Peace, Love and Happiness. Intimate Brands is currently pursuing an aggressive growth strategy, averaging 261 new store openings since 1996. The company opened 305 stores during fiscal 2000. The Limited owns 84% of Intimate Brands.

The company offers its employees medical, dental and vision plans, as well as adoption assistance and education assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$5,117,200 (12 months)	2001 Profits: \$432,500 (12 months)
2000 Sales: \$4,632,000	2000 Profits: \$458,900
1999 Sales: \$3,988,600	1999 Profits: \$394,200
1998 Sales: \$3,617,900	1998 Profits: \$283,800
1997 Sales: \$2,997,300	1997 Profits: \$258,200

Stock Ticker: **IBI**
Employees: 69,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,361,538	Bonus: \$628,992
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$978,462	Bonus: \$335,462

COMPETITIVE ADVANTAGE: 83%-owned by apparel industry leader The Limited, Inc./Very strong branding and buying power.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

INTUIT INC**www.intuit.com****Industry Group Code:** 511200 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 9 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Computer Software-Financial Management
 Small Business Accounting Software
 Consumer Finance Software
 Tax Preparation Software
 Online Financial Services
 Online Home Loans
 Online Insurance

BRANDS/DIVISIONS/AFFILIATES:

Quicken
 QuickBooks
 Quicken TurboTax
 QuickBooks Pro
 QuickenMortgage
 QuickTax
 Lacerte
 Compaq Computer Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stephen M. Bennett, CEO
 Stephen M. Bennett, Pres.
 Greg J. Santora, CFO/Sr. VP-Finance
 Caroline F. Donahue, VP-Sales
 Sherry Whiteley, VP-Human Resources
 Jennifer J. Hall, VP-Tech. Oper.
 Sonita Ahmed, Controller
 Catherine L. Valentine, Corp. Sec.
 Catherine L. Valentine, General Counsel
 David A. Kinser, Sr. VP-Service Delivery & Oper.
 Raymond G. Stern, Sr. VP-Corp. Strategy & Mktg.
 Bernard F. McKay, VP-Corp. Affairs
 Linda Fellows, VP-Investor Rel.
 Linda Fellows, Treas.
 Alan A. Gleicher, Sr. VP-Int'l Bus. Div.
 Larry J. Wolfe, Sr. VP-Tax Products Div.
 Sonita Ahmed, VP-Finance
 Paul English, VP-Tech.

Phone: 650-944-6000 **Fax:** 650-944-3699**Toll-Free:** 800-446-8848**Address:** 2535 Garcia Ave., Mountain View, CA 94043 US**GROWTH PLANS/SPECIAL FEATURES:**

Intuit, Inc. is a leading provider of financial software and web-based services for consumers, small businesses and accounting professionals. The company's Quicken product line simplifies personal finance, small business management, payroll processing, tax preparation and filing and online home loans. The firm's QuickBooks product line brings extensive bookkeeping capabilities to small business users in an easy-to-use design that does not require customers to be familiar with debit/credit accounting. Moreover, the QuickBooks Internet Gateway platform gives QuickBooks customers direct access to a broad range of online services that address the specific needs of small businesses. For example, the QuickBooks Merchant Account Service enables small businesses to accept credit card payments from their customers. QuickBooks also features the Site Builder web site creation tool, a subscription service that enables small businesses to set up and maintain professional-looking web sites quickly and inexpensively. The company's Quicken.com web site enables customers to automate financial management tasks and make better financial decisions by giving them software tools, resources and objective information about a variety of personal finance topics such as investment and retirement. Intuit's Quicken TurboTax line of products makes it easy for individuals and small business owners to prepare their own federal and state income tax returns. The firm has initiated the Quicken Tax Freedom Project, a service initiative that provides free online tax preparation and electronic filing services to federal and state tax filers with adjusted gross incomes of \$20,000 or less. In the Spring of 2001, the company and Compaq Computer Corporation reached an agreement that names Compaq as the preferred technology provider for the company's information technology needs. In addition, under the terms of the agreement, Compaq bundles select Quicken products on its PCs.

Intuit offers its employees child and elder care referral services, tuition reimbursement and a casual dress policy.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,261,500 (12 months)	2001 Profits: \$-82,800 (12 months)
2000 Sales: \$1,093,825	2000 Profits: \$305,661
1999 Sales: \$940,435	1999 Profits: \$386,564
1998 Sales: \$689,282	1998 Profits: \$6,182
1997 Sales: \$649,745	1997 Profits: \$79,830

Stock Ticker: INTU

Employees: 6,100

Fiscal Year Ends: 7/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$475,000	Bonus:	\$430,350
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$450,000	Bonus:	\$425,635

COMPETITIVE ADVANTAGE:

Broad customer base for product upgrades and line extensions/Excellent web-based marketing strategy.

OTHER THOUGHTS:**Apparent Women Officers or Directors:** 6**Hot Spot for Advancement for Women/Minorities:** Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ISLE OF CAPRI CASINOS INC**www.theislecorp.com****Industry Group Code:** 713210 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Casinos
Horse Racing
Cruise Ships
Casinos

BRANDS/DIVISIONS/AFFILIATES:

Enchanted Capri Cruise Ship
Isle of Capri Casinos
Lady Luck Gaming Corporation
Miss Marquette Riverboat Casino
Enchanted Capri
Pompano Park Harness Racing Track
Victorian Star Casino
Rhythm City Casino

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bernard Goldstein, CEO
John M. Galloway, Pres.
John M. Galloway, COO
Rexford A. Yeisley, CFO
James Guay, VP-Mktg.
Robert Boone, Human Resources
David R. Teague, VP-Information Systems
Allan B. Solomon, Corp. Sec.
Allan B. Solomon, General Counsel
Timothy M. Hinkley, VP-Oper.
Gregory D. Guida, VP-Bus. Dev.
Rexford A. Yeisley, Treas.
Lester McMackin, VP-Mktg.
Don Mitchell, VP-Finance

Phone: 228-396-7000 **Fax:** 228-435-5998**Toll-Free:****Address:** 1641 Popp's Ferry Road, Biloxi, MS 39532 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$982,800 (12 months)	2001 Profits: \$25,100 (12 months)
2000 Sales: \$646,700	2000 Profits: \$31,100
1999 Sales: \$456,900	1999 Profits: \$-24,200
1998 Sales: \$440,800	1998 Profits: \$7,500
1997 Sales: \$373,400	1997 Profits: \$-21,100

Stock Ticker: ISLE
Employees: 12,000
Fiscal Year Ends: 4/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$450,173	Bonus: \$360,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,084	Bonus: \$268,000

COMPETITIVE ADVANTAGE:

Positioned to become one of the most successful small casino companies.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y		

ITT INDUSTRIES INC**www.ittind.com****Industry Group Code:** 336410 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Aerospace/Defense Products Manufacturer
 Fluid Technology Products
 Electrical Connectors
 Switches
 Pumps
 Specialty Products
 Defense Systems and Services

BRANDS/DIVISIONS/AFFILIATES:

ITT Industries Systems Division
 ITT Fluid Technology Corporation
 Goulds Pumps, Inc.
 ITT Defense and Electronics, Inc.
 FLOJET Corporation
 Flygt
 Vogel

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Louis J. Giuliano, CEO
 Louis J. Giuliano, Pres.
 David J. Anderson, CFO
 James D. Fowler, Jr., VP-Human Resources
 Edward W. Williams, Controller
 Vincent A. Maffeo, General Counsel
 Wilberto S. Montes de Oca, VP-Oper. Analysis
 Martin Kamber, VP-Corp. Dev.
 Thomas R. Martin, VP-Corp. Comm.
 Ralph D. Allen, VP-Investor Relations
 Donald E. Foley, Treas.

Phone: 914-641-2000 **Fax:** 914-696-2950**Toll-Free:****Address:** 4 W. Red Oak Ln., White Plains, NY 10604 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,370,000 (6 months)	2001 Profits: \$135,000 (6 months)
2000 Sales: \$4,829,400	2000 Profits: \$264,500
1999 Sales: \$4,632,000	1999 Profits: \$232,900
1998 Sales: \$4,492,700	1998 Profits: \$1,532,500
1997 Sales: \$8,777,100	1997 Profits: \$108,100

Stock Ticker: ITT
 Employees: 42,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,090,962	Bonus: \$1,484,010
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$623,558	Bonus: \$632,391

COMPETITIVE ADVANTAGE:

The company has successfully repositioned itself from being a very diverse conglomerate to a new focus on industrial product niches.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

IVAX CORPORATION**www.ivax.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 14 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Generic
 Nutraceuticals
 Veterinary Products
 Oncology Drugs
 Respiratory Drugs
 OTC Drugs

BRANDS/DIVISIONS/AFFILIATES:

IVAX Pharmaceuticals, Inc.
 Goldcaps, Inc.
 Diamedix Corporation
 DVM Pharmaceuticals, Inc.
 Baker Norton Pharmaceuticals, Inc.
 Elvetium S.A.
 Paxene
 EasiBreathe

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Phillip Frost, CEO
 Neil Flanzraich, Pres.
 Thomas E. Beier, Sr. VP-Finance/CFO
 Jane Hsiao, Chief Tech. Officer
 Steven Rubin, Corp. Sec.
 Steven Rubin, General Counsel
 Isaac Kaye, Deputy CEO
 Robert Prego, Sr., VP-Latin America

Phone: 305-575-6000 **Fax:** 305-575-6055**Toll-Free:****Address:** 4400 Biscayne Blvd., Miami, FL 33137 US**GROWTH PLANS/SPECIAL FEATURES:**

IVAX Corporation is a holding company whose subsidiaries are among the leading manufacturers of generic and proprietary drug products in the world. IVAX has operations in over 30 countries across the globe. In its proprietary drugs division, the company has an especially strong focus on respiratory and oncology (anticancer) drugs, including its Easi-Breathe device and Paxene, an injectable anticancer drug. Other proprietary drugs include Elmiron, which is used for the treatment of interstitial cystitis, a chronic urinary bladder disease primarily affecting women. IVAX also manufactures and markets 56 generic prescriptions in the U.S. and more than 110 generic prescription and over-the-counter drugs in the U.K. In addition, the firm's subsidiaries produce veterinary products, nutraceuticals (including herb extracts) and diagnostic reagents and instruments. DVM Pharmaceuticals, an IVAX subsidiary, formulates, packages and distributes various veterinary products, primarily nutraceutical and dermatological products for small companion animals. Currently, the company's research and development efforts are focused on increasing IVAX's proprietary drug product base. New drugs under development include an oral form of Paxene called Paxoral, a product for the treatment of multiple sclerosis, a patented drug for allergic disorders, a product for the treatment of severe epilepsy and a compound for the treatment of brain cancer. Other research and development areas are focused on formulating compounds for the treatment of a variety of diseases including asthma, cystic fibrosis, Parkinson's disease and Alzheimer's disease.

The company offers its employees dental, medical and vision plans as well as educational assistance and employee assistance programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$561,700 (6 months)	2001 Profits: \$128,000 (6 months)
2000 Sales: \$793,400	2000 Profits: \$131,000
1999 Sales: \$656,500	1999 Profits: \$70,700
1998 Sales: \$625,700	1998 Profits: \$71,600
1997 Sales: \$594,300	1997 Profits: \$-233,200

Stock Ticker: IVX
 Employees: 5,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$700,000 Bonus: \$650,000
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$667,175 Bonus: \$531,130

COMPETITIVE ADVANTAGE:

Recent approval to market a generic equivalent for Vasotec.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y

J P MORGAN CHASE & CO INC**www.jpmorgan.com**

Industry Group Code: 523110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Stock Brokerage
 Asset Management
 Investment Banking
 Trading
 Commercial Banking

BRANDS/DIVISIONS/AFFILIATES:

Morgan Guaranty Trust Company of New York
 J.P. Morgan Securities, Inc.
 J.P. Morgan Investment Management, Inc.
 MorganMarkets
 J.P. Morgan Capital Corporation
 Morgan Community Development Corporation
 adrWISE
 Chase Manhattan Corp.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William B. Harrison, Jr., CEO
 William B. Harrison, Jr., Pres.
 Karen Vernamonti, CFO
 John J. Farrell, Human Resources
 Joseph L. Sciafani, Contoller
 David B. Edelson, Treas.
 Geoffrey T. Boisi, Investment Bank
 David A. Coulter, Retail & Middle Market Mgmt. & Private Banking
 Lesley Daniels Webster, Market Risk Mgmt.
 Marc J. Shapiro, Finance, Risk Mgmt. and Admin.

Phone: 212-270-6000 **Fax:** 212-270-2613**Toll-Free:****Address:** 270 Park Ave., 39th Fl., New York, NY 10017 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$27,574,000 (6 months)	2001 Profits: \$1,577,000 (6 months)
2000 Sales: \$60,065,000	2000 Profits: \$5,727,000
1999 Sales: \$33,710,000	1999 Profits: \$5,446,000
1998 Sales: \$32,590,000	1998 Profits: \$3,782,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: JPM
 Employees: 90,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$13,700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$700,000	Bonus: \$9,656

COMPETITIVE ADVANTAGE:

Name recognition/Variety of financial services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

JACOBS ENGINEERING GROUP INC**www.jacobs.com**

Industry Group Code: 541310 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Engineering/Design Services
 Facility Management
 Construction and Field Services
 Consulting

BRANDS/DIVISIONS/AFFILIATES:

HGC Constructors, Ltd.
 McDermott Engineers & Constructors Limited
 Jacobs Engineering Espana, S.L.
 Jacobs Engineering Ireland, Ltd.
 JE Professional Resources, Ltd.
 Jacobs/Humphreys & Glasgow Limited
 Jacobs Sverdrup Constructors, Inc.
 Stone & Webster

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Noel G. Watson, CEO
 Noel G. Watson, Pres.
 Thomas R. Hammond, Exec. VP-Oper.
 William Gebhardt, Human Resources Contact
 Nazim G. Thawerbhoy, Sr. VP/Controller
 William C. Markley III, VP/Corp. Sec.
 William C. Markley III, General Counsel
 John W. Prosser, Jr., Sr. VP-Admin. and Finance
 John W. Prosser, Jr., Treas.
 Craig L. Martin, Exec. VP-Global Sales
 Walter S. Barber, Group VP-Asia
 Andrew E. Carlson, Pres.-Jacobs Sverdrup Constructors, Inc.

Phone: 626-578-3500 **Fax:** 626-578-6916**Toll-Free:****Address:** 1111 S. Arroyo Pkwy., Pasadena, CA 91105 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,980,500 (9 months)	2001 Profits: \$64,200 (9 months)
2000 Sales: \$3,418,900	2000 Profits: \$51,000
1999 Sales: \$2,875,000	1999 Profits: \$65,400
1998 Sales: \$2,101,100	1998 Profits: \$54,400
1997 Sales: \$1,780,600	1997 Profits: \$46,900

Stock Ticker: JEC
 Employees: 18,800
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$723,340	Bonus: \$339,790
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$432,200	Bonus: \$239,000

COMPETITIVE ADVANTAGE:

Focus on serving the technical, petroleum and chemicals industries.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

JACOBSON STORES INC**www.jacobsons.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Upscale Apparel Stores, Retail
Online Sales**GROWTH PLANS/SPECIAL FEATURES:**

Founded in 1868, Jacobson Stores, Inc. operates a chain of 24 high-quality, high-end department stores catering to affluent customers and known by the nickname Jake's. Jacobson's offers distinctive apparel and accessories for women, men and children, as well as decorative home accents. Jacobson's features designer collections by Armani, Boss, Chanel, DKNY, Donna Karan, Escada, Estee Lauder, Ferragamo, Hart-Shaffner & Marx, Mackenzie Childs, Nautica, St. John, Tommy Hilfiger, Trish McEvoy and Waterford. The company has stores in Michigan, located in Birmingham, Grosse Pointe, Livonia and Rochester (all suburbs of Detroit), Ann Arbor, East Grand Rapids, East Lansing and Saginaw; in Indianapolis, Indiana; in Leawood, Kansas; in Louisville, Kentucky; in Columbus and Toledo, Ohio; and in Florida, in Boca Raton, Clearwater, Fort Myers, Jacksonville, Longwood, Naples, North Palm Beach, Osprey, Sarasota, Tampa and Winter Park. Stores in the Midwest range from 101,000 to 199,000 square feet. The Florida stores range from 23,000 to 90,000 square feet. The firm owns, through its real estate subsidiary, 62.0% of the total square footage used in its business. Jacobson offers complimentary gift wrapping, on-site alterations and valet service to carry packages to customers' cars as matters of distinction in the marketplace. Distribution centers are located in Jackson, Michigan and Winter Park, Florida. Women's apparel and accessories represents 66.6% of the Company's total business. Jacobson also runs an online retail store at www.jacobsons.com.

The company offers its associates medical and dental insurance, as well as merchandise and business attire discounts.

BRANDS/DIVISIONS/AFFILIATES:Jake's
Jacobson Stores Realty Company
Jacobson Credit Corp.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

P. Gerald Mills, CEO
P. Gerald Mills, Pres.
Paul Gilbert, CFO
James A. Rodefelf, Exec. VP- Mktg. and Stores
Pamela J. Schaffler, VP- Human Resource Dev.
Theodore R. Kolman, Sr. VP/General Merch. Mgr.
Jim C. Ivester, VP-Oper.
Kevin C. Binkley, Treas.
Beverly A. Rice, Sr. VP-Fashion and Merch. Strategy
Catherine V. Spoelstra, VP/Dir.-Sales Promotion

Phone: 517-764-6400 **Fax:** 517-764-6427**Toll-Free:****Address:** 3333 Sargent Road, Jackson, MI 49201-8847 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$460,119 (12 months)	2001 Profits: \$-2,787 (12 months)
2000 Sales: \$448,075	2000 Profits: \$3,506
1999 Sales: \$444,305	1999 Profits: \$1,635
1998 Sales: \$447,471	1998 Profits: \$1,214
1997 Sales: \$432,469	1997 Profits: \$-11,462

Stock Ticker: JCBS
Employees: 4,300
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$340,274	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$240,274	Bonus: \$

COMPETITIVE ADVANTAGE:

Offers in-store events including fashion shows and wardrobing seminars.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y		

JEFFERSON-PILOT CORPORATION**www.jpfinancial.com****Industry Group Code:** 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 26 Profits: 17

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Life and Accident Insurance
Annuity Policies
Radio and Television Stations
Sports Programming Production
Life and Accident Health Insurance
Insurance Marketing Services

BRANDS/DIVISIONS/AFFILIATES:

Jefferson Pilot Life Insurance Company
Jefferson Pilot Communications Company
Alexander Hamilton Life Insurance Company of Amer.
Jefferson Pilot Financial Insurance Company
Jefferson Pilot LifeAmerica Insurance Company
Jefferson Pilot Securities Corporation
First Alexander Hamilton Life Insurance Company
Jefferson Pilot Sports

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David A. Stonecipher, CEO
David A. Stonecipher, Pres.
Dennis R. Glass, CFO
John D. Hopkins, General Counsel
Dennis R. Glass, Treas.
Kenneth C. Mlekush, Pres.-Insurance Oper.
Dennis R. Glass, Pres.-Financial Oper.
Robert D. Bates, Pres., Benefit Partners
Theresa M. Stone, Pres., JPCC

Phone: 336-691-3000 **Fax:** 336-691-3938**Toll-Free:****Address:** 100 N. Green St., Greensboro, NC 27401 US**GROWTH PLANS/SPECIAL FEATURES:**

Jefferson-Pilot Corp. and its subsidiaries are primarily engaged in the business of writing life, accident and health insurance policies; writing annuity policies; selling other investment products; operating 17 radio stations and three television stations; and producing sports programming. Individual insurance products account for the majority of the firm's revenues. Jefferson-Pilot's insurance subsidiaries offer a number of individual life insurance policies including traditional life, universal and variable universal life and level and decreasing policies. On most policies, accidental, death, disability and other benefits are available in the form of riders. The companies market individual products through an agency force, independent agents, a regional marketing network, home service agents, financial institutions and workplace marketing representatives. Moreover, these subsidiaries market group term life, disability income and dental insurance to employee benefit brokers, third-party administrators and employee benefit firms. Group products are marketed through group brokers, career agents and home service agents. Jefferson-Pilot subsidiaries also offer investment products including fixed and variable annuity products, which are primarily marketed through investment professionals, annuity marketing organizations and broker/dealers. In addition to its insurance subsidiaries, the firm own and operates three television stations in Charlotte, North Carolina; Richmond, Virginia; and Charleston, South Carolina. In addition, the company owns and operates 17 radio stations located in Atlanta, Charlotte, Miami, Denver and San Diego. Recently, Benefit Partners, the employee benefits division of Jefferson-Pilot, launched a comprehensive web site, allowing customers to conduct real-time business-to-business transactions online.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,683,000 (6 months)	2001 Profits: \$295,000 (6 months)
2000 Sales: \$3,238,000	2000 Profits: \$537,000
1999 Sales: \$2,561,000	1999 Profits: \$495,000
1998 Sales: \$2,610,000	1998 Profits: \$444,000
1997 Sales: \$2,578,000	1997 Profits: \$396,000

Stock Ticker: JP
Employees: 3,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,012,410	Bonus: \$1,300,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$520,000	Bonus: \$500,000

COMPETITIVE ADVANTAGE:

Diversified businesses/Marketing affiliations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

JO ANN STORES INC**www.joann.com**

Industry Group Code: 451120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Fabrics & Sewing Accessories, Retail

GROWTH PLANS/SPECIAL FEATURES:

Founded in 1956, Jo-Ann Stores, Inc. is the largest fabric and craft retailer in the United States. The company's 1,026 fabric and craft stores operate under the names Jo-Ann Fabrics and Crafts, Jo-Ann Etc., Cloth World and New York Fabrics. The stores span throughout 49 states and offer a wide variety of competitively priced items. Among these are fashion, decorator, quilting and craft fabrics, notions, patterns, craft components, seasonal merchandise and silk and dried flowers. Traditional stores average 13,900 square feet in size while superstores average 46,000 square feet. In fiscal 2000, the superstores generated more than four times the revenue and 30% higher sales per square foot. Jo-Ann runs 984 traditional stores and 42 superstores. The company operates one owned distribution center of 1.4 million square feet in Hudson, Ohio, which ships products to all stores on a weekly basis. Approximately 80% of the merchandise sold in a traditional store and 70% of the merchandise sold in a superstore is handled through this facility with the remainder shipped directly from vendors. Over 64% of Jo-Ann's net sales come from softline products, such as sewing and decorative merchandise, and the remaining sales are derived from seasonal and floral items. During fiscal 2001, Jo-Ann expects to open 20 new stores, including 15 superstores, and relocate 5 traditional stores.

As a major supplier for craft enthusiasts, the company emphasizes creativity as a necessary characteristic for prospective employees.

BRANDS/DIVISIONS/AFFILIATES:

House of Fabrics, Inc.
Jo-Ann Fabrics and Crafts
New York Fabrics
Cloth World

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan Rosskamm, CEO
Alan Rosskamm, Pres.
Brian P. Carney, CFO
Jane Aggers, Exec. VP-Mktg.
Rosalind Thompson, Exec. VP-Human Resources
Les Duncan, CIO
James Kerr, Controller
Jane Aggers, Exec. VP-Merch.
David E. Bolen, Exec. VP-Bus. Dev.
Debra Walker, Exec. VP-e-commerce
John Hermesen, Exec. VP-Stores

Phone: 330-656-2600 **Fax:** 330-463-6675**Toll-Free:** 888-739-4120**Address:** 5555 Darrow Rd., Hudson, OH 444236 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,483,300 (12 months)	2001 Profits: \$-13,600 (12 months)
2000 Sales: \$1,381,500	2000 Profits: \$25,600
1999 Sales: \$1,242,900	1999 Profits: \$13,400
1998 Sales: \$975,000	1998 Profits: \$30,800
1997 Sales: \$929,000	1997 Profits: \$24,600

Stock Ticker: JASA
Employees: 22,300
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$450,053	Bonus: \$225,027
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$345,008	Bonus: \$86,252

COMPETITIVE ADVANTAGE:

Largest fabric and craft retailer in the United States/Excellent distribution capabilities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

JOHN H HARLAND CO**www.harland.net**

Industry Group Code: 323000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Printing-Checks & Business Forms
 Scannable Forms
 Optical Mark-Reading Equipment
 Database Marketing
 Loan and Deposit Origination Software
 Survey Solutions

BRANDS/DIVISIONS/AFFILIATES:

Scantron Corporation
 Maxxar Corporation
 ChannelExpert
 StraticsSM
 Factual Data Corp.
 financial.center
 North Communications
 Colorado Bankers Association

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Timothy C. Tuff, CEO
 Timothy C. Tuff, Pres.
 Charles B. Carden, CFO/VP-Finance
 S. Arlene Bates, VP-Human Resources
 Earl W. Rogers, Jr., VP-Tech.
 Earl W. Rogers, Jr., VP-Mfg. Services
 John C. Walters, Corp. Sec.
 John C. Walters, General Counsel
 Victoria P. Weyand, VP-Comm.

Phone: 770-981-9460 **Fax:** 770-593-5619

Toll-Free:

Address: 2939 Miller Rd., Decatur, GA 30035 US

GROWTH PLANS/SPECIAL FEATURES:

John H. Harland Company is a leading provider of database marketing, loan and deposit origination software, financial forms, direct marketing and survey solutions to the financial services market. The company's Scantron Corporation subsidiary is a provider of software services and systems for the collection, management and interpretation of data to the financial, commercial and educational markets. Recently, the firm formed an alliance with Maxxar Corporation to deliver targeted messages to their customers via Maxxar's interactive voice response system. The backbone of the system will be John H. Harland's ChannelExpert system, which matches the customer profile, such as current profitability, potential profitability and likely needs, with the financial institution's campaign rules to deliver highly customized messages through a wide variety of channels. Additionally, the company recently introduced StraticsSM, a new line of products and services that incorporate financial behavioral data from more than 18 million accounts held at 25 different financial institutions. Stratics Scores have been developed as predictors of propensity to purchase, assisting banks and credit unions in increasing wallet share and creating more profitable customers by educating financial institutions on their customers' likelihood to purchase a particular product or service. Furthermore, John H. Harland has partnered with Factual Data Corp. to expand its web-based loan origination tools for financial institutions. Factual Data will provide merged mortgage credit reports, flood certificates, CreditScan fraud searches, EZvalue property valuation and other lending products for the firm's financial.center loan and deposit origination software.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$378,600 (6 months)	2001 Profits: \$21,200 (6 months)
2000 Sales: \$720,700	2000 Profits: \$28,700
1999 Sales: \$702,512	1999 Profits: \$42,864
1998 Sales: \$673,947	1998 Profits: \$-20,647
1997 Sales: \$659,954	1997 Profits: \$17,296

Stock Ticker: JH
 Employees: 5,445
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$545,192	Bonus: \$472,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$313,077	Bonus: \$225,000

COMPETITIVE ADVANTAGE:

Products focused on the firm's bank customers/Software complies with stringent economic activities regulations/Expanding software products for cross-selling to installed customer base.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		

JOHN HANCOCK FINANCIAL SERVICES INC

www.johnhancock.com

Industry Group Code: 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 20 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Life Insurance
Annuities
Retirement Products

BRANDS/DIVISIONS/AFFILIATES:

Fortis
Sovereign Asset Management Corporation
Investors Guaranty Life Insurance Company
Investors Partner Life Insurance Company
ENERGY Investors Management, Inc.
Patriot Group, Inc.
NM Capital Management, Inc.
Signator Financial Network

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David F. D'Alessandro, CEO
David F. D'Alessandro, Pres.
Thomas E. Moloney, CFO
A. Page Palmer, VP-Human Resources
Wayne A. Budd, Exec.VP/General Counsel
John M. DeCiccio, Exec. VP/Chief Invest. Officer
Kathleen M. Graveline, Exec. VP-Retail

Phone: 617-572-6000 **Fax:** 617-572-9799

Toll-Free: 800-732-5543

Address: John Hancock Place, Boston, MA 02117 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,772,400 (6 months)	2001 Profits: \$348,700 (6 months)
2000 Sales: \$7,598,100	2000 Profits: \$838,900
1999 Sales: \$7,857,500	1999 Profits: \$153,200
1998 Sales: \$6,902,000	1998 Profits: \$448,500
1997 Sales: \$6,946,300	1997 Profits: \$483,300

Stock Ticker: JHF
Employees: 8,503
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,960,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$916,923	Bonus: \$1,960,000

COMPETITIVE ADVANTAGE:

One of the world's best known insurance firms.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y			Y	Y

GROWTH PLANS/SPECIAL FEATURES:

As one of the nation's top life insurance companies, John Hancock Financial Services, Inc. offers a wide range of insurance products, such as long-term insurance, survivorship insurance, variable life insurance, term life insurance and whole life insurance. It develops tax-deferred annuities plans for individuals who are planning retirement. Since its beginnings in the mid-1800s, the company has expanded its offerings to become a major player in investments, offering more than 25 mutual funds. The firm specializes in institutional investment, providing opportunities for pension funds and endowments to invest. Corporate employers are among the firm's biggest customers as they work closely to develop retirement and benefits plans for their employees. In recent years, John Hancock has been following the insurance industry trend of demutualization, making the company shareholder-based rather than policyholder-based. As a result of the capital it received from the IPO, the firm acquired Fortis, one of the largest financial services providers in western Europe. This acquisition increased the number of John Hancock's policies by 50%. Currently, John Hancock and its subsidiaries maintain total assets of \$122.7 billion. The company offers its employees health, vision and dental plans, as well as tuition awards and on-site child care.

JOHNSON & JOHNSON**www.jnj.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Personal Health Care and Hygiene Products Manufacturer
 Sterilization Products
 Surgical Products
 Pharmaceuticals
 Skin Care Products
 Self Diagnostic Products
 Drug Research and Development
 Medical Equipment

BRANDS/DIVISIONS/AFFILIATES:

Ortho Biotech Inc.
 Ethicon Endo-Surgery
 Janssen Pharmaceuticals
 Centocor, Inc.
 McNeil Consumer Healthcare
 Neutrogena Corporation
 ALZA Corporation
 Heartport

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ralph S. Larsen, CEO
 Robert J. Darretta, VP-Finance
 JoAnn H. Heisen, CIO
 Roger S. Fine, General Counsel
 Russell C. Deyo, VP-Admin.
 Christian A. Koffman, Consumer and Personal Care Group
 Brian D. Perkins, Consumer Pharmaceuticals & Nutritionals Group
 Robert G. Savage, Pharmaceuticals Group

Phone: 732-524-0400 **Fax:** 732-524-3300**Toll-Free:** 800-328-9033**Address:** 1 Johnson & Johnson Plaza, New Brunswick, NJ 08933 US**GROWTH PLANS/SPECIAL FEATURES:**

Johnson and Johnson (J&J), founded in 1886, is one of the world's largest, most comprehensive and broadly based manufacturers of health care products. The company has more than 195 companies in 51 countries, and markets its products in more than 175 countries throughout the world. J&J's worldwide operations are divided into three segments: Consumer, Pharmaceutical and Professional. The company's principal consumer goods are personal care and hygiene products, including nonprescription drug, adult skin and hair care, baby care, oral care, first aid and sanitary protection products. Major brands in this segment include Mylanta, Band-Aid, Reach, Tylenol, Aveeno, Immodium A-D and Monistat. The pharmaceutical segment covers a wide spectrum of health fields, including antifungal, anti-infective, cardiovascular, dermatology, gastrointestinal, hematology, immunology, neurology, oncology, pain management, psychotropic and women's health. Major prescription drugs in this segment include ORTHOCLONE OKT3 to treat organ transplant rejection; RISPERDAL, an antipsychotic used to treat schizophrenia; and REMICADE, for the treatment of Crohn's Disease and Rheumatoid Arthritis. In the professional segment, J&J makes a number of medical devices and diagnostics including suture and mechanical wound closure products, surgical instruments, disposable contact lenses, joint replacement products, intravenous catheters and medical equipment. J&J has been involved in a number of strategic acquisitions recently including the acquisitions of Atrionix, Heartport and BabyCenter. Moreover, the company recently merged with ALZA, a research-based pharmaceutical company and a leader in drug delivery technologies, in a \$10.5 billion stock-for-stock transaction.

J&J offers its employees on-site childcare at many locations, a hotline with childcare advice and reimbursement for adoption fees. Working Mother Magazine recently ranked the firm among the Best Companies for Working Mothers for the 16th consecutive year.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$16,363,000 (6 months)	2001 Profits: \$3,034,000 (6 months)
2000 Sales: \$30,129,000	2000 Profits: \$5,023,000
1999 Sales: \$28,267,000	1999 Profits: \$4,258,000
1998 Sales: \$24,642,000	1998 Profits: \$3,111,000
1997 Sales: \$23,334,000	1997 Profits: \$3,036,000

Stock Ticker: JNJ
 Employees: 98,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,435,000	Bonus: \$1,550,287
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$980,000	Bonus: \$1,049,689

COMPETITIVE ADVANTAGE: Johnson & Johnson is the world's largest and most comprehensive manufacturer of health care products serving the consumer, pharmaceutical and professional markets.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

JOHNSON CONTROLS INC**www.johnsoncontrols.com**

Industry Group Code: 336390 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Automobile Parts and Controls Manufacturer
 Batteries
 Automotive Components
 Plastics
 Energy Management Services
 Environmental Services

BRANDS/DIVISIONS/AFFILIATES:

C&D Technologies, Inc.
 Uniloy Milacron, Inc.
 VISTA Network Integration Services, Inc.
 Alliance
 Sagem SA
 Hoppecke Automotive GmbH and Co.
 Homelink
 Metasys

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James H. Keyes, CEO
 John M. Barth, Pres.
 John M. Barth, COO
 Stephen A. Roell, Sr. VP/CFO
 Susan F. Davis, VP-Human Resources
 Steven J. Bomba, VP-Corp. Tech.
 Subbash Valanju, VP/CIO
 Patrick J. Dennis, VP/Corp. Controller
 Jerome D. Okarma, General Counsel
 Darlene Rose, VP-Corp. Dev. & Strategy
 Denise M. Zutz, VP-Corp. Comm.
 Ben C. M. Bastianen, VP/Corp. Treas.
 Brian J. Stark, Pres.-Controls Group
 Rande Somma, Pres.-N. America Automotive Group
 Giovanni "John" Fiori, Pres.-Europe/Africa/Latin America/Asia-Pacific
 Robert Netolicka, Pres.-Integrated Facility Management

Phone: 414-524-1200 **Fax:** 414-524-2077**Toll-Free:****Address:** 5757 N. Green Bay Ave., Milwaukee, WI 53201 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$13,778,100 (9 months)	2001 Profits: \$322,000 (9 months)
2000 Sales: \$17,154,600	2000 Profits: \$472,400
1999 Sales: \$16,139,400	1999 Profits: \$419,600
1998 Sales: \$12,586,800	1998 Profits: \$337,700
1997 Sales: \$11,145,400	1997 Profits: \$288,500

Stock Ticker: JCI
 Employees: 105,000
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,082,505	Bonus: \$2,260,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$681,258	Bonus: \$1,199,000

COMPETITIVE ADVANTAGE:

Large market share in automotive products and in plastics.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KBHOME**www.kbhome.com**

Industry Group Code: 230000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Residential Construction Services
 Home Builders
 Mortgages

BRANDS/DIVISIONS/AFFILIATES:

Kaufman and Broad Mortgage Company
 Kaufman and Broad Home Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bruce Karatz, CEO
 Bruce Karatz, Pres.
 Jeffrey T. Mezger, Exec. VP/COO
 Thomas Conforti, CFO
 Wendy Marlett, VP-Mktg. & Employee Comm.
 Gary A. Ray, Sr. VP-Human Resources
 George Brenner, VP/CIO
 William R. Hollinger, Sr. VP/Controller
 Kimberly N. King, Corp. Sec./Dir.-Corp. Legal Affairs
 Barton P. Pachino, Sr. VP/General Counsel
 James R. Caldwell, VP-Info. Tech. Resource Center/Strategic Planning
 Lawrence B. Gotlieb, VP-Government & Public Affairs
 Clemente Teng, Director-Investor Relations
 Albert Z. Praw, Sr. VP-Asset Management and Acquisitions

Phone: 310-231-4000 Fax: 310-231-4222

Toll-Free:

Address: 10990 Wilshire Blvd., 7th Fl., Los Angeles, CA 90024
 US

GROWTH PLANS/SPECIAL FEATURES:

KBHome, formerly Kaufman and Broad Home Corporation, is one of America's largest homebuilders, building affordable homes for first time homebuyers and first move-up buyers. The company began building homes in 1963 in California and now has operational divisions in California, Nevada, Arizona, New Mexico, Texas, Colorado and France. Concerned about endangered old growth forests, Kaufman and Broad recently entered into an arrangement with the Natural Resources Defense Council to develop and implement a wood purchasing policy to phase out the use of such wood products. The company is known for its unique marketing initiatives and attention to customer service. This focus led the company to offer 24-hour model home viewing and access to sales representatives in Las Vegas. Kaufman and Broad built approximately 22,847 homes in 2000, making the company the largest homebuilder, based on number of deliveries, in the U.S. that year. Over the last 30 years, the company has helped more than 200,000 people successfully finance their new homes through Kaufman and Broad Mortgage Company.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,141,300 (9 months)	2001 Profits: \$125,700 (9 months)
2000 Sales: \$3,930,900	2000 Profits: \$210,000
1999 Sales: \$3,836,300	1999 Profits: \$147,500
1998 Sales: \$2,449,400	1998 Profits: \$95,300
1997 Sales: \$1,878,700	1997 Profits: \$58,200

Stock Ticker: KBH
 Employees: 3,500
 Fiscal Year Ends: 11/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$847,083	Bonus:	\$4,313,800
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$400,000	Bonus:	\$1,269,370

COMPETITIVE ADVANTAGE:

One of the nation's largest new home builders.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y				Y

KELLOGG CO**www.kelloggs.com****Industry Group Code:** 311000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cereal Manufacturing
Frozen Foods
Snacks
Convenience Foods
Processed Foods

BRANDS/DIVISIONS/AFFILIATES:

Keebler Food Company
Pop Tarts
Nutri-Grain Cereal Bars
Eggo Waffles
Rice Krispies
Corn Flakes
Frosted Mini Wheats
Froot Loops

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Carlos M. Gutierrez, CEO
Carlos M. Gutierrez, Pres.
Thomas J. Webb, Exec. VP/CFO
Gary J. Goberville, Sr. VP-Human Resources
Donna J. Banks, Sr. VP-Research & Tech.
Alan Taylor, VP-Corp. Controller
E. Joseph Alberding, VP-Medical Affairs
Janet L. Kelly, Sec.
Janet L. Kelly, General Counsel
King T. Pouw, Sr. VP-Oper.
Janet L. Kelly, Exec. VP-Corp. Dev. & Admin.
Joel R. Wittenberg, VP/Treas.

Phone: 616-961-2000 **Fax:** 616-961-2871**Toll-Free:****Address:** 1 Kellogg Sq., Battle Creek, MI 49016-3599 US**GROWTH PLANS/SPECIAL FEATURES:**

Kellogg Co. is the second largest U.S. breakfast cereal maker behind General Mills, and until 2001 it was the largest since its founding in 1906. The company's principal products are ready-to-eat cereals and convenience foods products such as toaster pastries, cereal bars, frozen waffles, wholesome snacks and meat alternatives. Since the acquisition of Keebler Foods Company in March 2001, the company also manufactures cookies, crackers and other products. Some of Kellogg's most famous brand names include Pop Tarts, Eggo, Nutri-Grain, Rice Krispies Treats, Keebler, and cereal names such as Corn Flakes, Frosted Mini Wheats, Froot Loops, Crispix and Frosted Flakes. There are a total of 18 major cereal names that the company manufactures. Kellogg Co. also has icons that help promote its products and the most recognized characters include Tony the Tiger, Snap! Crackle! Pop! and Ernie Keebler. The company's products are manufactured in 19 countries and marketed in more than 160 countries around the world. Kellogg's products are marketed under trademarks owned by the company, and they include its housemark, brand names, slogans and designs related to cereals and convenience foods products manufactured and marketed by the company. In recent news, Kellogg and Fox Licensing and Merchandising went into partnership to bring THE SIMPSONS to the American breakfast table with two limited-edition cereals: Kellogg's Bart Simpson Peanut Butter Chocolate Crunch and Kellogg's The Simpsons Homer's Cinnamon Donut Cereal.

The company believes in promoting environment-friendly practices and has been the recipient of numerous awards. It offers its employees health, dental and vision plans as well as relocation assistance and tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,050,200 (6 months)	2001 Profits: \$198,700 (6 months)
2000 Sales: \$6,954,700	2000 Profits: \$587,700
1999 Sales: \$6,984,200	1999 Profits: \$338,300
1998 Sales: \$6,762,100	1998 Profits: \$502,600
1997 Sales: \$6,830,100	1997 Profits: \$546,000

Stock Ticker: K
Employees: 15,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$806,250	Bonus: \$127,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$453,300	Bonus: \$70,000

COMPETITIVE ADVANTAGE:

Aggressive marketing/Owns some of the worlds leading cereal brands.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KELLY SERVICES INC**www.kellyservices.com**

Industry Group Code: 561320 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Temporary Help/Staffing
Office Clerical Staffing Services
Light Industrial Staffing Services
Professional Staffing Services
Technical Staffing Services
Marketing Staffing Services

BRANDS/DIVISIONS/AFFILIATES:

Kelly Assisted Living Services, Inc.
Wallace Law Registry, The
Your Staff
Kelly Temporary Services
Kelly Worldwide

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Terence E. Adderley, CEO
Terence E. Adderley, Pres.
Carl T. Camden, COO
William K. Gerber, Exec. VP/CFO
Michael L. Durik, VP-Human Resources
Tommi A. White, Exec. VP/Chief Admin. & Tech. Officer
Arlene Grimsley, Exec. VP-U.S. Commercial Staffing

Phone: 248-362-4444 Fax: 248-813-3990

Toll-Free: 888-465-3559

Address: 999 W. Big Beaver Rd., Troy, MI 48084 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,153,500 (6 months)	2001 Profits: \$11,300 (6 months)
2000 Sales: \$4,487,300	2000 Profits: \$87,200
1999 Sales: \$4,269,100	1999 Profits: \$85,100
1998 Sales: \$4,092,300	1998 Profits: \$84,700
1997 Sales: \$3,852,900	1997 Profits: \$80,800

Stock Ticker: KELYA
Employees: 770,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$800,000	Bonus: \$440,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$233,000

COMPETITIVE ADVANTAGE:

Kelly Services, Inc. is a leading global provider of medical and technical staffing services/Widely known as a leader in employee placement services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KERR-MCGEE CORPORATION**www.kerrmcgee.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 11 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Chemical Manufacturing and Marketing
 Pigments
 Coal
 Minerals
 Inorganic Chemicals

BRANDS/DIVISIONS/AFFILIATES:

Kerr-McGee & Gas Corporation
 Kerr-McGee China Petroleum Ltd.
 Kerr-McGee Pigments GmbH & Co.
 Kerr-McGee Oil & Gas Corporation
 Kerr-McGee Oil (U.K.) PLC
 HS Resources, Inc.
 Hydro-Quebec
 Kerr-McGee Rocky Mountain Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Luke R. Corbett, CEO
 Robert M. Wohleber, Sr. VP-CFO
 Julius C. Hilburn, VP-Human Resources
 Deborah A. Kitchens, VP-Controller
 James F. Guion, Sr. VP-Oil and Gas Production
 Gregory F. Pilcher, Corp. Sec.
 Gregory F. Pilcher, Sr. VP-General Counsel
 Jean B. Wallace, VP-General Admin.
 Michael G. Webb, Sr. VP-Strategic Planning
 John M. Rau, VP-Treas.
 Kenneth W. Crouch, Sr. VP-Exploration and Production
 W. Peter Woodward, Sr. VP-Chemicals
 George D. Christiansen, VP-Safety and Environmental Affairs
 John F. Reichenberger, VP

Phone: 405-270-1313 **Fax:** 405-270-3029

Toll-Free: 800-786-2556

Address: P.O. Box 25861, Oklahoma City, OK 73125 US

GROWTH PLANS/SPECIAL FEATURES:

Kerr-McGee Corporation is an energy and chemicals company that focuses on oil and gas exploration and production. The firm is also engaged in the manufacture and marketing of titanium dioxide pigment, and coal and mineral mining and marketing. The company owns a large inventory of natural resources that includes oil, chemical mineral deposits, gas and coal reserves. Kerr-McGee manages oil and gas operations worldwide and acquires leases and concessions, which enable it to explore for, develop, produce and market crude oil and natural gas. This is done through its subsidiaries that include: Kerr-McGee Oil & Gas Corporation, Kerr-McGee Oil (U.K.) PLC, Kerr-McGee China Petroleum Ltd. and Kerr-McGee Pigments GmbH & Co. The main areas of Kerr-McGee's offshore oil and gas exploration and production activities are the Gulf of Mexico, the North Sea and China. Onshore exploration and/or production operations are found in Indonesia, Thailand and Yemen. In recent news, a German subsidiary of Kerr-McGee has acquired the 20% minority interest that Bayer A.G. held in Kerr-McGee's titanium dioxide pigment plants. Additionally, Kerr-McGee announced that it has signed a definitive agreement with HS Resources, Inc. to acquire all of the outstanding shares of HS Resources. Through this transaction, the firm will acquire proved reserves of 1.3 trillion cubic feet of natural gas equivalent, in addition to gas gathering, undeveloped acreage and other assets. In other recent news, Kerr-McGee Chemical LLC, wholly owned by Kerr-McGee Corp., has joined with Hydro-Quebec, Canada's largest electric company, to optimize and market a unique, solid-state lithium metal polymer power cell in a 50/50 joint venture with Avestor Corporation. The joint venture will commercialize a next-generation power cell capable of serving the telecommunication, utility peak shaving, and electric and hybrid-electric vehicle markets.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,997,000 (6 months)	2001 Profits: \$509,700 (6 months)
2000 Sales: \$4,121,000	2000 Profits: \$842,000
1999 Sales: \$2,696,100	1999 Profits: \$142,000
1998 Sales: \$1,396,000	1998 Profits: \$50,000
1997 Sales: \$1,931,000	1997 Profits: \$220,000

Stock Ticker: KMG
 Employees: 4,426
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$892,596	Bonus: \$730,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$395,769	Bonus: \$250,000

COMPETITIVE ADVANTAGE:

Diversified business includes specialty chemicals.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KEY ENERGY GROUP INC**www.keyenergy.com**

Industry Group Code: 213111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 8 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
 Oil and Gas Production
 Liquid Transportation
 Contract and Horizontal Drilling
 Well Servicing and Workovers
 Oil Field Fluid Transportation
 Storage and Disposal Services
 Wireline Services

BRANDS/DIVISIONS/AFFILIATES:

Yale E. Key, Inc.
 WellTech Eastern, Inc.
 Odessa Exploration Inc.
 Key Energy Drilling, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Francis D. John, CEO
 Francis D. John, Pres.
 Francis D. John, COO
 Thomas K. Grundman, Exec. VP-CFO
 Belinda McAnear, Dir.-Human Resources
 John C. Hood, CIO
 Jack D. Loftis, Corp. Sec.
 Jack D. Loftis, Sr. VP-General Counsel
 Thomas K. Grundman, Exec. VP-Int'l Oper.
 James Byerlotzer, Exec. VP-Domestic Oper.
 D. Kirk Edwards, Exec. VP
 Kenneth C. Hill, VP

Phone: 732-247-4822 **Fax:** 732-247-5148

Toll-Free:

Address: Two Tower Center, 20th Floor, East Brunswick, NJ 08816 US

GROWTH PLANS/SPECIAL FEATURES:

Key Energy Group, Inc. is a holding company with diversified energy operations that include maintenance and workover services to oil and gas wells, contract drilling, horizontal drilling and oil and natural gas production. Key has operations in most of the major onshore producing regions in the United States and Latin America. The company has established itself as a domestic well service industry consolidator, acquiring and successfully integrating a total of 31 well services, trucking and other operations. As a result of the company's successful acquisition program, Key has now established itself as an industry leader with 1,400 well service rigs, 636 fluid hauling trucks, 75 contract-drilling rigs and approximately 10 million barrels of equivalent reserves. Recently, as a result of strong demand for natural gas-related drilling, Key has undertaken several strategic projects that will be focused in the onshore natural gas regions of the United States, Argentina and Canada. Specifically, the company plans to refurbish approximately 50-60 deep gas workover/completion rigs and related equipment, in order to keep up with current and anticipated demand; and expand and increase the number and capacity of its drilling and well service rig refurbishment facilities. Key also plans to open at least two additional employee training and safety centers, and reallocate existing equipment to areas with higher demand and pricing levels. In addition, given the continued strong outlook for Key's Argentina operations, the firm announced that it would add three workover rigs to its well service operations in Argentina.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$873,300 (12 months)	2001 Profits: \$62,700 (12 months)
2000 Sales: \$637,700	2000 Profits: \$-19,000
1999 Sales: \$491,800	1999 Profits: \$-53,300
1998 Sales: \$424,500	1998 Profits: \$24,200
1997 Sales: \$162,400	1997 Profits: \$9,100

Stock Ticker: KEG
 Employees: 9,300
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$589,519	Bonus:	\$307,776
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$203,845	Bonus:	\$100,000

COMPETITIVE ADVANTAGE:

Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KEYCORP**www.keybank.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Equipment Leasing
 Educational Loans
 Investment Banking
 Cash Management
 Pension Plan Administration
 E-Commerce Services

BRANDS/DIVISIONS/AFFILIATES:

Key Capital Partners
 Key Consumer Finance
 Key Corporate Capital
 KeyBank National Association
 Leasetec Corporation
 McDonald Investments Inc.
 Key PrivateBank
 Victory Capital Management

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Henry L. Meyer III, CEO
 Henry L. Meyer III, Pres.
 K. Brent Somers, Sr. Exec. VP/CFO
 Thomas E. Helfrich, Group Exec. VP/Chief Human Resource Officer
 Robert L. Morris, Controller
 John H. Mancuso, General Counsel
 Thomas C. Stevens, Chief Admin. Officer
 Maria Coyne, Sr. VP-Strategic Planning
 Diane B. Connelly, Sr. VP-Corp. Comm.
 Cheryl Voight, Sr. VP/Chief Compliance Officer
 Michael J. Monroe, Exec. VP-Corp. Relations
 Margot Copeland, Dir.-Civic Affairs and Corporate Diversity
 Bradley Turner, Dir.-Key PrivateBank

Phone: 216-689-6300 **Fax:** 216-689-7009

Toll-Free: 800-523-7248

Address: 127 Public Square, Cleveland, OH 44114-1306 US

GROWTH PLANS/SPECIAL FEATURES:

KeyCorp is engaged primarily in the business of commercial and retail banking. With assets of approximately \$86 billion, the company's subsidiaries provide a wide range of services, including banking, equipment leasing and other financial services to its corporate, individual and institutional customers through four businesses: Key Corporate Capital, Key Consumer Finance, Key Community Bank and Key Capital Partners. These services are provided across much of the country through subsidiaries operating through offices in 46 states, a 24-hour telephone banking call center services group and nearly 2,400 automated teller machines. Subsidiaries of KeyCorp also provide specialized services, including personal and corporate trust services, personal financial services, customer access to mutual funds, cash management services, investment banking and capital markets products and international banking services. Recently, the company announced its intentions to market all investment management services under a single name—Victory Capital Management, Inc. (formerly known as Key Asset Management, Inc.). KeyCorp also provides other financial services, both inside and outside of its primary banking markets, through its non-bank subsidiaries, including insurance on loans, venture capital, community development financing, securities underwriting and brokerage and automobile financing. The firm launched its KeyMerchants.com web portal which features the previously announced EconexStore e-commerce enablement solution. Through this innovative site, KeyCorp enables its base of over 400,000 small business customers to open web storefronts and conduct secure, cost-effective e-commerce. In addition, Key Commercial Real Estate also provides an Internet-based Pre-Qualifier and Application to streamline the process of obtaining long-term, fixed-rate financing for commercial real estate. Employee benefits at KeyCorp include educational assistance, a flexible health plan and banking services at special reduced rates.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$5,074,000 (9 months)	2001 Profits: \$306,000 (9 months)
2000 Sales: \$8,471,000	2000 Profits: \$1,002,000
1999 Sales: \$7,989,000	1999 Profits: \$1,107,000
1998 Sales: \$7,100,000	1998 Profits: \$996,000
1997 Sales: \$6,568,000	1997 Profits: \$919,000

Stock Ticker: KEY
 Employees: 22,142
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$990,000	Bonus: \$1,425,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$687,501	Bonus: \$1,012,500

COMPETITIVE ADVANTAGE:

Over 2,600 ATMs in 14 states/Expanding Internet-based services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KEYSPAN CORPORATION**www.keyspanenergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 29 Profits: 23

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Natural Gas Exploration, Development and Distribution
 Natural Gas Processing
 Electric Power Generation
 Thermal, Power and Fuel Systems
 Telecommunications
 Remote Energy Management
 Electricity Transmission and Distribution System

BRANDS/DIVISIONS/AFFILIATES:

Eastern Enterprises
 Fiber Optic SONET Networks
 Northeast Gas Markets LLC
 KeySpan Business Solutions
 KeySpan Communications
 KeySpan Energy Delivery
 Houston Exploration Company (The)
 Honeoye Storage Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert B. Catell, CEO
 Robert J. Fani, Pres.-KeySpan Energy Services
 Craig G. Matthews, COO
 Gerald Luterman, Sr. VP-CFO
 Colin P. Watson, Sr. VP-Strategic Mktg.
 Ronald S. Jendras, VP-Controller
 Richard A. Rapp Jr., VP-Sec.
 Steven L. Zelkowitz, Exec. VP-General Counsel
 Anthony Nozzolillo, Exec. VP-Electric Oper.
 Colin P. Watson, Sr. VP-e-Bus. Division
 Michael J. Taunton, VP-Treas.
 Wallace P. Parker Jr., Pres.-KeySpan Energy Delivery
 William K. Feraudo, Exec. VP-KeySpan Services
 Lenore F. Puleo, Exec. VP-Shared Services
 Chester R. Messer, Exec. VP-KeySpan Energy Delivery

Phone: 718-403-2000 **Fax:** 718-488-1782**Toll-Free:** 888-222-7359**Address:** One MetroTech Center, Brooklyn, NY 11201 US**GROWTH PLANS/SPECIAL FEATURES:**

KeySpan Corporation provides a full range of energy-related services through operations and investments in selected areas of the energy industry. KeySpan is the parent company of several utilities that distribute natural gas, under the KeySpan Energy Delivery name, to customers in New York City, on Long Island and in New England. KeySpan owns 4,000 megawatts of generating capacity on Long Island, which is sold to the Long Island Power Authority under a long-term contract. The company's core business is gas distribution, which is conducted by six regulated gas distribution subsidiaries that operate in three states in the Northeast: New York, Massachusetts and New Hampshire. KeySpan is the fifth largest gas distribution company in the United States and the largest in the Northeast, serving approximately 2.4 million customers. KeySpan Services, a subsidiary, is an energy marketer to 100,000 customers in six states, with an appliance service business that currently has 185,000 contracts. Its energy services business also provides fuel management and energy procurement for the Ravenswood plant. KeySpan's Business Solutions division provides sophisticated energy management services to the commercial market, such as the Marriott Hotel and the Conde Nast Building in Times Square. Additionally, KeySpan has a 68% interest in The Houston Exploration Company, a subsidiary that pursues both high potential drilling in the Gulf of Mexico, and lower risk exploitation and development drilling in core onshore areas. These include South and West Texas, West Virginia, the Arkoma Basin and South Louisiana. In recent news, KeySpan acquired Eastern Enterprises and its subsidiaries. The scale of the two companies combined now allows for the marketing of the wide range of services that both KeySpan and Eastern have been developing in their non-regulated subsidiaries.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,048,700 (6 months)	2001 Profits: \$218,300 (6 months)
2000 Sales: \$5,121,500	2000 Profits: \$300,800
1999 Sales: \$2,954,600	1999 Profits: \$258,600
1998 Sales: \$1,728,500	1998 Profits: \$-166,900
1997 Sales: \$3,124,100	1997 Profits: \$362,200

Stock Ticker: KSE
Employees: 13,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$786,000	Bonus:	\$318,333
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$506,000	Bonus:	\$300,417

COMPETITIVE ADVANTAGE:

Full range of energy services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y		Y	

KIMBERLY CLARK CORP**www.kimberly-clark.com****Industry Group Code:** 322000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Personal Paper Products Manufacturer
 Facial and Bathroom Tissue
 Disposable Diapers
 Infection Control Products

GROWTH PLANS/SPECIAL FEATURES:

Kimberly-Clark is a leading global manufacturer of tissue, personal care and health care products. The company's Tissue segment produces facial and bathroom tissue, paper towels, napkins, wet wipes and correspondence papers. These products are sold under the Kleenex, Scott, Kimberly-Clark, Kimwipes, WypAll and Surpass brand names. The firm's Personal Care division produces disposable diapers and feminine and incontinence care products under the Pull-Ups, Huggies, Little Swimmers, GoodNites, Kotex, Lightdays, Depend and Poise brand names. The firm recently launched a redesigned line of Huggies diapers in a number of European markets. Product improvements in the new Huggies diaper range include a softer outer cover, enhanced leak guards and greater absorbency. Furthermore, Kimberly-Clark has acquired Linostar, a leading Italian diaper manufacturer. Linostar's Lines brand is Italy's second largest diaper brand. Additionally, Kimberly-Clark's Health Care segment manufactures surgical gowns, drapes, exam gloves, infection control products, sterilization wraps, disposable face masks and respiratory products, which are sold under the Safeskin and Ballard brand names. Recently, the Health Care division introduced KIMBERLY-CLARK®R2 electrodes, disposable electrodes for defibrillators. In the Summer of 2001, the company sold its line of orthopedic soft goods, patient safety devices and pressure care products to Encore Medical Corporation for \$9 million.

Kimberly-Clark offers its employees tuition reimbursement and medical and dental insurance.

BRANDS/DIVISIONS/AFFILIATES:

Kleenex
 Scott
 Huggies
 Kotex
 Depend
 Poise
 Safeskin
 Ballard

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Wayne R. Sanders, CEO
 Thomas J. Falk, Pres.
 Thomas J. Falk, COO
 John W. Donehower, CFO
 Randy J. Vest, Controller
 Ronald D. McCray, Corp. Sec.
 O. George Everbach, Sr. VP-Law & Government Affairs
 W. Anthony Gamron, Treas.
 Robert E. Abernathy, Group Pres.
 Juan Ernesto de Bedout, Group Pres.
 Paul S. Geisler, Group Pres.
 Claudio X. Gonzalez, Group Pres.

Phone: 972-281-1200 **Fax:** 972-281-1490**Toll-Free:****Address:** 351 Phelps Dr., Irving, TX 75038 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,142,600 (6 months)	2001 Profits: \$848,800 (6 months)
2000 Sales: \$13,982,000	2000 Profits: \$1,800,600
1999 Sales: \$13,006,800	1999 Profits: \$1,668,100
1998 Sales: \$12,297,800	1998 Profits: \$1,114,300
1997 Sales: \$12,546,600	1997 Profits: \$985,400

Stock Ticker: KMB
 Employees: 66,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$1,110,304
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$599,584

COMPETITIVE ADVANTAGE:

Aggressive mergers and acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

KMART CORPORATION**www.kmart.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Department Stores, Retail
Internet Service Provider
Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

Big Kmart
Super Kmart
Bluelight.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles C. Conway, CEO
Mark S. Schwartz, Pres.
Mark S. Schwartz, COO
Jeffrey N. Boyer, Exec. VP/CFO
Larry C. Davis, VP-Advertising
Warren F. Cooper, Exec. VP-Human Resources
Randy L. Allen, CIO
Cecil B. Kearse, Exec. VP-Merch.
Janet G. Kelley, Sr. VP/General Counsel
David P. Rots, Exec. VP/Chief Admin. Officer
Randy L. Allen, Exec. VP-Strategic Planning
Mark Goldstein, CEO-BlueLight
Shawn Kahle, VP-Corp. Affairs
Ronald Lalla, Sr. VP-Global Oper.
Anthony B. D'Onofrio, Exec. VP/Chief Supply Officer
John M. Foster, Sr. VP-Real Estate Mgmt.
Brian Sugar, Chief Web Officer-Bluelight.com

Phone: 248-643-1000 **Fax:** 248-643-5636**Toll-Free:****Address:** 3100 W. Big Beaver Rd., Troy, MI 48084 US**GROWTH PLANS/SPECIAL FEATURES:**

Kmart Corporation is one of the world's largest mass merchandise retailers. The company operates in the general merchandise retailing industry through 2,105 Kmart discount stores with locations in all 50 states, Puerto Rico, the U.S. Virgin Islands and Guam. S.S. Kresge formed Kmart in 1899 in Detroit. The Big Kmart superstore format was created to enhance the Kmart shopping experience, with the most popular, name brand items placed near the front of the store, as well as enhanced children's lines and an extensive housewares selection. Kmart Supercenters feature a full line of general merchandise and groceries, as well as a variety of ancillary services including video rentals, dry cleaning, hair care and optical and floral shops, 24-hours a day. The typical Kmart store customer has a household income ranging from \$25,000 to \$60,000 yearly. This positions Kmart squarely in the mid-market retail space. Kmart has established an independent e-commerce company, Bluelight.com, with support money from Softbank Venture Capital, Yahoo! and Martha Stewart Living Omnimedia. Kmart owns 60% of the venture. Bluelight.com offers over 220,000 items of Kmart merchandise, including appliances and outdoor equipment. New products recently debuted, including the Martha Stewart Everyday and Sesame Street lines. The company also offers Jaclyn Smith, Kathy Ireland, Penske Automotive, American Fare, Route 66, KGro, BenchTop and White-Westinghouse product lines. Over the last 5 years, the company has engaged in a major renovation program with 99% of its stores either new or remodeled into the Big Kmart format. For 2001 and 2002, the firm is investing \$2 billion in new cash registers and scanners along with related software to improve the flow of inventory to the stores. About 20 new stores are planned for 2001. In mid 2000, the firm announced plans to close 72 marginal stores by the end of the year.

Kmart offers its employees medical and dental plans as well as scholarship awards and tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$37,028,000 (12 months)	2001 Profits: \$-198,000 (12 months)
2000 Sales: \$35,925,000	2000 Profits: \$453,000
1999 Sales: \$33,674,000	1999 Profits: \$568,000
1998 Sales: \$32,183,000	1998 Profits: \$298,000
1997 Sales: \$31,437,000	1997 Profits: \$-189,000

Stock Ticker: KM
Employees: 252,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$943,056	Bonus: \$8,087,890
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$518,909	Bonus: \$486,500

COMPETITIVE ADVANTAGE:

One of the world's largest mass merchandise retailers/Growing online business/Biggest challenge is to attempt to compete against giants Wal-Mart and Target..

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

KOHL'S CORP**www.kohls.com**

Industry Group Code: 452110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 5 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Department Stores, Retail

GROWTH PLANS/SPECIAL FEATURES:

Kohl's Corporation is a family-focused specialty department store that offers moderately-priced national brands, presented as 80% apparel, shoes and accessories and 20% home products. Kohl's operates in a unique niche, positioned between major department stores and true discounters. It sells deep selections of name brand merchandise at prices that are 10% to 15% below competitors. The firm currently operates 354 locations in 28 states primarily on the East and Midwest regions of the U.S. The stores offer such name brands as Dockers, Lee, Levi's, Jockey, Nike, Healthtex, Vanity Fair, Pfaltzgraff and Krups, among many others. Kohl's department stores focus on providing the customer with quality national brand merchandise at an exceptional value. The stores' merchandise includes moderately priced apparel, shoes, accessories, soft home products and housewares. Kohl's centers its pricing strategy around a culture focused on maintaining a low cost structure and emphasizes the importance of a unique store format, lean staffing levels, sophisticated management information systems and operating efficiencies resulting from centralized buying, advertising and distribution. Since its inception in 1986, Kohl's has expanded its business by both acquiring and converting pre-existing stores and by opening new stores. The company eventually plans to become a national retailer by expanding step-by-step into contiguous states and filling in existing markets. During fiscal 2000, Kohl's opened 61 new stores including a major entry into the Northeast with the opening of 35 stores in the New York metropolitan area. The firm plans to open approximately 60 stores in fiscal 2001, penetrating primarily the Atlanta, Georgia market with about 18 stores. In 2000, Kohl's averaged \$279 in sales per square foot of store space, well above the \$220 at Marshall Fields, \$147 for Dillards's and \$192 at May Department Stores.

The company offers its workforce a business casual dress code and employee discounts at all store locations.

BRANDS/DIVISIONS/AFFILIATES:

Learning Lodge (The)

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lawrence R. Montgomery, CEO
 Kevin B. Mansell, Pres.
 Arlene Meier, COO
 Gary Vasques, Exec. VP-Mktg.
 Donald H. Sharpin, Exec. VP-Human Resources
 John J. Lesko, Exec. VP/CIO
 Kevin B. Mansell, Exec. VP/General Merch. Mgr.
 Jeffrey Rusinow, Exec. VP-Store Admin.
 Richard Leto, Exec. VP-Product Dev.
 Caryn Blanc, Exec. VP-Logistics & Merch. Planning
 Jack E. Moore, Jr., Exec. VP-General Merch. Mgr.

Phone: 414-703-7000 **Fax:** 414-703-6143**Toll-Free:****Address:** N56 W17000 Ridgewood Dr., Menomonee Falls, WI 53051 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$6,151,996 (12 months)	2001 Profits: \$372,148 (12 months)
2000 Sales: \$4,557,112	2000 Profits: \$258,142
1999 Sales: \$3,681,763	1999 Profits: \$192,266
1998 Sales: \$3,060,065	1998 Profits: \$141,273
1997 Sales: \$2,388,221	1997 Profits: \$102,478

Stock Ticker: KSS
 Employees: 54,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,291,467	Bonus: \$431,508
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$845,833	Bonus: \$285,450

COMPETITIVE ADVANTAGE:

Moderately priced merchandise/Unique store format/This is a highly successful chain that performs well year after year.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

KROGER CO (THE)**www.kroger.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Convenience Stores
Fine Jewelry Stores
Fuel Centers
Food Processing

BRANDS/DIVISIONS/AFFILIATES:

Fred Meyer, Inc.
Advantage Logistics Michigan
Foodland Distributors
Quality Food Centers, Inc.
Ralphs Grocery Company
Smith's Food & Drug Centers, Inc.
King Soopers
Sav-Mor

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Joseph A. Pichler, CEO
David B. Dillon, Pres./COO
J. Michael Schlotman, CFO
Pete Williams, Pres.-Mktg.
Reuben Shaffer, VP-Human Resources
Michael S. Heschel, Exec. VP/CIO
Geoffrey J. Covert, Sr. VP-Mfg.
Paul W. Heldman, Sr. VP/General Counsel
Warren F. Bryant, Sr. VP-West Coast Oper.
W. Rodney McMullen, Exec. VP-Strategy, Planning & Finance
Lynn Marmer, VP-Corp. Affairs
Lawrence M. Turner, VP/Treas.

Phone: 513-762-4000 **Fax:** 513-762-1160**Toll-Free:** 800-257-6437**Address:** 1014 Vine St., Cincinnati, OH 45202 US**GROWTH PLANS/SPECIAL FEATURES:**

The Kroger Co., which was founded in 1883 and incorporated in 1902, is the largest supermarket operator in the United States. In 40 of the firm's 46 major markets, Kroger holds the #1 or #2 supermarket position for that area. The company operates 2,354 supermarkets and multi-department stores in 31 states under more than a dozen names, including Kroger, Fred Meyer, Ralphs, Smith's, King Soopers, Dillon, Fry's, Food 4 Less and Quality Food Centers. The food stores account for over 93% of total company sales. In addition, Kroger operates 789 convenience stores, 398 fine jewelry stores, 77 supermarket fuel centers and 42 food processing plants. The company owns and operates 693 of the convenience stores while 96 are operated through franchise agreements. The convenience stores offer a limited assortment of staple food items and general merchandise and, in most cases, sell gasoline. Kroger's supermarket operations are supported by the manufacturing plants that produce Kroger-label products and custom products for outside customers. The supermarket stores offer one-stop shopping, including whole health sections, pharmacies, pet centers and world-class perishables, such as fresh seafood and organic produce. Kroger's supermarkets operate under one of three store formats: combination food and drug stores; multi-department stores; or price impact warehouse stores. Kroger recently purchased 15 Baker's Supermarkets and one Food 4 Less price impact warehouse store in Omaha, Nebraska from Fleming, Inc. Kroger maintains a web site, where customers can browse through an extensive recipe collection, refill a prescription and receive in-store coupons. In 1999, the company changed the final day of its fiscal year from December 31 to January 31.

The company offers its employees tuition assistance, paid vacations and a credit union. Kroger was recently named one of America's 100 Best Corporate Citizens by Business Ethics, a national publication that highlights corporate social responsibility.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$49,000,000 (12 months) 2001 Profits: \$877,000 (12 months)
2000 Sales: \$45,352,000 2000 Profits: \$613,000
1999 Sales: \$43,082,000 1999 Profits: \$247,000
1998 Sales: \$ 1998 Profits: \$
1997 Sales: \$ 1997 Profits: \$

Stock Ticker: KR
Employees: 312,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$1,069,231 Bonus: \$865,415
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$592,308 Bonus: \$482,160

COMPETITIVE ADVANTAGE:

Nation's largest supermarket operator measured by total sales/Has stores in both the supermarket and convenience store formats.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

KROLL INC**www.krollworldwide.com****Industry Group Code:** 561610 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 2

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Security and Protection Products
 Forensic Accounting
 Drug Abuse Screening
 Surveillance Services
 Security Consulting
 Fraud and Claims Investigations
 Personal Protection

BRANDS/DIVISIONS/AFFILIATES:

Kroll-O'Gara Company
 Kroll Information Services
 InPhoto Surveillance
 Fact Finders
 Corplex

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael G. Cherkasky, CEO
 Michael G. Cherkasky, Pres.
 Michael Shmerling, COO
 Nazzareno E. Paciotti, CFO
 Abram S. Gordon, Corp. Sec.
 Abram S. Gordon, General Counsel
 Pat Wood, Corp. Comm.

Phone: 212-593-1000 **Fax:** 212-593-2631

Toll-Free:

Address: 900 Third Avenue, New York, NY 10022 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$160,800 (6 months)	2001 Profits: \$-5,200 (6 months)
2000 Sales: \$310,600	2000 Profits: \$-33,900
1999 Sales: \$302,000	1999 Profits: \$-2,000
1998 Sales: \$264,800	1998 Profits: \$13,100
1997 Sales: \$190,413	1997 Profits: \$ 709

Stock Ticker: KROL
 Employees: 2,506
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$416,000	Bonus: \$116,667
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$375,000	Bonus: \$

COMPETITIVE ADVANTAGE:

Well positioned to benefit from intense new interest in security by corporate America.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

L L BEAN INC**www.llbean.com****Industry Group Code:** 454110A **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Outdoor Apparel, Catalogs
 Outdoors Speciality Clothing, Retail
 Online Retail
 Outlet Stores

BRANDS/DIVISIONS/AFFILIATES:

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chris McCormick, CEO
 Leon A. Gorman, Pres.
 Lee Surace, VP-Finance
 Bob Peixotto, VP-Human Resources
 Lee Surace, VP-Admin.

Phone: 207-865-4761 **Fax:** 207-552-6821

Toll-Free: 800-221-4221

Address: Casco St., Freeport, ME 04033 US

GROWTH PLANS/SPECIAL FEATURES:

L. L. Bean, Inc. is a retailer of outdoor apparel for men, women and children, as well as specialty items such as pet and travel accessories. Since 1912, when founder L. L. Bean introduced the first Bean Boot, quality manufacturing has played a significant role in the company's history. The firm's signature product, the Bean Boot, is still crafted at the company's state-of-the-art manufacturing facility near Brunswick, Maine. The L. L. Bean factory produces more than 300 products, including Bean Boots, hand sewn footwear, sleepwear, dog beds, Boat & Tote Bags and soft luggage; and also the repair and reconditioning of these items. In the past year, more than 12,000 Bean Boots were repaired for customers. L. L. Bean's flagship store in Freeport, Maine is open 24 hours a day and 365 days per year and offers the complete line of Bean products and discounted merchandise. A shopping center in Tyson Corner, Virginia has a bricks and mortar retail store for the company, the only one outside of Maine. While Bean's Factory Store retails a majority of discounted and discontinued merchandise. Bean's also has 20 L. L. Bean stores in Japan. The bulk of the firm's business is done through catalog and online sales, with a well-established client list and a high retention rate. Distribution is handled through a warehouse in Freeport, Maine. The firm is a true leader in online commerce, with over \$200 million in online sales during 2000, a 58% increase over 1999. The company's founder and leading shareholder plans to step down, and is seeking a buyer. When the company generates a large profit, Bean employees are rewarded in the form of a cash performance bonus. For the past ten years, L.L. Bean has paid about 30% of its pre-tax profits to employees, with a bonus of as much as 18% of annual pay. L.L. Bean also provides traditional benefit plans including medical, dental, life, medical and dependent care reimbursement accounts, paid vacation and holidays, tuition reimbursement programs for both college degree and professional development and retirement benefits including pension, profit sharing and 401(k) plans.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,100,000 (12 months)	2001 Profits: \$ (12 months)
2000 Sales: \$	2000 Profits: \$
1999 Sales: \$	1999 Profits: \$
1998 Sales: \$	1998 Profits: \$
1997 Sales: \$	1997 Profits: \$

Stock Ticker: Private
Employees: 4,000
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE: Unique merchandise line/Loyal customers.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

LABORATORY CORP OF AMERICA HOLDINGS www.labcorp.com

Industry Group Code: 621511 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Clinical Laboratory Testing
Diagnostics
Urinalyses
Blood Cell Counts
Blood Chemistry Analysis
HIV Tests
Pap Smears
Specialty and Niche Tests

BRANDS/DIVISIONS/AFFILIATES:

National Health Laboratories Holdings, Inc.
Roche Biomedical Laboratories, Inc.
Allied Clinical Laboratories, Inc.
National Genetics Institute
ViroMed Inc.
PathLab

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas P. MacMahon, CEO
Richard L. Novak, COO
Wesley R. Elingburg, CFO
Stevan R. Stark, Exec. VP-Sales and Mktg.
Bradford T. Smith, VP-Human Resources
Myla P. Lai-Goldman, Chief Scientific Officer
Bradford T. Smith, Corp. Sec.
Bradford T. Smith, General Counsel
Bradford T. Smith, Exec. VP-Public Affairs
Wesley R. Elingburg, Treas.

Phone: 336-584-5171 Fax: 336-513-4806

Toll-Free:

Address: 358 S. Main St., Burlington, NC 27215 US

GROWTH PLANS/SPECIAL FEATURES:

Laboratory Corporation of America Holdings (LabCorp) is a leading independent clinical laboratory company that offers more than 4,000 different clinical laboratory tests to the medical profession. The tests are primarily used in routine screening, patient diagnosis and in the monitoring and treatment of disease. The company operates a nationwide network of 24 primary testing facilities and 1,200 service centers, consisting of branches, patient service centers and STAT labs, which are laboratories that can perform routine tests quickly and report results to the physician immediately. The most common routine tests performed by the firm include blood chemistry analysis, urinalyses, blood cell counts, Pap smears and HIV tests. These tests account for a majority of the testing done by LabCorp. The firm generally performs and reports most routine tests within 24 hours, utilizing a variety of sophisticated and computer-enhanced laboratory testing equipment. During 2000, the company processed an average of approximately 260,000 patient specimens per day. LabCorp also performs specialty and niche testing including infectious disease and allergy testing. The company provides clinical laboratory testing for pharmaceutical companies conducting clinical research trials on new drugs. LabCorp also offers a number of diagnostic genetics testing services and forensic identity tests. The expansion of its specialty and niche testing business is currently a primary growth strategy for the company. LabCorp continually seeks new and improved technologies to enhance its testing services and increase the broad range of tests it offers. The firm recently acquired ViroMed, a leading clinical diagnostic testing company specializing in virology, molecular biology, serology, microbiology, mycology and mycobacteriology.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,075,100 (6 months)	2001 Profits: \$95,600 (6 months)
2000 Sales: \$1,919,300	2000 Profits: \$112,100
1999 Sales: \$1,698,700	1999 Profits: \$65,400
1998 Sales: \$1,612,600	1998 Profits: \$68,800
1997 Sales: \$1,579,900	1997 Profits: \$-106,900

Stock Ticker: LH

Employees: 18,850

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$741,667	Bonus: \$726,311
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$391,667	Bonus: \$427,200

COMPETITIVE ADVANTAGE:

Laboratory Corporation of America Holdings is one of the leading clinical laboratory companies in the United States.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LANDAMERICA FINANCIAL GROUP**www.landam.com****Industry Group Code:** 524127 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Title Insurance
Software
Real Estate Services

GROWTH PLANS/SPECIAL FEATURES:

LandAmerica Financial Group, Inc. is engaged in the business of issuing title insurance policies and performing other real estate-related services for both residential and commercial real estate transactions. As a holding company, the firm has greater flexibility in conducting certain operations, especially with regard to capital transactions, while the operating title insurance subsidiaries remain subject to regulation by the various states in which they operate. LandAmerica issues title insurance policies through its various title underwriting subsidiaries. The company's three principal title-underwriting subsidiaries are Commonwealth Land Title Insurance Company (Commonwealth), Lawyers Title Insurance Corporation (Lawyers Title) and Transnation Title Insurance Company (Transnation). The company also owns 11 other title insurance underwriters, including Commonwealth Land Title Insurance Company of New Jersey, Oregon Title Insurance Company, Title Insurance Company of America and Industrial Valley Title Insurance Company. The collective operations of these subsidiaries cover the entire United States (with the exception of Iowa) and certain territories of the United States. Subsidiaries Datatrace Information Services and Elliptus Software Solutions market computer-automated policy-issuance and closing documentation. Other subsidiaries coordinate real estate transactions and provide appraisals, surveys and documentation. The company believes that optimum growth will be achieved through further participation in the commercial real estate market, focusing on real estate transaction management services and expanding distribution capabilities. Reliance Group Holdings owns about 25% of LandAmerica.

BRANDS/DIVISIONS/AFFILIATES:

Lawyers Title Insurance Corporation
Commonwealth Land Title Insurance Company
Transnation Title Insurance Company
Reliance Group Holdings
LandAmerica OneStop
Industrial Valley Title Insurance Company
Datatrace Information Services
Elliptus Software Solutions

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles H. Foster, Jr., CEO
Janet A. Alpert, Pres.
G. William Evans, CFO/Exec. VP-Lawyers Title, Commonwealth and Transnation
Lloyd Osgood, VP-Mktg., Title Oper.
John M. Carter, VP-Human Resources
John R. Blanchard, Corp. Controller/SVP-Lawyers Title, Commonwealth
Russell W. Jordan III, General Counsel/SVP
Christopher L. Rosati, Sr. VP/Oper. Controller
Ross B. Wagner, Sr. VP-Natl. Affiliated Bus. Dev.
H. Randolph Farmer, Sr. VP-Corp. Comm.
John M. Carter, Exec. VP-Law and Employee Rel.
Jeffrey D. Vaughan, Exec. VP-Real Estate Services
Kenneth Astheimer, Pres./CEO-LandAmerica OneStop
Andrew S. Brownstein, Sr. VP-Strategic Transactions

Phone: 804-267-8000 **Fax:** 804-267-8836**Toll-Free:** 800-446-7086**Address:** 101 Gateway Centre Pkwy., Richmond, VA 23235-5153
US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$992,200 (6 months)	2001 Profits: \$35,100 (6 months)
2000 Sales: \$1,802,400	2000 Profits: \$-80,800
1999 Sales: \$2,048,000	1999 Profits: \$54,300
1998 Sales: \$1,848,870	1998 Profits: \$93,000
1997 Sales: \$639,099	1997 Profits: \$26,157

Stock Ticker: LFG
Employees: 8,639
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$500,016	Bonus: \$247,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$330,000	Bonus: \$163,350

COMPETITIVE ADVANTAGE:

Extremely rapid growth.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

LANDS END INC**www.landsend.com**

Industry Group Code: 454110A Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Casual Apparel, Catalogs
Clothing, Retail**GROWTH PLANS/SPECIAL FEATURES:**

Lands' End is a leading merchant of traditionally styled, casual clothing for men, women and children, as well as soft luggage and products for the home. The company's products are offered through regular mailings of its primary and specialty catalogs, retail stores and via the Internet. Lands' End is known for providing products of quality and an unconditional guarantee on all items sold. The company's client database includes more than 236 million customer names. The company also has 17 outlet stores located in Wisconsin, Illinois, New York and Minnesota. The stores are used for liquidating overstocked and discontinued items. The company's growth strategy has three key elements. First, Lands' End seeks to increase sales through its multiple channels of distribution both by expanding its customer base and by increasing sales to its existing customers through improvements in its merchandise offerings and creative presentations. Second, the company endeavors to generate additional sales by making targeted mailings of its specialty catalogs to existing and prospective customers, and by offering its products on the Internet, where the firm's web pages feature a virtual model to let customers see what clothes would look like on their body styles as well as a browse with a friend function. Third, the firm is actively pursuing opportunities to apply its merchandising, marketing and order fulfillment skills abroad by expanding the customer base through its operations in Japan, Germany and the United Kingdom, and also by launching new web sites in additional countries using local currencies and languages. The company offers its workforce medical, dental and vision plans, as well as an activity center and child care.

BRANDS/DIVISIONS/AFFILIATES:Land's End
Territory Ahead (The)
Corporate Sales
Willis & Geiger
Kids
Coming Home
Beyond Buttondowns**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.David F. Dyer, CEO
David F. Dyer, Pres.
Jeffrey A. Jones, COO
Donald R. Hughes, Sr. VP/CFO
Michael P. Atkin, VP-Mktg.
John P. Loranger, VP-Info. Services
Mindy Meads, Exec. VP-Merch. & Design
Francis P. Schaecher, Sr. VP-Oper.
Bradley K. Johnson, VP-Admin.
Brad Gillam, VP-Quality Assurance
Marcia Tabler, VP-Creative Oper.
Sam Taylor, VP-Int'l**Phone:** 608-935-9341 **Fax:** 608-935-4260**Toll-Free:** 800-356-4444**Address:** Lands' End Lane, Dodgeville, WI 53595 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,462,300 (12 months)	2001 Profits: \$34,700 (12 months)
2000 Sales: \$1,416,886	2000 Profits: \$48,034
1999 Sales: \$1,466,121	1999 Profits: \$31,185
1998 Sales: \$1,346,687	1998 Profits: \$64,150
1997 Sales: \$1,193,588	1997 Profits: \$50,952

Stock Ticker: LE
Employees: 9,800
Fiscal Year Ends: 1/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$450,000	Bonus:	\$202,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$350,000	Bonus:	\$94,500

COMPETITIVE ADVANTAGE:

Continues to acquire and develop catalog concepts.

OTHER THOUGHTS:Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y			Y

LEAR CORP**www.lear.com****Industry Group Code:** 336390 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Automobile Interiors Manufacturer
Automobile Components
Seats
Carpeting
Instrument Panels
Electrical Systems

BRANDS/DIVISIONS/AFFILIATES:

Lear Corporation Mendon
Detroit Automotive Interiors, LLC
Guildford Kast Plasifol Dynamics, Ltd.
Industrias Cousin Freses SL
Pacific Trim Corporation
Markol Otomotiv Yan Sanayi Ve Ticart
Jiangxi Jiangling Lear, Interior Systems Co., Ltd.
Precision Fabrics Group

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert E. Rossiter, CEO
Robert E. Rossiter, Pres.
James Vandenberghe, CFO
Roger A. Jackson, Sr. VP-Human Resources
Leslie A. Touma, VP-Corp. Relations
Raymond F. Lowry, VP/Treas.
Douglas G. DelGrosso, Exec. VP-Int'l. Oper.
Donald J. Stebbins, Exec. VP-North and South America
Michael Pape, VP-Finance, Seating Systems Divisions
Vicki Bostic, VP-Six Sigma

Phone: 248-447-1500 **Fax:** 248-447-1722**Toll-Free:****Address:** 21557 Telegraph Rd., Southfield, MI 48086-5008 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,113,000 (6 months)	2001 Profits: \$59,400 (6 months)
2000 Sales: \$14,072,800	2000 Profits: \$274,700
1999 Sales: \$12,428,800	1999 Profits: \$257,100
1998 Sales: \$9,059,400	1998 Profits: \$115,500
1997 Sales: \$7,342,900	1997 Profits: \$207,200

Stock Ticker: LEA
Employees: 121,600
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$425,008
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$880,000	Bonus: \$705,384

COMPETITIVE ADVANTAGE:

The firm is capitalizing on the trend of auto manufacturers outsourcing the supply of many types of automobile components.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LEGG MASON INC**www.leggmason.com****Industry Group Code:** 523110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 8 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Stock Brokerage/Investment Banking
Mortgages
Investment Management
Investment Banking
Commercial Mortgage Banking
Trading
Insurance and Annuity Products

BRANDS/DIVISIONS/AFFILIATES:

Legg Mason Wood Walker, Inc.
Bartlett & Co.
Howard, Weil, Labouisse, Friedrichs, Inc.
Hoyce and Associates, Inc.
B F P Financial Partners, Inc.
The Fairfield Group, Inc.
Private Capital Management, L.P.
Western Asset Global Management Limited

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Raymond A. Mason, CEO
James W. Brinkley, Pres./Sr. Exec.VP-Legg Mason Wood Walker
James W. Brinkley, COO
Thomas L. Souders, CFO/Sr. VP
Joseph Timmins, VP-Human Resources
Robert A. Frank, Exec. VP-Research
Robert F. Price, Sr. VP/General Counsel
Thomas L. Souders, Treas.
Peter L. Bain, Head-Wealth Mgrs.

Phone: 410-539-0000 **Fax:** 410-454-4923**Toll-Free:****Address:** 100 Light St., Baltimore, MD 21202 US**GROWTH PLANS/SPECIAL FEATURES:**

Legg Mason, Inc. is a holding company that, through multiple subsidiaries, is engaged in securities brokerage and trading, investment management of institutional and individual accounts and company-sponsored mutual funds. Furthermore, the firm conducts investment banking transactions for corporations and municipalities, commercial mortgage banking and provisions of other financial services. The company's principal broker-dealer subsidiary is Legg Mason Wood Walker, Inc., a full service regional broker-dealer and investment banking firm. Howard, Weil, Labouisse, Friedrichs, Inc. engages in energy-related investment banking and institutional brokerage. Legg Mason, Inc.'s principal investment advisory subsidiaries are Legg Mason Fund Adviser, Inc., Western Asset Management Company, Brandywine Asset Management, Inc., Bartlett & Co., Gray, Seifert & Co., Inc. and Western Asset Global Management Limited. The company's principal real estate finance subsidiary, Legg Mason Real Estate Services, Inc., was one of the first member firms to join the PropertyFirst.com Marketplace, an online source for commercial real estate listings. The company posted over \$80 million in exclusive listings on the site, which also features more than 250 brokerage firms. Currently, the company, through its subsidiaries, maintains assets of about \$140 billion, with 33% in equity and 67% in fixed income assets. Recently, Legg Mason announced its intention to acquire Royce and Associates, Inc., a firm known for its stake in small-cap and micro-cap mutual funds, for \$115 million. In addition, the company also acquired Private Capital Management, L.P., a high net worth money manager. Both firms will be wholly owned subsidiaries of Legg Mason.

Employee benefits at Legg Mason include a health plan, tuition reimbursement, brokerage account discounts and a fitness center.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,536,300 (12 months)	2001 Profits: \$156,200 (12 months)
2000 Sales: \$1,399,600	2000 Profits: \$150,400
1999 Sales: \$1,070,700	1999 Profits: \$93,300
1998 Sales: \$889,100	1998 Profits: \$76,121
1997 Sales: \$664,600	1997 Profits: \$57,192

Stock Ticker: LM
Employees: 5,380
Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary:	\$327,500	Bonus:	\$6,650,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$272,920	Bonus:	\$2,950,000

COMPETITIVE ADVANTAGE:

Highly respected for its investment advice/Excellent expertise in the energy industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LEHMAN BROTHERS HOLDINGS INC**www.lehman.com****Industry Group Code:** 523110 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Stock Brokerage/Investment Banking
 Asset Management
 Corporate Finance
 Merchant Banking
 Securities Sales and Trading

BRANDS/DIVISIONS/AFFILIATES:

Lehman Brothers Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard S. Fuld, Jr., CEO
 Mark Rufeh, COO
 David Goldfarb, CFO
 C. Daniel Tyree, Global Head of Mktg.
 Roberto Llamas, Chief Human Resources Officer
 Stephen M. Lessing, Global Head of Sales and Research
 Kevin McGilloway, CIO
 Thomas A. Russo, Chief Legal Officer
 Joseph M. Gregory, Chief Admin. Officer
 James A. Rosenthal, Head-Corp. Strategy and e-commerce
 Paul Zoidis, Global Comm. and Media Investment Banking
 Jeremy Isaacs, CEO-Europe and Asia
 Jasjit S. Bhattal, CEO-Lehman Brothers Asia
 Bradley H. Jack, Head-Investment Banking Div.
 J. Stuart Francis, Head-Global Tech. and West Coast Invest. Banking

Phone: 212-524-2000 **Fax:** 212-526-5952

Toll-Free: 888-LEHMAN8

Address: 3 World Financial Center, New York, NY 10285 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$18,093,000 (9 months)	2001 Profits: \$1,126,000 (9 months)
2000 Sales: \$26,447,000	2000 Profits: \$1,831,000
1999 Sales: \$18,989,000	1999 Profits: \$1,174,000
1998 Sales: \$19,894,000	1998 Profits: \$736,000
1997 Sales: \$16,883,000	1997 Profits: \$647,000

Stock Ticker: LEH
 Employees: 11,300
 Fiscal Year Ends: 11/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$8,750,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$8,050,000

COMPETITIVE ADVANTAGE:

Offices worldwide/One of the leading global investment banks/Name recognition.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LIBERTY MUTUAL INSURANCE COMPANIES

www.libertymutual.com

Industry Group Code: 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 13 Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Rehabilitation Services
Disability Care Management
Homeowners Insurance
Auto Insurance
Group Life Insurance

BRANDS/DIVISIONS/AFFILIATES:

Liberty Mutual Insurance Companies
Colorado Casualty Insurance Company
Liberty Life Assurance Company of Boston
Liberty Financial Companies
Wausau
Golden Eagle Insurance Corporation
Merchants and Businessmen's Insurance Company
Royal & Sun Alliance

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Edmund F. Kelly, CEO
Edmund F. Kelly, Pres.
J. Paul Condrin III, CFO
Helen Sayles, VP-Human Resources
Helen Sayles, VP-Admin.
John Cusolito, VP-External Rel.
Gary L. Countryman, CEO/Pres., Liberty Financial Companies
J. Paul Condrin III, CFO, Life Mutual Fire Insurance
J. Andrew Hilbert, CFO, Liberty Financial Companies

Phone: 617-357-9500 **Fax:** 617-350-7648

Toll-Free:

Address: 175 Berkeley St., Boston, MA 02117 US

GROWTH PLANS/SPECIAL FEATURES:

Liberty Mutual Group, formerly Liberty Mutual Insurance Companies, is a diversified group of insurance companies with more than 900 offices throughout the world. The firm is one of the largest multi-line insurers in the North American property/casualty industry, and is also a leading provider of workers compensation insurance, programs and services. Through its subsidiaries, Liberty Mutual provides a broad spectrum of financial products and services. The firm's Commercial Insurance and Services division is the company's largest business segment, providing workers with compensation, general liability, commercial auto, business property and bond products and services primarily under the Liberty Mutual and Wausau brand names. Liberty Life Assurance Company of Boston manages a portfolio of disability and group life insurance products for U.S. businesses. This company also offers a wide range of traditional and variable individual life insurance and annuity products through career representatives, financial institutions and independent brokers. Liberty Financial Companies is an integrated asset accumulation and management organization. Its operating companies manage more than \$67 billion in assets for investors worldwide. Liberty Mutual also consists of a number of regional property and casualty insurance companies that distribute their products and services exclusively through independent agents and brokers. The company also provides insurance products and services through subsidiary companies in 14 countries, including Canada, Brazil, the U.K., Thailand, Spain, Japan and Hong Kong. Liberty Mutual recently announced plans to purchase Royal & Sun Alliance's property and casualty and life insurance operations in Spain.

The company offers employees a tuition reimbursement plan, health care and dependent care plans and an employee recognition program.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)
2000 Sales: \$13,470,000
1999 Sales: \$
1998 Sales: \$
1997 Sales: \$

2001 Profits: \$ (months)
2000 Profits: \$
1999 Profits: \$
1998 Profits: \$
1997 Profits: \$

Stock Ticker: Mutual Company

Employees: 37,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$
Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

COMPETITIVE ADVANTAGE:

Leading workers compensation insurer in the United States.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LIFEPOINT HOSPITALS INC**www.lifepointhospitals.com**

Industry Group Code: 622110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 5

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Hospitals-General
Non-Urban Healthcare Services**BRANDS/DIVISIONS/AFFILIATES:**Putnam Community Medical Center
Lander Valley Medical Center
Bartow Memorial Hospital
Riverview Medical Center
HCA-The Healthcare Company
Athens Regional Medical Center
Ville Platte Medical Center**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*James M. Fleetwood, Jr., CEO
Kenneth C. Donahey, CFO
Neil D. Hemphill, VP-Human Resources
Roberto G. Pantoja, Controller
William F. Carpenter III, Corp. Sec.
William F. Carpenter III, General Counsel
Neil D. Hemphill, VP-Admin.
William M. Gracey, Pres., National Div.
Daniel S. Slipkovich, Pres., Continental Div.
Todd J. Kerr, Sr. VP-Audit and Compliance
Jone Koford, Div. Pres.**Phone:** 615-372-8500 **Fax:** 615-372-8575**Toll-Free:****Address:** 103 Powell Ct., Ste. 200, Brentwood, TN 37027 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$305,900 (6 months)	2001 Profits: \$15,500 (6 months)
2000 Sales: \$557,100	2000 Profits: \$17,900
1999 Sales: \$515,200	1999 Profits: \$-7,400
1998 Sales: \$498,400	1998 Profits: \$-21,800
1997 Sales: \$487,600	1997 Profits: \$12,500

Stock Ticker: LPNT
Employees: 6,450
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$313,274	Bonus:	\$192,500
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$264,592	Bonus:	\$115,500

COMPETITIVE ADVANTAGE:

Focus on hospitals for small communities.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y		

GROWTH PLANS/SPECIAL FEATURES:

LifePoint Hospitals, Inc. owns and operates general acute care hospitals in non-urban markets that provide the range of medical and surgical services commonly available in urban hospitals. The company is the result of a 1999 spin-off by HCA-The Healthcare Company, after a federal fraud investigation initiated a corporate restructuring. LifePoint operates more than 21 hospitals with over 1,988 aggregate, licensed beds, located in Alabama, Florida, Kansas, Kentucky, Tennessee, Utah, Louisiana and Wyoming. More than half of these hospitals are situated in Kentucky and Tennessee. The hospitals provide diagnostic and emergency services, outpatient and ancillary services, including outpatient surgery, laboratory, radiology, respiratory therapy and physical therapy. LifePoint's mission is to provide healthcare services to non-urban communities, where it is usually the only hospital in the area. The company's operating strategy focuses on five core values: delivering high quality patient care, supporting physicians, creating excellent workplaces for its employees, providing community value and ensuring fiscal responsibility. LifePoint is currently conducting an aggressive acquisition strategy of hospitals in developing rural areas. The company recently acquired Athens Regional Medical Center, a 118-bed, acute care facility that serves the rural population between Chattanooga and Knoxville, Tennessee. In September 2001, LifePoint announced a definitive agreement to acquire Ville Platte Medical Center, a 116-bed, acute care facility that serves Evangeline Parish and South Central Louisiana.

LIMITED INC (THE)**www.limited.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel-Women's, Retail
 Women's Apparel
 Men's Apparel
 Children's Apparel
 Catalogs
 Lingerie
 Fragrances
 Cosmetics

BRANDS/DIVISIONS/AFFILIATES:

Abercrombie & Fitch Co.
 Express
 Structure
 Bath & Body Works
 Lerner New York
 Lane Bryant
 Henri Bendel
 Intimate Brands

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leslie H. Wexner, CEO
 Leslie H. Wexner, Pres.
 V. Ann Hailey, Exec. VP/CFO
 Leonard A. Schlesinger, Exec. VP-Human Resources
 Stuart Burgoerfer, VP/Controller
 Smauel P. Fried, Sr. VP/General Counsel
 Kenneth B. Gilman, Chief Admin. Officer
 Andrea Weiss, Exec. VP-Stores
 Robert E. Bernard, Pres.-The Limited
 Jill Brown, Pres.-Lane Bryant
 Grace A. Nichols, Pres.-Victoria's Secret Stores

Phone: 614-415-7000 **Fax:** 614-415-7094**Toll-Free:****Address:** 3 Limited Pkwy., Columbus, OH 43216 US**GROWTH PLANS/SPECIAL FEATURES:**

The Limited, Inc. is a virtual giant in the retail apparel business, selling apparel, lingerie, personal care products, accessories, fragrances and sporting goods. The company owns the majority of American mall mainstay stores, which include Structure, Express, The Limited Too, Bath & Body Works, Lerner New York, Lane Bryant, Victoria's Secret, Abercrombie & Fitch and Henri Bendel's. While The Limited stores, the company's flagship operations, have suffered from lagging sales in recent years, the success of the wildly popular Victoria's Secret has helped to bolster the company's success. The firm's Lerner New York and Express stores both offer women's apparel and accessories. Structure is a leading specialty retailer of men's clothing, offering fashionable sportswear for men in their 20's and 30's. Among The Limited's major subsidiaries are Mast Industries, Gryphon Development and Intimate Brands, all of which deal in the retail business. Each of the company's store chains is continually releasing new products and retiring old ones to stay as up-to-date in the fashion industry as possible. While this retail giant has made no major recent acquisitions, it continues to have a major presence in malls and shopping centers globally by aggressively pushing its brands, marketing its products and expanding its customer base. The company has significant programs in place for selling online. Structures, suffering from lackluster sales during 2000, will be combined with the Express division for management purposes. Express posted an impressive 15% increase in sales during 2000. Also, the firm plans to sell off the Lane Bryant division. Employees enjoy frequent promotions and raises. Benefits include discounts at The Limited's stores.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$10,104,600 (12 months)	2001 Profits: \$427,900 (12 months)
2000 Sales: \$9,766,200	2000 Profits: \$460,800
1999 Sales: \$9,364,800	1999 Profits: \$2,046,500
1998 Sales: \$9,188,800	1998 Profits: \$211,700
1997 Sales: \$8,644,800	1997 Profits: \$434,200

Stock Ticker: LTD
 Employees: 123,700
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,361,538	Bonus: \$628,992
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$978,462	Bonus: \$335,462

COMPETITIVE ADVANTAGE:

Moderately-priced fashion sold under The Limited's own labels.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LINCOLN NATIONAL CORPORATION**www.lfg.com****Industry Group Code:** 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 23 Profits: 14

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Life Insurance Company-Underwriting
Investment Management
Annuities
Reinsurance

GROWTH PLANS/SPECIAL FEATURES:

Lincoln National Corporation, through various subsidiary companies, operates multiple insurance and investment management businesses. The collective group of companies uses the name Lincoln Financial Group as its marketing identity. Operations are divided into five business segments: life insurance, annuities, Lincoln U.K., reinsurance and investment management. The annuities segment manufactures and markets fixed and variable annuities to individual and employer-based markets. In the employer-based markets, the company sells its annuity products primarily to public sector employees, such as schoolteachers and health care professionals, and private sector companies for use in retirement plans. Lincoln National offers a broad spectrum of life insurance products and markets its products primarily to the affluent market, defined as households with at least \$500,000 of investable net worth. The reinsurance segment principally consists of Lincoln Re, which provides a diversified portfolio of customized solutions to the individual and group life, employer stop-loss, financial and international reinsurance markets. The subsidiary utilizes its expertise in risk management, knowledge management, capital management and the capabilities of alliance partners. The investment management sector provides asset management services to institutional and retail customers, including pension plans, endowment funds, individuals and trusts. The firm's Lincoln U.K. sector offers a product portfolio of life and pension products to the U.K. market. Swiss Re, a giant Zurich-based reinsurance company, recently announced plans to acquire Lincoln's reinsurance operations for approximately \$2 billion.

The company offers its workforce medical, dental and vision plans as well as an on-site fitness center and massage therapy and tuition reimbursement.

BRANDS/DIVISIONS/AFFILIATES:

The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York
First Penn-Pacific Life Insurance Company
Lincoln Financial Advisors
Lincoln National Reassurance Co.
Lincoln Financial Distributors
Lincoln National Investments
Delaware Management Holdings

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jon A. Boscia, CEO
Richard C. Vaughan, CFO
Casey J. Trumble, Chief Acct. Officer
Jack D. Hunter, General Counsel
John H. Gotta, CEO, Life Insurance
Lawrence T. Rowland, CEO/Pres., LNRAC
Lorry J. Stensrud, CEO, Annuities
Charles E. Haldeman, CEO/Pres., LNIC

Phone: 215-448-1400 **Fax:** 215-448-3962**Toll-Free:** 800-275-5462**Address:** 1500 Market St., Ste. 3900, Philadelphia, PA 19102-2112 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,297,800 (6 months)	2001 Profits: \$301,900 (6 months)
2000 Sales: \$6,851,500	2000 Profits: \$621,400
1999 Sales: \$6,803,700	1999 Profits: \$460,400
1998 Sales: \$6,087,100	1998 Profits: \$509,800
1997 Sales: \$4,898,500	1997 Profits: \$934,000

Stock Ticker: LNC
Employees: 7,820
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$800,000	Bonus: \$571,085
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$750,000	Bonus: \$350,000

COMPETITIVE ADVANTAGE:

A leading writer of individual annuities in the U.S./One of the 50 largest U.S. corporations/Acquired the individual life and annuity division of CIGNA.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LINENS N THINGS INC

www.Inthings.com
Industry Group Code: 442299 **Salaries/Benefits Rating:** 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Linens & Housewares, Retail
 Linens & Housewares, Online

BRANDS/DIVISIONS/AFFILIATES:

LNT Home

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Norman Axelrod, CEO
 Steven B. Silverstein, Pres.
 William T. Giles, CFO
 Brian D. Silva, Sr. VP-Human Resources
 Matthew J. Meaney, VP-MIS
 Brian D. Silva, Corp. Sec.
 Hugh J. Scullin, Sr. VP-Store Oper.

Phone: 973-778-1300 **Fax:** 973-815-2990

Toll-Free:

Address: 6 Brighton Rd., Clifton, NJ 07015 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$766,900 (6 months)	2001 Profits: \$6,800 (6 months)
2000 Sales: \$1,572,576	2000 Profits: \$64,937
1999 Sales: \$1,300,632	1999 Profits: \$52,052
1998 Sales: \$1,066,194	1998 Profits: \$38,062
1997 Sales: \$874,224	1997 Profits: \$25,790

Stock Ticker: LIN
 Employees: 12,200
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$716,154	Bonus:	\$360,150
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$366,346	Bonus:	\$131,250

COMPETITIVE ADVANTAGE:

Extremely successful superstore format, with balanced sales from linens and housewares.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LIZ CLAIBORNE INC**www.lizclaiborne.com/lizinc/corporate/default.asp****Industry Group Code:** 448120 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Women's Apparel/Shoes-Manufacturing
Men's Apparel/Shoes-Manufacturing
Accessory Products
Cosmetics
Fragrances

BRANDS/DIVISIONS/AFFILIATES:

Claiborne
DKNY
Curve
Candie's
Elisabeth
Mexx Group B.V.
Kenneth Cole

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul R. Charron, CEO
Denise V. Seegal, Pres.
Michael Scarpa, CFO/VP
Lawrence D. McClure, Sr. VP-Human Resources
Roberta Schuhalter Karp, VP-Corp. Affairs
Debbie Martin, VP-Prod. Dev. and Design for Casual Group
Trudy Sullivan, Group Pres.-Casual, Collection and Elisabeth
Helen McCluskey, Pres.-Special Markets

Phone: 212-354-4900 **Fax:** 212-626-3416**Toll-Free:****Address:** 1441 Broadway, New York, NY 10018 US**GROWTH PLANS/SPECIAL FEATURES:**

Liz Claiborne designs and markets an extensive range of branded women's and men's fashion apparel and accessories, appropriate for occasions ranging from casual to dressy. In addition, the company holds exclusive licenses to design, produce, market and sell DKNY Jeans and DKNY Active men's, junior's and women's sportswear, jeanswear and activewear in the Western Hemisphere; women's apparel products under the trademarks Kenneth Cole New York; Unlisted.com and Reaction Kenneth Cole in North America and certain countries in Central and South America; and Candie's fragrance, cosmetic and beauty products worldwide. Products are manufactured to the company's specifications and are marketed through leading department and specialty stores, mass merchandisers, national chains and other channels in the United States, Canada, Europe, Asia and Central and South America. LizFirst, the umbrella for all change initiatives, institutes operational improvements at the divisional and corporate levels to enhance margins and return on capital, reduce cycle time, increase responsiveness to customers and consumers and further apply technology to improve service to the retailers. Liz Claiborne continues to investigate the universe of choices offered by the Internet. For example, the company's consumer web site, www.lizclaiborne.com, now generates about 16 million hits annually, presenting the latest information about products in an interactive format that motivates users to spend an average of 10 minutes each visiting the site. Recently, the company announced its intentions to acquire Mexx Group B.V., a private Netherlands-based fashion apparel and accessories company. This acquisition is part of Liz Claiborne's long-term growth strategy for a stronger European presence, as well as diversity.

Liz Claiborne offers employees educational assistance, and discounts on its products. It has a casual dress policy.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,553,600 (6 months)	2001 Profits: \$78,000 (6 months)
2000 Sales: \$3,104,100	2000 Profits: \$184,600
1999 Sales: \$2,806,500	1999 Profits: \$192,400
1998 Sales: \$2,535,300	1998 Profits: \$169,400
1997 Sales: \$2,412,600	1997 Profits: \$184,600

Stock Ticker: LIZ
Employees: 8,300
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,140,800	Bonus: \$1,155,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$718,300	Bonus: \$425,000

COMPETITIVE ADVANTAGE:

New management initiatives will enhance operations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LOCKHEED MARTIN CORP**www.lockheedmartin.com**

Industry Group Code: 336410 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Aerospace & Defense-Diversified
Systems Integration
Aeronautical Systems
Technology Services
Space Systems
Logistic Services
Communication Satellites
Management Services

BRANDS/DIVISIONS/AFFILIATES:

Ethentica, Inc.
Lockheed Martin Missiles and Fire Control
Lockheed Martin Global Telecommunications
Lockheed Martin Air Traffic Management
FirstSERVE
International Launch Services
Lockheed Martin Commercial Launch Services

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Vance D. Coffman, CEO
Robert J. Stevens, Pres.
Robert J. Stevens, COO
Robert J. Stevens, CFO
Michael F. Camardo, Exec. VP-Tech. Services
Christopher E. Kubasik, Controller
Frank H. Menaker, Jr., General Counsel
Arthur E. Johnson, VP-Strategic Dev.
Hugh Burns, Dir.-Public Rel.
Janet L. McGregor, Treas.
Dain M. Hancock, Exec. VP-Aeronautical Systems
Philip J. Duke, Exec. VP-Shared Services
Albert E. Smith, Exec. VP-Space Systems
Robert B. Coutts, Exec. VP-Systems Integration

Phone: 301-897-6000 **Fax:** 301-897-6704**Toll-Free:****Address:** 6801 Rockledge Dr., Bethesda, MD 20817 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$10,971,000 (6 months)	2001 Profits: \$249,000 (6 months)
2000 Sales: \$25,329,000	2000 Profits: \$-519,000
1999 Sales: \$25,530,000	1999 Profits: \$382,000
1998 Sales: \$26,266,000	1998 Profits: \$1,001,000
1997 Sales: \$28,069,000	1997 Profits: \$1,300,000

Stock Ticker: LMT
Employees: 126,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,257,981	Bonus:	\$1,250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$803,108	Bonus:	\$495,100

COMPETITIVE ADVANTAGE:

World's largest defense contractor/Will receive immense revenues from the Joint Strike Fighter supersonic aircraft project.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LOEWS CORPORATION**www.loews.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 8 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Property/Casualty Insurance
 Production and Sale of Cigarettes
 Operation of Hotels
 Offshore Oil and Gas Drilling
 Distribution and Sale of Watches and Clocks
 Health Insurance
 Foreign Asset/Investment Insurance

BRANDS/DIVISIONS/AFFILIATES:

CNA Financial Corporation
 Lorillard Tobacco Company
 Loews Hotels Holding Corp.
 Diamond Offshore Drilling, Inc.
 Bulova Corporation
 Global Crossing
 CNA Health
 Travelgap

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James S. Tisch, CEO
 James S. Tisch, Pres.
 Peter W. Keegan, CFO/Sr. VP
 Jerilyn Champness, VP-Human Resources
 Barry Hirsch, Sr. VP/Sec.
 Barry Hirsch, General Counsel
 Candace Leeds, VP-Public Affairs
 Joshua E. Kahn, Investor Rel.
 Jonathan M. Tisch, Pres./CEO, Loews Hotels
 Herbert C. Hofmann, Sr. VP
 Arthur L. Rebell, Sr. VP/Chief Investment Officer

Phone: 212-521-2000 **Fax:** 212-521-2525

Toll-Free:

Address: 667 Madison Ave., New York, NY 10021-8087 US

GROWTH PLANS/SPECIAL FEATURES:

Loews Corporation is a holding company with subsidiaries engaged in the following lines of business: property, casualty and life insurance; the production and sale of cigarettes; the operation of hotels; the operation of offshore oil and gas drilling rigs and the distribution and sale of watches and clocks. CNA Financial Corporation, a subsidiary of Loews, provides approximately 75% of the company's sales and is ranked third in the United States in the property/casualty industry after Allstate and State Farm. Lorillard, the cigarette subsidiary, produces the name brands Kent, Newport and True. Although the Loews Corporation has been hurt by tobacco litigation and downturns in the oil and insurance industries in recent years, it has worked to expand its hotel holdings and has a minority stake in a fiber optic company, Global Crossing, which is one of the most successful new companies in business history. Loews Hotels, with 16 properties in the U.S. and Canada is undergoing expansion of its already extensive hotelier chain with the construction of two additional properties: the Royal Pacific Resort in Orlando, Florida which will open in winter 2002; and Loews Boston Hotel scheduled to open for spring 2003. CNA Financial Corporation has notably created a new form of insurance for businesses that helps protect U.S. companies with international operations from potential foreign risks and exposures. CNA Health, part of CNA Financial Corporation, offers Travelgap, a service which provides individuals traveling abroad with the same level of health care benefits that they would normally receive at home. Although Loews Corporation's businesses have overall decreased in profitability in recent years, its hotels business and subsidiary Global Crossing have moved into the company's spotlight, maintaining its success and stability.

Loews Corporation is committed to a diverse workforce and offers employees benefits such as tuition reimbursement, career development programs and assistance plans.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,424,000 (6 months)	2001 Profits: \$-945,000 (6 months)
2000 Sales: \$21,337,800	2000 Profits: \$1,876,700
1999 Sales: \$21,465,200	1999 Profits: \$363,200
1998 Sales: \$21,296,000	1998 Profits: \$464,800
1997 Sales: \$20,266,600	1997 Profits: \$793,600

Stock Ticker: LTR
 Employees: 29,700
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,284,657	Bonus: \$800,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$983,657	Bonus: \$425,000

COMPETITIVE ADVANTAGE:

Thoroughly diversified company.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y		Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

LONGS DRUG STORES CORPORATION**www.longs.com**

Industry Group Code: 446110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Drug Stores, Retail
Cosmetics
Photo Accessories
Greeting Cards
Over-the-counter Health Care Products
Convenience Foods

BRANDS/DIVISIONS/AFFILIATES:

Bergens Brunswick Drug Company
RxAmerica

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stephen D. Roath, CEO
Stephen D. Roath, Pres.
Terry D. Burnside, Sr. VP/COO
Steven McCann, Sr. VP/CFO
M.A. Bennett, Sr. VP-Mktg.
Linda M. Watt, Sr. VP-Human Resources
Brian E. Kilcourse, Sr. VP/CIO
Grover L. White, Controller
O.D. Jones, General Counsel/Sr. VP-Properties
D.R. Wilson, Sr. VP-Pharmacy and Bus. Dev.
Steven McCann, Treas.
Bill M. Brandon, Sr. VP/Regional Mgr.
Dave J. Fong, Sr. VP-Pharmacy
R.E. Lovelady, Sr. VP and Regional Mgr.

Phone: 925-937-1170 **Fax:** 925-210-6886**Toll-Free:****Address:** 141 N. Civic Dr., Walnut Creek, CA 94596 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,027,100 (12 months)	2001 Profits: \$44,900 (12 months)
2000 Sales: \$3,672,413	2000 Profits: \$68,974
1999 Sales: \$3,266,904	1999 Profits: \$63,358
1998 Sales: \$2,952,921	1998 Profits: \$57,726
1997 Sales: \$2,828,338	1997 Profits: \$58,612

Stock Ticker: LDG
Employees: 22,100
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$180,000	Bonus:	\$407,457
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$180,000	Bonus:	\$366,711

COMPETITIVE ADVANTAGE:

One of the largest drug store chains serving the western U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y					

LORAL SPACE & COMMUNICATIONS LTD**www.loral.com**

Industry Group Code: 513340 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Satellite Equipment-Communications & Weather Satellite Systems
 Fixed Satellite-based Services
 Information Delivery Systems
 Internet Service Provider for Business Enterprises
 Global Telecommunication Services
 Satellite Manufacturing

BRANDS/DIVISIONS/AFFILIATES:

Space Systems/Loral
 Satmex
 Globalstar
 Cyberstar
 Orion Network Systems
 Europe *Star
 APSTAR
 Loral Skynet

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bernard L. Schwartz, CEO
 Eric J. Zahler, Pres.
 Eric J. Zahler, COO
 Richard J. Townsend, Sr. VP/CFO
 Donald Kutyna, VP-Space Tech.
 Harvey B. Rein, Controller
 Avi Katz, General Counsel
 Stephen L. Jackson, VP-Admin.
 Russell R. Mack, VP-Business Ventures
 Jeanette H. Clonan, VP-Investor Relations
 Nicholas C. Moren, Treas.
 Michael P. DeBlasio, Sr. VP
 Robert E. Berry, Sr. VP
 Laurence D. Atlas, VP-Govt. Relations
 W. Neil Bauer, VP

Phone: 212-697-1105 **Fax:** 212-338-5662**Toll-Free:****Address:** 600 Third Ave., New York, NY 10016 US**GROWTH PLANS/SPECIAL FEATURES:**

Loral Space & Communications Ltd. is a high technology company that concentrates on satellite manufacturing and satellite-based services. The company is organized into four operating business segments. The first division involves satellite manufacturing and technology. This sector is handled by Loral's subsidiary, Space Systems/Loral, which is currently the #2 manufacturer of satellites in the world. Space Systems/Loral's satellites address a wide array of commercial and government applications, from video broadcasting and direct-to-home television, to broadband multimedia, wireless telephone communications and environmental and weather monitoring. The second segment of Loral provides fixed satellite services across the globe. The company entered the satellite services business through several major acquisitions over the past few years including Loral Skynet, Satmex, Orion Network Systems and Europe *Star. The Loral Global Alliance now includes ten satellites with 6 more in development by 2002. The alliance will cover 85% of the populated world and serve as a single resource point for broadcast and telecommunications companies around the world. The firm's third business segment, Loral CyberStar, is a global information delivery company concentrating on multimedia (video, data, and voice), and the provision of Internet access and services for business enterprises. Loral CyberStar plans to replace terrestrial broadband services such as cable modems and digital subscriber lines (DSL) with a satellite-based broadband delivery system that will overcome the limitations of earth-bound systems. Loral's fourth business venture is GlobalStar, a global telephone service in which the company owns 41% and is the managing partner. GlobalStar is a dynamic consortium of international telecommunications companies, led by Loral, aimed at providing users with round-the-clock wireless communication with one phone, one number and one bill. Loral Space and Communications provides employees with full benefits and employee assistance programs as well as tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$536,000 (6 months)	2001 Profits: \$-113,700 (6 months)
2000 Sales: \$1,224,111	2000 Profits: \$-1,469,678
1999 Sales: \$1,457,720	1999 Profits: \$-201,916
1998 Sales: \$1,301,702	1998 Profits: \$-138,798
1997 Sales: \$1,312,591	1997 Profits: \$40,004

Stock Ticker: LOR
Employees: 3,700
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,498,017	Bonus: \$600,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$750,000	Bonus: \$500,000

COMPETITIVE ADVANTAGE: Great expertise in satellite technology.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

LOWE'S COS INC**www.lowes.com**

Industry Group Code: 444110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Home Centers, Retail
Home Improvement Supplies**GROWTH PLANS/SPECIAL FEATURES:**

Lowe's Companies, one of America's 15 largest retailers, is the second-largest chain of hardware stores in the country. Serving more than 4 million people weekly, the company owns approximately 660 warehouse-like superstores in 40 states, selling some 40,000 home improvement products. Hundreds of thousands of items are also available through the firm's special order system. The stores serve two core customer groups, the do-it-yourself homeowner and commercial business customers, including contractors, landscapers, electricians, painters and plumbers. Lowe's merchandise selection is broad enough to supply both the do-it-yourself homeowner and the commercial business customer with practically every item needed to complete any home improvement, repair, maintenance or construction project. One special feature of the company is its award-winning web site, www.lowes.com, which has hundreds of instruction guides on various popular home improvement projects. Lowe's expansion has been aggressive in recent years as the company seeks to regain the number-one spot from Home Depot in the home improvement retail industry. The firm has been opening, on average, one store a week as part of its \$2 billion expansion plan, closing older, small stores while opening its superstores in new markets. Lowe's is continuing to maintain an aggressive growth strategy. For 2001, the company's expansion plan calls for opening 115 to 120 stores, including the relocation of 12 older, smaller stores. Lowe's primarily intends to open stores in the Western region of the U.S. The firm opened 18 stores in the West during fiscal 2000, with an additional 29 planned for 2001.

Employees receive various perks, including discounts on store merchandise and a casual people-oriented atmosphere on the job. The company takes pride in its charitable contributions, often soliciting donations from its customers on behalf of the American Red Cross, with which it enjoys a partnership.

BRANDS/DIVISIONS/AFFILIATES:Contractor Yard, Inc.
LG Sourcing, Inc.
Sterling Advertising
Eagle Hardware and Garden, Inc.
Anchorage Eagle, LCC
LF Corporation
Lowe's Home Centres, Inc.
Lowe's H I W, Inc.**CONTACTS:** Note: Officers with more than one job title may be intentionally listed here more than once.Robert L. Tillman, CEO
Robert L. Tillman, Pres.
Robert A. Niblock, Sr. VP/CFO
Robert J. Gfeller, Jr., Sr. VP-Mktg. & Advertising
Perry G. Jennings, Sr. VP-Human Resources
William L. Irons, Sr. VP-MIS
Sr. VP/Chief Accounting Officer,
Dale C. Pond, Exec. VP-Merch.
Kenneth W. Black, Jr., Sr. VP/Sec.
Kenneth W. Black, Jr., General Counsel
William C. Warden, Jr., Exec. VP-Admin.
Gregory M. Bridgeford, Sr. VP-Bus. Dev.
Matt Deeter, VP-Internet Oper.
Larry D. Stone, Exec. VP-Store Oper.
Theresa A. Anderson, Sr. VP-Oper. & Merch. Support
Mark A. Kauffman, Sr. VP-Global Sourcing
Lee A. Herring, Sr. VP-Logistics**Phone:** 336-658-4000 **Fax:** 336-658-4766**Toll-Free:****Address:** 1605 Curtis Briske Road, Wilkesboro, NC 28697 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$18,778,559 (12 months)	2001 Profits: \$809,871 (12 months)
2000 Sales: \$15,905,595	2000 Profits: \$672,795
1999 Sales: \$13,330,540	1999 Profits: \$500,374
1998 Sales: \$11,108,378	1998 Profits: \$383,030
1997 Sales: \$9,361,204	1997 Profits: \$314,730

Stock Ticker: LOW
Employees: 94,000
Fiscal Year Ends: 1/31**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$935,000	Bonus: \$690,030
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$6,000,000	Bonus: \$442,800

COMPETITIVE ADVANTAGE:

Competes effectively against industry giant Home Depot/Focus on high level of customer convenience.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

MANOR CARE INC**www.hcr-manorcare.com**

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Long-Term Health Care/Nursing Homes
Home Healthcare
Management of Skilled Nursing Facilities
Short-term, Post-Hospital Care Facilities
Long Term Healthcare
Acute Care Hospitals

BRANDS/DIVISIONS/AFFILIATES:

HCR Manor Care
In Home Health

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul A. Ormond, CEO
Paul A. Ormond, Pres.
M. Keith Weikel, Sr. Exec. VP/COO
Geoffrey G. Meyers, Exec. VP/CFO
Wade B. O'Brian, VP/Dir. Human Resources & Labor Relations
R. Jeffrey Bixler, General Counsel
Steven M. Cavanaugh, VP & Dir.-Corp. Dev.
Douglas G. Haag, VP/Treas.

Phone: 419-252-5500 **Fax:** 419-252-5596**Toll-Free:****Address:** 333 N. Summit St., Toledo, OH 43604-2617 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,301,500 (6 months)	2001 Profits: \$55,200 (6 months)
2000 Sales: \$2,380,600	2000 Profits: \$39,100
1999 Sales: \$2,135,300	1999 Profits: \$-43,700
1998 Sales: \$2,209,100	1998 Profits: \$-2,900
1997 Sales: \$2,228,500	1997 Profits: \$190,100

Stock Ticker: HCR
Employees: 54,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$720,835	Bonus:	\$740,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$463,246	Bonus:	\$395,000

COMPETITIVE ADVANTAGE:

Acquisition of In Home Health.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MANPOWER INC**www.manpower.com**

Industry Group Code: 561320 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Temporary Help/Staffing
Employment Services
Testing

GROWTH PLANS/SPECIAL FEATURES:

Manpower, Inc. is the largest non-governmental employment services organization in the world, with over 3,700 offices in 59 countries. Manpower is primarily engaged in temporary help, contract services and the training and testing of permanent workers. The company has developed a comprehensive system of assessment/selection, training and quality assurance for its temporary help operations. In addition, all materials used for this system are designed and produced by the company for both branches and franchises. Manpower provides employment services to a wide variety of customers, none of which individually comprise a significant portion of revenues within a given geographic region for the company as a whole. The company's research and development efforts are concentrated on the development and updating of its Skillware training and employee selection programs. Manpower successfully deployed a new strategic customer service application in North America, provided by Jacada, Ltd., which includes a complete software infrastructure that enables the company to develop e-business, wireless solutions and Internet applications. Recently, Empower Group, an independent operating division of Manpower, acquired the Terranova Consulting Group, a provider of strategic human resources and organizational services. In addition, Elan Computing, Ltd., a subsidiary of Manpower, agreed to terms that will allow it to acquire Ambridge Group, Ltd., a specialist in telecommunications resourcing consultancy. Employee benefits include tuition reimbursement, extensive training and development programs and business casual dress.

BRANDS/DIVISIONS/AFFILIATES:

Global Learning Centers
Skillware
Jacada, Ltd.
Empower Group
Elan Computing, Ltd.
Ambridge Group, Ltd.
Terranova Consulting Group

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Jeffrey A. Joerres, CEO
Jeffrey A. Joerres, Pres.
Michael J. Van Handel, Sr. VP/CFO
Marion Aymie, VP-Human Resources
Dominique Turcq, Sr. VP-Strategic Planning

Phone: 414-961-1000 **Fax:** 414-961-7081

Toll-Free:

Address: 5301 N. Ironwood Rd., Milwaukee, WI 53217 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,272,000 (6 months)	2001 Profits: \$61,400 (6 months)
2000 Sales: \$10,842,800	2000 Profits: \$171,200
1999 Sales: \$9,770,100	1999 Profits: \$150,000
1998 Sales: \$8,814,300	1998 Profits: \$75,700
1997 Sales: \$7,258,500	1997 Profits: \$163,900

Stock Ticker: MAN
Employees: 2,719,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$587,549
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$350,000	Bonus: \$723,611

COMPETITIVE ADVANTAGE:

One of the largest employment services groups in the world.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MARSH & MCLENNAN COS INC**www.marshmac.com**

Industry Group Code: 524210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Insurance Brokerage and Management
 Investment Management/Mutual Funds
 Consulting Services

BRANDS/DIVISIONS/AFFILIATES:

Marsh, Inc.
 Putnam Investments, Inc.
 Mercer Consulting Group, Inc.
 Guy Carpenter & Co., Inc.
 Seabury & Smith, Inc.
 Marsh & McLennan Securities Corp.
 Mercer Management Consulting
 Kirke-Van Orsdel, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey W. Greenberg, CEO
 Jeffrey W. Greenberg, Pres.
 Sandra S. Wijnberg, Sr. VP/CFO
 Francis N. Bonsignore, Sr. VP-Human Resources
 Gregory F. Van Gundy, Corp. Sec.
 Gregory F. Van Gundy, General Counsel
 Francis N. Bonsignore, Sr. VP-Admin.
 Barbara Perlmutter, Sr. VP-Public Affairs
 Peter A. Coster, CEO/Pres.-Mercer Consulting Group
 Lawrence J. Lasser, CEO/Pres.-Putnam Investments

Phone: 212-345-5000 **Fax:** 212-345-4808

Toll-Free: 800-522-5462

Address: 1166 Avenue of the Americas, New York, NY 10036-2774 US

GROWTH PLANS/SPECIAL FEATURES:

Marsh & McLennan Companies, Inc. (MMC), the world's largest insurance brokerage firm, provides global professional services with annual revenues exceeding \$7 billion. The firm entered the British market when it completed the acquisition of Sedgwick Group, the leading U.K.-based broker and the third largest broker in the world. It is the parent company of Marsh, Inc. (the world's leading risk and insurance firm), Putnam Investments (one of the largest investment management companies in the United States) and Mercer Consulting Group (a major global provider of consulting services). A pivotal acquisition commenced for the company when MMC completed the acquisition of Sedgwick Group, the leading U.K.-based broker and the third largest broker in the world. Marsh is one of the world's leading insurance brokers and risk advisors, providing advice and transactional capabilities to clients in over 100 countries. Putnam Investments manages nearly 13 million shareholder accounts and over 2,700 institutional accounts. It offers mutual funds, institutional portfolios and retirement plans, including 401(k)s and IRAs, as well as annuities and life insurance. Mercer Consulting Group is one of the largest human resources and management consulting firms in the world. It has about 13,500 employees located in more than 30 countries. In recent news, the company and Automatic Data Processing, Inc. signed an agreement in which MMC will acquire the assets and business of Kirke-Van Orsdel, Inc. KVI is one of the leading administrators of insurance and health benefit programs for professional societies and associations in the United States. In response to the terrorist attacks on the World Trade Center buildings, MMC established a victims' relief fund in which it contributed \$10 million.

The company provides its employees with various education-related programs, personal insurance options and employee assistance resources.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,099,000 (6 months)	2001 Profits: \$662,000 (6 months)
2000 Sales: \$10,157,000	2000 Profits: \$1,181,000
1999 Sales: \$9,157,000	1999 Profits: \$726,000
1998 Sales: \$7,190,000	1998 Profits: \$796,000
1997 Sales: \$6,009,000	1997 Profits: \$434,000

Stock Ticker: MMC
 Employees: 57,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,200,000	Bonus: \$33,000,000
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$1,000,000	Bonus: \$17,000,000

COMPETITIVE ADVANTAGE:

Vast array of risk management products and services/Clients in over 80 countries.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MARY KAY INC**www.marykay.com**

Industry Group Code: 454110A Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Cosmetics & Beauty Supplies, Direct Selling
Online Retail**GROWTH PLANS/SPECIAL FEATURES:**

Mary Kay Inc. is the largest direct seller of skin care products in the United States. The company's product line includes more than 200 products in eight categories: facial skin care, color cosmetics, nail care, body care, sun protection, fragrances, men's skin care and dietary supplements. Mary Kay develops, tests, manufactures and packages the majority of its own products at state-of-the-art plants. Most are manufactured at the Dallas site, which has more than 275,000 square feet of floor space, 35 processing vessels and 42 packaging lines. Other plants are located in China and Switzerland. In the U.S., Mary Kay is a Food and Drug Administration registered drug-manufacturing operation. This allows the company to manufacture and distribute certain products classified as over-the-counter drugs, such as sunscreens and acne treatment products. There are more than 750,000 Mary Kay Independent Beauty Consultants serving customers in 36 markets worldwide. Recent additions to the product line includes: Mary Kay Spot Solution Skin Lightening Cream, a rich cream specially designed to lighten the appearance of skin discoloration and dark spots on the face, throat and back of hands; Mary Kay Lumineyes Dark Circle Diminisher With Vitamin K, an eye cream that, according to the company, diminishes dark circles, while leaving skin beneath the eye area soft and smooth; and Domain, a line of cologne, shampoo and aftershave.

BRANDS/DIVISIONS/AFFILIATES:Lumineyes
TimeWise
Belara
Domain
Genji
Joy Full
Quattro
Revitalizing**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*John P. Rochon, CEO
Amy DiGeso, Pres.
David Holl, CFO
Curran Dandurand, Exec. VP-Mktg.
Darrell Overcash, Sr. VP-Global Human Resources
Myra O. Barker, Sr. VP-Chief Scientific Officer
Trey Bradley, Sr. VP-Info. Systems
Dennis Greaney, Exec. VP-Mfg.
Brad Glendening, General Counsel
Susan Chaffin, Mgr. Organization Effectiveness**Phone:** 972-687-6300 **Fax:** 972-687-1609**Toll-Free:** 800-627-9529**Address:** 16251 Dallas Pkwy., Dallas, TX 75001 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)

2001 Profits: \$ (months)

2000 Sales: \$1,200,000

2000 Profits: \$

1999 Sales: \$

1999 Profits: \$

1998 Sales: \$

1998 Profits: \$

1997 Sales: \$

1997 Profits: \$

Stock Ticker: Private

Employees: 3,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$

Bonus: \$

Savings Plan:

Stock Purch. Plan:

Second Exec. Salary: \$

Bonus: \$

COMPETITIVE ADVANTAGE:

Number two direct sales beauty products company in the U.S./Very strong and motivated sales force.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3

Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MASCO CORP**www.masco.com**

Industry Group Code: 332913 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Faucets and Kitchen/Bathroom Cabinets Manufacturing
 Building Products
 Home Improvement Products

BRANDS/DIVISIONS/AFFILIATES:

Brasscraft
 Aqua Glass
 HotSpring Spa
 Baldwin
 Saflok
 Flint & Walling, Inc.
 Planit-Autograph
 Trilum-Scanbirk A/S

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard A. Manoogian, CEO
 Raymond F. Kennedy, Pres.
 Raymond F. Kennedy, COO
 Richard G. Mosteller, Sr. VP-Finance
 Daniel R. Foley, VP-Human Resources

Phone: 313-274-7400 **Fax:** 313-792-6135**Toll-Free:****Address:** 21001 Van Born Rd., Taylor, MI 48180 US**GROWTH PLANS/SPECIAL FEATURES:**

Masco Corporation manufactures and sells home improvement and building products, with an emphasis on brand name products holding leadership positions in their markets. The company's principal product and service categories are faucets, kitchen and bath cabinets, other kitchen and bath products, architectural coatings, builders' hardware products and additional specialty products and services. Masco is among the largest manufacturers in North America of brand name consumer products designed for the home improvement and home building industries. The overwhelming majority of its revenues come from North America with remaining sales arising from European operations in Denmark and Germany. Some of Masco's brand names include Peerless, Delta, Kraftmaid, Quality Cabinets, Starmark, American Shower & Bath, Baldwin, Brasscraft, Master Plumber and Saflok. In addition, the firm manufactures various hand tools, stains and varnishes as. The company believes that mergers and acquisitions have been a key factor in its growth, as well as disposing of companies that do not prove to be lucrative. Consequently, during 2000 and early 2001, the company acquired several businesses with aggregate annual sales of approximately \$1.3 billion. In addition, Masco recently announced intentions to acquire three other companies. The firms include Milgard Manufacturing, Inc. the largest manufacturer of vinyl windows in the Western United States; Resources Conservation, Inc., a manufacturer of energy and water saving showerheads and decorative trim products; and d-Scan, Inc., a leader in the manufacturing of ready-to-assemble (RTA) products including bookcases, entertainment centers and other home/office products. The combined annual sales of the three companies approximates nearly \$500 million.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,996,000 (6 months)	2001 Profits: \$254,000 (6 months)
2000 Sales: \$7,243,000	2000 Profits: \$591,700
1999 Sales: \$6,307,000	1999 Profits: \$569,600
1998 Sales: \$5,280,000	1998 Profits: \$565,100
1997 Sales: \$4,508,000	1997 Profits: \$444,100

Stock Ticker: MAS

Employees: 48,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,200,000	Bonus:	\$576,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$1,050,000	Bonus:	\$528,000

COMPETITIVE ADVANTAGE:

Masco is among the largest manufacturers in North America of brand name consumer products designed for the home improvement and home building industries.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MASSACHUSETTS MUTUAL LIFE INSURANCE CO

www.massmutual.com

Industry Group Code: 524113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 11 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Pension Products
Life Insurance
Disability Insurance
Investment Management Products
Mutual Fund Management
Investor Services
Real Estate Equities Management

BRANDS/DIVISIONS/AFFILIATES:

MassMutual Holding Company, Inc.
Antares Capital Corporation
Charter Oak Capital Management, Inc.
Cornerstone Real Estate Advisers, Inc.
David L. Babson & Co., Inc.
MassMutual Global Funding LLC
Aetna Heiwa Life Insurance Co. in Japan.
Oppenheimer Funds, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Robert J. O'Connell, CEO
Robert J. O'Connell, Pres.
Howard E. Gunton, Sr. VP/CFO
Susan A. Alfano, Sr. VP-Corp. Human Resources
Stuart H. Reese, Exec. VP/CIO
Brent C. Wilson, Sr. VP/Controller
Lawrence V. Burkett, Jr., Exec. VP/General Counsel
Paul T. Pasteris, VP-Corp. Strategy
Frances B. Emerson, Sr. VP-Corp. Comm.
John V. Murphy, Exec. VP/Pres.-Oppenheimer Funds
Stuart H. Reese, Exec. VP and Chief Investment Officer

Phone: 413-788-8411 **Fax:** 413-744-6005

Toll-Free:

Address: 1295 State St., Springfield, MA 01111-0001 US

GROWTH PLANS/SPECIAL FEATURES:

Massachusetts Mutual Life Insurance Company, which made the decision not to demutualize after possibilities of doing so, operates over 1,200 offices throughout the United States. The company primarily offers pension products, life insurance and disability insurance. Through its investment group, the company provides investment management products such as securities and real estate and operates subsidiaries Oppenheimer Funds and Cornerstone Real Estate. Through these operations, mutual fund management and real estate equities management services are also on the company's menu. Subsidiary David L. Babson & Company offers individual and institutional investor services. Massachusetts Mutual is currently expanding globally by marketing products that emphasize the company's individual coverage and institutional money management businesses. Established subsidiaries exist in Argentina, Bermuda, Chile and Luxembourg. In 2001, the company celebrated its 150th anniversary. Also, MassMutual Financial recently announced its acquisition of Aetna Heiwa Life Insurance Co. in Japan.

Massachusetts Mutual offers an extensive array of employee benefits which include flexible health plans, career development tools, assistance for parents and numerous on-site amenities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$15,340,400	2000 Profits: \$739,500
1999 Sales: \$12,466,000	1999 Profits: \$441,400
1998 Sales: \$11,728,400	1998 Profits: \$359,200
1997 Sales: \$10,717,100	1997 Profits: \$261,700

Stock Ticker: Mutual Company

Employees: 8,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Expanding globally.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

MAY DEPARTMENT STORES COMPANY (THE)

www.maycompany.com

Industry Group Code: 452110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing:	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing:	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.:	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Upscale Department Stores, Retail
Bridal Shops

BRANDS/DIVISIONS/AFFILIATES:

David's Bridal
Lord & Taylor
Meier & Frank
Famous-Barr
Kaufmann's
Robinsons-May
Hecht's
Foley's

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Eugene S. Kahn, CEO
John L. Dunham, Pres.
Thomas D. Fingleton, CFO
Douglas J. Giles, Sr. VP-Human Resources
Henry A. Wagner, Sr. VP-Data Processing
Alan E. Charlson, Sr. VP/Chief Counsel
James F. Harner, Sr. VP-Oper.
William D. Edkins, Sr. VP-Strategic Planning
Jan R. Kniffen, Treas.
R. Dean Wolfe, Exec. VP-Acq. & Real Estate
Judith K. Hoter, Pres./CEO-May Merch. Co.

Phone: 314-342-6300 Fax: 314-342-4470

Toll-Free:

Address: 611 Olive St., St. Louis, MO 63101 US

GROWTH PLANS/SPECIAL FEATURES:

The May Department Stores Company operates over 400 quality department stores in 43 states, the District of Columbia and Puerto Rico. May is currently the #2 ranked department store operator in the U.S., behind Federated Department Stores. The company's stores operate under the names Lord & Taylor, Hecht's, Strawbridge's, Foley's, Robinsons-May, Kaufmann's, Filene's, The Jones Store, Famous-Barr, L.S. Ayres and Meier & Frank. The company is committed to offering compelling assortments of merchandise, and it primarily sells designer apparel, cosmetics, shoes and home furnishings. In 2000, May announced that it partnered with WeddingNetwork.com, the official online registry service for The Modern Bride Group, to form the world's largest Internet-based service center for engaged couples. Most of May's department stores have their own web sites integrated into the WeddingNetwork.com site and feature wedding-related content, a registry and gift sales. Modern Bride provides marketing expertise for the sites. As part of the partnership, May purchased an equity stake in Internet Gift Registries. More recently, the company acquired David's Bridal, Inc., the largest retailer of bridal apparel in the U.S. Expansion continues with the 2001 purchase of 13 store locations formerly operated by Wards. In 2000, May averaged \$192 in sales per square foot of store space, compared to \$220 for Marshall Fields and \$147 for Dillard's.

Recent college graduates who accept positions with May receive relocation assistance. After the first year of employment, tuition for job-related graduate courses or programs can be reimbursed up to \$5,250 per year.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$14,511,000 (12 months)	2001 Profits: \$858,000 (12 months)
2000 Sales: \$13,866,000	2000 Profits: \$927,000
1999 Sales: \$13,090,000	1999 Profits: \$849,000
1998 Sales: \$12,390,000	1998 Profits: \$775,000
1997 Sales: \$12,000,000	1997 Profits: \$755,000

Stock Ticker: MAY
Employees: 137,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,237,500	Bonus: \$312,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,076,250	Bonus: \$211,575

COMPETITIVE ADVANTAGE:

Excellent management and inventory control.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MAYTAG CORP**www.maytagcorp.com****Industry Group Code:** 335000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Home Appliance Manufacturer
Vacuums
Commercial Kitchen Equipment

GROWTH PLANS/SPECIAL FEATURES:

Maytag Corporation is a leading producer of home and commercial appliances such as washers, dryers, dishwashers, refrigerators and cooking appliances. Maytag's products are sold to customers throughout North America and in international markets. The company is the majority owner in a joint venture in China, Rongshida-Maytag, which produces washing machines and refrigerators. Maytag owns the Hoover brand, which is the market leader in floor care in North America and the brand with the highest consumer recognition. The firm also owns Blodgett Corporation, one of the premier and oldest names in commercial appliances. Blodgett is a leading manufacturer of ovens, fryers, charbroilers and grills for the food service industry, serving customers such as McDonald's, KFC, Pizza Hut and major hotel and restaurant chains. In addition, Maytag owns Dixie-Narco, the leading manufacturer of soft drink and bottle vending machines in the U.S. Dixie-Narco provides its products and services to Pepsi and Coca-Cola. In recent news, the firm completed the acquisition of Amana Appliances from Goodman Global Holdings, Inc. for \$325 million. In the agreement, Maytag will acquire Amana's major appliances and microwave oven businesses. In addition, Middleby Corporation agreed to purchase Maytag's Blodgett commercial cooking products business. The company offers employees tuition reimbursement and merchandise discounts.

BRANDS/DIVISIONS/AFFILIATES:

Hoover
Rongshida-Maytag
OutdoorLiving.com
Amana
Jenn-Air
Dynasty
Blodgett
Dixie-Narco

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ralph F. Hake, CEO
Steven H. Wood, Exec. VP/CFO
Jon O. Nicholas, VP-Human Resources
Patricia J. Martin, Corp. Sec.
Frederick G. Wohlschlaeger, Sr. VP/General Counsel
Thomas P. Schwartz, Chief Admin. Officer
Jeff R. Cook, VP-Commercial Business Dev.
Douglass C. Horstman, VP-Government Affairs
Glenn B. Kelsey, Pres.-Blodgett
Keith G. Minton, Pres.-Floorcare Div.
Lawrence J. Blanford, Pres.-Major Appliance Div.

Phone: 641-792-7000 **Fax:** 641-787-8376**Toll-Free:****Address:** 403 W. 4th St. N., Newton, IA 50208 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,145,500 (6 months)	2001 Profits: \$98,100 (6 months)
2000 Sales: \$4,247,500	2000 Profits: \$201,000
1999 Sales: \$4,323,673	1999 Profits: \$328,528
1998 Sales: \$4,069,290	1998 Profits: \$280,610
1997 Sales: \$3,407,911	1997 Profits: \$180,290

Stock Ticker: MYG

Employees: 24,657

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$172,331
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$490,079	Bonus: \$86,975

COMPETITIVE ADVANTAGE:

Excellent branding/Positioned as a very high quality product line.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MBNA CORP**www.mbnainternational.com**

Industry Group Code: 522210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Credit Card Issuing
Banking
Consumer Loans
Payment Processing
Deposit Products

BRANDS/DIVISIONS/AFFILIATES:

MBNA America Bank, N.A.
MBNA Information Services, Inc.
MBNA International Bank Limited
MBNA Consumer Services, Inc.
MBNA Marketing Systems, Inc.
MBNA Canada Bank
MBNA Insurance Services, Inc.
MBNA Marketing Systems, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alfred Lerner, CEO
Charles M. Cawley, Pres./CEO-MBNA America Bank
M. Scot Kaufman, CFO/Sr. Exec. VP-MBNA America Bank
Ken Pizer, Human Resources Contact
Ronald W. Davies, Chief Tech. Officer
John W. Schefflen, General Counsel
Lance L. Weaver, Chief Admin. Officer
M. Scot Kaufman, Treas./Chief Acc. Officer

Phone: 302-453-9930 **Fax:** 302-432-3614**Toll-Free:** 800-362-6255**Address:** 1100 N. King St., Wilmington, DE 19884-0131 US**GROWTH PLANS/SPECIAL FEATURES:**

Delaware-based MBNA Corporation is a leading issuer of credit cards. Its primary subsidiary, MBNA America Bank, is the world's third-largest issuer of Visa and MasterCard credit cards behind Bank One/First USA and Citibank. MBNA concentrates on upper-market account holders with tendencies to carry nearly \$3,500 month-to-month balances. A special feature of MBNA's business is personal contact. Each customer is approved by a human being rather than a machine, which is more costly than relying on electronic applications. Over 6,000 independent banks market MBNA's cards, and clients are recruited through cards related to one of 4,600 professional, recreational, charitable and nontraditional organizations known as affinity cards. These organizations in turn receive a percentage of total credit card sales. MBNA is a global corporation, with operations throughout the United States, the United Kingdom, Canada and Ireland. The company continues its pattern of strong growth and currently continues to purchase companies' credit card portfolios, including the acquisition of PNC Bank Corporation's credit card portfolio.

MBNA offers its workforce a number of educational programs from new employee orientation to management development and computer classes. The firm is an active participant of Christmas in April, providing the housing renovation program with a volunteer work force, materials and financial assistance. As extra bonuses, the company offers on-site day care, dry cleaning, shoe repair and a beautician.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,592,100 (6 months)	2001 Profits: \$691,200 (6 months)
2000 Sales: \$7,868,900	2000 Profits: \$1,312,500
1999 Sales: \$6,470,100	1999 Profits: \$1,024,400
1998 Sales: \$5,195,200	1998 Profits: \$776,300
1997 Sales: \$4,523,900	1997 Profits: \$622,500

Stock Ticker: KRB
Employees: 25,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$2,000,000	Bonus:	\$4,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$1,500,000	Bonus:	\$3,000,000

COMPETITIVE ADVANTAGE:

One of the world's largest lenders through bank credit cards/Operates one of the largest telephone sales operations of any financial institution in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MCDERMOTT INTERNATIONAL**www.mcdermott.com****Industry Group Code:** 541310 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Engineering Services
 Power Generation Services
 Industrial Operations
 Government Operations
 Marine Construction
 Engineering and Procurement Services
 Project Management

BRANDS/DIVISIONS/AFFILIATES:

BWX Technologies
 Babcock & Wilcox
 McDermott Technology, Inc.,
 J. Ray McDermott
 Hudson Products
 Delta Catalytic
 J. Ray McDermott
 McDermott Engineers & Constructors (Canada) Ltd

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bruce W. Wilkinson, CEO
 R. H. Rawle, Pres.
 Bruce F. Longaker, Exec. VP-CFO
 L.J. Sannino, Sr. VP-Human Resources
 John T. Nesser, Exec. VP-Corp. Sec.
 John T. Nesser, Exec. VP-General Counsel
 David L. Keller, Exec. VP-Babcock & Wilcox
 E. Allen Womack, Jr., Pres.-BWV Technologies
 L.J. Sannino, Sr. VP-Corp. Compliance Officer

Phone: 504-587-4411 **Fax:** 504-587-6153

Toll-Free:

Address: 1450 Poydras St., New Orleans, LA 70112 US

GROWTH PLANS/SPECIAL FEATURES:

McDermott International, Inc. is a leading energy services company that provides engineering, procurement, and project management for customers involved in the production of energy. The firm operates in four business segments: Marine Construction Services supplies worldwide services to customers in the offshore oil and gas exploration and production and hydrocarbon processing industries and to other marine construction companies. This segment's principal activities include the design, engineering, fabrication and installation of offshore drilling and production platforms and other specialized structures; modular facilities; marine pipelines and sub-sea production systems and procurement activities. Government Operations includes the results of operations of BWXT. This segment is the sole supplier of nuclear fuel assemblies and major nuclear reactor components to the U.S. Navy for the Naval Reactors Program, and provides services to the U.S. Government, including uranium processing, environmental site restoration services and management and operating services for the U.S. Department of Energy. Industrial Operations provides project management, conceptual and process design; front-end engineering and design; detailed engineering, procurement, construction management and contract maintenance services to customers in a wide range of industries. The subsidiary also supplies air-cooled heat exchangers and other manufactured products for industrial process systems. Power Generation Systems provides services, equipment and systems to generate steam and electric power at energy facilities worldwide. In recent news, SparTEC, Inc., a subsidiary of McDermott, has received a turnkey engineer-procure-construct-install contract to provide a spar platform for the development of the Devils Tower field in the Gulf of Mexico. The Devils Tower spar will be located in 5,610 feet of water in Mississippi Canyon Block 773, making it the world's deepest dry tree platform.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$928,500 (6 months)	2001 Profits: \$3,600 (6 months)
2000 Sales: \$1,877,800	2000 Profits: \$-22,100
1999 Sales: \$1,891,100	1999 Profits: \$400
1998 Sales: \$3,150,000	1998 Profits: \$153,400
1997 Sales: \$3,674,600	1997 Profits: \$215,700

Stock Ticker: MDR
 Employees: 11,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$456,673	Bonus:	\$350,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$382,940	Bonus:	\$296,789

COMPETITIVE ADVANTAGE: Turnkey engineering, procurement and project management services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MCDONALD'S CORP**www.mcdonalds.com****Industry Group Code:** 722110 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Fast Food Restaurants
Franchising
Mexican Restaurants

BRANDS/DIVISIONS/AFFILIATES:

Chipotle Mexican Grill
Donatos Pizza
Boston Market
Quarter Pounder
Big Mac
Chicken McNuggets
Happy Meal
Aroma Cage

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jack M. Greenberg, CEO
James R. Cantalupo, Pres.
Matthew H. Paull, Exec. VP/CFO
Stanley R. Stein, Exec. VP-Human Resources
Christopher Pieszko, Sr. VP/Corp. Controller
Jeffrey B. Kindler, Exec. VP/Corp. General Counsel
Mats Lenderhausen, Exec. VP-Strategy and Bus. Dev.
Raymond C. Mines, Exec. VP-Franchise Rel.
Michael Roberts, Pres.-McDonald's U.S.A.
Charlie Bell, Pres.-McDonald's Europe
Alan D. Feldman, Pres./COO-The Americas
Claire Babrowski, Pres.-McDonald's Asia-Pacific

Phone: 630-623-3000 **Fax:** 630-623-5700**Toll-Free:****Address:** McDonald's Plaza, Oak Brook, IL 60523 US**GROWTH PLANS/SPECIAL FEATURES:**

McDonald's Corporation develops, operates, franchises and services a worldwide system of restaurants that prepare, assemble, package and sell a limited menu of value-priced foods. McDonald's operates 26,000 restaurants in 120 countries. About 12,500 of these are in the U.S. where McDonald's owns nearly 40% of the fast food market. The company operates primarily in the quick-service hamburger restaurant business. Its menu consists of hamburgers, cheeseburgers, variations on the two (Quarter Pounder, Big Mac), salads, chicken McNuggets, milk shakes, soft drinks and French fries. McDonald's restaurants can be found as mini-restaurants in Wal-Mart and Chevron stores. In 1999, McDonald's began operating other restaurant concepts, including Aroma Cage, a small chain of coffeehouses serving prepared sandwiches and pastries in the U.K.; Chipotle Mexican Grill, a fresh-mix grill located in the U.S. that serves gourmet burritos and tacos; and Donatos Pizza, a restaurant business located in the U.S. that sells pizza, subs and salads.

The company participates in many charities, and its employees volunteer to help their communities. Employees of the company's home office enjoy many benefits, including a bonus program, educational assistance, comprehensive dental/medical and credit union. Of the company's 16 Directors, two are minorities, as are 25.3% of all officials and managers and 46% of new hires. In addition, over half of its workforce, 54.3%, qualifies as minority. The company spends 27% of its supply dollars, or \$3 billion, on minority-owned firms. Of McDonalds' 50 top-paid employees, five are also minorities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,219,200 (6 months)	2001 Profits: \$819,200 (6 months)
2000 Sales: \$14,243,000	2000 Profits: \$1,977,300
1999 Sales: \$13,259,300	1999 Profits: \$1,947,900
1998 Sales: \$12,421,400	1998 Profits: \$1,550,100
1997 Sales: \$11,408,800	1997 Profits: \$1,642,500

Stock Ticker: MCD
Employees: 364,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$1,274,250	Bonus:	\$1,263,797
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$1,052,500	Bonus:	\$733,228

COMPETITIVE ADVANTAGE:

World's largest restaurant company.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MCKESSON CORPORATION**www.mckesson.com****Industry Group Code:** 422210 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Drugs-Distributor
 Health Care Supply Management
 Software
 Pharmacy Equipment Manufacturer
 Online Services

BRANDS/DIVISIONS/AFFILIATES:

McKesson HBOC, Inc.
 Enterprise Systems, Inc.
 AmeriSource Health Corp.
 HBO & Company
 Mediconsult.com
 Abaton.com
 Medis Health and Pharmaceutical Services, Inc.
 iMcKesson

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John H. Hammergren, CEO
 John H. Hammergren, Pres.
 William R. Graber, Sr. VP/CFO
 Paul E. Kirincic, Sr. VP-Human Resources
 Graham O. King, Sr. VP/Pres.-Info. Tech. Business
 Carmine J. Villani, Sr. VP/CIO
 Ivan D. Meyerson, General Counsel/VP
 Keith Mallonee, Chief Privacy Exec.-iMcKesson and McKessonHBOC
 Larry Geco, Pres.-Nat'l. Accounts
 Paul C. Julian, Sr. VP/Pres.-Supply Management Bus.
 Francis X. Dirksmeier, Pres.-McKessonHBOC Medical Group
 Barbara G. Hurtig, Sr. VP-Human Resources, iMcKesson

Phone: 415-983-8300 **Fax:** 415-983-7160**Toll-Free:****Address:** 1 Post St., San Francisco, CA 94104 US**GROWTH PLANS/SPECIAL FEATURES:**

McKesson Corporation, formerly known as McKesson HBOC, Inc., is the world's largest pharmaceutical supply management and healthcare information technology company. It provides supply management and information technologies across the entire continuum of healthcare, including market-leading businesses in pharmaceutical and medical-surgical distribution, automation, information technology and outsourcing services for healthcare providers and payors. The firm focuses primarily on delivering value-added logistical services, materials management, third-party reimbursement support, scheduling, clinical data capture/analysis, billing/cost accountability and decision support. McKesson currently reaches approximately 5,000 hospitals, 25,000 retail pharmacies and 600 healthcare payors. Through its Abaton.com business unit, McKesson provides a comprehensive suite of web-based applications that supports all the clinical processes of ambulatory clinics, including lab order entry and results reporting, electronic prescribing within formulary guidelines, task management and medical record documentation. The company's online services include practice management, online claims and statement processing, electronic remittance advice, eligibility, materials and supply ordering, patient education and services designed for other general financial management and communication. McKesson has invested \$6.5 million in Mediconsult.com, Inc., an online provider of healthcare information and services for physicians. Mediconsult has 213,000 U.S. physician members and 4.4 million visits each month to its network of healthcare sites.

McKesson provides its employees with an extensive health plan, as well as an employee assistance program and adoption assistance. The company's corporate culture embraces diversity in the workplace as a building block. In addition, the firm strongly promotes community service through donations, civic involvement and volunteerism.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$42,010,000 (12 months)	2001 Profits: \$-42,100 (12 months)
2000 Sales: \$36,687,000	2000 Profits: \$729,900
1999 Sales: \$29,970,900	1999 Profits: \$91,100
1998 Sales: \$22,105,700	1998 Profits: \$310,800
1997 Sales: \$16,914,300	1997 Profits: \$212,800

Stock Ticker: MCK
Employees: 23,000
Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$692,308	Bonus:	\$315,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$369,231	Bonus:	\$622,100

COMPETITIVE ADVANTAGE:

Largest wholesale distributor of ethical and proprietary drugs in the US.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MEDQUIST INC**www.medquist.com**

Industry Group Code: 514210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Data Processing-Transcription & Information Management
 Electronic Transcription

GROWTH PLANS/SPECIAL FEATURES:

Medquist, Inc. is a leading national provider of electronic transcription and data management services to the health care industry. Through its proprietary software, open architecture environment and network of more than 2,800 trained transcriptionists, the company converts free-form medical dictation into electronically formatted patient records that health care providers use in connection with patient care and for other administrative purposes. The company's customized outsourcing devices enable clients to improve the accuracy of transcribed medical reports, reduce report turnaround times, shorten billing cycles and reduce overhead and other administrative costs. Medquist continues to implement advances in technology to improve the delivery of its services. One of the firm's offerings, the Medical Transcription System, is an integrated transcription and document management solution that addresses initial data capture, conversion of data into electronic format, editing and routing of electronically formatted reports to the client's host computer system. Medquist's Dictation Tracking System enables the company and its clients to track the status of particular patient data and transcribed reports at any point in time. The firm also partners with WebMD, one of the most popular medical sites on the Internet. Medquist recently acquired Speech Machines, an application service provider of dictation recording, routing, editing and workflow management for the medical transcription industry. This new company will operate independently of Medquist.

BRANDS/DIVISIONS/AFFILIATES:

Medical Transcription System
 Transcriptions, LTD and Affiliates
 Quality Medical Transcription, Inc.
 Medical Dictation Center, Inc.
 Synthesis Technologies, Inc.
 Lernout & Hauspie Speech Products
 Speech Machines

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David A. Cohen, CEO
 John A. Donohoe, Jr., Pres.
 John A. Donohoe, Jr., COO
 Brian J. Kearns, Sr. VP/CFO
 John Kumpf, VP-Human Resources
 Ethan Cohen, Chief Tech. Officer/Sr. VP
 John M. Suender, General Counsel
 Ronald F. Scarpone, Sr. VP-New Bus. Dev.
 Brian J. Kearns, Treas.

Phone: 856-810-8000 **Fax:** 856-810-8020

Toll-Free: 800-233-3030

Address: 5 Greentree Centre, Ste. 311, State Hwy. 73 N,
 Marlton, NJ 08053 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$193,100 (6 months)	2001 Profits: \$23,500 (6 months)
2000 Sales: \$364,149	2000 Profits: \$38,730
1999 Sales: \$330,008	1999 Profits: \$40,205
1998 Sales: \$271,655	1998 Profits: \$3,185
1997 Sales: \$216,158	1997 Profits: \$8,733

Stock Ticker: MEDQ
 Employees: 8,700
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$460,000	Bonus:	\$241,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$345,000	Bonus:	\$108,675

COMPETITIVE ADVANTAGE:

Medquist, Inc. develops long-term client relationships due to its technological expertise, efficient and cost-effective services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

MEDTRONIC INC

www.medtronic.com

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Equipment-Defibrillators and Pacing Products
Coronary Angioplasty Balloons
Guide Catheters and Stents
Manufactures Tissue and Mechanical Heart Valves
Implantable Drug Delivery Systems
Implantable Brain Stimulation Devices

BRANDS/DIVISIONS/AFFILIATES:

Medtronic Freestyle
InStent, Inc.
AneuRX, Inc.
Jewel Active Can
Micro Jewel
AVECOR Cardiovascular, Inc.
Cardiac Rhythm Management
Arterial Vascular Engineering, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

William W. George, CEO
Arthur D. Collins, Jr., Pres.
Arthur D. Collins, Jr., COO
Robert L. Ryan, Sr. VP/CFO
Janet S. Fiola, Sr. VP-Human Resources
Paul Citron, VP-Science & Tech.
Susan A. Frank, VP-Info. Tech.
Ronald E. Lund, Sr. VP/General Counsel
Michael D. Ellwein, VP-Chief Dev. Officer
Steven B. Kelmar, Sr. VP-External Relations
Dale F. Beumer, VP-Investor Relations
Dale F. Beumer, VP-Treasury
Stephen H. Mahle, Sr. VP/Pres.-Cardiac Rhythm Management

Phone: 763-514-4000 Fax: 763-514-4879

Toll-Free: 800-328-2518

Address: 710 Medtronic Pkwy. NE, Minneapolis, MN 55432-5604
US

GROWTH PLANS/SPECIAL FEATURES:

Medtronic is a world leader in medical technology which has pioneered device-based therapies that restore and extend health and alleviate pain. The company's primary products include those for bradycardia pacing, tachyarrhythmia management, atrial fibrillation management, heart failure management, coronary and peripheral vascular disease, heart valve replacement, extracorporeal cardiac support, minimally invasive cardiac surgery, spinal and neurosurgery and neurodegenerative disorders. Medtronic acquired Sofamor Danek Group, Inc., a developer, manufacturer and marketer of devices, instruments, computer-assisted visualization products and biomaterials used in the treatment of spinal and cranial disorders. Medtronic also acquired Arterial Vascular Engineering, Inc., a company that designs, manufactures and markets minimally invasive solutions for the treatment of coronary and peripheral vascular disease. In addition, Medtronic recently completed the acquisition of MiniMed, Inc. and Medical Research Group, Inc. Medtronic has also announced an array of additions to its existing product line which include its Starfish Heart Positioner, GEM III AT ICD used in patients for multiple heart rhythm abnormalities, R2 and D2 balloon catheters, PercuSurge Guardwire Plus and its Stealthstation Treon System which reduces risk in high-risk surgeries. Notably, Vice President Dick Cheney has received a Medtronic pacing and defibrillation apparatus.

Medtronic provides its workforce with benefits that include free health screenings. The company also offers awards and bonuses. In addition, the firm provides 100% tuition reimbursement and has no formal dress code.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$5,551,800 (12 months) 2001 Profits: \$1,046,000 (12 months)
2000 Sales: \$5,016,300 2000 Profits: \$1,084,200
1999 Sales: \$4,232,500 1999 Profits: \$466,700
1998 Sales: \$3,423,100 1998 Profits: \$594,600
1997 Sales: \$2,944,600 1997 Profits: \$583,200

Stock Ticker: MDT
Employees: 26,050
Fiscal Year Ends: 4/30

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$870,000 Bonus: \$698,582
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$760,000 Bonus: \$647,782

COMPETITIVE ADVANTAGE:

World's leading company specializing in implantable and invasive therapies, such as pacing devices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MELLON FINANCIAL CORP**www.mellon.com****Industry Group Code:** 522110 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 13 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Stock Transfer Services
 Equipment Leasing
 Residential Real Estate Loan Financing
 Commercial Loan Financing
 Mutual Fund Management
 Asset Management
 Human Resources Consulting

BRANDS/DIVISIONS/AFFILIATES:

Mellon Bank, N.A.
 The Boston Company
 Mellon Bank (DE) National Association
 Mellon Bank (MD)
 Mellon PSFS Bancorporation
 Mellon Financial Services Corporation
 The Dreyfus Corporation
 AFCO Credit Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Martin G. McGuin, CEO-Mellon Financial and Mellon Bank
 Christopher M. Condron, Pres.
 Christopher M. Condron, COO
 Steven G. Elliott, CFO-Mellon Financial and Mellon Bank
 Charles Singleton, Exec. VP-Human Resources
 Allan P. Woods, Chief Info. Officer
 Michael Hughey, Jr., Sr. VP/Controller/Director of Taxes-Mellon Bank
 Rose M. Cotton, Sr. VP-Corp. Affairs
 Michael A. Bryson, Treas.
 Ronald O'Hanley, Pres.-Mellon Institutional Asset Management
 J. Michael Puleo, Pres./CEO-Mellon Bank Northern Region
 David F. Lamere, Pres.-Private Client Services
 John T. Chesko, Chief Risk Officer/Chief Credit Officer

Phone: 412-234-5000 **Fax:** 412-234-6265**Toll-Free:****Address:** 1 Mellon Bank Center, 500 Grant St., Pittsburgh, PA 15258-0001 US**GROWTH PLANS/SPECIAL FEATURES:**

Pittsburgh-based Mellon Financial Corporation has earned a prestigious reputation from its retail and corporate banking operations, but more attention has been paid recently to the company's non-banking sectors. Operations exist throughout California, Colorado, Delaware, Florida, Maryland, Massachusetts, New Jersey and Pennsylvania. Dreyfus, one of the largest mutual fund managing companies in the United States, the asset-managing Boston Company and Buck Consultants, a human resources consulting firm, all operate under Mellon Bank. In addition to the services provided by these subsidiaries, the corporation also provides global custody, securities lending, business-to-business and master trust services. The bank, which is currently less dependent on its corporate banking business, has recently put a great deal of emphasis on mutual funds businesses, asset management operations, commercial leasing, trust and global cash management businesses. Its residential mortgage business, however, has experienced reductions. Mellon Financial offers its employees a tuition assistance, a comprehensive health benefits package and transportation benefits. The company also focuses on its employees by providing extensive job growth and training programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,529,000 (6 months)	2001 Profits: \$319,000 (6 months)
2000 Sales: \$5,979,000	2000 Profits: \$1,007,000
1999 Sales: \$5,986,000	1999 Profits: \$963,000
1998 Sales: \$5,814,000	1998 Profits: \$870,000
1997 Sales: \$5,134,000	1997 Profits: \$771,000

Stock Ticker: MEL
 Employees: 25,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$800,000	Bonus: \$1,500,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$586,667	Bonus: \$730,000

COMPETITIVE ADVANTAGE:

Provides a comprehensive range of financial products and services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MEN'S WEARHOUSE INC (THE)**www.menswearhouse.com**

Industry Group Code: 448110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Business Apparel-Men's, Retail
Men's Suits
Sport Coats
Shoes
Accessories
Tuxedo Rental

BRANDS/DIVISIONS/AFFILIATES:

C&R Clothiers Inc.
Cricketeer
Country Britches
Joseph & Feiss
Baracuta and Cox
K&G Men's Center
Moore's Retail Group-Canada

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

George Zimmer, CEO
Eric Lane, COO
Eric J. Lane, COO
Neill P. Davis, CFO
Aurela Green, Mngr. Human Resources
Jeffrey Marshall, VP/CIO
Diana Wilson, Controller
James E. Zimmer, Sr. VP-Merch.
Will Silveira, VP-Manufacturing
Theodore T. Biele, Sr. VP-Oper.
Jeffrey Fript, VP-Dist.
Stephen H. Greenspan, CEO, K&G Men's Center
Charles Bresler, Exec. VP
Richard E. Goldman, Exec. VP

Phone: 713-592-7200 **Fax:** 713-664-1957**Toll-Free:** 800-776-7848**Address:** 5803 Glenmont Drive, Houston, TX 77081 US**GROWTH PLANS/SPECIAL FEATURES:**

The Men's Wearhouse is one of the largest specialty retailers of menswear in the United States and Canada. U.S. operations include 501 stores in 42 states and the District of Columbia, under the brand name of Men's Wearhouse, with approximately 28% of the locations in Texas and California. The Canadian operations include 113 stores in 10 provinces operating under the brand name of Moores. The company targets middle and upper middle-income men by offering quality merchandise at everyday low prices. The Men's Wearhouse stores offer a broad selection of designer, brand name and private label merchandise at prices typically 20% to 30% below the regular prices found at traditional department and specialty stores. The merchandise includes suits, sport coats, slacks, business casual, sportswear, outerwear, dress shirts, shoes and accessories. In 43 Men's Wearhouse stores, tuxedo rental is available under a program implemented in fiscal year 2000. The company also operates 47 K&G stores in 18 states and four Suit Warehouse stores in metropolitan Detroit. K&G offers first-quality, current-season men's apparel and accessories comparable in quality to that of traditional department and fine specialty stores, at everyday low prices typically 30% to 70% below the regular prices charged by such stores. K&G's merchandising strategy emphasizes broad and deep assortments across all major menswear categories, including tailored clothing, casual sportswear, dress furnishings, footwear and accessories. The Men's Wearhouse plans to double total revenues by 2004 through acquisitions, sales growth and the development of 180 new stores. About 100 new stores will be added by the end of fiscal year 2001.

The company offers its employees medical and dental insurance, as well as a wellness program and merchandise discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,333,501 (12 months)	2001 Profits: \$84,661 (12 months)
2000 Sales: \$1,186,748	2000 Profits: \$53,045
1999 Sales: \$1,037,831	1999 Profits: \$49,441
1998 Sales: \$875,319	1998 Profits: \$37,334
1997 Sales: \$483,500	1997 Profits: \$21,100

Stock Ticker: MW
Employees: 12,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$420,000	Bonus:	\$87,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$420,000	Bonus:	\$87,500

COMPETITIVE ADVANTAGE:

Everyday low prices/Very strong positioning and advertising/Rapid growth through acquisitions and internal development.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MERCK & CO INC**www.merck.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Manufacturer
Human Health Products and Services
Animal Health Products and Services
Pharmaceutical Benefits Management

BRANDS/DIVISIONS/AFFILIATES:

Merck-Medco Managed Care, L.L.C.
Mevacor
Vasotec
Comvax
Ivomec
Pepcid
Rosetta Inpharmatics, Inc.
Heartgard-30

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Raymond V. Gilmartin, CEO
Raymond V. Gilmartin, Pres.
Judy C. Lewent, Exec. VP/CFO
Wendy Yarno, Sr. VP-Human Resources
Edward M. Scolnick, M.D., Exec. VP-Science & Tech.
Richard C. Henriques, Jr., VP/Controller
Bernard J. Kelley, Pres., Merck Mfg. Div.
Kenneth C. Frazier, Sr. VP/General Counsel
Linda M. Distlerath, VP-Public Affairs
Caroline Dorsa, VP/Treas.
Edward M. Scolnick, M.D., Pres.-Merck Research Laboratories
David W. Anstice, Pres.-Americas and U.S. Human Health
Per Wold-Olsen, Pres.-Human Health-Europe, Middle East, Africa
Per G.H. Lofberg, Pres./CEO-Merck Capital Ventures

Phone: 908-423-1000 **Fax:** 908-735-1253**Toll-Free:****Address:** 1 Merck Dr., Whitehouse Station, NJ 08889-0100 US**GROWTH PLANS/SPECIAL FEATURES:**

Merck & Co., Inc. is a leading global research-driven pharmaceutical company that manufactures a broad range of products and services. The business includes Merck-Medco Managed Care, L.L.C., which provides pharmaceutical benefit services. Merck's products include therapeutic and preventative agents generally sold by prescription, as well as medications used to control and alleviate disease in livestock, small animals and poultry. The company makes drugs that treat ailments associated with American eating habits, including high cholesterol, hypertension and heart failure. These products make up about one third of the company's sales. Merck's top-selling cholesterol drugs are Zocor and Mevacor, and its primary hypertension drugs are Vasotec and Prinivil. Every month, Merck's web site offers quizzes and information, called InfoParks, on different diseases such as HIV, heart disease and hepatitis. The firm ascribes its current financial success to five key medicines: Vioxx, a once-a-day medicine for both osteoarthritis and acute pain; Zocor, a prescription drug which controls cholesterol levels; Cozaar and Hyzaar, high blood pressure medicines; and Fosamax, which prevents postmenopausal osteoporosis. Notably, Fosamax Once Weekly, the first and only once-a-week oral treatment is currently the number one medicine for osteoporosis. In addition, Merck's Singulair, a leukotriene antagonist, is the world's fastest growing asthma medicine. Recently, Merck acquired Rosetta Inpharmatics which will be retained as a wholly-owned subsidiary.

Merck offers its employees on-site fitness facilities with personal trainers, day-care and summer camp programs, extensive training and a diverse work environment. The company even offers on-site auto maintenance for employees at its headquarters location. Notably, 40% of managers and supervisors are female.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$23,238,200 (6 months)	2001 Profits: \$3,472,700 (6 months)
2000 Sales: \$40,363,200	2000 Profits: \$6,821,700
1999 Sales: \$32,714,000	1999 Profits: \$5,890,500
1998 Sales: \$26,898,200	1998 Profits: \$5,248,200
1997 Sales: \$23,636,900	1997 Profits: \$4,614,100

Stock Ticker: MRK

Employees: 69,300

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,283,340	Bonus: \$1,700,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$790,000	Bonus: \$860,000

COMPETITIVE ADVANTAGE:

World class drug firm with massive research capabilities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MERRILL LYNCH & CO INC**www.ml.com****Industry Group Code:** 523110 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Stock Brokerage/Investment Banking
 Trust Services
 Securities Brokerage
 Trading
 Insurance
 Financial Planning
 Mortgages

BRANDS/DIVISIONS/AFFILIATES:

Merrill Lynch, Pierce, Fenner & Smith, Inc.
 Merrill Lynch International, Inc.
 Mercury Asset Management
 Merrill Lynch Asset Management, L.P.
 Fund Asset Management, L.P.
 Merrill Lynch Bank & Trust Co.
 Merrill Lynch Government Securities, Inc.
 Sannwald Jaenecke & Cie. GmbH.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David H. Komansky, CEO
 E. Stanley O'Neal, Pres.
 E. Stanley O'Neal, COO
 Tom Patrick, Exec. VP/CFO
 Paul W. Critchlow, Sr. VP-Mktg.
 Terry Kassel, Sr. VP-Human Resources
 John A. McKinley, Jr., Chief Tech. Officer
 Rosemary T. Berkery, General Counsel
 Edward L. Goldberg, Exec. VP-Oper. Services Group
 Jerome P. Kenney, Exec. VP-Corp. Strategy & Research
 Tom Davis, Head-Private Equity and Research
 Arshad Zakaria, Head-Corp. and Institutional Client Group
 Bob Doll, ML Investment Mgr.
 James P. Gorman, Pres.-U.S. Private Client Group

Phone: 212-449-1000 **Fax:** 212-236-4384**Toll-Free:** 800-637-7455**Address:** N. Tower, World Financial Center, 250 Vessey St., New York, NY 10281-1332 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$22,254,000 (6 months)	2001 Profits: \$1,513,000 (6 months)
2000 Sales: \$44,872,000	2000 Profits: \$3,979,000
1999 Sales: \$35,340,000	1999 Profits: \$2,887,000
1998 Sales: \$34,837,000	1998 Profits: \$1,395,000
1997 Sales: \$31,209,000	1997 Profits: \$1,982,000

Stock Ticker: MER

Employees: 72,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$700,000	Bonus: \$15,550,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$350,000	Bonus: \$9,650,000

COMPETITIVE ADVANTAGE:

Outstanding business base worldwide/Name recognition/One of the largest, most successful firms in the financial industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MICHAELS STORES INC**www.michaels.com**

Industry Group Code: 451120 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Arts & Crafts, Retail
Specialty Framing
Art Supplies
Online Retail

BRANDS/DIVISIONS/AFFILIATES:

Michaels
Aaron Brothers

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. Michael Rouleau, CEO
R. Michael Rouleau, Pres.
R. Michael Rouleau, COO
Bryan M. DeCordova, Exec. VP/CFO
Donald R. Miller, Jr., VP-Market Dev.
H. Kevin Rutherford, Sr. VP-Human Resources
James F. Tucker, Exec. VP/CIO
Lawrence Fine, Exec. VP-Merch.
Duane Hiemenz, VP-Store Oper.
Douglas B. Sullivan, Exec. VP-Dev.

Phone: 972-409-1300 Fax: 972-409-1556

Toll-Free:

Address: 8000 Bent Branch, Irving, TX 75063 US

GROWTH PLANS/SPECIAL FEATURES:

Michaels Stores, Inc. is the largest national specialty retailer providing materials, ideas and education for creative activities in home decor, art and craft projects. The firm operates 559 Michaels stores in 47 states, as well as Canada and Puerto Rico. Each store averages 17,600 square feet of selling space and offer on average 40,000 stock keeping units. The company also operates 95 Aaron Brothers stores, primarily on the West Coast, offering photo frames, a full line of ready-made frames, custom framing services and a wide selection of art supplies. These Aaron Brothers stores average 5,900 square feet of selling space and offer on average 7,400 SKUs. The Michaels stores retail a wide selection of general crafts, home décor items, picture framing materials and services, art and hobby supplies, party supplies, silk and dried flowers, wearable art and seasonal and holiday merchandise for the hobbyist and do-it-yourself home decorator. The company operates four distribution centers that supply the Michaels stores with merchandise, including substantially all seasonal and promotional items. These distribution centers are located in Texas, California, Kentucky and Florida. Michaels stores generally receive deliveries from the distribution centers once a week through an internal distribution network using contract carriers. Aaron Brothers stores receive merchandise from their dedicated distribution center located in the City of Commerce, California. Approximately 55% of Michaels and Aaron Brothers stores' merchandise is shipped directly from the distribution centers, with the remainder being shipped directly from vendors. The company plans a long-term expansion campaign to culminate in fiscal 2004 with 1,000 total Michaels Stores.

The company offers its employees medical, dental and vision plans, as well as a 25% merchandise discount.

FINANCIALS: Sales and profits are in thousands of dollars—add 00 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,249,440 (12 months)	2001 Profits: \$78,589 (12 months)
2000 Sales: \$1,882,522	2000 Profits: \$62,301
1999 Sales: \$1,573,965	1999 Profits: \$43,601
1998 Sales: \$1,456,524	1998 Profits: \$30,077
1997 Sales: \$1,378,277	1997 Profits: \$-31,233

Stock Ticker: MIKE
Employees: 33,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$531,924	Bonus: \$309,004
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$270,000

COMPETITIVE ADVANTAGE:

Broad selection of products/Buying power.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

MICROSOFT CORP**www.microsoft.com**

Industry Group Code: 511200 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Computer Software-Diversified
 Internet Access Provider
 Online Services Portal
 Book Publishing
 Entertainment and Television Delivery
 Computer Peripherals
 Personal Game Players
 Venture Capital

BRANDS/DIVISIONS/AFFILIATES:

Windows
 Office.net
 bCentral
 Passport.net
 Sidewalk
 .Net
 WebTV
 Internet Gaming Zone

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steve Ballmer, CEO
 Rick Belluzzo, Pres.
 Rick Belluzzo, Pres./COO
 John Connors, Sr. VP-Finance and Admin./CFO
 Orlando Ayala, Group VP-Worldwide Sales/Mktg.
 Deborah Willingham, Sr. VP-Human Resources
 Eric Rudder, VP-Technical Strategy
 Bob Muglia, VP-.NET Services Group
 Scott Boggs, VP/Corp. Controller
 Jeff Raikes, Group VP-Productivity & Bus. Serv.
 Jim Alichin, VP-Platforms Product Group
 David Vaskevitch, Sr. VP-Bus. Applications Div.
 Bill Neukom, Corp. Sec.
 Bill Neukom, Sr. VP-Law & Corp. Affairs
 Craig Mundie, Sr. VP-Advanced Strategies
 Carla Lewis, Sr. Director Investor Relations
 William Gates III, Chief Software Architect/Chm.
 Linda Stone, VP-Corp. and Industry Initiatives

Phone: 425-882-8080 **Fax:** 425-936-7329**Toll-Free:** 800-285-7772**Address:** 1 Microsoft Way, Redmond, WA 98052-6399 US**GROWTH PLANS/SPECIAL FEATURES:**

Microsoft Corp., the world's leading (and largest) software firm, develops, manufactures, licenses, sells and supports a wide range of some of the most globally-critical software existing today. The company offers online services; computer books and input devices, including operating systems for intelligent devices, PCs and servers; server applications for client/server environments; business and consumer productivity applications; software development tools; and Internet and Intranet software and technologies. The corporation has purchased WebTV, enhancing its already excellent cable modem technology base, and launched a new interactive television service called UltimateTV. Microsoft also made an investment in cable operator Comcast. Windows CE software is one of the operating systems for millions of cable modems purchased by major cable television operators worldwide. Microsoft now jointly operates MSNBC news programming with the National Broadcasting Corporation (NBC). Microsoft is making a serious move toward renting software applications over the Internet, as an alternative to having customers buy and install software on local computers. (Net is a vital part of this program). Other initiatives include Passport.net, Office.net and VisualBasic.net. These programs are based on XML, and about 50% of the firm's \$4 billion annual research budget is currently slotted for these products. At a recent conference, Microsoft and Commerce One presented technology tools aimed at making it easier for organizations of all sizes to buy, sell and collaborate on the Web. North American launch details of the company's highly anticipated Microsoft Xbox video game system have been announced, and starting Nov. 8, 2001 Xbox consoles will be available for purchase at retail outlets throughout North America.

Microsoft provides its workforce with relocation expenses and offers health club memberships. The company has created more employee-millionaires than any other firm in history. Microsoft has a casual dress policy, and offers tuition reimbursement and adoption assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$25,296,000 (12 months)	2001 Profits: \$7,346,000 (12 months)
2000 Sales: \$22,956,000	2000 Profits: \$9,421,000
1999 Sales: \$19,747,000	1999 Profits: \$7,785,000
1998 Sales: \$15,262,000	1998 Profits: \$4,490,000
1997 Sales: \$11,936,000	1997 Profits: \$3,454,000

Stock Ticker: MSFT
 Employees: 47,600
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$585,802	Bonus: \$425,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$428,414	Bonus: \$275,000

COMPETITIVE ADVANTAGE: Owns industry-standard PC operating systems, Internet browsers and office applications.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

MOHAWK INDUSTRIES INC**www.mohawkind.com**

Industry Group Code: 313000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Carpet/Rug Manufacturer
 Tile and Wood Surface Manufacturer

GROWTH PLANS/SPECIAL FEATURES:

Mohawk Industries, Inc. is a leading producer of woven and tufted broadloom carpet and rugs for residential and commercial applications. The company is the second-largest carpet and rug manufacturer in the United States, designing, manufacturing and marketing hundreds of carpets, rugs and mats in a broad range of colors, textures and patterns. Its subsidiaries include Aladdin, Alexander Smith, Karastan and Bigelow. The commercial market is divided into several segments: educational institutions, corporate office space, hospitality facilities, retail space and health care facilities. The residential market is the largest segment of the industry and represents a significant portion of the company's sales. In all, Mohawk currently markets approximately 350 residential products to more than 25,000 customers. The company positions its products in all price ranges and markets its products primarily through retailers, mass merchandisers, home centers, department stores, boutiques and commercial dealers. Throughout its history, the company has made strategic acquisitions including Durkan Patterned Carpets, Inc., one of the leading suppliers of commercial carpet to the hospitality market and Crown Crafts, Inc.

BRANDS/DIVISIONS/AFFILIATES:

Mohawk Carpet Corporation
 Aladdin Manufacturing Corporation
 American Weavers
 Durkan Patterned Carpets, Inc.
 NewMark Rug Mills
 World Carpets, Inc.
 Aladdin Carpet
 Crown Crafts, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey S. Lorberbaum, CEO
 Jeffrey S. Lorberbaum, Pres.
 John D. Swift, VP-Finance/CFO
 Elsie Crane, Human Resources Contact
 Frank A. Procopio, Sr. VP/Pres.-Commercial Bus.
 William B. Kilbride, Pres.-Mohawk Home

Phone: 706-629-7721 Fax: 706-625-4576

Toll-Free: 800-622-6227

Address: 160 S. Industrial Blvd., Calhoun, GA 30703 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,572,000 (6 months)	2001 Profits: \$73,700 (6 months)
2000 Sales: \$3,255,800	2000 Profits: \$162,600
1999 Sales: \$3,083,300	1999 Profits: \$157,200
1998 Sales: \$2,744,600	1998 Profits: \$115,300
1997 Sales: \$2,429,100	1997 Profits: \$79,600

Stock Ticker: MHK
 Employees: 24,005
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$582,000	Bonus: \$512,407
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$495,000	Bonus: \$363,176

COMPETITIVE ADVANTAGE:

Second-largest carpet maker in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

MORGAN STANLEY DEAN WITTER & CO

Industry Group Code: 523110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Stock Brokerage/Investment Banking
Credit and Transaction Services
Asset Management
Trading
Investments
Research
Venture Capital
Financial Consulting

BRANDS/DIVISIONS/AFFILIATES:

Dean Witter
Morgan Stanley Venture Capital Fund, II, L.P.
Morgan Stanley Real Estate Fund, L.P.
Morgan Stanley Capital International
Morgan Stanley Asset Management
Miller Anderson & Sherrerd, LLP
Discover Card

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Philip J. Purcell, CEO
Robert G. Scott, Pres.
Robert G. Scott, COO
Stephen S. Crawford, Exec. VP/CFO
Stephen Liguori, Exec. VP-Global Retail Mktg.
Michael Cunningham, Mgr.-Human Resources
Joanne Pace, Controller
Donald G. Kempf Jr., Corp. Sec.
Donald G. Kempf Jr., Exec. VP/Chief Legal Officer
Stephen S. Crawford, Chief Admin. Officer
Stephen S. Crawford, Chief Strategic Officer
Alexander C. Frank, Treas.
Howard I. Hoffen, CEO-MSDW Private Equity
John H. Schaefer, Pres./COO-MSDW Indiv. Investor Group
Mitchell M. Merin, Pres./COO-Asset Mgmt.
David W. Nelms, Pres./COO-Discover Financial Services

Phone: 212-761-4000 Fax: 212-761-0086

Toll-Free: 800-292-1495

Address: 1585 Broadway, New York, NY 10036 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$35,900,000 (9 months)	2001 Profits: \$2,651,000 (9 months)
2000 Sales: \$45,448,000	2000 Profits: \$5,456,000
1999 Sales: \$33,928,000	1999 Profits: \$4,791,000
1998 Sales: \$31,131,000	1998 Profits: \$3,276,000
1997 Sales: \$27,132,000	1997 Profits: \$2,586,000

Stock Ticker: MWD
Employees: 62,679
Fiscal Year Ends: 11/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$775,000	Bonus: \$12,612,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$775,000	Bonus: \$12,612,500

COMPETITIVE ADVANTAGE:

Top-notch client list/Exceptional trading technology and systems.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y

MORRISON MANAGEMENT SPECIALISTS INC**www.iammorrison.com****Industry Group Code:** 722110 **Salaries/Benefits Rating:** 4 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 8 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Nutrition/Health Care Facility Based Cafeterias and Food Service

GROWTH PLANS/SPECIAL FEATURES:

Formerly known as Morrison Health Care, Morrison Management Specialists, Inc. is one of the largest independent companies focused exclusively on providing food, nutrition and dining services to health care facilities and the senior living industry. Its clients include acute care hospitals, health systems, nursing homes and retirement facilities. The company's mission is focused to be the leading provider of food and nutrition services to the health care industry. Notably, Morrison is an investor in Foodbuy.com, a leading provider of business-to-business e-commerce services for the foodservice marketplace. The online company has more than \$1 billion in purchasing power and provides technology, purchasing, networking and consulting solutions for more than 4,000 operators, including restaurants, hotels, schools, universities, prisons, military bases and healthcare institutions. Recently, Morrison Management Specialists purchased the assets of Encore Management Services, Inc., a dining services contractor for senior living communities in California. In addition, Compass Group, the world's largest food service company agreed to acquire the company.

BRANDS/DIVISIONS/AFFILIATES:

Drake Management Services
Spectra Services, Inc.
Compass Group
Encore Management Services, Inc.
Morrison Health Care
Foodbuy.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Glenn A. Davenport, CEO
Glenn A. Davenport, Pres.
K. Wyatt Engwall, CFO
Gary L. Gaddy, Sr. VP-Sales and Mktg.
Sherry Maxwell, VP-Human Resources
John E. Fountain, Sec.
John E. Fountain, General Counsel
Jerry D. Underhill, Sr. VP-Operations
Karen Smith, Sr. VP-Support Services
Richard C. Roberson, Div. VP, Morrison Healthcare Food Services
Jerry D. Underhill, Pres., Morrison Healthcare Food Services
Eugene D. Dollof, Pres., Morrison Senior Dining

Phone: 770-437-3300 **Fax:** 770-437-3343**Toll-Free:** 800-568-3476**Address:** 1955 Lake Park Dr., Ste. 400, Smyrna, GA 30080-8855
US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$441,100	2000 Profits: \$14,300
1999 Sales: \$325,000	1999 Profits: \$13,500
1998 Sales: \$250,400	1998 Profits: \$11,600
1997 Sales: \$221,000	1997 Profits: \$10,300

Stock Ticker: Subsidiary

Employees: 10,000
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$393,000	Bonus: \$225,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$199,238	Bonus: \$80,000

COMPETITIVE ADVANTAGE:

In early 2000, Morrison won the largest healthcare foodservice contract ever awarded from Tenet Healthcare.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

MOTHERS WORK INC**www.motherswork.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 12 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Business Apparel-Women's, Retail
 Maternity Apparel, Retail
 Outlet Stores
 Leased Maternity Departments

BRANDS/DIVISIONS/AFFILIATES:

Maternity Works
 Mimi Maternity
 A Pea in the Pod
 Motherhood Maternity

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dan W. Matthias, CEO
 Rebecca C. Matthias, Pres.
 Rebecca C. Matthias, COO
 Michael F. Devine III, VP-Finance/CFO
 Lynne M. Wieder, Sr. VP-Sales
 Mike Latko, Dir.-Human Resources
 Vana Longwell, VP-Merch.
 Donald W. Ochs, Sr. VP-Oper.
 Frank C. Mullay, Sr. VP-Stores
 Sheryl L. Roth Rogers, VP-Mktg.

Phone: 215-873-2200 **Fax:** 215-440-9845**Toll-Free:****Address:** 456 North 5th Street, Philadelphia, PA 19123 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$295,700 (9 months)	2001 Profits: \$3,300 (9 months)
2000 Sales: \$366,283	2000 Profits: \$5,048
1999 Sales: \$299,735	1999 Profits: \$3,387
1998 Sales: \$298,991	1998 Profits: \$-16,717
1997 Sales: \$246,934	1997 Profits: \$-7,639

Stock Ticker: MWRK

Employees: 3,628

Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$377,493	Bonus:	\$210,050
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$376,265	Bonus:	\$210,000

COMPETITIVE ADVANTAGE:

Largest specialty retailer of maternity clothing in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

NABORS INDUSTRIES INC**www.nabors.com**

Industry Group Code: 213111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 7 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
 Land-Based Drilling Contractor
 Oilfield Management
 Top Drive Drilling Systems
 Ancillary Wellsite Services
 Site Construction
 Wellsite Information Services
 Marine Transportation Services

BRANDS/DIVISIONS/AFFILIATES:

Sea Mar
 Canrig
 Nabors Drilling USA, Inc.
 Nabors Drilling Limited
 Peak USA Energy Services, Ltd
 Pool Well Services
 Nabors OffshoreCorp.
 Epoch Well Services, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Eugene M. Isenberg, CEO
 Anthony G. Petrello, Pres.
 Anthony G. Petrello, COO
 Bruce P. Koch, VP-Finance
 Daniel Mclachlin, Corp. Sec.
 Daniel Mclachlin, VP-Admin.

Phone: 281-874-0035 **Fax:** 281-872-5205

Toll-Free:

Address: 515 West Greens Road, Ste. 1200, Houston, TX 77067
 US

GROWTH PLANS/SPECIAL FEATURES:

Nabors Industries, Inc. is one of the largest land-drilling contractors in the world with over 500 land drilling rigs worldwide. The company conducts oil, gas and geothermal land drilling operations in the continental U.S., Alaska and Canada. The firm is also engaged internationally, primarily in South and Central America and the Middle East. Nabors is also one of the largest land well-servicing and workover contractors in the U.S. The company owns and operates approximately 740 land workover and well-servicing rigs in the southwestern and western U.S. as well as over 40 rigs internationally. Moreover, Nabors provides offshore platform workover and drilling rigs, including 43 platform, 13 jackup and 3 barge rigs in the Gulf of Mexico and international markets. The firm also operates 34 marine transportation and support vessels in the Gulf of Mexico. The company provides a number of complementary services in select domestic and international markets, including oilfield management, engineering, transportation, construction, maintenance, well logging and other support services. Subsidiaries include Sea Mar, which is engaged in offshore marine transportation; and Canrig, a manufacturer and supplier of top drive drilling systems for oil and gas exploration. Epoch Well Services provides well site information services such as drilling instrumentations, data collection equipment and software applications. Peak USA Energy Services engages primarily in rig moving, site construction, custom heavy hauling, crane and rigging services and general freight services.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,098,600 (6 months)	2001 Profits: \$187,100 (6 months)
2000 Sales: \$1,409,300	2000 Profits: \$137,400
1999 Sales: \$659,900	1999 Profits: \$27,700
1998 Sales: \$1,001,300	1998 Profits: \$125,000
1997 Sales: \$305,200	1997 Profits: \$41,300

Stock Ticker: NBR
 Employees: 17,980
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$325,000	Bonus: \$1,350,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$275,000	Bonus: \$700,000

COMPETITIVE ADVANTAGE:

World's largest land-based drilling company.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NACCO INDUSTRIES INC**www.nacco.com**

Industry Group Code: 333000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Kitchen Appliance Stores, Retail
Electric Appliance Manufacturer
Forklift Trucks
Lignite Mining

BRANDS/DIVISIONS/AFFILIATES:

NAACO Industries, Inc.
NAACO Materials Handling Group, Inc.
North American Coal
Hamilton Beach/Proctor-Silex, Inc.
Kitchen Collection, Inc. (The)
Hyster
Yale
Shanghai Hyster Forklift Truck, Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alfred M. Rankin, Jr., CEO
Alfred M. Rankin, Jr., Pres.
Kenneth C. Schilling, VP/Controller
Charles A. Bittenbender, VP/Corp. Sec.
Charles A. Bittenbender, General Counsel
J.C. Butler, Jr., VP-Corp. Dev.
J. C. Butler, Jr., Treas.
Lauren E. Miller, VP-Consulting Services
Reginald R. Eklund, Pres./CEO-NMHG
Randolph J. Gawelek, Pres./CEO-KCI
Clifford R. Miercort, Pres./CEO-North American Coal

Phone: 440-449-9600 Fax: 440-449-9607

Toll-Free:

Address: 5875 Landerbrook Dr., Mayfield Heights, OH 44124 US

GROWTH PLANS/SPECIAL FEATURES:

NACCO Industries, Inc. is a holding company that owns four principal operating subsidiaries functioning in three principal industries: lignite mining, lift trucks and housewares. The North American Coal Corporation and its affiliated coal companies (NACoal) mine and market lignite for use primarily as fuel for power generation by electric utilities. NACoal also provides dragline mining services for a limestone quarry in Florida. NACoal accounts for 10% of NACCO's revenues. The subsidiary recently acquired interests in two lignite mines and in 640 million tons of lignite reserves for approximately \$128 million. NACCO Materials Handling Group (NMHG) primarily designs, engineers, manufactures and sells a full line of lift trucks and replacement parts marketed worldwide under the Hyster and Yale brand names. Sales, rentals and services are conducted through a network of wholly-owned retail dealerships. NMHG is divided into wholesale and retail operations and accounts for approximately 68% of NACCO's operating profits. NACCO Housewares Group consists of two subsidiaries: Hamilton Beach/Proctor-Silex, Inc., one of the nation's leading manufacturers and marketers of small electric motor and heat-driven appliances, as well as commercial products for restaurants, bars and hotels and The Kitchen Collection, Inc., a national specialty retailer of brand-name kitchenware, small electrical appliances and related accessories. Housewares account for about 22% of NACCO's revenues. About half of NACCO's employees work in the NMHG wholesale division.

NACCO provides employees with several retirement options, including a pension plan, a defined contribution plan and an annual incentive compensation plan. The objective of the annual incentive compensation plan is to provide an opportunity to earn additional compensation for those employees whose performances have a significant impact on the company's short-term and long-term profitability. These plans vary between the three principal segments of the firm.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,385,200 (6 months)	2001 Profits: \$19,200 (6 months)
2000 Sales: \$2,871,300	2000 Profits: \$67,700
1999 Sales: \$2,635,900	1999 Profits: \$53,100
1998 Sales: \$2,569,300	1998 Profits: \$102,300
1997 Sales: \$2,276,000	1997 Profits: \$61,800

Stock Ticker: NC
Employees: 17,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$843,100	Bonus: \$503,566
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$494,305	Bonus: \$296,373

COMPETITIVE ADVANTAGE:

Owns stores which sell the company's small electrical appliances such as its Hamilton Beach/Proctor-Silex products.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NASH FINCH COMPANY**www.nashfinch.com****Industry Group Code:** 422410 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Groceries-Wholesale Distribution
Grocery Stores, Retail
Military-Food Distribution Services

BRANDS/DIVISIONS/AFFILIATES:

Econofoods
Food Bonanza
Sun Mart
Family Thrift Center
Easter Foods
Food Folks
Joyce's, Inc.
Economart

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ron Marshall, CEO
Ron Marshall, Pres.
Robert B. Dimond, Sr. VP/CFO
Jim Dorcy, VP-Mktg. & Advertising
Rose Bailey, VP-Human Resources
LeAnne M. Stewart, VP/Controller
Christopher Brown, Exec. VP-Merch.
Norman R. Soland, Corp. Sec.
Norman R. Soland, General Counsel
Deborah Carlson, VP-Store Dev.
Jeff Poore, VP-Dist. & Logistics
Bruce A. Cross, Sr. VP-Bus. Transformation
Mike Petersen, Exec. VP/Pres.-Retail Oper.
Jerry Nelson, Exec. VP/Pres.-Food Dist.

Phone: 612-832-0534 **Fax:** 612-844-1237**Toll-Free:****Address:** 7600 France Ave. S., Edina, MN 55435 US**GROWTH PLANS/SPECIAL FEATURES:**

Nash Finch Company is one of the largest food distribution companies in the United States. The company's business consists of three primary operating segments: retail operation, food distribution and military distribution. The firm's retail operation owns and operates a growing retail base of 111 supermarkets principally under the Econofoods, Sun Mart and Family Thrift Center trade names. These corporate-owned stores are located primarily in the midwestern states of Minnesota, Wisconsin, Nebraska, South Dakota, North Dakota, Iowa, Illinois, Missouri and Colorado. Through its food distribution segment, Nash Finch distributes and sells a full line of food products, including dry groceries, fresh fruits and vegetables, frozen foods, fresh processed meat products and dairy products, as well as a variety of non-food items to approximately 2,000 independent retailers. The food distribution segment also offers independent retailers a broad range of services, including advertising programs, the installation of computerized ordering, receiving and scanning systems, computerized retail accounting, budgeting and payroll systems, personnel management assistance and employee training, consumer and market research and remodeling and store development services. The company provides wholesale grocery distribution services to military commissaries primarily in the mid-Atlantic region of the U.S. The segment provides storage, handling and transportation services to the military bases through contractual agreements with manufacturers. Since 1999, Nash Finch is undertaking a five-year strategic revitalization plan to increase efficiencies in the food distribution business and to build retail revenue. The company recently acquired 14 supermarkets from U Save Foods, operating in Nebraska, Kansas and Colorado.

Nash Finch offers an extensive list of employee benefits, flexible spending accounts, educational assistance, relocation programs and legal services.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,857,600 (6 months)	2001 Profits: \$8,600 (6 months)
2000 Sales: \$4,015,541	2000 Profits: \$15,471
1999 Sales: \$4,123,213	1999 Profits: \$19,803
1998 Sales: \$4,160,011	1998 Profits: \$-61,637
1997 Sales: \$4,341,095	1997 Profits: \$-1,228

Stock Ticker: NAFC
Employees: 13,537
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$582,533	Bonus: \$148,875
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$307,807	Bonus: \$75,000

COMPETITIVE ADVANTAGE:

Serves approximately 1,400 Affiliated brand and other independent retail supermarkets and institutional accounts with its wholesale business.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

NATIONAL HEALTHCARE CORP

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Long-Term and Home Health Care
Health Care-Home Health
Nutritional Support Services
Advisory Services
Medical Specialty Units
Assisted Living
Sub-Acute Care
Specialty Pharmacies

BRANDS/DIVISIONS/AFFILIATES:

National Health Investors, Inc.
National Health Realty, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

W. Andrew Adams, Pres.
Robert G. Adams, Sr. VP/COO
Kenneth D. DenBesten, VP-Finance
David L. Lassiter, Human Resources
Donald K. Daniel, Controller
Richard F. LaRoche, Jr., General Counsel
Steven A. Strawn, VP-Oper.
Charlotte Swafford, Treasurer
Joanne G. Batey, VP-Home Care
D. Gerald Coggin, VP-Government and Rehabilitative
Julia W. Powell, VP-Patient Services

Phone: 615-890-2020 Fax: 615-890-0123

Toll-Free:

Address: 100 Vine St., Ste. 1400, Murfreesboro, TN 37130 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$202,400 (6 months)	2001 Profits: \$5,600 (6 months)
2000 Sales: \$462,400	2000 Profits: \$10,200
1999 Sales: \$440,100	1999 Profits: \$8,400
1998 Sales: \$441,200	1998 Profits: \$-6,400
1997 Sales: \$463,500	1997 Profits: \$37,000

Stock Ticker: NHC
Employees: 11,700
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$141,111	Bonus: \$500,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$127,248	Bonus: \$426,851

COMPETITIVE ADVANTAGE:

Full spectrum of elder care services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y	Y	

NATIONWIDE FINANCIAL SERVICES INC www.nationwide.com

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 27 Profits: 18

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Life Insurance
Pension Plans
Mutual Funds
Investment Management

BRANDS/DIVISIONS/AFFILIATES:

Nationwide Insurance
Nationwide Financial
Scottsdale Insurance Companies
Farmland Insurance
Nationwide Realty Investors
GatesMcDonald
Best of America
Villanova Capital, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

W.G. Jurgensen, CEO
Joseph J. Gasper, Pres.-Nationwide Financial
Joseph J. Gasper, COO-Nationwide Financial
Robert A. Oakley, Exec. VP/CFO
Susan A. Wolken, Sr. VP-Product Mgmt. & Mktg.
David A. Diamond, Sr. VP/Controller
Patricia R. Hatler, Sr. VP/Sec.
Patricia R. Hatler, General Counsel
Donna A. James, Exec. VP/Chief Admin. Officer
Michael S. Helfer, Exec. VP-Corp. Strategy
John R. Cook, Jr., Sr. VP/Chief Comm. Officer
Gregory S. Lashutka, Sr. VP-Corp. Relations
Robert J. Woodward, Jr., Exec. VP/Chief Investment Officer
Richard A. Karas, Sr. VP-Sales & Financial Services
Mark R. Thresher, Sr. VP-Finance
Galen R. Barnes, Pres./COO-Nationwide Insurance

Phone: 614-249-7111 Fax: 614-249-9071

Toll-Free: 800-882-2822

Address: 1 Nationwide Plaza, Columbus, OH 43215-2220 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,608,900 (6 months)	2001 Profits: \$221,600 (6 months)
2000 Sales: \$3,170,300	2000 Profits: \$434,900
1999 Sales: \$2,803,300	1999 Profits: \$381,300
1998 Sales: \$2,511,700	1998 Profits: \$332,400
1997 Sales: \$2,238,400	1997 Profits: \$265,200

Stock Ticker: NFS
Employees: 4,800
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$634,499	Bonus:	\$1,132,145
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$475,471	Bonus:	\$1,259,550

COMPETITIVE ADVANTAGE:

Fifth largest property-casualty insurer in the U.S./Fourth in personal auto protection and sales of variable annuity contracts.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NBTY INC**www.nbty.com****Industry Group Code:** 325411 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Nutritional Supplements

GROWTH PLANS/SPECIAL FEATURES:

NBTY, Inc. is a leading manufacturer of high quality nutritional supplements in the United States, United Kingdom and worldwide. The firm markets more than 1,000 products, including vitamins, minerals, herbs, amino acids, sports nutrition products, diet aids and other nutritional supplements. NBTY markets these products under the brands Nature's Bounty, Vitamin World, Puritan's Pride and Holland & Barrett. The company distributes products through a number of channels, including web-based puritan.com, Vitamin World, retailers and network marketing through Dynamic Essentials, which was one of the company's earlier acquisitions. Consequently, these marketing channels have significantly increased sales and revenue. The company's growth is also accredited to additional acquisitions that have included Nutrition Warehouse, Puritan's Pride, SDV Vitamin catalog and Rexall Sundown, Inc. mail order division. Recently, NBTY completed the acquisition of Global Health Sciences, Inc. through an auction ordered by a bankruptcy court in California. The company believes its operations will be enhanced through two new subsidiaries, Omni-Pak and D and F Industries, which were also purchased through the acquisition.

BRANDS/DIVISIONS/AFFILIATES:

Nature's Bounty
Good 'N Natural
D&F Industries
Holland & Barrett
St. John's wort
Vitamin World
Omni-Pak
Global Health Sciences

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Scott Rudolph, CEO
Scott Rudolph, Pres.
Harvey Kamil, Exec. VP/CFO
James P. Flaherty, VP-Mktg. & Sales
Pamela Antros, Dir. Human Resources
William Shanahan, VP-Data Processing
Michael Slade, Sr. VP-Strategic Planning

Phone: 631-567-9500 **Fax:** 631-567-7148**Toll-Free:****Address:** 90 Orville Dr., Bohemia, NY 11716 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$428,700 (6 months)	2001 Profits: \$31,300 (6 months)
2000 Sales: \$720,900	2000 Profits: \$51,500
1999 Sales: \$630,900	1999 Profits: \$27,300
1998 Sales: \$572,100	1998 Profits: \$38,800
1997 Sales: \$355,300	1997 Profits: \$29,100

Stock Ticker: NBTY
Employees: 7,300
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$621,792	Bonus: \$425,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$310,896	Bonus: \$200,000

COMPETITIVE ADVANTAGE:

After completing a \$50 million infrastructure investment program, NBTY now has the ability to manufacture approximately 95% of the tablets and two-piece capsules it sells.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NCR CORPORATION**www.ncr.com**

Industry Group Code: 334111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Computer Hardware-Automated Teller Machines
 Barcode Scanning Equipment
 ATMs
 Transaction Processing Equipment
 Cash Registers
 Point-of-Sales Systems

BRANDS/DIVISIONS/AFFILIATES:

Systemedia
 Teradata

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lars Nyberg, CEO
 Mark V. Hurd, Pres.
 Mark V. Hurd, COO-Teradata Div.
 Earl Shanks, CFO
 Wilbert J. M. Buitter, Sr. VP-Human Resources
 Jonathan S. Hoak, Sr. VP/General Counsel
 Howard L. Lance, Pres.
 Howard L. Lance, COO-Retail and Financial Group
 Robert A. Davis, Chief Quality Officer
 Gerald A. Gagliardi, Sr. VP-Worldwide Customer Services

Phone: 937-445-5000 **Fax:** 937-445-5541

Toll-Free:

Address: 1700 S. Patterson Blvd., Dayton, OH 45479 US

GROWTH PLANS/SPECIAL FEATURES:

NCR Corporation is a global solutions company with leading positions in the production of automatic teller machines (ATMs), point-of-sale terminals and scanners, high-end scalable data warehousing and web-based kiosks. NCR's solutions are designed to help businesses process consumer transactions. The company also offers businesses the opportunity to centralize detailed information in a data warehouse, analyze the complex relationships among all of the different data elements and respond with programs designed to improve consumer acquisition, retention and profitability. NCR offers specific solutions for the retail and financial industries and also provides solutions for industries such as telecommunications, transportation, insurance, utilities, electronic commerce, consumer goods manufacturers and government entities. The company operates in six primary business segments: data warehousing, financial self-services, retail store automation, payment and imaging, Systemedia and other. Financial self-services include an extensive product line of ATMs and related software and services. NCR's retail store automation segment delivers effective, state-of-the-art retail solutions such as point-of-scale workstations, scanners, web-enabled kiosks for self-checkout and electronic shelf labels. Payment and imaging solutions utilize advanced recognition and workflow technologies to automate item-based transaction processing. The firm's Systemedia division develops, produces and markets a complete line of business consumables to complement NCR solutions, including paper rolls, paper products and imaging supplies for printers.

NCR supports individual and cultural differences in the workplace through Resources Groups, Diversity Councils, Work/Life programs and other career management systems.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,875,000 (6 months)	2001 Profits: \$152,000 (6 months)
2000 Sales: \$5,959,000	2000 Profits: \$178,000
1999 Sales: \$6,196,000	1999 Profits: \$337,000
1998 Sales: \$6,505,000	1998 Profits: \$122,000
1997 Sales: \$6,589,000	1997 Profits: \$7,000

Stock Ticker: NCR
 Employees: 32,960
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,033,846	Bonus: \$418,243
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$432,077	Bonus: \$98,438

COMPETITIVE ADVANTAGE:

Long-term expertise in cash registers, point-of-sale equipment and ATMs.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NETWORK ASSOCIATES INC**www.nai.com****Industry Group Code:** 511200 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 10 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Computer Software-Security
 Network Security Software
 Network Management Software
 Virus Protection Software

BRANDS/DIVISIONS/AFFILIATES:

McAfee Anti-Virus Defense
 CacheFlow, Inc.
 Student Survival Kit
 VPN ASaP
 Sniffer
 Digital Lightwave
 HealthManager.com
 myCIO.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

George Samenuk, CEO
 George Samenuk, Pres.
 Stephen Richards, CFO
 Zachary A. Nelson, Exec. VP-Worldwide Mktg.
 Sylvia Garcia, VP-Human Resources
 Gerri Martin-Flickinger, VP/CIO
 Zach Nelson, Chief Strategy Officer
 Joanne Evans, Exec.VP-Worldwide Field Oper.
 Srivats Sampath, Pres./CEO-McAfee.com
 Ang Miah Boon, VP-Asia/Pacific

Phone: 408-988-3832 **Fax:** 408-970-9727**Toll-Free:****Address:** 3965 Freedom Circle, Santa Clara, CA 95054 US**GROWTH PLANS/SPECIAL FEATURES:**

Network Associates Inc. is a leading supplier of security and availability solutions for e-business. The company's products are developed for network security and management. Top grossing products include the McAfee Anti-Virus product line and the Sniffer network fault and performance e-management product line. The company recently announced a new McAfee wireless family of products developed to protect mobile devices from viruses. The McAfee business section is in a partnership with CacheFlow, Inc. for the development of new management solutions for security and Internet scanning for virus and code attacks protection. The company's Sniffer Technologies entered into an agreement with Exodus Communications for Exodus to use Sniffer management solutions and the Sniffer E-appliance for the management of its network. Sniffer management solutions are used by a majority of Fortune e-50 companies. Network Associates recently reached a collaborative agreement between Sniffer and Digital Lightwave regarding the development of solutions to manage high-speed optical network infrastructures. In 2000, the company introduced the Student Survival Kit, software developed to protect student's personal computers from viruses, and help them run at optimal levels. Network Associate's business segment, myCIO.com, recently introduced the VPN ASaP, a security service for Internet businesses, which provides continuous Internet protection. After suffering the departure of three top executives and a major unexpected loss in the fourth quarter of 2000, the firm appointed a new CEO, George Samenuk, in early 2001. Samenuk plans to focus on customers and on building market share while attempting to restore investor confidence.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$575,200 (9 months)	2001 Profits: \$-95,800 (9 months)
2000 Sales: \$745,700	2000 Profits: \$-102,700
1999 Sales: \$683,668	1999 Profits: \$-159,901
1998 Sales: \$990,045	1998 Profits: \$36,438
1997 Sales: \$735,692	1997 Profits: \$10,639

Stock Ticker: NETA
 Employees: 3,461
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$420,000	Bonus:	\$566,226
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$300,013	Bonus:	\$190,250

COMPETITIVE ADVANTAGE:

Excellent technology/Extensive investment in R&D.

OTHER THOUGHTS:**Apparent Women Officers or Directors:** 2**Hot Spot for Advancement for Women/Minorities:** Y**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

NEW YORK LIFE INSURANCE CO**www.newyorklife.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 7 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Annuities
 Mutual Funds
 Asset Management Services

BRANDS/DIVISIONS/AFFILIATES:

New York Life Investment Management L.L.C.
 New York Life International, Inc.
 NYLIFE Distributors Inc.
 Max India, Ltd.
 Seguros Monterrey
 AARP
 New York Life Foundation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Seymour Sternberg, CEO
 Seymour Sternberg, Pres.
 Howard I. Atkins, Exec. VP/CFO
 Judith E. Campbell, Sr. VP/CIO
 Richard D. Levy, Sr. VP/Controller
 George J. Trapp, Exec. VP/Sec.
 Sheila K. Davidson, Sr. VP/General Counsel
 Jay S. Calhoun, Sr. VP/Treas.
 Richard M. Kernan, Jr., Exec. VP/Chief Investment Officer
 Stephen N. Steinig, Sr. VP/Chief Actuary
 Thomas J. Warg, Sr. VP/General Auditor
 Gary G. Benanav, CEO-New York Life Int'l, Inc.

Phone: 212-576-7000 **Fax:** 212-576-8145

Toll-Free:

Address: 51 Madison Ave., New York, NY 10010 US

GROWTH PLANS/SPECIAL FEATURES:

New York Life Insurance Company, one of the top five providers of life insurance policies in the United States, offers annuities, mutual funds and third-party asset management services to its customers. The company's operations span throughout the United States and the world, including Argentina, Bermuda, China, Hong Kong, Indonesia, Mexico, South Korea, Taiwan and the United Kingdom. New York Life markets fixed and variable life insurance and annuity products that provide protection in the form of death benefits, savings and retirement income. The primary distribution channel for its products is the firm's agency force, which has grown by 23% over the past five years. New York Life is also working on expanding its product base, including a new 20-year term life insurance policy and a level-commission, no-surrender-charge annuity product for the financial planning market. The firm recently launched The Virtual Service Center on its web site, enabling policyholders to initiate a variety of customer service functions such as obtaining information on policies and premiums and changing addresses. Through its New York Life Investment Management L.L.C. subsidiary, the company provides a broad range of asset management products and services for individuals, corporations, retirement plans, foundations and municipalities. The asset management subsidiary consists of over 1,200 professionals and \$116 billion in assets under management. New York Life is currently expanding its international presence, especially in Asia and South America.

For its agency force, the company implements a comprehensive training program called NYLIC University, which is designed to keep agents at the leading edge of field technology. Most of the training curriculum is now available online, allowing agents everywhere to access a variety of training opportunities via their desktop or laptop computers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$21,996,000	2000 Profits: \$1,205,000
1999 Sales: \$20,213,000	1999 Profits: \$555,000
1998 Sales: \$18,350,000	1998 Profits: \$753,000
1997 Sales: \$17,310,000	1997 Profits: \$650,000

Stock Ticker: Mutual Company

Employees: 11,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Leading life insurer in the United States/Global operations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NIAGARA MOHAWK HOLDINGS INC**www.nimo.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 30 Profits: 41

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Purchase, Distribution, Sale and Transportation of Gas
 Energy-Related Investments
 Research and Development
 Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

Niagara Mohawk Power Corp.
 National Grid Group
 Telergy, Inc.
 Canadian Niagara Power Company, Ltd.
 EVonyx, Inc.
 Opniac
 New National Grid

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William E. Davis, CEO
 Albert J. Budney, Jr., COO
 William F. Edwards, Sr. VP/CFO
 David J. Arrington, Sr. VP-Human Resources
 Steven W. Tasker, VP/Controller
 Kapua A. Rice, Corp. Sec.
 Gary J. Lavine, Sr. VP/Chief Legal Officer
 David J. Arrington, Chief Admin. Officer
 Theresa A. Flaim, VP-Strategic Planning
 Darlene D. Kerr, Pres./COO-Niagara Mohawk Power
 John H. Mueller, Sr.VP/Chief Nuclear Officer
 Edward J. Dienst, Sr. VP-Asset Mgmt. & Energy Delivery
 Thomas H. Baron, Sr. VP-Field Oper.

Phone: 315-474-1511 **Fax:** 315-460-1429**Toll-Free:** 800-448-5450**Address:** 300 Erie Blvd. West, Syracuse, NY 13202 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,457,000 (6 months)	2001 Profits: \$-39,100 (6 months)
2000 Sales: \$4,539,300	2000 Profits: \$-46,500
1999 Sales: \$4,084,200	1999 Profits: \$-35,100
1998 Sales: \$3,992,400	1998 Profits: \$-157,400
1997 Sales: \$4,078,500	1997 Profits: \$145,900

Stock Ticker: NMK
Employees: 7,600
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$754,654	Bonus:	\$592,078
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$493,995	Bonus:	\$416,709

COMPETITIVE ADVANTAGE:

Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	Y

GROWTH PLANS/SPECIAL FEATURES:

Niagara Mohawk Holdings, Inc. through its wholly owned subsidiary, Niagara Mohawk Power Corp., provides electricity to more than 1.5 million customers across 24,000 square miles in upstate New York. The company also delivers natural gas to more than 540,000 customers over 4,500 square miles in eastern, central and northern New York. Opniac, another subsidiary of the firm, is principally engaged in unregulated energy activities. The subsidiary primarily invests in energy related services and businesses including Canadian Niagara Power Company, Ltd., an electric utility; a developmental stage telecommunications company called Telergy, Inc.; and EVonyx, Inc., a research and development company that has developed and intends to market a new fuel cell and battery technology. In September 2000, National Grid Group and Niagara Mohawk announced that they signed a merger agreement under which National Grid will acquire the company through the formation of a new holding company called New National Grid. The merger will create one of the largest electric utilities in the U.S. with a customer base of 3.2 million and a service territory covering 29,450 square miles. The acquisition of Niagara Mohawk will double the size of National Grid USA, and make National Grid the largest transmission business and the second largest distribution business in the New England market. Upon completion of the transaction, Niagara Mohawk is expected to retain its name with an addition of the tagline, a National Grid Company.

NIKE INC**www.nike.com****Industry Group Code:** 315000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Athletic Shoes/Apparel Manufacturing
Athletic Equipment
Dress and Casual Footwear and Accessories
Retail Stores
Skates
Electronic Sports Accessories
Watches
Headwear

BRANDS/DIVISIONS/AFFILIATES:

Cole Haan Holdings, Inc.
Bauer Nike Hockey, Inc.
Nike Europe
Nike Asian Pacific
Nike Latin America
Nike IHM, Inc.
Nike Team Sports, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip H. Knight, CEO
Philip H. Knight, Pres.
Donald Blair, VP/CFO
Ellen Turner, Chief Mktg. Officer
Oscar Cardona, Human Resources Contact
Lindsay D. Stewart, VP-Law
David B. Taylor, VP-Corp. Oper.
Lindsay D. Stewart, VP-Corp. Affairs
Kirk Stewart, VP-Corp. Comm.
Marcia Stilwell, Treas.
Gary M. DeStefano, Pres.-U.S. Oper.
Charles D. Denson, Pres.-Nike Brand

Phone: 503-671-6453 **Fax:** 503-671-6300**Toll-Free:****Address:** 1 Bowerman Dr., Beaverton, OR 97005-6453 US**GROWTH PLANS/SPECIAL FEATURES:**

Nike is the largest seller of athletic footwear and athletic apparel in the world. The company sells its products to approximately 20,000 retail accounts in the United States and through a mix of independent distributors, licensees and subsidiaries in approximately 110 countries around the world. The company's line of performance products under the Nike brand name includes sports balls, timepieces, eyewear, skates and other equipment designed for sports activities. Nike also sells a line of dress and casual footwear and accessories for men, women and children under the brand name Cole Haan and owns the world's largest hockey equipment manufacturer, Bauer, Inc. Bauer manufactures and distributes ice skates, skate blades, in-line roller skates, protective gear, hockey sticks, hockey jerseys and accessories. In addition, Nike markets a line of headwear with licensed team logos through its Nike Team Sports subsidiary. Technical innovation in the design of footwear, apparel and athletic equipment receives continued emphasis as the organization strives to produce products that reduce or eliminate injury, aid athletic performance and maximize comfort. Recently, Nike announced the launching of its first women only stores in the Los Angeles area known as Nikegoddess. The mall-based stores market fashion apparel, shoes and accessories to all females and provide an interactive interface that allows women to give feedback. In addition, the firm initiated a pilot program of curbside shoe recycling.

Nike offers an employee benefits package including sabbaticals after ten years of service, child scholarship funds, tuition reimbursement, product discounts at an employee store, gift matching and credit unions. Nike even encourages employees to exercise during the workday by participating in organized sports. The firm promotes diversity in hiring, offers family support and is involved in environmental and community affairs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$9,488,800 (12 months)	2001 Profits: \$589,700 (12 months)
2000 Sales: \$8,995,100	2000 Profits: \$579,100
1999 Sales: \$8,776,900	1999 Profits: \$451,400
1998 Sales: \$9,553,100	1998 Profits: \$399,600
1997 Sales: \$9,189,539	1997 Profits: \$795,822

Stock Ticker: NKE
Employees: 22,700
Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$1,205,300 Bonus: \$1,330,651
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$1,041,667 Bonus: \$942,712

COMPETITIVE ADVANTAGE:

Aggressive marketing and branding/Excellent design technology.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 9
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

NISOURCE INC**www.nisource.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 24 Profits: 33

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Energy Marketing
 Oil & Gas, Exploration and Production
 Gas Transmission and Storage
 Fiber-Optics Telecommunications Network
 Technologies Investments
 Power Projects Development

BRANDS/DIVISIONS/AFFILIATES:

Columbia Gas Group
 Northern Indiana Public Service Company
 Kokomo Gas and Fuel Company
 Crossroads Pipeline Company
 IWC Resources
 NIFL
 Bay State Gas
 Energy USA

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gary L. Neale, CEO
 Gary L. Neale, Pres.
 Michael W. O'Donnell, Exec. VP/CFO
 S. LaNette Zimmerman, Exec. VP-Human Resources
 Thomas J. Aruffo, VP/CIO
 Jeffrey W. Grossman, VP/Controller
 Gary W. Pottorff, Corp. Sec.
 Peter V. Fazio Jr., Exec. VP/General Counsel
 Catherine G. Abbott, Group Pres.-Pipeline Oper.
 Maria P. Hibbs, VP-Corp. Comm.
 Dennis E. Senchak, VP-Investor Rel.
 Dennis W. McFarland, VP/Treas.
 David A. Kelly, VP-Tax
 Jeffrey W. Yundt, Group Pres.-Energy Distribution
 Patrick J. Mulchay, Group Pres.-Merchant Energy
 Patrick J. Mulchay, Pres./COO-NIPS

Phone: 219-853-5200 **Fax:** 219-647-5589

Toll-Free:

Address: 801 East 86th Ave., Merrillville, IN 46410 US

GROWTH PLANS/SPECIAL FEATURES:

NiSource, Inc. is an energy holding company that provides natural gas, electricity and other products and services to approximately 3.6 million customers. The company's core areas of operations are located in the Gulf Coast, Midwest and New England regions of the U.S. The firm's principal subsidiaries include Columbia Gas Group, a natural gas distribution, transmission, storage, exploration and production holding company whose subsidiaries provide service to customers across the Midwest, the Mid-Atlantic and the Northeast. NiSource acquired Columbia in November 2000 for approximately \$6 billion. The company also owns Northern Indiana Public Service Company, an electric and gas distribution company, and Bay State Gas Company, a natural gas distribution company serving more than 320,000 customers in New England. NiSource's primary business segments include gas distribution, electric operations, gas transmission and storage, exploration and production, energy marketing and other products and services. The firm's gas distribution operations provide service to more than 3.2 million customers in 9 states and operate over 54,000 miles of pipeline. Electric operations consist of Northern Indiana, which generates and distributes for more than 430,000 customers in 21 counties in the northern part of Indiana. NiSource's gas transmission and storage operations involve nearly 16,000 miles of interstate pipelines as well as on of the largest underground natural gas storage systems in the U.S. The company's Columbia Energy Resources, Inc. operates the exploration and production segment. Proved reserves for the subsidiary include over 1.1 trillion cubic feet equivalent (tcfe) of oil and gas. Energy marketing operations are conducted by EnergyUSA, Inc. and involve activities such as gas marketing and asset management services. Other products and services of NiSource include power project development, generation technologies investments and a fiber-optics telecommunications network.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,672,900 (6 months)	2001 Profits: \$180,800 (6 months)
2000 Sales: \$6,030,700	2000 Profits: \$156,900
1999 Sales: \$3,145,000	1999 Profits: \$160,000
1998 Sales: \$2,933,000	1998 Profits: \$193,900
1997 Sales: \$1,821,626	1997 Profits: \$190,849

Stock Ticker: NI
 Employees: 14,418
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$800,000	Bonus:	\$1,060,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$425,000	Bonus:	\$526,250

COMPETITIVE ADVANTAGE:

Diversified businesses/Owns desirable utilities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

NORDSTROM INC**www.nordstrom.com****Industry Group Code:** 452110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Upscale Department Stores, Retail
 Outlet Stores
 Men's Specialty Store
 Catalog Sales
 Leased Shoe Departments
 Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

Nordstrom Product Groups
 Nordstrom Rack
 Faconnable
 Nordstrom.com
 Last Chance Clearance Stores
 NordstromShoes.com
 Nordstrom National Credit Bank

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Blake W. Nordstrom, Pres.
 Michael Stein, CFO
 Linda Toschi Finn, Exec. VP-Mktg.
 Jammie Baugh, VP-Human Resources
 Paul Onnen, Chief Tech. Officer, Nordstrom.com
 F. Richard Lennon, CIO
 Geevy Thomas, Exec. VP/General Merch. Mgr.
 David L. Mackie, VP-Legal
 Joel T. Stinson, Exec. VP/Chief Admin. Officer
 J. Dan Nordstrom, Pres./CEO-nordstrom.com
 Robert E. Campbell, Treas.
 Charles T. Mitchell, VP-Info. Services
 Erik B. Nordstrom, Exec. VP-Stores
 Gail A. Cottle, Exec. VP/Pres.-Nordstrom Prod. Group
 Delena M. Sunday, Exec. VP-Diversity Affairs

Phone: 206-628-2111 **Fax:** 206-628-1795**Toll-Free:****Address:** 1617 Sixth Ave., Seattle, WA 98101- 1742 US**GROWTH PLANS/SPECIAL FEATURES:**

Nordstrom, Inc. operates 77 large specialty stores in 23 states, selling a wide selection of apparel, shoes and accessories for women, men and children. Although the firm has largely been controlled by the founding family, it recently reshuffled top management to include many outsiders. The firm also operates 37 stores under the name Nordstrom Rack and one clearance store. The Rack stores purchase merchandise directly from manufacturers, as well as serving as outlets for clearance merchandise from the company's large specialty stores. Nordstrom also operates three specialty boutiques in New York and California under the name Faconnable and two free-standing shoe stores located in Hawaii. In 1999, the firm established a new subsidiary, nordstrom.com, to promote the rapid expansion of both its Internet commerce and catalog businesses. The first major endeavor by the subsidiary was the launching of the Internet site nordstromshoes.com, which offers online access to millions of pairs of shoes. Nordstrom.com is considered to be one of the most promising and best managed retail sites on the web. In 2000, Nordstrom averaged \$357 in sales per square foot of store space. The firm is investing in a \$200 million computer systems upgrade in 2001, along with an Internet-based system that will enable store personnel to track inventory from the warehouse to the stores. In March 2001, the Company opened a large specialty store in Hurst, Texas and a new Nordstrom Rack store in Los Angeles, California. A new Nordstrom Rack store is scheduled to open in Broomfield, Colorado in April 2001. In addition, the company plans to open three full-line stores in Ohio, Florida and Arizona, as well as seven Nordstrom Rack stores during fiscal 2001.

Nordstrom provides employees with generous commissions, medical and dental coverage, as well as adoption assistance, group legal service and a credit union.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$5,528,537 (12 months)	2001 Profits: \$101,918 (12 months)
2000 Sales: \$5,149,266	2000 Profits: \$202,557
1999 Sales: \$5,049,182	1999 Profits: \$206,723
1998 Sales: \$4,864,604	1998 Profits: \$186,213
1997 Sales: \$4,453,100	1997 Profits: \$147,500

Stock Ticker: JWN
 Employees: 49,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$433,333	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$343,333	Bonus: \$39,000

COMPETITIVE ADVANTAGE:

Focus on top-quality customer service/Highly-motivated, high-commission sales force/Operates one of the best online retailing sites.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 6
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

NORTHEAST UTILITIES**www.nu.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 25 Profits: 40

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Nuclear Generation
Hydroelectric Power
Energy Related Services
Energy Marketing
Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

The Connecticut Light and Power Company
Public Service Company of New Hampshire
Western Massachusetts Electric Company
Holyoke Water Power Company
HEC, Inc.
Northeast Utilities Service Company
Select Energy
Yankee Gas Services Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael G. Morris, CEO
Michael G. Morris, Pres.
John H. Forsgren, Exec. VP/CFO
Jean M. LaVecchia, VP-Human Resources
John J. Roman, VP/Controller
Gregory B. Butler, VP/Sec.
Gregory B. Butler, General Counsel
Jeffrey R. Kotkin, VP-Investor Rel.
David McHale, VP/Treas.
Cheryl W. Grise, Pres.-Utility Group
Bruce D. Kenyon, Pres.-Generation Group

Phone: 413-785-5871 **Fax:** 413-665-3652**Toll-Free:** 800-286-5000**Address:** 174 Brush Hill Ave., West Springfield, MA 01090-2010 US**GROWTH PLANS/SPECIAL FEATURES:**

Northeast Utilities (NU) is the parent company of the Northeast Utilities system. The NU system provides electricity to 1.7 million customers in Connecticut, New Hampshire and western Massachusetts through three wholly owned subsidiaries, the Connecticut Light and Power Company, Public Service Company of New Hampshire and Western Massachusetts Electric Company, and to a limited number of customers through another wholly-owned subsidiary, Holyoke Water Power Company. The company also provides natural gas service in most of Connecticut through its Yankee Gas Services Company. This subsidiary serves approximately 187,000 residential, commercial and industrial customers in 69 cities and towns in Connecticut. Combined, the NU system owns 2 nuclear power plants, 4 oil and coal-fired plants and 27 conventional hydroelectric stations. The NU system is also engaged in competitive energy businesses as well as in the telecommunications business through a number of subsidiaries. HEC, an unregulated subsidiary of the NU system, offers a wide range of energy efficiency services including energy and water audits, feasibility, design, construction management, commissioning, training, remote monitoring and savings verification and evaluations. Select Energy is an integrated energy business that buys, sells and markets electricity, gas, oil and energy-related products and services in the northeastern U.S. In addition, several subsidiaries of the company provide support services for the NU system companies and, in some cases, for other New England utilities.

NU offers its workforce medical, dental, long-term disability options and dependent care expense reimbursement accounts. Other benefits include floating vacation days, flex-time and job-sharing, fitness centers, full service cafeterias, dry cleaning and film developing services.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,383,800 (6 months)	2001 Profits: \$161,600 (6 months)
2000 Sales: \$5,876,600	2000 Profits: \$-14,400
1999 Sales: \$4,471,300	1999 Profits: \$57,000
1998 Sales: \$3,767,700	1998 Profits: \$-120,300
1997 Sales: \$3,834,800	1997 Profits: \$-99,700

Stock Ticker: NU
Employees: 9,260
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$830,770	Bonus:	\$1,200,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$504,616	Bonus:	\$475,000

COMPETITIVE ADVANTAGE:

New England's largest utilities system/Serves 1.7 million electric customers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

NORTHERN TRUST CORP

www.ntrs.com

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 17 Profits: 16

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt.:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 International Banking
 Leasing
 Pension Plan Services
 Trust Services
 Mutual Funds
 Financial Services
 Asset Management

BRANDS/DIVISIONS/AFFILIATES:

Northern Trust Bank
 NT Mortgage Holdings LLC
 NorLease, Inc.
 NT Global Advisors, Inc.
 NT Fund Advisors of Quebec, Inc.
 Northern Trust Securities, Inc.
 Helaba Trust
 Helaba Northern Trust GmbH

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

William A. Osborn, CEO
 Barry G. Hastings, Pres.
 Barry G. Hastings, COO
 Perry P. Pero, CFO
 Timothy Moen, VP/Human Resources Head
 James J. Mitchell, Pres.-Worldwide Oper. and Tech.
 Harry W. Short, Exec. VP/Controller
 Orie L. Dudley Jr., Exec. VP/Chief Investment Officer
 Rose A. Ellis, Corp. Sec.
 Kelly Welsh, Exec. VP/General Counsel
 James J. Mitchell, Pres.-Worldwide Oper.
 William R. Dodds, Jr., Sr. VP-Strategic Planning
 Beverly J. Fleming, Investor Rel.
 David L. Eddy, Sr. VP/Treas.
 Patricia Bartler, Sr. VP/Chief Compliance Officer
 Laurie McMahon, Sr. VP/Asst. Corp. Treas.
 Mark Stevens, Pres.-Personal Financial Services
 Peter L. Rossiter, Pres.-Corp. & Institutional Services

Phone: 312-630-6000 Fax: 312-630-1512

Toll-Free:

Address: 50 South La Salle St., Chicago, IL 60675 US

FINANCIALS: Sales and profits are in thousands of dollars —add 000 to get the full amount . Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,746,900 (6 months) 2001 Profits: \$258,500 (6 months)
 2000 Sales: \$3,548,100 2000 Profits: \$485,100
 1999 Sales: \$2,803,800 1999 Profits: \$405,000
 1998 Sales: \$2,574,700 1998 Profits: \$353,900
 1997 Sales: \$2,267,300 1997 Profits: \$309,400

Stock Ticker: NTRS
 Employees: 9,466
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$887,500 Bonus: \$1,800,000
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$665,000 Bonus: \$1,100,000

COMPETITIVE ADVANTAGE: One of the largest bank holding companies in the U.S./Major market share in Illinois/Focus on upscale clients.**OTHER THOUGHTS:**

Apparent Women Officers or Directors : 5
 Hot Spot for Advancement for Women/Minorities : Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

NORTHROP GRUMMAN CORP

www.northgrum.com

Industry Group Code: 336410 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group : Sales: 5 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:		Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt.:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo:	Y	Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Aerospace Related, Manufacturing
 Ship Building
 Aircraft Manufacturing
 Electronic Systems and Components Manufacturing
 Software Manufacturing
 Hardware Manufacturing

BRANDS/DIVISIONS/AFFILIATES:

Integrated Systems Sector
 Electronic Sensors and Systems Sector
 Logicon
 Litton Industries, Inc.
 Lockheed Martin
 BAE SYSTEMS
 Joint Strike Fighter (JSF)
 Newport News Shipbuilding, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Kent Kresa, CEO
 Ronald Sugar, Pres.
 Ronald Sugar, COO
 Richard B. Waugh, Jr., CFO/VP
 J. Michael Hateley, Corp. VP/Chief Human Resources Off.
 Sandra Wright, Corp. VP/Controller
 John H. Mullan, Corp. VP/Sec.
 W. Burks Terry, Corp. VP/General Counsel
 J. Michael Hateley, Corp. VP/Chief Admin. Off.
 Rosanne O'Brien, Corp. VP-Comm.
 Albert F. Myers, Corp. VP/Treas.
 Herbert W. Anderson, Corp. VP/Pres./CEO-Northrop Grumman Info. Tech.
 Frank G. Brandenburg, Corp. VP/Pres.-Northrop Grumman Component Tech.
 Ralph D. Crosby, Jr., Corp. VP/Pres.-Northrop Grumman Integrated Sys.
 Philip A. Dur, Corp. VP/Pres.-Northrop Grumman Ship Sys.

Phone: 310-553-6262 Fax: 310-553-2076

Toll-Free:

Address: 1840 Century Park East, Los Angeles, CA 90067 US

GROWTH PLANS/SPECIAL FEATURES:

Northrop Grumman is a global aerospace and defense technology company organized to operate in three sectors of the broadly defined defense industry: Integrated Systems Sector (ISS), Electronic Sensors and Systems Sector (ES3) and Information Technology (Logicon). ISS includes the design, development and manufacturing of aircraft and aircraft subassemblies. ES3 includes the design, development, manufacturing and integration of electronic systems and components for military and commercial use. Logicon includes the design, development, operation and support of computer systems for defense, scientific and management information. In December 2000, the Northrop Grumman acquired Litton Industries, Inc., which greatly increased the company's capabilities as an IT supplier to the U.S. government. The Litton acquisition also positions Northrop Grumman as a premier builder of non-nuclear surface ships for the U.S. Navy. The company has five operating sectors: Integrated Systems, Electronic Systems, Information Technology, Ship Systems and Component Technologies. In recent news, the company became part of the largest defense procurement in U.S. history due to its membership in the Lockheed Martin Joint Strike Fighter (JSF) team. The team includes Northrop Grumman, Lockheed Martin and BAE SYSTEMS, and jointly produces the JSF supersonic stealth aircraft designed for the U.S. Air Force, Navy and Marine Corps, as well as the British Royal Air Force and Navy. Northrop Grumman also achieved a major coup recently when it received approval from the U.S. Department of Justice to proceed with the acquisition of Newport News Shipbuilding, Inc. The acquisition will greatly increase the company's ship building capabilities, including the production of nuclear surface and sub-surface vessels.

Northrop Grumman offers its employees a comprehensive benefits package including pensions, medical and dental insurance, and an online resource to help employees understand and administer benefit programs. Many positions require a security clearance.

FINANCIALS: Sales and profits are in thousands of dollars —add 000 to get the full amount . Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$9,254 (9 months)	2001 Profits: \$296,000 (9 months)
2000 Sales: \$7,618,000	2000 Profits: \$608,000
1999 Sales: \$8,995,000	1999 Profits: \$467,000
1998 Sales: \$8,902,000	1998 Profits: \$194,000
1997 Sales: \$9,153,000	1997 Profits: \$407,000

Stock Ticker: NOC
 Employees: 80,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,009,615	Bonus: \$2,800,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$474,231	Bonus: \$825,000

COMPETITIVE ADVANTAGE: Acquisition of Newport News/Participation in Joint Strike Fighter team.**OTHER THOUGHTS:**

Apparent Women Officers or Directors : 2
 Hot Spot for Advancement for Women/Minorities :

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

NORTHWESTERN PUBLIC SERVICE COMPANY**www.northwestern.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 19 Profits: 37

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Energy Transmission & Distribution
Communications & Data Solutions
Propane
Public Utility

GROWTH PLANS/SPECIAL FEATURES:

Northwestern Public Service Company is a subsidiary of Northwestern Corporation, a nationwide diversified energy, telecommunications and related services provider. Northwestern provides services to more than 2 million customers. Operations that the company provides are energy transmission and distribution; communications and data solutions; propane; and heating, cooling, plumbing and related services. Subsidiaries of Northwestern are: Northwestern Services Group, a provider of electricity, natural gas, communications and related services to customers in the upper Midwest; Expanets, the largest mid-market business provider of networked communications solutions and services in the U.S.; Blue Dot, a national provider of air conditioning, heating, plumbing and related services; and CornerStone Propane Partners, L.P., the nation's fifth largest publicly traded retail propane distributor. Northwestern Public Service is a regulated public utility and provides power to almost 140,000 electricity and natural gas customers in South Dakota and Nebraska. In recent news, Northwestern has agreed to purchase Montana Power's electricity and natural gas distribution business serving 439,000 customers.

BRANDS/DIVISIONS/AFFILIATES:

Northwestern Corporation
Blue Dot
Cornerstone Propane GP, Inc.
Expanets
Northwestern Services Group

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Merle D. Lewis, CEO
Richard R. Hylland, Pres.
Richard R. Hylland, COO
Kip D. Orme, VP-Finance/CFO
John R. Van Camp, VP-Human Resources
Walter A. Bradley, VP-CIO
David A. Monaghan, Controller
Alan D. Dietrich, Corp. Sec.
Eric R. Jacobsen, VP/General Counsel
Alan D. Dietrich, VP-Legal Admin.
Michael L. Childers, VP-Strategy Dev.
Paul H. Wyche, VP-Comm./CCO
Rogene A. Thaden, Dir./Investor Rel.
David A. Monaghan, Treas.
Eric R. Jacobsen, Chief Legal Officer

Phone: 605-978-2908 Fax: 605-978-2910

Toll-Free:

Address: 125 S. Dakota Ave., Sioux Falls, SD 57104-6403 US

FINANCIALS: Sales and profits are in thousands of dollars —add 000 to get the full amount . Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,528,300 (6 months)	2001 Profits: \$29,200 (6 months)
2000 Sales: \$7,132,100	2000 Profits: \$49,600
1999 Sales: \$3,004,300	1999 Profits: \$44,700
1998 Sales: \$1,187,100	1998 Profits: \$27,300
1997 Sales: \$344,009	1997 Profits: \$22,863

Stock Ticker: Subsidiary
Employees: 8,300
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$734,208	Bonus: \$247,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$483,042	Bonus: \$158,000

COMPETITIVE ADVANTAGE:

Diversified utility provider.

OTHER THOUGHTS:

Apparent Women Officers or Directors : 1
Hot Spot for Advancement for Women/Minorities :

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

OCCIDENTAL PETROLEUM CORPORATION

www.oxy.com

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Chlorovinyls
 Specialty Chemicals
 Petrochemicals

BRANDS/DIVISIONS/AFFILIATES:

Occidental Chemical Corporation (OxyChem)
 Occidental Oil and Gas Corporation
 Occidental Energy Marketing, Inc.
 Equistar
 Altura Energy
 Oxy Vinyls

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Ray R. Irani, CEO
 Dale R. Laurance, Pres.
 Stephen I. Chazen, CFO
 Richard W. Hallock, Exec. VP-Human Resources
 Samuel P. Dominick, Jr., VP/Controller
 Richard A. Swan, VP-Health, Envir., & Safety
 Donald P. de Brier, Exec. VP/Sec.
 Donald P. de Brier, General Counsel
 John W. Morgan, Exec. VP-Oper.
 Stephen I. Chazen, Exec. VP-Corp. Dev.
 Lawrence M. McGee, VP-Comm. & Public Affairs
 Kenneth J. Huffman, VP-Investor Rel.
 James R. Havert, VP/Treas.
 J. Roger Hirl, Exec. VP/Dir.
 Anthony R. Leach, VP-Finance
 Howard Collins, VP-Public Relations

Phone: 310-208-8800 Fax: 310-443-6694

Toll-Free:

Address: 10889 Wilshire Blvd., Los Angeles, CA 90024 US

GROWTH PLANS/SPECIAL FEATURES:

Occidental Petroleum Corporation explores for, develops, produces and markets crude oil and natural gas. The company also manufactures and markets a variety of basic chemicals, including chlorine, caustic soda and ethylene dichloride (EDC), as well as specialty chemicals and vinyls, including polyvinyl chloride (PVC) resins and vinyl chloride monomer (VCM). Occidental conducts its principal operations through its oil and gas and chemical subsidiaries. Most of the company's production primarily comes from North America, the Middle East and Latin America. Occidental also has an interest in petrochemicals through its 30% ownership in Equistar Chemicals. The company owns 76% of Oxy Vinyls, the number one producer of polyvinyl chloride resin in North America. A subsidiary of Occidental, Occidental Chemical (OxyChem), is a top producer of basic chemicals and specialty products such as acids, chlorine and chlorinated aromatics. Another subsidiary, Occidental Oil and Gas Corporation, is a highly focused oil and gas company which develops and utilizes enhanced oil recovery (EOR) techniques to effectively and profitably recover oil and gas from maturing properties. The company has proved reserves of 2.2 billion barrels of oil equivalent. Also, Occidental Energy Marketing, Inc. offers marketing, trading and related risk management services for clients involved in crude oil, natural gas and power markets. Recently, the firm sold its 29% stake in Canadian Occidental Petroleum so that it could purchase one of the largest oil and gas producers in Texas, Altura Energy. Also in recent news, Occidental acquired a new exploration block in Yemen. It has sold its interest in Occidental Texas Pipeline Company to Kinder Morgan Energy Partners, L.P. and the Tangguh LNG project in Indonesia to Mitsubishi Corp. of Japan.

Employees enjoy casual dress, tuition reimbursement and retirement plan options. Traveling is a major part of many careers at Occidental, due to its vast international operations.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$11,605,000 (9 months) 2001 Profits: \$1,401,000 (9 months)
 2000 Sales: \$13,574,000 2000 Profits: \$1,570,000
 1999 Sales: \$7,820,000 1999 Profits: \$448,000
 1998 Sales: \$6,805,000 1998 Profits: \$363,000
 1997 Sales: \$8,016,000 1997 Profits: \$-390,000

Stock Ticker: OXY
 Employees: 8,791
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$1,250,000 Bonus: \$2,125,000
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$990,000 Bonus: \$1,386,000

COMPETITIVE ADVANTAGE:

Very good international business.

OTHER THOUGHTS:

Apparent Women Officers or Directors :
 Hot Spot for Advancement for Women/Minorities :

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

OCULAR SCIENCES INC

www.ocularsciences.com

Industry Group Code: 339113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 19 Profits: 15

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt.:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Soft Contact Lenses
 Soft Contact Lenses-Reusable and Disposable

BRANDS/DIVISIONS/AFFILIATES:

Essilor International SA
 Hydron
 Edge
 Ultraflex
 SmartChoice
 Echelon
 Ultra T
 VersaScribe

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

John D. Fruth, CEO/Pres.
 Sidney B. Landman, CFO/VP-Finance
 Daniel J. Kunst, VP-Sales and Mktg.
 Tia Stanton, Dir.-Human Resources
 Christopher Marmo, VP-Research and Dev.
 John Lilley, VP-Manufacturing
 Terence M. Fruth, Sec.
 Linda Hoffman, VP-Oper.
 Sidney B. Landman, Treas.

Phone: 925-969-7000 Fax: 925-969-7118

Toll-Free:

Address: 1855 Gateway Blvd., Ste. 700, Concord, CA 94520 US

GROWTH PLANS/SPECIAL FEATURES:

For 15 years, Ocular Sciences, Inc. has manufactured and marketed soft contact lenses. The company believes that because the lenses are medical devices, they should be distributed to only eye care professionals for resale. Specifically, Ocular produces products for reusable and disposable wearing regimens. In recent reports, the company was cited as offering low prices due to its channel-branding strategy and growth abroad. Ocular Sciences has globally expanded into Asian markets received through approval from the Japanese Ministry of Health to market its disposable contact lenses in Japan. The firm has offices and operations in many different locations such as the United States, the United Kingdom, Puerto Rico and Canada. The United Kingdom site is the European manufacturing arm for Ocular. Together with the plant in Puerto Rico, the U.K. plant provides products to the corporate headquarters, Canada and the international site in the U.K. The section in Canada is a sales and distribution site designed to service the Canadian market. Some of the firm's product brands include Hydron, Edge, Ultraflex, SmartChoice, Echelon, Ultra T and VersaScribe. Recently, Ocular Sciences acquired Paris-based Essilor International's contact lens business.

Ocular Sciences offers medical, dental and vision insurance, as well as basic life insurance and long-term disability. Employees can enjoy flexible spending accounts, educational assistance, health club membership, employee referral awards and a credit union.

FINANCIALS: Sales and profits are in thousands of dollars —add 000 to get the full amount . Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$118,000 (6 months)

2001 Profits: \$11,900 (6 months)

2000 Sales: \$177,000

2000 Profits: \$38,900

1999 Sales: \$176,000

1999 Profits: \$36,400

1998 Sales: \$151,900

1998 Profits: \$30,600

1997 Sales: \$118,600

1997 Profits: \$20,600

Stock Ticker: OCLR

Employees: 2,556

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$266,667 Bonus: \$133,333
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$200,000 Bonus: \$60,000

COMPETITIVE ADVANTAGE:

Steady growth and fat profit margins in the soft contact lenses field.

OTHER THOUGHTS:

Apparent Women Officers or Directors : 2
 Hot Spot for Advancement for Women/Minorities :

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		Y

OFFICE DEPOT INC

www.officedepot.com

Industry Group Code: 453210 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 2

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Office Supplies, Retail
 Contract Stationer
 Online Retailing
 Copy Services
 Office Design Services

BRANDS/DIVISIONS/AFFILIATES:

Office Depot Express
 Office Place (The)
 Eastman, Inc.
 OD International, Inc.
 Office Club, Inc. (The)
 Furniture at Work
 Viking Office Products
 Images

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bruce Nelson, CEO
 Barry J. Goldstein, CFO
 Michael Haaf, Exec. VP-Mktg.
 Thomas Kroeger, Exec. VP-Human Resources
 William P. Seltzer, Exec. VP/CIO
 Charles E. Brown, Controller
 Steven S. Embree, Exec. VP-Merch.
 Thomas Shortt, Exec. VP-Supply Chain Mgmt.
 David C. Fannin, Sr. VP/General Counsel
 Rolf Van Kaldekerken, Pres.-European Oper.
 Monica Luechtefeld, Exec. VP-e-commerce
 Barry J. Goldstein, VP-Finance
 Jerry Colley, Pres.-North American Stores
 Gayle Aertker, Exec. VP-Real Estate
 Robert J. Keller, Bus. Services Group

Phone: 561-438-4800 Fax: 561-265-4403

Toll-Free:

Address: 2200 Old Germantown Rd., Delray Beach, FL 33445
 US

GROWTH PLANS/SPECIAL FEATURES:

Office Depot, Inc. operates a national chain of high-volume retail office products stores, provides delivery of its products in the U.S. and Canada to its store, e-commerce and catalog customers and is a full-service contract stationer serving businesses throughout the U.S. The firm currently operates 888 office supply stores in the U.S. and Canada. Office Depot's retail stores utilize a warehouse format and carry a wide selection of merchandise, including general office supplies, business machines, computers, office furniture and other business-related products. The company also utilizes smaller store formats under the names Images, Furniture at Work and Office Depot Express, which offer copy center services, office furniture and accessories and design services including showrooms for the company's stationery business. The Business Services division is comprised of contract stationers that provide a wide variety of office products. Office Depot has been expanding in foreign markets through licensing, joint venture agreements and acquisitions. The company owns a total of 125 office supply stores in Colombia, France, Hungary, Israel, Japan, Mexico, Poland and Thailand. Office Depot announced in early 2001 that it will close 70 underperforming stores in North America while cutting 120 people from the department that calls on major customers. Its intent is to overhaul merchandising and store layout while returning to its roots of serving small businesses. At the same time, it will open about 50 new stores during 2001. Meanwhile, Officedepot.com has grown to be one of the top five online retailers in the world, selling about \$1 billion yearly. Thanks to its significant catalog sales and shipping structure that has been in place for a long time, Office Depot was well positioned to move into online sales in a big way. The company wants to reach \$2.5 billion in online sales by 2003.

Office Depot University offers associates a series of leadership workshops and programs. The company has a business casual dress code and an informal work environment.

FINANCIALS: Sales and profits are in thousands of dollars —add 000 to get the full amount . Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$8,353,900 (9 months) 2001 Profits: \$160,800 (9 months)
 2000 Sales: \$11,569,696 2000 Profits: \$49,332
 1999 Sales: \$10,272,060 1999 Profits: \$257,638
 1998 Sales: \$9,007,051 1998 Profits: \$233,196
 1997 Sales: \$8,108,714 1997 Profits: \$234,861

Stock Ticker: ODP
 Employees: 48,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,000,000 Bonus: \$
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$771,759 Bonus: \$15,000

COMPETITIVE ADVANTAGE: Buying power/Locations across the U.S./Rapid international expansion.

OTHER THOUGHTS:

Apparent Women Officers or Directors : 1
 Hot Spot for Advancement for Women/Minorities :

LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

OFFICEMAX INC**www.officemax.com**

Industry Group Code: 453210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Office Supplies, Retail
 Delivery Centers
 National Catalog Call Centers
 Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

DirectMax Plus
 FurnitureMax
 CopyMax
 BizMart, Inc.
 OMX, Inc.
 OfficeMax de Mexico

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael Feuer, CEO
 Gary J. Peterson, Pres.
 Gary J. Peterson, COO
 Jeffrey L. Rutherford, Sr. VP/CFO
 Michael Weisbarth, Sr. VP/Controller
 James P. Mastrian, Exec. VP-Merch. & Mktg.
 Ross H. Pollock, Exec. VP/Sec.
 Ross H. Pollock, General Counsel
 Daniel Haight, Sr. VP-Product Dev. & Oper.
 Mark L. Race, Exec. VP-Store Planning
 Michael Tilton, Sr. VP/Treas.
 Edward L. Cornell, Exec. VP-Non-Retail Stores & Int'l Dev.
 Harold L. Mulet, Exec. VP-Retail Sales & Store Productivity
 Vance Johnston, Sr. VP-Strategy & Oper.
 Jack Murphy, VP-Int'l Oper.

Phone: 216-921-6900 **Fax:** 216-491-4040

Toll-Free:

Address: 3605 Warrensville Center Rd., Shaker Heights, OH 44122 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$5,156,400 (12 months)	2001 Profits: \$-133,200 (12 months)
2000 Sales: \$4,847,000	2000 Profits: \$10,041
1999 Sales: \$4,342,600	1999 Profits: \$48,620
1998 Sales: \$3,765,400	1998 Profits: \$89,620
1997 Sales: \$3,179,300	1997 Profits: \$68,800

Stock Ticker: OMX
 Employees: 35,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$968,269	Bonus:	\$712,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$542,308	Bonus:	\$239,275

COMPETITIVE ADVANTAGE:

Buying power/Locations across the U.S./Growing online business.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ONE PRICE CLOTHING STORES INC**www.oneprice.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 5 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 11 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Apparel Stores, Retail
Children's Apparel
Accessories
Men's Apparel

GROWTH PLANS/SPECIAL FEATURES:

One Price Clothing Stores, Inc. operates a chain of off-price specialty retail stores offering a wide variety of first quality, contemporary, in-season apparel and accessories for the entire family. The company currently offers most of its merchandise at or below a base price of \$8 and offers certain additional categories and styles priced higher. The higher priced merchandise, including denim, dresses, coordinated sets, sweaters and heavier jackets, is offered primarily within the \$10 to \$15 price range. One Price operates 636 stores in 27 states, the District of Columbia, Puerto Rico and the U.S. Virgin Islands. The company currently offers men's apparel in approximately 220 of these stores. The firm's target customers are value and fashion conscious women, primarily in lower- and middle-income brackets. The women's apparel sold includes contemporary sportswear such as knit tops, blouses, shirts, pants, shorts, skirts, dresses, sweaters and blazers. One Price's practice is to offer value to its customers by selling desirable apparel and accessories at considerably lower prices than generally would be available from department stores and other specialty retailers. The firm purchases its merchandise at heavily discounted prices and on favorable terms from manufacturers, jobbers, importers and other vendors. The company's corporate offices and distribution center are located in Duncan, South Carolina.

BRANDS/DIVISIONS/AFFILIATES:

One Price Clothing Store
One Price & More Store
BestPrice! Fashions
OnePrice.com
BestPriceUniform.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Leonard M. Snyder, CEO
Larry I. Kelley, Pres.
H. Dane Reynolds, CFO
James S. Overstreet, VP-Human Resources
James P. Beebe, VP-IT
Alphonse J. Nepa, Sr. VP-Merch.
Grant H. Gibson, Corp. Sec.
Grant H. Gibson, General Counsel
Ronald C. Swedin, Sr. VP-Oper.
James S. Overstreet, VP-Bus. Dev.
C. Burt Duren, Treas.
Archie E. Dishman, VP-Real Estate
Joseph F. Uhrinek, VP-Planning

Phone: 864-433-8888 **Fax:** 864-433-9584**Toll-Free:****Address:** 1875 E. Main St., Hwy. 290 Commerce Park, Duncan, SC 29334 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$355,624 (12 months)	2001 Profits: \$-5,366 (12 months)
2000 Sales: \$336,847	2000 Profits: \$7,074
1999 Sales: \$328,059	1999 Profits: \$4,383
1998 Sales: \$302,285	1998 Profits: \$-11,320
1997 Sales: \$298,986	1997 Profits: \$-1,267

Stock Ticker: ONPR
Employees: 4,200
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$450,000	Bonus:	\$168,750
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$250,000	Bonus:	\$75,275

COMPETITIVE ADVANTAGE:

Discount prices/Over 600 stores.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ORACLE CORP**www.oracle.com**

Industry Group Code: 511200 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Computer Software-Database Management
 Database Management and Network Products
 Applications Development Productivity Tools
 End User Applications
 ASP
 Training
 Consulting
 Venture Capital

BRANDS/DIVISIONS/AFFILIATES:

Oracle.com
 My.Oracle.Com
 Designer/2000
 Oracle Business Online
 Oracle Media Server
 Oracle WebDB
 Oracle Jdeveloper
 Oracle Express Server

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Lawrence J. Ellison, CEO
 Raymond J. Jane, Pres./COO
 Jeffrey O. Henley, Exec. VP/CFO
 Mark Jarvis, Chief Mktg. Officer
 Carole Goldberg, VP-Human Resources
 Charles A. Rozwat, Sr.VP-Server Tech.
 Jennifer L. Minton, Controller
 Daniel Cooperman, Sec.
 Daniel Cooperman, General Counsel
 Karen White, Sr. VP-Business Dev.
 Timothy Chou, Pres., Oracle Bus. Online
 Bruce M. Lange, VP-Treas.
 Peter Dunning, Sr.VP-Worldwide Applications and Vertical Markets
 Sohaib Abbasi, Sr.VP-Tools
 Deborah A. Lange, VP-Taxation
 Edward Screven, Chief Corp. Architect

Phone: 650-506-7000 **Fax:** 650-506-7200

Toll-Free: 800-672-2531

Address: 500 Oracle Pkwy., Redwood City, CA 94065 US

GROWTH PLANS/SPECIAL FEATURES:

Oracle Corporation is a leading supplier of software for information management and ranks second among the world's independent software specialists behind Microsoft. The company develops, manufactures, markets and distributes software that helps corporations manage and grow their businesses. Oracle's software products can be categorized into two broad areas: Systems software and Internet business applications software. Systems software is a complete Internet platform for developing and deploying applications on the Internet and corporate Intranets. The platform includes database management software and development tools that allow users to create, retrieve and modify the various types of data. Internet business applications software allows users to access information or use the applications through a simple Internet browser on any client computer, and automates the performance of specific business data processing functions for financial management, procurement, project management, human resources management, supply chain management and customer relationship management. Oracle's software runs on a broad range of computers, including mainframes, minicomputers, workstations, personal computers, laptop computers and information appliances (such as hand-held devices and mobile phones) and is supported on more than 85 different operating systems. In addition to computer software products, Oracle offers a range of consulting, education and support services for its customers. Oracle has completed a dramatic shift to Internet-based software and development tools, eliminating the need for the customer to install software locally. This effort is centered around Oracle-operated portals including: Oracle Business Online, Oracle Sales Online and Portal.Oracle.com. My.Oracle.com is made up of unique portlets that offer a view into many different applications at once.

Oracle's employee benefits include telecommuting, gym membership and no enforced dress code. The company headquarters offers a fitness center with an outdoor pool, laundry drop-off service and six restaurants.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$10,859,700 (12 months)	2001 Profits: \$2,561,100 (12 months)
2000 Sales: \$10,130,128	2000 Profits: \$6,296,803
1999 Sales: \$8,827,252	1999 Profits: \$1,289,758
1998 Sales: \$7,143,866	1998 Profits: \$813,695
1997 Sales: \$5,684,300	1997 Profits: \$821,500

Stock Ticker: ORCL
 Employees: 42,927
 Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,000,000	Bonus:	\$2,752,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$806,250	Bonus:	\$1,361,250

COMPETITIVE ADVANTAGE: Second among the world's independent software companies behind Microsoft.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

O'REILLY AUTOMOTIVE INC**www.oreillyauto.com**

Industry Group Code: 441310 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Auto Parts, Retail
Tools
Automotive Supplies
Automotive Equipment
Accessories

BRANDS/DIVISIONS/AFFILIATES:

O'Reilly Auto Parts
Ozark Automotive Distributors, Inc.
BrakeBest
OmniSpark
Hi/Lo

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David E. O'Reilly, CEO
Greg L. Hensless, Pres.
Lawrence P. O'Reilly, COO
James R. Batten, CFO/VP-Finance
Steve Pope, VP-Human Resources
Larry Pryor, VP-Merch.
Tricia Headley, Corp. Sec.
Greg Henslee, VP-Store Oper.
Jerry Skaggs, VP-Sales
Charlie Downs, VP-Real Estate
Rosalie O'Reilly Wooten, Exec. VP

Phone: 417-862-6708 Fax: 417-874-7163

Toll-Free:

Address: 233 S. Patterson, Springfield, MO 65802 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$519,800 (6 months)	2001 Profits: \$30,300 (6 months)
2000 Sales: \$890,421	2000 Profits: \$51,708
1999 Sales: \$754,122	1999 Profits: \$45,639
1998 Sales: \$616,302	1998 Profits: \$30,772
1997 Sales: \$316,399	1997 Profits: \$23,143

Stock Ticker: ORLY

Employees: 10,808
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$312,000	Bonus: \$312,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$275,000	Bonus: \$275,000

COMPETITIVE ADVANTAGE:

Serves both do-it-yourself customers and professional mechanics or service technicians.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

OUTBACK STEAKHOUSE INC**www.outback.com**

Industry Group Code: 722110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Owns and Operates Restaurants
 Catering
 Event Hosting

BRANDS/DIVISIONS/AFFILIATES:

Outback Steakhouse
 Carraba's Italian Grill
 Fleming's Prime Steakhouse and Wine Bar
 Zazarac
 Roy's
 Lee Roy Selmon's
 A La Carte Catering

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Chris T. Sullivan, CEO
 Robert D. Basham, Pres.
 Robert D. Basham, COO
 Robert S. Merritt, CFO
 Nancy Schneid, VP-Mktg.
 Joseph J. Kadow, Corp. Sec.
 Joseph J. Kadow, General Counsel
 J. Timothy Gannon, VP-Oper.
 Lisa Johnston, VP-Investor Rel.
 Robert S. Merritt, Treas.
 Paul Avery, Pres., Outback Steakhouse
 Steven T. Shlemon, Pres., Carraba's Italian Grill
 Hugh H. Connerty, Jr., Pres., Outback International
 A. William Allen, III, Pres., Fleming's Prime Steakhouse

Phone: 813-282-1225 **Fax:** 813-282-1209

Toll-Free:

Address: 2202 N. Westshore Blvd., 5th Floor, Tampa, FL 33607
 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,060,100 (6 months)	2001 Profits: \$74,400 (6 months)
2000 Sales: \$1,906,000	2000 Profits: \$141,100
1999 Sales: \$1,646,000	1999 Profits: \$124,300
1998 Sales: \$1,402,600	1998 Profits: \$96,000
1997 Sales: \$1,186,900	1997 Profits: \$63,600

Stock Ticker: OSI
 Employees: 49,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$430,500	Bonus:	\$669,330
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$420,000	Bonus:	\$40,500

COMPETITIVE ADVANTAGE:

Well positioned to serve mid to upper market diners/Acquisition of Carraba's.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

OWENS & MINOR INC**www.owens-minor.com**

Industry Group Code: 421450 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Distribution-Medical and Surgical Equipment
 Medical/Surgical Supplies Distributor
 Logistics Services
 Supply Chain Management

BRANDS/DIVISIONS/AFFILIATES:

eMedExpress.com
 Emery Medical Supply, Inc.
 Lyons Physician Supply Company
 OMI International, Ltd.
 National Medical Supply Corporation
 PANDAC
 FOCUS
 CostTrack

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

G. Gilmer Minor, III, CEO
 Craig R. Smith, Pres.
 Craig R. Smith, COO
 Jeffrey Kacza, Sr. VP/CFO
 Jack M. Clark, Sr. VP-Sales & Mktg.
 Erika T. Davis, VP-Human Resources
 F. Lee Marston, Sr. VP/CIO
 Olwen B. Cape, Controller
 Timothy J. Callahan, Sr. VP-Dist.
 Drew St. J. Carneal, General Counsel
 Charles C. Colpo, Sr. VP-Oper.
 Henry A. Berling, Exec. VP-Partnership Dev.
 Hue Thomas, III, VP-Corp. Relations
 Richard F. Bozard, Treas.
 James L. Grigg, Sr. VP-Supply Chain Mgmt.

Phone: 804-747-9794 **Fax:** 804-270-7281**Toll-Free:****Address:** 4800 Cox Rd., Glen Allen, VA 23060 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,878,000 (6 months)	2001 Profits: \$17,100 (6 months)
2000 Sales: \$3,503,600	2000 Profits: \$33,100
1999 Sales: \$3,194,100	1999 Profits: \$27,979
1998 Sales: \$3,090,000	1998 Profits: \$20,100
1997 Sales: \$3,116,798	1997 Profits: \$24,320

Stock Ticker: OMI
 Employees: 2,763
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$600,183	Bonus: \$245,766
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$415,394	Bonus: \$170,033

COMPETITIVE ADVANTAGE:

Owens & Minor, Inc. is one of the two largest distributors of medical/surgical supplies in the United States/Outstanding use of advanced technology.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

PACIFIC SUNWEAR OF CALIFORNIA INC**www.pacsun.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 9 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Casual Apparel-Young Adult's, Retail
Footwear
Accessories

BRANDS/DIVISIONS/AFFILIATES:

Pacific Sunwear Outlet
Pacsun
D.E.M.O.
Bullhead
Breakdown
Hoax
Rare Brew

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Greg Weaver, CEO
Timothy M. Harmon, Pres.
Mark A. Hoffman, COO
Carl W. Womack, CFO
Eileen Mahony, Dir.-Human Resources
Ronald L. Ehlers, VP-IT
Timoth M. Harmon, Chief Merch. Officer
William Estill, VP-Planning
Robert G. Entersz, VP-Merch.
Gary C. W. Hunt, VP-Product Dev.
Shelley Smith, VP-Real Estate
Larry J. Fesler, VP-Stores

Phone: 714-693-8066 **Fax:** 714-701-4298**Toll-Free:** 877-372-2786**Address:** 5200 East La Palma Avenue, Anaheim, CA 92807 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$589,438 (12 months)	2001 Profits: \$39,754 (12 months)
2000 Sales: \$436,808	2000 Profits: \$35,301
1999 Sales: \$321,125	1999 Profits: \$23,505
1998 Sales: \$227,130	1998 Profits: \$16,359
1997 Sales: \$155,261	1997 Profits: \$7,412

Stock Ticker: PSUN
Employees: 7,100
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$609,600	Bonus:	\$840,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$407,800	Bonus:	\$375,200

COMPETITIVE ADVANTAGE:

Well positioned and widely recognized in its market segments.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

GROWTH PLANS/SPECIAL FEATURES:

Pacific Sunwear of California, Inc. is a leading mall based specialty retailer of everyday casual apparel, accessories and footwear designed to meet the lifestyle needs of active teens and young adults. The company operates under the names Pacsun, D.E.M.O., Pacific Sunwear and Pacific Sunwear Outlet. Pacsun's customers are guys and girls aged 12 to 22 who prefer a casual look. Much of the fashion influence at Pacific Sunwear comes from surfing, skateboarding and snowboarding and brands associated with those sports. The company's stores are differentiated by a carefully edited selection of popular and emerging brands, which are offered together with private brands. Pacsun believes its merchandise selection enhances its image with its customers as a key fashion resource for the casual teen wardrobe. The firm operates 589 stores in 48 states and Puerto Rico. D.E.M.O. stores cater to 16-24 year old customer. Much of the fashion influence comes from hip hop music, music personalities and mainstream sports personalities. There are no overlapping brands or merchandise between D.E.M.O. stores and Pacific Sunwear stores. In addition, the company sells merchandise over the internet at www.pacsun.com. The website offers a selection of the same merchandise carried in the PacSun stores. In addition, the website offers free email, contests and lifestyle articles in a section named Pipeline. Pacific Sunwear's, 176,000 sq. ft., corporate office and distribution center is located in Anaheim, CA.

Pacific Sunwear offers its workforce medical, dental and vision insurance, as well as employee discounts.

PANTRY INC (THE)**www.thepantry.com**

Industry Group Code: 445120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Convenience Stores, Retail
Gasoline, Retail
Fast Food Stores

BRANDS/DIVISIONS/AFFILIATES:

Quick Stop
QS
Express Stop
Dash
Smokers Express
Sprint
Lil' Champ Food Stores
Docks U.S.A., Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter J. Sodini, CEO
Peter J. Sodini, Pres.
William T. Flyg, CFO
Daniel J. McCormack, Sr. VP-Mktg.
Diana King, Dir.-Personnel
Douglas M. Sweeney, Sr. VP-Oper.
Dennis R. Crook, Sr. VP-Admin. and Gasoline Mktg.

Phone: 919-774-6700 **Fax:** 919-775-5428

Toll-Free:**Address:** 1801 Douglas Dr., Sanford, NC 27331-1410 US**GROWTH PLANS/SPECIAL FEATURES:**

The Pantry, Inc., founded in 1967, is a leading operator of convenience stores in the Southeast. The company operates 1,313 convenience stores under the names The Pantry, Lil' Champ, Quick Stop, Depot, Food Chief, Express Stop, Dash N, Smokers Express, ETNA, Kangaroo, Handy Way, Market Express, Mini Mart, Big K, On-The-Way, Zip Mart, Wicker Mart and Sprint located throughout North and South Carolina, Florida, western Kentucky, Tennessee, Virginia, southern Indiana, Georgia and Mississippi. The firms' stores offer a broad selection of merchandise and services designed to appeal to the convenience needs of its customers, including tobacco products, beer, soft drinks, self-service fast food and beverages, publications, dairy products, groceries, health and beauty aids, video games and money orders. The majority of net sales are from selling self-service gasoline at 1,267 Pantry stores, 1,008 of which sell gasoline under brand names including Amoco, British Petroleum, Chevron, Citgo, Exxon, Shell and Texaco. Pantry operates quick service restaurants within 214 locations. In 154 of these stores, The products are from nationally branded food franchises including Subway, Taco Bell, Aunt M's, Papa G's Pizza and Subs, Hardee's, Noble Roman's, TCBY, Blimpie, Chester Fried, Church's, Hot Stuff, Bullets, Dairy Queen, A&W Root Beer, Pizza Hut, Sobicks Subs, Long John Silver's, Baskin Robbins, Bojangles and Krystal. In addition, the company offers a variety of proprietary food service programs featuring breakfast biscuits, fried chicken, deli and other hot food offerings in 60 stores.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,978,300 (9 months)	2001 Profits: \$ 600 (9 months)
2000 Sales: \$2,432,300	2000 Profits: \$14,000
1999 Sales: \$1,678,900	1999 Profits: \$10,400
1998 Sales: \$984,900	1998 Profits: \$-3,300
1997 Sales: \$427,400	1997 Profits: \$-1,000

Stock Ticker: PTRY
Employees: 10,428
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$535,910	Bonus:	\$250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$192,462	Bonus:	\$75,000

COMPETITIVE ADVANTAGE:

Largest operator of traditional convenience stores in North and South Carolina.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

PATTERSON DENTAL CO**www.pattersondental.com**

Industry Group Code: 421450 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Distribution-Dental Products
Dental Products
Private Label Product Distribution
Dental Office Design
Dental Equipment Installation And Service

BRANDS/DIVISIONS/AFFILIATES:

eCheck-Up.com
Patterson Dental Supply, Inc.
Micheli Dental Supply (A.B.E. Dental)
Guggenheim Bros. Dental Supply Co.
Schick Technologies, Inc.
J.A. Webster
Colwell Systems
EagleSoft

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Peter L. Frechette, CEO
Peter L. Frechette, Pres.
R. Stephen Armstrong, Exec. VP/CFO
Mary H. Baglien, VP-Human Resources
Lynn E. Askew, VP-MIS
Matthew L. Levitt, General Counsel
R. Reed Saunders, VP/Pres.-Colwell Systems
James W. Wiltz, VP/Pres.-Patterson Dental Supply
Scott Kabbes, Pres., Eagle Soft
Normand Senecal, Pres., Patterson Dental Canada

Phone: 651-686-1600 **Fax:** 651-686-9331**Toll-Free:****Address:** 1031 Mendota Heights Rd., St. Paul, MN 55120-1419 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,156,500 (12 months)	2001 Profits: \$76,500 (12 months)
2000 Sales: \$1,045,900	2000 Profits: \$64,500
1999 Sales: \$883,300	1999 Profits: \$49,900
1998 Sales: \$778,200	1998 Profits: \$40,800
1997 Sales: \$687,900	1997 Profits: \$32,600

Stock Ticker: PDCO
Employees: 3,853
Fiscal Year Ends: 4/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$332,784	Bonus: \$259,586
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$202,800	Bonus: \$121,680

COMPETITIVE ADVANTAGE:

Massive client base/Rapidly growing revenues.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PAYCHEX INC**www.paychex.com**

Industry Group Code: 541219 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing:	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing:	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Outsourcing-Payroll Accounting
 Payroll Preparation
 Internal Accounting Records
 Automatic Salary Deposit Service
 Digital Check Signing and Inserting Service

BRANDS/DIVISIONS/AFFILIATES:

Paylink
 TAXPAY
 Human Resource Services Division
 Professional Employer Organization

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

B. Thomas Golisano, CEO
 B. Thomas Golisano, Pres.
 John M. Morphy, CFO
 Walter Turek, VP-Sales
 Toby Cherry, Dir.-Human Resources
 Daniel A. Canzano, VP-Info. Tech.
 William Kuchta, VP-Organizational Dev.
 Diane Rambo, VP-Electronic Network Services

Phone: 716-385-6666 **Fax:** 716-383-3428

Toll-Free:

Address: 911 Panorama Trail S., Rochester, NY 14625-0397 US

GROWTH PLANS/SPECIAL FEATURES:

Paychex, Inc. is a national provider of payroll, human resource and employee benefit outsourcing solutions for small-to medium-sized businesses (ones with fewer than 100 employees). The company has corporate headquarters in Rochester, New York and more than 100 offices nationwide. The firm's payroll segment is a national payroll processing and payroll tax preparation service provided to over 350,000 small-to medium-sized businesses within the United States. This segment is engaged in the preparation of payroll checks, internal accounting records, annual W-2 forms, federal, state, and local tax returns, new hire reporting and the collection and remittance of payroll obligations for its clients. Of Paychex's payroll clients, 81% utilize its TAXPAY service, which provides automatic payment of payroll taxes and filing of quarterly and annual payroll tax returns. In connection with TAXPAY, the company's Electronic Network Services division collects payroll taxes from clients on payday, files the applicable tax returns and pays taxes to the appropriate taxing authorities on the due date. The HRS-PEO segment provides human resource products and services through its Human Resources Service division, either on an a seperate basis or bundled through the Paychex Administrative Services product. These products and services can also be provided through a co-employer relationship with Paychex Business Solutions, Inc. (PBS), a subsidiary of Paychex, which operates as a Professional Employer Organization (PEO). Among the HRS products is a 401(k) plan record-keeping service, used by almost 15,000 clients.

The company maintains an extensive in-house employee training schedule, and employees may receive peer coaching and tuition assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$869,900 (12 months)	2001 Profits: \$254,900 (12 months)
2000 Sales: \$728,100	2000 Profits: \$190,007
1999 Sales: \$597,300	1999 Profits: \$139,099
1998 Sales: \$493,700	1998 Profits: \$102,219
1997 Sales: \$399,700	1997 Profits: \$75,150

Stock Ticker: PAYX
 Employees: 7,300
 Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$644,230	Bonus: \$260,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$289,910	Bonus: \$116,480

COMPETITIVE ADVANTAGE:

Second largest payroll accounting service company in the nation.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y

PAYLESS SHOESOURCE INC**www.payless.com**

Industry Group Code: 448210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Shoe Stores, Retail
 Online Retail

BRANDS/DIVISIONS/AFFILIATES:

Parade of Shoes
 Payless.com
 PLP, S.A.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven J. Douglass, CEO
 Ken C. Hicks, Pres.
 Ullrich E. Porzig, CFO
 John N. Haugh, Sr. VP-Mktg.
 Jed L. Norden, Sr. VP-Human Resources
 Gerald F. Kelly Jr., Sr. VP-Tech.
 Gerald F. Kelly Jr., Sr. VP-Logistics & Info. Services
 Harris Mustafa, Sr. VP-Merch. Dist.
 William J. Rainey, Sr. VP/Sec.
 William J. Rainey, General Counsel
 Duane L. Cantrell, Exec. VP-Retail Oper.
 Gary M. Stone, Sr. VP-Store Dev.
 Ullrich E. Porzig, Treas.

Phone: 785-233-5171 **Fax:** 785-295-6220

Toll-Free:

Address: 3231 SE Sixth St., Topeka, KS 66607-2207 US

GROWTH PLANS/SPECIAL FEATURES:

Payless ShoeSource, Inc. is North America's largest family footwear retailer. The company sold more than 225 million pairs of shoes to nearly 150 million customers in 2000, with sales for the year totaling \$2.95 billion. The firm's core business, the Payless ShoeSource chain, features fashionable, quality footwear for women, men and children sold at affordable prices in a self-service shopping format. The Payless ShoeSource chain operates more than 4,600 stores in the United States, Puerto Rico, the U.S. Virgin Islands, Guam, Saipan and Canada. In approximately 695 Payless stores is a Payless Kids area, consisting of an additional 1,000 square feet of selling space devoted to an expanded assortment of children's shoes. Seven stores are exclusively Payless Kids stores. Locations for the stores include regional malls, shopping centers, central business districts and free-standing buildings. Footwear offered by the stores includes athletic, casual, dress, sandals, work boots and slippers. The company also operates Parade of Shoes, a 273-store chain offering fashionable women's leather footwear at moderate prices. In addition, the firm operates Payless.com, which allows customers to shop online. Payless ShoeSource recently entered into a joint venture agreement with PLP, S.A., a Latin American holding company, to open and operate Payless ShoeSource stores in Central America and the Caribbean. The company opened four stores in Costa Rica and one in Guatemala, and plans to open additional stores in El Salvador, the Dominican Republic and Trinidad during fiscal 2001. Payless recently acquired a 10-store chain of value-priced specialty stores in the New York City area. The mall-based locations sell socks, hosiery and undergarments. During fiscal 2000, the company opened 419 stores and closed 278.

Payless ShoeSource's employee benefits include medical, dental, company-paid life insurance and short and long-term disability. The company also provides paid holidays (fixed and personal), merchandise discounts, tuition reimbursement and an employee assistance program.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,948,400 (12 months)	2001 Profits: \$120,600 (12 months)
2000 Sales: \$2,730,100	2000 Profits: \$136,500
1999 Sales: \$2,615,500	1999 Profits: \$135,000
1998 Sales: \$2,566,900	1998 Profits: \$128,900
1997 Sales: \$2,333,700	1997 Profits: \$107,700

Stock Ticker: PSS

Employees: 27,700

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$787,500	Bonus:	\$307,120
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary:	\$537,500	Bonus:	\$175,945

COMPETITIVE ADVANTAGE: A shoe industry leader with a massive network of stores/immense buying and advertising power.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

PENN TRAFFIC COMPANY (THE)**www.penntraffic.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 10 Profits: 4

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Wholesale Food Distribution
Baked Goods Retail

BRANDS/DIVISIONS/AFFILIATES:

Penny Curtiss
Big Bear
Big Bear Plus
Bi-Lo Foods
P&C Foods
Quality Markets

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joseph V. Fisher, CEO
Joseph V. Fisher, Pres.
Martin A. Fox, Exec. VP/CFO
Leslie H. Knox, Sr. VP-Mktg.
Bernadette M. Randall-Barber, VP-Human Resources
Charles G. Bostwick, CIO
H. Phillip Williams, VP-Construction and Engineering
Francis D. Price Jr., Corp. Sec.
Francis D. Price Jr., General Counsel
Bradley A. Melvin, Sr. VP-Oper.
Randy P. Martin, VP-Strategic Planning
Brian Kaler, VP-Oper. Support

Phone: 315-453-7284 **Fax:** 315-461-2393**Toll-Free:****Address:** 1200 State Fair Boulevard, Syracuse, NY 13221-4737
US**GROWTH PLANS/SPECIAL FEATURES:**

Penn Traffic is one of the leading food retailers in the eastern United States. The company operates 210 supermarkets in New York, Pennsylvania, Ohio and West Virginia under the Big Bear and Big Bear Plus (70 stores), Bi-Lo (43 stores), P&C (63 stores) and Quality Markets (34 stores) trade names. The company also operates wholesale food distribution businesses serving 85 licensed franchises and 71 independent operators. The majority of supermarket revenues are generated in smaller communities where the firm believes it generally holds the number one or number two-market position. The balance of Penn Traffic's retail supermarket revenues are derived from the Columbus, Ohio, and Buffalo and Syracuse, New York metropolitan areas. The supermarkets offer a broad selection of grocery, meat, poultry, seafood, dairy, fresh produce, delicatessen, bakery and frozen food products. The stores also offer nonfood products and services such as health and beauty care products, housewares, general merchandise, and in many cases, pharmacies, floral items and banking services. Penn Traffic owns and operates Penny Curtiss, a bakery processing plant in Syracuse, New York. Penny Curtiss manufactures and distributes fresh and frozen bakery products for distribution to stores as well as to unrelated third parties, including customers of its wholesale food distribution business. The company's principal Pennsylvania distribution facility is a company-owned 390,000 square foot distribution center in DuBois, Pennsylvania. Penn Traffic also owns and operates a 196,000 square foot distribution center for perishable products in DuBois. The principal New York distribution facility is a company-owned 498,000 square foot distribution center in Syracuse, New York, in addition to a 217,000 square foot distribution center for perishable products.

The company offers its workforce dental, vision and medical plans, as well as an employee credit union and employee discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,525,300 (12 months)	2001 Profits: \$-99,900 (12 months)
2000 Sales: \$2,484,023	2000 Profits: \$409,613
1999 Sales: \$2,828,109	1999 Profits: \$-317,094
1998 Sales: \$3,010,065	1998 Profits: \$-61,126
1997 Sales: \$3,296,462	1997 Profits: \$-41,430

Stock Ticker: PNFT
Employees: 17,100
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$870,833	Bonus: \$350,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$500,000	Bonus: \$250,000

COMPETITIVE ADVANTAGE:

Geographic concentration/Vertical integration.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y		Y	

PEP BOYS-MANNY MOE & JACK (THE)**www.pepboys.com**

Industry Group Code: 441310 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Auto Parts, Retail

BRANDS/DIVISIONS/AFFILIATES:

Pep Boys Express

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mitchell G. Leibovitz, CEO
 Mitchell G. Leibovitz, Pres.
 George Babich Jr., CFO
 Steven D. Shaneyfelt, VP-Sales
 Thomas F. Ruggieri, Asst. VP-Human Resources
 Robert V. Goodman, VP/CIO
 Robert E. Brann, Sr. VP-Merch.
 Mark L. Page, VP-Store Oper.
 Frederick A. Stampone, Sr. VP/Chief Admin. Officer
 Don L. Casey, Sr. VP-Merch.
 M. James Bryce, VP-Store Admin.
 Bernard K. McElroy, VP-Finance

Phone: 215-430-9095 **Fax:** 215-227-7513**Toll-Free:** 800-737-0135**Address:** 3111 W. Allegheny Avenue, Philadelphia, PA 19132 US**GROWTH PLANS/SPECIAL FEATURES:**

The Pep Boys - Manny, Moe & Jack is a leading automotive retail and service chain. The company operates in one industry, the automotive aftermarket. Pep Boys is engaged principally in the retail sale of automotive parts, tires and accessories; automotive maintenance and service; and the installation of parts. The company's primary operating unit is its supercenter format. Pep Boys operates 662 stores consisting of 649 supercenters and one Service & Tire Center, having an aggregate of 6,895 service bays, as well as 12 non-service/non-tire format Pep Boys Express stores. The supercenters average approximately 20,700 square feet and the 12 Pep Boys Express stores average approximately 9,600 square feet. The firm owns 1.8 million square feet of warehouse space located in Chester, NY; Atlanta, GA; Dallas, TX; Los Angeles, CA; and Indianapolis, IN. Each store carries the same basic product line, with variations based on the number and type of cars registered in the different markets. The company's automotive product line includes: tires (not stocked at Express locations); batteries; new and remanufactured parts for domestic and imported cars, including suspension parts, ignition parts, exhaust systems, engines and engine parts, oil and air filters, belts, hoses, air conditioning parts, lighting, wiper blades and brake parts; chemicals, including oil, antifreeze, additives, cleansers and paints; mobile electronics, including sound systems, alarms, and remote vehicle starters; car accessories; and hand tools. Professional automobile services at Pep Boys include engine and electrical diagnostic services, computerized wheel alignment and balancing, air conditioning service, fuel injection service, emissions systems service, brake service, steering and suspension service and tire, battery and accessory installation service.

Pep Boys offers its workforce medical, dental and vision coverage as well as ASE certification reimbursement and employee discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,418,468 (12 months)	2001 Profits: \$-51,094 (12 months)
2000 Sales: \$2,394,533	2000 Profits: \$29,303
1999 Sales: \$2,398,708	1999 Profits: \$4,974
1998 Sales: \$2,056,520	1998 Profits: \$49,611
1997 Sales: \$1,828,593	1997 Profits: \$100,824

Stock Ticker: **PBY**
 Employees: 23,136
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$825,000	Bonus: \$25,160
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$370,000	Bonus: \$19,244

COMPETITIVE ADVANTAGE:

Operates over 600 stores in 33 states and Puerto Rico/Has been in business for over 75 years.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PEPSICO INC**www.pepsico.com**

Industry Group Code: 312111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Soft Drink Manufacturing
 Snack Foods
 Bottled Juice Drinks

BRANDS/DIVISIONS/AFFILIATES:

Frito-Lay, Inc.
 Pepsi-Cola Company
 Tropicana
 Doritos
 Tostitos
 Cheetos
 Cracker Jack
 Quaker Oats Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven S. Reinemund, CEO
 Indra K. Nooyi, Pres.
 Indra K. Nooyi, CFO
 Albert P. Carey, VP-Sales and Retailer Strategies
 Margaret P. Moore, Sr. VP-Human Resources
 Peter Bridgman, Controller
 Robert F. Sharpe Jr., General Counsel/Sr. VP
 Massimo d'Amore, Corp. Strategy and Dev.
 Tod J. MacKenzie, VP-Corp. Comm.
 Lionel L. Nowell III, Treas.
 Craig E. Weathercup, CEO, The Pepsi Bottling Group
 Brock H. Leach, Pres./CEO, Tropicana Products

Phone: 914-253-2000 **Fax:** 914-253-2070**Toll-Free:****Address:** 700 Anderson Hill Rd., Purchase, NY 10577-1444 US**GROWTH PLANS/SPECIAL FEATURES:**

PepsiCo, Inc. is engaged in the snack food, soft drink and juice businesses. The company's Frito-Lay domestic snack food business is conducted by Frito-Lay North America (FLNA). FLNA manufactures, markets, sells and distributes a varied line of salty and sweet snack foods throughout the United States and Canada, including: Lay's and Ruffles brand potato chips; Doritos and Tostitos brand tortilla chips; Fritos brand corn chips; Cheetos brand cheese flavored snacks; Rold Gold brand pretzels; Sunchips brand multigrain snacks; WOW! brand low fat and no fat versions of potato and tortilla chips; a variety of branded dips and salsas; Cracker Jack brand candy-coated popcorn; and Grandma's brand cookies. The firm's soft drink business, which operates as Pepsi-Cola Company, is comprised of Pepsi-Cola North America (PCNA) and Pepsi-Cola International (PCI). These business units manufacture, market and sell concentrates to be used in Pepsi-Cola Beverages, and also other brands such as Mountain Dew, 7UP (outside the U.S.), All Sport, Slice, Mug, Aquafina and Mirinda. The Pepsi/Lipton tea partnership sells, develops and markets ready-to-drink tea products under the Lipton trademark. PepsiCo's partnership with the Starbucks Corporation develops Starbucks Frappuccino, distributed by Pepsi-Cola bottlers. PCNA also licenses the processing and distribution of Aquafina bottled water. PepsiCo's Tropicana Products, Inc. (TPI) manufactures products under Tropicana Pure Premium, Tropicana Season's Best and, under license from Dole Food Company, Inc., Dole. Recently, PepsiCo acquired the Quaker Oats Company, forming the fifth largest food and beverage company in the world. Quaker Oats will bring to the table recognized names that include Gatorade, Aunt Jemima syrup, Rice a Roni, Quaker Oatmeal, Life and Cap'n Crunch cereal.

Out of the total workforce at PepsiCo, 25% are of minority backgrounds. In addition, 15% of officials and managers are also minorities. In addition to its benefits package, the company also offers tuition reimbursement, educational loans and adoption assistance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$18,949,000 (9 months)	2001 Profits: \$1,995,000 (9 months)
2000 Sales: \$20,438,000	2000 Profits: \$2,183,000
1999 Sales: \$20,367,000	1999 Profits: \$2,050,000
1998 Sales: \$22,348,000	1998 Profits: \$1,993,000
1997 Sales: \$20,917,000	1997 Profits: \$2,142,000

Stock Ticker: PEP
 Employees: 124,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$917,308	Bonus: \$4,000,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$574,519	Bonus: \$2,229,500

COMPETITIVE ADVANTAGE: Second largest soft drink brand in the world.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PERKINELMER INC**www.perkinelmer.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 9 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Medical Equipment-Assorted Instruments
 Mechanical Components
 Optoelectronics
 Technical Services
 Life Sciences Systems
 Fluid Science Components
 Engineering Services
 Testing Services

BRANDS/DIVISIONS/AFFILIATES:

PE Corporation
 EG&G, Inc.
 EnVision
 Applied Surface Technology
 Analytical Automation Specialist, Inc.
 Laser Direct Imaging (LDI)
 Computer-to-Plate (CTP) Technologies
 Packard BioScience Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gregory L. Summe, CEO
 Gregory L. Summe, Pres.
 Robert F. Friel, CFO
 Richard F. Walsh, Sr. VP-Human Resources
 Terrence L. Carlson, General Counsel
 Terrence L. Carlson, Sr. VP-New Bus. Dev.
 Gregory D. Perry, VP-Control and Treas.
 John J. Engel, Exec. VP/Pres.-PerkinElmer Life Sciences
 Stephen P. DeFalco, Sr. VP/Pres.-PerkinElmer Instruments
 Robert A. Barrett, Sr VP/President-Fluid Sciences
 John D. Murphy, VP/Pres.-PerkinElmer Optoelectronics

Phone: 781-237-5100 Fax: 781-431-4255

Toll-Free:

Address: 45 William St., Wellesley, MA 02481 US

GROWTH PLANS/SPECIAL FEATURES:

PerkinElmer, Inc., previously known as EG&G, Inc., is a global technology company specializing in the provision of products and systems to the telecom, medical, pharmaceutical, chemical, semiconductor and photographic markets. The firm operates in over 100 countries, and is a component of the S&P 500 Index. Four business segments make up PerkinElmer's operations: Life Sciences, Optoelectronics, Instruments, and Fluid Sciences. The company's life sciences unit solves complex analytical problems such as those encountered in bio-screening and population screening laboratories. Chemical reagents, sample handling and measuring instruments and computer software are provided by the life sciences unit as well. PerkinElmer is currently launching EnVision, the first modular, multi-technology microplate reader designed for use in high throughput screening and research laboratories. PerkinElmer's instruments business serves research labs, academia, medical institutions, government agencies and many different industries, and has introduced a variety of innovative products. The company's fluid sciences division is as productive as PerkinElmer's other segments, having produced a fairly new family of ultra-high vacuum seals. Recently, the company has undergone a series of acquisitions including that of Applied Surface Technology, a company that offers proprietary processing techniques and services applied in semiconductor wafer fabrication equipment; Analytical Automation Specialist, Inc., a supplier of systems that through its Labworks platform, integrates information across almost any brand; Sonoran Scanner's Laser Direct Imaging (LDI) and Computer-to-Plate (CTP) technologies; and the Packard BioScience Company, a developer, marketer and manufacturer of drug discovery tools.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,118,600 (9 months)	2001 Profits: \$92,400 (9 months)
2000 Sales: \$1,695,267	2000 Profits: \$90,520
1999 Sales: \$1,363,129	1999 Profits: \$154,316
1998 Sales: \$854,382	1998 Profits: \$102,002
1997 Sales: \$927,482	1997 Profits: \$33,692

Stock Ticker: PKI
 Employees: 12,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$713,469	Bonus: \$2,250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$345,971	Bonus: \$612,000

COMPETITIVE ADVANTAGE:

Global technology company with major government and industry contracts.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PERRIGO CO**www.perrigo.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 16 Profits: 14

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Drugs-Generic
Over-the-Counter Pharmaceuticals
Nutritional Products
Contract Manufacturing

BRANDS/DIVISIONS/AFFILIATES:

Good Sense
L. Perrigo Company
Perrigo Co. of South Carolina, Inc.
Perrigo de Mexico, S.A.
Quimica Y Farmacia, S.A.
Wrafton Laboratories Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David Gibbons, CEO
David Gibbons, Pres.
Douglas R. Schrank, CFO
Mike Stewart, VP-Human Resources
Mark P. Olesenavage, Exec. VP-Scientific Affairs
John T. Hendrickson, Exec. VP-Oper.
F. Folsom Bell, Exec. VP-Bus. Dev.

Phone: 616-673-8451 **Fax:** 616-673-9328**Toll-Free:****Address:** 515 Eastern Ave., Allegan, MI 49010 US**GROWTH PLANS/SPECIAL FEATURES:**

Perrigo Company is a leading manufacturer of store brand, over-the-counter (OTC) pharmaceutical and nutritional products. The firm operates two domestic subsidiaries and three foreign subsidiaries. The current product lines consist of over 1,200 products, including analgesics, cough and cold remedies, antacids, laxatives, feminine hygiene products, suppositories, smoking cessation products, synthetic and natural vitamins, herbals, nutritional drinks and diet aids. Store brand products sell for significantly lower prices than those of nationally advertised brand products, making them more appealing to the customer. The company's market base consists of over 300 customers, including major national and regional retail drug, supermarket and mass merchandise chains such as Albertson's, CVS, Kmart, Kroger, Safeway, Target, Walgreens and Wal-Mart. Additional customers include major wholesalers such as Fleming, McKesson and Super Valu. Perrigo also manufactures and markets certain products under its own brand name, Good Sense, as well as under contract for marketers of national brand products. Perrigo recently completed the acquisition of Wrafton Laboratories Ltd., a store brand supplier to grocery and pharmacy retailers in the U.K. and a contract manufacturer of pharmaceuticals, for \$44 million. Wrafton's specialist development laboratory provides fast track development of new products such as analgesics, cough, cold and flu remedies and antacids. Moreover, this facility offers customers a wide range of services, including supply of raw materials and packaging components, pilot scale and trial batches, stability testing, validation and product licensing. Perrigo offers tuition reimbursement and medical, dental and life insurance to its workforce.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$753,500 (12 months)	2001 Profits: \$27,700 (12 months)
2000 Sales: \$744,300	2000 Profits: \$19,300
1999 Sales: \$897,500	1999 Profits: \$1,500
1998 Sales: \$902,600	1998 Profits: \$-51,600
1997 Sales: \$844,600	1997 Profits: \$45,000

Stock Ticker: PRGO
Employees: 3,314
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$440,000	Bonus:	\$706,935
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$312,960	Bonus:	\$319,754

COMPETITIVE ADVANTAGE:

Massive company with major generics market share.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y	Y	Y

PETCO ANIMAL SUPPLIES INC**www.petco.com**

Industry Group Code: 453910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Pets & Pet Supplies, Retail
 Online Retail

GROWTH PLANS/SPECIAL FEATURES:

PETCO Animal Supplies, Inc. is a leading specialty retailer of premium pet food and supplies. The company operates 490 stores in 39 states and the District of Columbia. PETCO's strategy is to be the leading category-dominant national chain of community pet food and supply superstores by offering its customers a complete assortment of pet-related products at competitive prices, with superior levels of customer service at convenient locations. The firm's expansion strategy is to open and acquire superstores, including relocations, expansions or remodels of existing, smaller format stores into superstores and to close underperforming stores. PETCO's 15,000 square foot superstores carry a complete merchandise assortment of more than 10,000 active SKUs of high quality pet-related products. These products include premium pet food, fish, birds, reptiles and other small animals and related food and supplies, collars and leashes, grooming products, toys, pet carriers, cat furniture, dog houses, vitamins, treats and veterinary supplies. Professional grooming is available at many of the superstores. Grooming services are typically performed in glass-walled stations in the stores to increase customer awareness and confidence in the service. In addition, PETCO offers vaccinations and obedience training. The firm currently operates three central and five regional distribution centers. The central distribution centers are located in Mira Loma, California; Dayton, New Jersey; and Joliet, Illinois. Bulk items for all stores are either shipped to regional distribution centers for redistribution or are sent directly to store locations. In recent news, PETCO acquired the assets of Petopia.com, a former e-commerce partner.

Petco offers employees medical, dental and vision benefits as well as tuition-free discount child care and a store discount.

BRANDS/DIVISIONS/AFFILIATES:

Petopia

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Brian K. Devine, CEO
 Brian K. Devine, Pres.
 James M. Myers, CFO/Sr. VP
 Jan Mitchell, VP-Human Resources & Admin.
 Larry D. Asselin, Sr. VP-Merch. And Dist.
 Bruce C. Hall, Exec. VP-Oper.
 William M. Woodard, Sr. VP-Bus. Dev.

Phone: 858-453-7845 **Fax:** 858-677-3095

Toll-Free:

Address: 9125 Rehco Road, San Diego, CA 92121 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,000,000 (12 months)	2001 Profits: \$ (12 months)
2000 Sales: \$990,300	2000 Profits: \$21,800
1999 Sales: \$839,622	1999 Profits: \$-2,377
1998 Sales: \$749,789	1998 Profits: \$-13,181
1997 Sales: \$600,637	1997 Profits: \$-12,156

Stock Ticker: Private

Employees: 12,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$450,000	Bonus:	\$458,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$254,000	Bonus:	\$221,616

COMPETITIVE ADVANTAGE:

Offers customers a complete assortment of pet-related products at very competitive prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

PETSMART INC**www.petsmart.com****Industry Group Code:** 453910 **Salaries/Benefits Rating:** 4 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Pets & Pet Supplies, Retail
 Online Retail
 Pet Services
 Mail Order Pet Accessories
 Veterinary Clinics

BRANDS/DIVISIONS/AFFILIATES:

Sporting Dog
 Petstuff, Inc.
 Pet Food Giant, Inc. (The)
 Santa Claws
 State Line Tack, Inc.
 Sophista Cat
 Great Choice
 Direct

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Philip L. Francis, CEO
 Philip L. Francis, Pres.
 Thomas S. Liston, CFO
 Kenneth A. Banks, Sr. VP-Mktg.
 Carol M. Cox, Sr. VP-Human Resources
 David L. King, Sr. VP/CIO
 Neil H. Stacey, Sr. VP-Consumables Merch.
 Scott A. Crozier, General Counsel
 James T. Walsh, Sr. VP-Store Oper.
 Robert F. Moran, Pres.-North American Stores
 Anthony J. Leonardi, Pres.-PETSMART Direct
 Marcia R. Meyer, Pers.-PETSMART International Supply

Phone: 602-580-6100 **Fax:** 602-395-6502**Toll-Free:****Address:** 19601 North 27th Avenue, Phoenix, AZ 85027 US**GROWTH PLANS/SPECIAL FEATURES:**

PETSMART, Inc. is the largest operator of superstores specializing in pet food, supplies and services in North America. The company operates 484 superstores, consisting of 464 superstores in the United States, and 20 superstores in Canada. PETSMART offers a complete assortment of pet products at prices typically at or below those offered by supermarkets, mass merchandisers and traditional pet food and supply retailers, as well as a wide range of pet services. PETSMART's superstores utilize a hybrid retail-warehouse format that reinforces the image of warehouse shopping at discount prices, enhances merchandise presentation and provides a fun shopping experience for customers and their pets. Direct, a subsidiary of the firm, is also the largest direct mail catalog retailer of pet and equine supplies as well as an e-commerce fulfillment center. The company emphasizes premium dog and cat foods, many of which are not available in supermarkets, warehouse clubs or mass merchandisers, as well as quality national brands traditionally found in supermarkets and pet stores. PETSMART also offers a wide-selection of its own corporate brand food products including Authority premium dog and cat food and treats, Sophista Cat cat food and Great Choice dog food. The sale of pet food, treats and litter comprises approximately 48% of retail revenues. Also offered is a broad assortment of pet supplies including collars, leashes, health and beauty aids, shampoos, medication, toys, animal carriers, dog houses, cat furniture and equestrian supplies, in addition to a complete line of supplies for fish, birds and small animals, including aquariums, filters, birdcages and small animal supplies. The sale of pet supplies comprises approximately 45% of PETSMART's North American retail revenues. The company's Luv-A-Pet in-store adoption centers, in alliance with humane organizations, placed more than 52,000 dogs and cats in new homes last year. The company offers its employees vision, dental and health insurance and education assistance, credit union membership and a discount on merchandise and services.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,224,222 (12 months)	2001 Profits: \$-30,904 (12 months)
2000 Sales: \$2,110,316	2000 Profits: \$-32,422
1999 Sales: \$2,109,322	1999 Profits: \$23,269
1998 Sales: \$1,790,599	1998 Profits: \$-34,430
1997 Sales: \$1,501,017	1997 Profits: \$20,591

Stock Ticker: PETM
Employees: 20,450
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$589,616 Bonus: \$106,343
 Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$286,539 Bonus: \$91,667

COMPETITIVE ADVANTAGE: Leading operator of pet supplies superstores/Continues to grow through acquisitions.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PFIZER INC**www.pfizer.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 4

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Diversified
 Cardiovascular and Central Nervous System Agents
 Orthopedic Implants
 Animal Vaccines
 Antiseptic and Germicidal Products
 Anti-fungal Agents for AIDS Patients
 OTC Products Marketing

BRANDS/DIVISIONS/AFFILIATES:

Viagara
 Zyrtec-D
 Zolof
 Neurontin
 Viracept
 Celebrex
 Warner-Lambert Company
 Lipitor

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Henry A. McKinnell, CEO
 Henry A. McKinnell, Pres.
 David L. Shedlarz, Exec. VP/CFO
 J. Patrick Kelly, Sr. VP-Worldwide Mktg.
 Robert W. Norton, Sr. VP-Corp. Human Resources
 George M. Milne, Jr., Exec. VP-Global R & D
 Loretta V. Cangilosi, VP/Controller
 C.L. Clemente, Corp. Sec.
 Paul S. Miller, Exec. VP/General Counsel
 Frederick W. Telling, VP-Corp. Strategic Planning
 C.L. Clemente, Exec. VP-Corp. Affairs
 Richard A. Passoc, VP/Treas.
 M. Kenneth Bowler, VP-Federal Gov't Regulations
 Gary N. Jortner, Sr. VP-Product Dev.
 Alan G. Levin, VP-Finance

Phone: 212-573-2323 **Fax:** 212-573-7851**Toll-Free:****Address:** 235 E. 42nd St., New York, NY 10017-5755 US**GROWTH PLANS/SPECIAL FEATURES:**

Pfizer, Inc. is a research-based, global pharmaceutical company. The company discovers, develops, manufactures and markets innovative medicines for humans and animals. The company operates in two business segments: pharmaceuticals and consumer products. Pfizer's pharmaceutical division includes prescription pharmaceuticals for treating cardiovascular diseases, infectious diseases, central nervous system disorders, diabetes, erectile dysfunction, allergies, arthritis and other disorders. Major drugs offered by the company include Zolof and Neurontin for the treatment of central nervous system disorders; Diflucan for the treatment of various fungal infections; Viracept for treatment of HIV infections; and Zithromax, an oral or injectable antibiotic. The pharmaceutical segment also develops products for livestock as well as companion animals, including parasiticides, antibiotics, vaccines and other veterinary items. Pfizer has a number of innovative animal products that are expected to reach the market starting in 2003. The firm's Revolution topical liquid is the first medicine that can protect against external parasites, gastrointestinal worms and heartworms. In addition, the company's Capsugel subsidiary is one of the world's largest producers of two-piece capsules used in manufacturing prescription and over-the-counter pharmaceuticals and nutritional supplements. Pfizer's consumer products segment markets many of the world's best-known consumer health brands, including Benadryl, Roloids, Zantac 75, Visine, Cortizone and BenGay. Recently, the firm received FDA approval for its allergy medicine, Zyrtec-D, an antihistamine with decongestant for the treatment of a broad range of allergies and nasal congestion.

Pfizer offers its workforce medical and dental plans, as well as adoption assistance and product discounts. The company also gives employees access to health and fitness center, sports opportunities and childcare centers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$23,229,000 (9 months)	2001 Profits: \$5,831,000 (9 months)
2000 Sales: \$29,574,000	2000 Profits: \$3,726,000
1999 Sales: \$27,376,000	1999 Profits: \$4,952,000
1998 Sales: \$23,231,000	1998 Profits: \$4,633,000
1997 Sales: \$19,125,000	1997 Profits: \$2,880,000

Stock Ticker: PFE
 Employees: 90,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,616,000	Bonus: \$3,323,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$984,100	Bonus: \$1,426,900

COMPETITIVE ADVANTAGE:

Products are available in more than 150 countries/The company was founded nearly 150 years ago.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PG&E CORPORATION**www.pgecorp.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 5 Profits: 43

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Energy Trading
 Power Plant Development
 Electricity Generation
 Natural Gas Distribution

BRANDS/DIVISIONS/AFFILIATES:

Pacific Gas and Electric Company
 U.S. Generating Company
 PG & E Gas Transmission
 PG & E Energy Services
 PG & E Energy Trading
 PG & E National Energy Group
 True Quote LLC

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert D. Glynn Jr., CEO
 Robert D. Glynn, Jr., Pres.
 Peter A. Darbee, Sr. VP/CFO
 G. Brent Stanley, Sr. VP-Human Resources
 Christopher P. Johns, VP/Controller
 Bruce R. Worthington, General Counsel
 David S. Gee, VP-Strategic Planning
 Greg S. Pruett, VP-Corp. Comm.
 Gabriel B. Togneri, VP-Investor Rel.
 Peter A. Darbee, Treas.
 Steven L. Kline, VP-Federal Governmental and Regulatory Relations
 Thomas G. Boren, CEO/Pres.-PG&E National Energy Group
 R. Chrisman Iribe, COO/Pres.-East Region, PG&E National Energy Group
 Thomas B. King, COO/Pres.-West Region, PG&E Ntl. Energy Group

Phone: 415-267-7000 **Fax:** 415-267-7265

Toll-Free: 800-367-7731

Address: 1 Market, Spear Tower, Ste. 2400, San Francisco, CA 94105 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$11,688,000 (6 months)	2001 Profits: \$-201,000 (6 months)
2000 Sales: \$26,232,000	2000 Profits: \$-3,364,000
1999 Sales: \$20,820,000	1999 Profits: \$-73,000
1998 Sales: \$19,942,000	1998 Profits: \$719,000
1997 Sales: \$15,400,000	1997 Profits: \$716,000

Stock Ticker: PCG

Employees: 20,850
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$900,000	Bonus: \$931,350
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$630,000	Bonus: \$441,790

COMPETITIVE ADVANTAGE:

Massive customer base.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PHARMACIA**www.pnu.com****Industry Group Code:** 325412 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Pharmaceuticals
Seeds and Genomics
Herbicides
Biotechnology Seeds
Animal Drugs
Plasma Products
Research and Development
Environmental Technologies

BRANDS/DIVISIONS/AFFILIATES:

Ambien
Celebrex
Xalatan
Genotropin
Camptosar
Detrol
Pharmacia & Upjohn
Monsanto

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Fred Hassan, CEO
Christopher J. Coughlin, Exec. VP/CFO
Ken Banta, VP-Human Resources
Goran Ando, Exec.VP/Pres.-Research & Dev.
Demetrios Lappas, Sr. VP-IT/CIO
Robert G. Thompson, Sr. VP/Corp. Controller
Richard T. Collier, Sr. VP/General Counsel
Timothy Rothwell, Pres.-Global Country Oper.
Hakan Astrom, Sr. VP-Strategy
Hakan Astrom, Sr. VP-Corp. Affairs
Philip Needleman, Sr. Exec. VP/Chief Scientific Officer
Carrie Cox, Pres.-Global Bus. Mgmt.
Hendrik A. Verfaillie, CEO/Pres.-Monsanto Company
Dick Van Duyne, Sr. VP-Bus. Dev.

Phone: 908-901-8000 **Fax:** 908-901-8379**Toll-Free:** 888-768-5501**Address:** 100 Route 206 North, Peapack, NJ 07977 US**GROWTH PLANS/SPECIAL FEATURES:**

Pharmacia, which was created from the merger of Pharmacia & Upjohn with Monsanto, primarily manufactures and markets a broad line of prescription drugs, including central nervous system agents, growth hormones, nonsteroidal anti-inflammatory and analgesic agents, anticarcinogen agents, antibiotics, steroids, contraceptives, oral antidiabetes agents, female and reproductive health products, products to aid smoking cessation and a hair growth product. The company operates in three primary business segments: prescription pharmaceuticals, agricultural productivity and seeds and genomics. Pharmacia's leading prescription products include Celebrex, Ambien, Xalatan, Genotropin, Camptosar and Detrol. Celebrex is an anti-inflammatory drug and the world's top selling arthritis medication. The firm recently released Zyvox, which is used for the treatment of patients with severe gram-positive infections. Pharmacia also develops and markets a broad range of agricultural products, including crop protection agents and animal productivity enhancers. The company's crop protection products primarily consist of its Roundup brand family of herbicides. Moreover, Pharmacia produces the Posilac brand of bovine somatotropin, used to increase the productivity of lactating cows. The seeds and genomics segment breeds, grows and sells both conventional seeds, particularly corn, soybeans, wheat, canola and sunflowers; and seeds enhanced using biotechnology platforms. In addition, the company operates several other businesses such as consumer health care, animal health, diagnostics, pharmaceutical commercial services, biotechnology investments and plasma products. Pharmacia recently acquired the Canadian Nicotine Replacement Therapy business of Aventis Pharma, Inc.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,940,000 (6 months)	2001 Profits: \$987,000 (6 months)
2000 Sales: \$18,144,000	2000 Profits: \$717,000
1999 Sales: \$16,425,000	1999 Profits: \$1,378,000
1998 Sales: \$13,737,000	1998 Profits: \$362,000
1997 Sales: \$12,644,000	1997 Profits: \$407,000

Stock Ticker: PHA
Employees: 59,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,250,006	Bonus: \$2,005,600
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$778,257	Bonus: \$901,300

COMPETITIVE ADVANTAGE:

Global leader in pharmaceuticals, chemicals and agriculture/Rapid growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PHILLIPS PETROLEUM COMPANY**www.phillips66.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Natural Gas Gathering, Processing and Marketing
 Petroleum Refining, Marketing and Transportation
 Chemicals Production and Distribution

BRANDS/DIVISIONS/AFFILIATES:

Phillips 66
 Chevron
 Duke Energy Field Services
 Chevron Phillips Chemical Company
 Tosco
 76
 Circle K

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jim J. Mulva, CEO
 John Carrig, Sr. VP/CFO
 P.D. Barrington, VP-Mktg.
 J.C. High, VP-Human Resources
 E.L. Batchelder, CIO
 R.C. Berney, VP/Controller
 J. Bryan Whitworth, General Counsel
 J. Bryan Whitworth, Exec. VP/Chief Admin. Officer
 John E. Lowe, Sr. VP-Corp. Strategy & Dev.
 C.C. Reasor, Mgr.-Investor Rel.
 Jeff Sheets, VP/Treas.
 Kevin Meyers, Exec. VP-Alaska Oper.
 Laura Sugg, VP-Worldwide Gas
 J.C. Mihm, Sr. VP-Tech. & Project Dev.
 D.R. Duncan, VP-Gov't Rel.

Phone: 918-661-6600 **Fax:** 918-662-2926**Toll-Free:** 800-387-3234**Address:** 4th and Keeler Ave., Bartlesville, OK 74004 US**GROWTH PLANS/SPECIAL FEATURES:**

Phillips Petroleum Company is a global oil and gas company that operates in four business segments: Exploration and Production (E&P), Gas Gathering, Processing and Marketing (GPM), Refining, Marketing and Transportation (RM&T) and Chemicals. The company currently owns properties in 19 countries with nine countries producing including the U.S., Canadian, Norwegian, British and Danish sectors of the North Sea, and China, Nigeria and Venezuela. The E&P segment explores and produces crude oil, natural gas and natural gas liquids on a worldwide basis. E&P utilizes seismic imaging technology, reserves estimation capabilities, reservoir management and exploitation, enhanced oil recovery operations and large offshore management. The firm's GPM segment gathers and processes natural gas products by both Phillips and others. This segment consists primarily of its equity investment in Duke Energy Field Services (DEFS). DEFS gathers natural gas through approximately 57,000 miles of gathering lines in the U.S. and western Canada. The unit also owns and operates 68 processing plants. Phillips' RM&T segment refines markets and transports crude oil and petroleum products primarily in the U.S. The segment operates three refineries in Texas and Utah with a combined crude oil refining capacity of 368,000 barrels of oil per day (BOPD). In February 2001, Phillips announced plans to acquire Tosco, one of the largest refiners and marketers in the U.S., by the end of 2001. With Tosco, the combined refining capacity is expected to be about 1.7 million BOPD. The acquisition will also give the company a combined marketing presence of 12,000 gasoline service stations in 46 states under the brands 76, Circle K and Phillips 66. The firm's Chemical segment consists of its equity interest in Chevron Phillips Chemical Company, which was formed by Phillips and Chevron in July 2000.

The company offers employees medical, dental and vision plans as well as educational assistance, community service award programs and recreational facilities at select locations.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$9,726,000 (6 months)	2001 Profits: \$1,108,000 (6 months)
2000 Sales: \$20,835,000	2000 Profits: \$1,862,000
1999 Sales: \$13,571,000	1999 Profits: \$609,000
1998 Sales: \$11,545,000	1998 Profits: \$237,000
1997 Sales: \$15,424,000	1997 Profits: \$959,000

Stock Ticker: P

Employees: 12,400

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,045,833	Bonus: \$4,516,875
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$497,253	Bonus: \$553,041

COMPETITIVE ADVANTAGE: Massive retail distribution network/Acquisition of Tosco.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PIER 1 IMPORTS INC**www.pier1.com****Industry Group Code:** 442110 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Furniture & Housewares Stores, Retail
 Kitchen Goods
 Dining Goods and Accessories
 Speciality and Novelty Ornaments
 Franchising

BRANDS/DIVISIONS/AFFILIATES:

Pier (The)
 Market of Pier 1 (The)

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Marvin J. Girouard, CEO
 Charles H. Turner, CFO
 Phil E. Schneider, Sr. VP-Mktg.
 E. Mitchell Weatherly, Sr. VP-Human Resources
 Jay R. Jacobs, Sr. VP-Merch.
 J. Rodney Lawrence, Corp. Sec.
 J. Rodney Lawrence, Sr. VP-Legal Affairs
 David A. Walker, Sr. VP-Logistics & Allocations
 Stephen F. Magnum, Treas.
 Robert Kling, VP-Merch.
 Charles H. Turner, Sr. VP-Stores

Phone: 817-252-8000 **Fax:** 817-252-8028**Toll-Free:****Address:** 301 Commerce Street, Suite 600, Fort Worth, TX 76102
US**GROWTH PLANS/SPECIAL FEATURES:**

Pier 1 Imports, Inc. operates a chain of retail stores, which sell a wide variety of furniture, decorative home furnishings, dining and kitchen goods, accessories and other specialty items for the home. The company operates under three names: Pier 1 Imports, The Market of Pier 1, and in the U.K., The Pier. Pier 1 operates 751 stores in 48 states and 34 stores in four Canadian provinces, and supports nine franchised stores in nine states. Additionally, the company operates 21 total stores in the United Kingdom: 18 stores in England; two stores in Scotland, and one store in Wales. In a collective agreement with Sears Mexico and Sears Puerto Rico, Pier 1 merchandise is offered in 12 Sears Mexico stores and seven Sears Puerto Rico stores. In addition, Pier 1 has an agreement with Akatsuki Printing Co., LTD. to operate under license nine Pier 1 stores in Tokyo. The company's growth strategy for the future is to expand its North American store base to more than 1,200 locations. Presently, Pier 1 maintains regional distribution center facilities in Baltimore, Maryland; Columbus, Ohio; Chicago, Illinois; Fort Worth, Texas; Ontario, California; and Savannah, Georgia. The firm offers a diverse selection of products consisting of nearly 5,000 items imported from approximately 60 countries around the world. These goods are imported from a variety of countries such as Italy, Malaysia, Chile, Mexico, China, the Philippines and Indonesia. Pier 1 merchandise largely consists of items that require a significant degree of handcraftsmanship. The company imports most items directly from foreign suppliers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,411,500 (12 months)	2001 Profits: \$94,600 (12 months)
2000 Sales: \$1,231,100	2000 Profits: \$74,700
1999 Sales: \$1,138,600	1999 Profits: \$80,357
1998 Sales: \$1,075,400	1998 Profits: \$78,047
1997 Sales: \$947,100	1997 Profits: \$44,087

Stock Ticker: PIR

Employees: 14,600

Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$755,000	Bonus:	\$495,470
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$250,000	Bonus:	\$115,000

COMPETITIVE ADVANTAGE:

Retailer of unique items imported from 60 countries around the world.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PINKERTON'S INC

www.pinkertons.com

Industry Group Code: 561610 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits:

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing:	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing:	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.:	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees:	Music:	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.:	Broadcasting:	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other:		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Security and Investigation Services
Security Personnel Staffing
Security Consulting Services
Network Security Management
Security System Design
Executive Protection
Fraud and Claims Investigations
Employee Screenings

BRANDS/DIVISIONS/AFFILIATES:

Securitas
Burns International Services Corporation
Pinkerton Security Services USA
Pinkerton Government Services, Inc.
Pinkerton Consulting and Investigations
Pinkerton Systems Integration
Pinkerton Global Intelligence Services

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Don W. Walker, CEO
Armund Skarholt, Pres.
Hakan Winberg, CFO/Exec. VP
Kent B. Brown, Man. Dir.-Pinkerton Global Intelligence Svcs.
Thomas B. Clark, Pres.-Pinkerton Consulting and Investigation
Laura Cerar, Pres.-Pinkerton U.S. Security Div.

Phone: 818-706-6800 Fax: 818-706-5515

Toll-Free:

Address: 4330 Park Terrace Dr., Westlake Village, CA 91361 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)
2000 Sales: \$2,500,000
1999 Sales: \$666,700
1998 Sales: \$
1997 Sales: \$

2001 Profits: \$ (months)
2000 Profits: \$
1999 Profits: \$
1998 Profits: \$
1997 Profits: \$

Stock Ticker: Subsidiary

Employees: 125,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$ Bonus: \$
Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

COMPETITIVE ADVANTAGE:

Merger with Burns/Will benefit greatly from today's focus on increased security.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PINNACLE WEST CAPITAL CORPORATION www.pinnaclewest.com

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 34 Profits: 22

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Real Estate Development
Venture Capital Investment

BRANDS/DIVISIONS/AFFILIATES:

Arizona Public Service
SunCor Development Company
El Dorado Investment Company
APS Energy Services
Pinnacle West Energy
Palo Verde Nuclear Generating Station

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William J. Post, CEO
Jack E. Davis, Pres.
Michael Palmeri, VP-Finance
John G. Bohon, VP-Human Resources
Chris Froggart, VP/Controller
Faye Widenmann, VP/Sec.
Nancy Loftin, VP/General Counsel
Ed Fox, VP-Comm., Environment & Safety
Barbara M. Gomez, Treas.
William L. Stewart, Pres.-Pinnacle West Energy
Armando Flores, Exec. VP-Corp. Bus. Services
Martin L. Schulz, VP-Gov't Affairs
Robert S. Aiken, VP-Federal Affairs

Phone: 602-250-1000 **Fax:** 602-250-2430**Toll-Free:****Address:** 400 East Van Buren Street, Phoenix, AZ 85004 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,232,600 (6 months)	2001 Profits: \$126,300 (6 months)
2000 Sales: \$3,690,200	2000 Profits: \$302,300
1999 Sales: \$2,423,400	1999 Profits: \$167,900
1998 Sales: \$2,130,600	1998 Profits: \$242,900
1997 Sales: \$1,817,760	1997 Profits: \$201,520

Stock Ticker: PNW
Employees: 7,200
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$519,000	Bonus: \$510,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$464,000	Bonus: \$526,812

COMPETITIVE ADVANTAGE:

Diversified business portfolio.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				

PITNEY BOWES INC**www.pitneybowes.com****Industry Group Code:** 333313 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Business Machines-Postage Meters
 Business Equipment
 Outsourced Main Room Services
 Equipment Financing
 Outsourced Copier Room Services
 Postage Meters
 Copiers
 Fax Machines

BRANDS/DIVISIONS/AFFILIATES:

Global Mailing
 Enterprise Solutions
 Pitney Bowes Management Services
 Document Messaging Technologies
 Capital Services
 Bell & Howell
 Danka Services International

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael J. Critelli, CEO
 Marc C. Breslawsky, Pres.
 Marc C. Breslawsky, COO
 Bruce P. Nolop, Exec. VP/CFD
 Meredith B. Fischer, VP-Corp. Mktg.
 Bruce Donatuti, VP/Chief Human Resources Officer
 Joseph E. Wall, VP/Chief Tech. Officer
 Gregory Buoncontri, VP/CIO
 Amy C. Corn, VP/Corp. Sec.
 Sara E. Moss, Sr. VP/General Counsel
 Suzanne N. Grey, VP-Strategy, Planning & New Bus. Dev.
 Meredith B. Fischer, Chief Comm. Officer
 Dessa Bokides, VP/Treas.
 Arlen F. Hencock, VP-Finance
 Murray L. Reichenstein, VP-Electronic Bus.
 Murray L. Reichenstein, Chief Dev. Officer
 Karen M. Garrison, Pres.-Pitney Bowes Bus. Services

Phone: 203-351-6858 **Fax:** 203-351-7336**Toll-Free:** 800-672-6937**Address:** 1 Elmcroft Rd., Stamford, CT 06926-0700 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,031,200 (9 months)	2001 Profits: \$398,000 (9 months)
2000 Sales: \$3,880,900	2000 Profits: \$622,500
1999 Sales: \$4,432,600	1999 Profits: \$636,200
1998 Sales: \$4,100,464	1998 Profits: \$576,400
1997 Sales: \$3,858,579	1997 Profits: \$526,027

Stock Ticker: PBI
Employees: 23,335
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$919,000	Bonus: \$600,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$820,400	Bonus: \$525,000

COMPETITIVE ADVANTAGE:

Vast market share in postage meters.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PITTSTON CO**www.pittston.com**

Industry Group Code: 561610 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:	Y	Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Security Services
 Freight/Transportation and Logistics
 Timber and Natural Gas Operations
 Mineral Production

BRANDS/DIVISIONS/AFFILIATES:

Brink's, Incorporated
 Brink's Home Security, Inc.
 BAX Global, Inc.
 Pittston Mineral Ventures

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael T. Dan, CEO
 Michael T. Dan, Pres.
 Robert Ritter, CFO/VP
 Frank T. Lennon, VP-Human Resources
 Matthew A.P. Schumacher, Controller
 Austin F. Reed, Corp. Sec.
 Austin F. Reed, General Counsel
 Frank T. Lennon, VP-Admin.
 James B. Hartough, VP-Corp. Finance/Treas.
 Arthur E. Wheatley, VP/Dir.-Risk Management

Phone: 804-289-9600 **Fax:** 804-289-9770**Toll-Free:****Address:** 1801 Bayberry Ct., Richmond, VA 23226-8100 US**GROWTH PLANS/SPECIAL FEATURES:**

The Pittston Company is a diversified conglomerate with interests in corporate and home security, transportation and supply chain management, mineral ventures, and timber and natural gas. Pittston is comprised of four operating segments: Brink's, Incorporated (Brink's); Brink's Home Security, Inc.(BHS); BAX Global, Inc.(BAX Global); and Other Operations, which consists of Pittston Mineral Ventures (Mineral Ventures) and the company's timber and gas operations (collectively called Allied Operations). Brink's is the world's largest provider of secured transportation and cash management services, while BHS provides home security services to over 675,000 customers throughout the U.S. and Canada. BAX Global is a leading provider of international freight transportation and supply chain management. In early 2001, Pittston discontinued its coal business operations with the sale of the assets of the Pittston Coal Company. The remaining natural resources business primarily includes gold mining, natural gas and timber operations.

In most subsidiaries, Pittston offers its employees competitive salaries, tuition reimbursement, medical/dental insurance and, in some cases, flexible hours. Employees of some security subsidiaries may receive free home security systems.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,783,000 (6 months)	2001 Profits: \$12,500 (6 months)
2000 Sales: \$3,834,100	2000 Profits: \$-256,700
1999 Sales: \$3,709,698	1999 Profits: \$34,657
1998 Sales: \$3,251,579	1998 Profits: \$66,056
1997 Sales: \$3,394,398	1997 Profits: \$106,717

Stock Ticker: PZB
 Employees: 49,400
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$699,038	Bonus: \$262,500
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$303,000	Bonus: \$125,000

COMPETITIVE ADVANTAGE:

Highly diversified/Name recognition of Brink's and BAX/Will benefit from today's increased focus on security by businesses and government.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PNC FINANCIAL SERVICES GROUP INC**www.pnc.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 10 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Consumer Banking
 Corporate Banking
 Real Estate Banking
 Mortgage Banking
 Asset Management
 Mutual Funds
 Equity Products

BRANDS/DIVISIONS/AFFILIATES:

PNC Bank
 PNC Advisors
 VentureBank@PNC
 PNC Real Estate Finance
 PNC Business Credit
 BlackRock
 PFPC

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James E. Rohr, CEO
 James E. Rohr, Pres.
 Robert L. Haunschild, CFO
 William E. Rosner, Chief Human Resources Officer
 Samuel R. Patterson, Controller
 Helen P. Pudlin, General Counsel
 Thomas K. Whitford, Group Exec.-Strategic Planning
 Randall C. King, Treas.

Phone: 412-762-2000 **Fax:** 412-762-7829**Toll-Free:** 800-762-8255**Address:** 1 PNC Plaza, 249 Fifth Ave., Pittsburgh, PA 15222-2707 US**GROWTH PLANS/SPECIAL FEATURES:**

PNC Financial Services Group, Inc. (formerly PNC Bank) is the parent of banking subsidiaries that operate over 740 branches in Pennsylvania, New Jersey, Delaware, Ohio and Kentucky. Through its subsidiaries, the company offers a diversified range of financial services including community banking, corporate banking, real estate finance, asset-based lending, wealth management, asset management and global fund services businesses. PNC Bank, N.A. is the firm's principal bank subsidiary offering a variety of special financial services features such as an online banking center. PNC Advisors specializes in comprehensive wealth management solutions primarily for business owners, senior executives and other high net worth individuals. This segment currently has over \$60 billion in assets under management. VentureCapital@PNC offers innovative capital market products and services such as loan facilities, business and strategic planning, merger and acquisition solutions and lease financing. PNC Real Estate Finance is a leading provider of credit products, capital markets financing, treasury management, commercial mortgage loan servicing and other financial services to developers, owners and investors in commercial real estate. This segment's commercial real estate financial services platform includes Columbia Housing Partners, LP, a leading national syndicator of affordable housing equity, and Midland Loan Services, Inc., a leading national provider of commercial mortgage loans. Other businesses of PNC include PNC Business Credit, one of the largest asset-based lenders in the U.S.; BlackRock, an asset management and risk management services provider; and PFPC, a provider of comprehensive financial services to mutual funds, partnerships and other pooled investment vehicles. Through a recent strategic marketing agreement, PNC was named the official bank of the Pittsburgh Steelers.

The company offers its employees medical and dental coverage as well as tuition reimbursement.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,672,000 (6 months)	2001 Profits: \$595,000 (6 months)
2000 Sales: \$7,623,000	2000 Profits: \$1,279,000
1999 Sales: \$7,666,000	1999 Profits: \$1,264,000
1998 Sales: \$7,936,000	1998 Profits: \$1,115,000
1997 Sales: \$6,859,000	1997 Profits: \$1,052,000

Stock Ticker: PNC
 Employees: 24,900
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$836,120	Bonus: \$2,601,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$667,738	Bonus: \$1,579,900

COMPETITIVE ADVANTAGE:

One of the largest bank holding firms in the U.S./Also one of the largest mortgage originators.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y

PPL CORPORATION**www.pplweb.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 26 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Wholesale and Retail Energy Marketing
 Power Generation
 Generation Development Projects
 Energy Investments
 Energy-Related Services

BRANDS/DIVISIONS/AFFILIATES:

PPL EnergyPlus
 PPL Gas Utilities
 PPL Global
 PPL Generation
 PPL Services
 PPL Electric Utilities Corp.
 PPL Montana
 PPL Maine

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William F. Hecht, CEO
 William F. Hecht, Pres.
 John R. Biggar, Exec. VP/CFO
 Charles P. Pinto, VP-Human Resources
 Joseph J. McCabe, VP/Controller
 Robert J. Grey, Sr. VP/Sec.
 Robert J. Grey, General Counsel
 James E. Abel, Treas.
 James E. Abel, VP-Finance
 Frank A. Long, Pres.-PPL Generation, LLC
 Lawrence E. De Simone, Pres.-PPL EnergyPlus
 Michael E. Bray, Pres.-PPL Utilities

Phone: 610-774-5151 **Fax:** 610-774-4198**Toll-Free:** 800-345-3085**Address:** Two North Ninth Street, Allentown, PA 18101 US**GROWTH PLANS/SPECIAL FEATURES:**

PPL Corporation is an energy and utility holding company. The company operates in four primary business segments: supply, delivery, development and services. The supply segment consists of PPL Generation, which operates power plants to generate electricity, and PPL EnergyPlus, which markets electricity, gas and other energy-related assets to unregulated wholesale and retail markets. PPL Generation operates power plants in Pennsylvania, Montana and Maine with an aggregate generating capacity of 9,678 megawatts (MW). PPL EnergyPlus markets the electricity produced by PPL Generation along with additional purchased power and gas in 42 states and Canada. The deliver segment primarily consists of PPL Electric, a provider of electricity to approximately 1.3 million customers in a 10,000 square mile territory in eastern and central Pennsylvania. Combined with the firm's international operations in the U.K. and Latin America, PPL delivers electricity to a total of approximately 5.7 million customers. PPL Gas Utilities, another subsidiary in this segment, provides natural gas and propane delivery to over 105,000 customers in Pennsylvania and Maryland. The development segment consists of the activities of PPL Global. This subsidiary develops domestic generation projects for PPL Generation. PPL Global also develops, owns and operates international energy projects. Domestically, the subsidiary is in the process of developing approximately 2,350 MW of capacity in Pennsylvania, New York, Connecticut and Arizona. PPL Global's major international projects include equity investments in two U.K. electricity transmission and distribution companies, as well as several similar companies in Latin America. PPL Services operates the firm's services segment, providing shared services, including financial, legal, human resources and information services, for PPL and its subsidiaries.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,975,000 (6 months)	2001 Profits: \$358,000 (6 months)
2000 Sales: \$5,683,000	2000 Profits: \$524,000
1999 Sales: \$4,590,000	1999 Profits: \$458,000
1998 Sales: \$3,786,000	1998 Profits: \$-544,000
1997 Sales: \$3,077,000	1997 Profits: \$320,000

Stock Ticker: PPL
Employees: 11,893
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$788,270	Bonus: \$571,170
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$514,041	Bonus: \$310,288

COMPETITIVE ADVANTAGE:

Steady growth/New international investments.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PRINCIPAL FINANCIAL GROUP (THE)**www.principal.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 16 Profits: 15

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Life and Health Insurance
 Investment Services
 Annuities
 Mortgage Originations and Servicing
 Institutional Asset Management

BRANDS/DIVISIONS/AFFILIATES:

Principal Life Insurance Co.
 Professional Pension, Inc.
 Principal Bank
 Principal Financial Advisors, Inc.
 Principal Enterprise Capital, LLC
 Principal Financial Services Corp.
 Principal Capital Management, LLC
 Principal Commercial Funding, LLC

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J. Barry Griswell, CEO
 J. Barry Griswell, Pres.
 Michael H. Gersie, CFO
 Thomas J. Gaard, Sr. VP-Human Resources
 Carl C. Williams, CIO
 Joyce Nixon Hoffman, Corp. Sec.
 Karen E. Shaff, General Counsel
 Dennis P. Francis, CEO-Principal Capital
 G. Ian Martin, CEO-BT Financial Group
 Robb B. Hill, Sr. VP
 Paul F. Bognanno, Sr. VP

Phone: 515-247-5111 **Fax:** 515-246-5475**Toll-Free:** 800-986-3343**Address:** 711 High St., Des Moines, IA 50392-0001 US**GROWTH PLANS/SPECIAL FEATURES:**

The Principal Financial Group is a leading global financial institution offering businesses, individuals and institutional clients a wide range of financial products and services including retirement and investment services, life and health insurance and mortgage banking. The company serves more than 13 million customers across the globe from offices in Asia, Australia, Europe, Latin America and the United States. The firm has over \$117.5 billion in assets under management. Principal is organized into four primary business segments: U.S. Asset Management, International Asset Management and Accumulation, Life and Health Insurance and Mortgage Banking. Its flagship unit is Principal Life Insurance (The Principal), which provides life, health, dental and disability insurance. The U.S. Asset Management and Accumulation segment consists of asset accumulation operations, which provide retirement savings and related investment products and services to businesses, their employees and other individuals. International Asset Management and Accumulation is comprised of BT Financial Group, the fourth largest asset manager in Australia, and Principal, which has subsidiaries in Argentina, Chile, Mexico, Indonesia and Hong Kong and joint ventures in Brazil, Japan and India. The Life and Health Insurance segment offers individual life and disability insurance as well as group life and health insurance in the U.S. The segment is the ninth largest life insurer with over 700,000 individual policyholders and more than 5.4 million covered members. Mortgage Banking primarily originates, purchases, sells and services residential mortgage loans in the U.S. Recently, the company's policyholders voted to approve a plan that would convert Principal into a publicly held company.

The company offers a broad array of employee benefits including workout facilities, tuition reimbursement, educational programs and lactation centers for nursing mothers to use during work hours.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$8,884,900	2000 Profits: \$620,200
1999 Sales: \$7,660,000	1999 Profits: \$742,000
1998 Sales: \$7,697,000	1998 Profits: \$693,000
1997 Sales: \$8,666,000	1997 Profits: \$454,000

Stock Ticker: Mutual Company

Employees: 17,473

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Offers a variety of complementary products and services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PROCTER & GAMBLE CO**www.pg.com**

Industry Group Code: 325600 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Household Products Manufacturing
Pharmaceuticals
Chemicals
Research and Development

BRANDS/DIVISIONS/AFFILIATES:

The Iams Company
Procter & Gamble Pharmaceuticals
Tide
Oil of Olay
Pampers
Clairol
Cover Girl
Bounty

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan G. Lafley, CEO
Alan G. Lafley, Pres.
Clayton C. Daley, Jr., CFO
James R. Stengel, Global Mktg. Officer
Richard L. Antoine, Global Human Resources Officer
G. Gilbert Cloyd, Chief Tech. Officer
Stephen N. David, CIO
Clayton C. Daley, Jr., Controller
Terry L. Overbey, Corp. Sec.
James J. Johnson, Chief Legal Officer
Kerry Clark, Pres.-Bus. Oper.
Kerry Clark, Pres.-Global Market Dev.
David R. Walker, Comptroller
Wolfgang C. Berndt, Pres.-Global Fabric & Home Care-Europe
Bruce L. Byrnes, Pres.-Global Beauty & Health Care
Mark D. Ketchum, Pres.-Global Baby & Feminine Care

Phone: 513-983-1100 **Fax:** 513-983-4381**Toll-Free:****Address:** 1 Procter & Gamble Plaza, Cincinnati, OH 45202 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$39,244,000 (12 months)	2001 Profits: \$2,922,000 (12 months)
2000 Sales: \$39,951,000	2000 Profits: \$3,542,000
1999 Sales: \$38,125,000	1999 Profits: \$3,763,000
1998 Sales: \$37,154,000	1998 Profits: \$3,780,000
1997 Sales: \$35,764,000	1997 Profits: \$3,415,000

Stock Ticker: PG

Employees: 106,000
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary:	\$1,700,000	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$1,250,000	Bonus:	\$

COMPETITIVE ADVANTAGE:

One of the world's leading household product firms/Famous for expertise in product development and branding.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

PROGRESS ENERGY INC**www.progress-energy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 31 Profits: 14

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Energy Services
 Facility Management
 Wholesale Telecommunications Services

BRANDS/DIVISIONS/AFFILIATES:

CP&L Energy, Inc.
 Electric Fuels Corp.
 NCNG Corp.
 Florida Power Corp.
 SRS Corp.
 Progress Telecom
 Progress Energy Service Company, L.L.C.
 Energy Ventures

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William Cavanaugh III, CEO
 William Cavanaugh III, Pres.
 Peter M. Scott III, Exec. VP/CFO
 Robert H. Bazemore, Jr., Controller
 William D. Johnson, Corp. Sec.
 William D. Johnson, Exec. VP/General Counsel
 Robert B. McGehee, Pres./CEO-Progress Energy Service Co., L.L.C.
 Don Davis, Exec. VP-Energy Services
 Bill Habermeyer, Pres./CEO-Florida Power
 Bonnie Hancock, Sr. VP/Finance & IT-Progress Energy Service Co.

Phone: 919-546-6411 **Fax:** 919-546-7678**Toll-Free:****Address:** 410 South Willington Street, Raleigh, NC 27601 US**GROWTH PLANS/SPECIAL FEATURES:**

Progress Energy, Inc. is a holding company for energy-related businesses. The firm serves 2.8 million customers across the Southeast, providing electricity, natural gas, energy services and broadband capacity. The company has four major business operations including two electric utilities, a natural gas utility and other non-regulated businesses. The electric utility operations consist of CP&L Energy, Inc. and Florida Power Corp. CP&L serves more than 1.2 million customers covering 33,000 square miles in eastern North Carolina and South Carolina. The subsidiary owns and operates 19 Carolina plant sites, totaling more than 12,000 megawatts of generating capability. Florida Power serves more than 1.4 million customers in central and north Florida. Its service area encompasses approximately 20,000 square miles, including the cities of St. Petersburg, Clearwater and Orlando. Progress Energy's natural gas utility segment consists of the North Carolina Natural Gas Corp. (NCNG), which provides natural gas services to 173,000 customers in southcentral and eastern North Carolina. The company also engages in non-regulated business areas such as telecommunications, coal and synthetic fuel operations, energy management and related services and merchant energy generation. Subsidiaries include Progress Telecom, a provider of wholesale telecommunications services; SRS Corp., an energy service and facility management company; and Energy Ventures, which manages wholesale generation, fuel extraction, power marketing and trading operations. Progress Energy recently sold its MEMCO Barge line, Inc. subsidiary to AEP Resources, Inc. for \$270 million.

Progress Energy offers medical, dental and vision plans as well as educational assistance and college degree recognition programs to its workforce.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,223,700 (6 months)	2001 Profits: \$265,700 (6 months)
2000 Sales: \$4,118,900	2000 Profits: \$478,400
1999 Sales: \$3,357,600	1999 Profits: \$379,300
1998 Sales: \$3,191,700	1998 Profits: \$396,300
1997 Sales: \$3,036,600	1997 Profits: \$388,300

Stock Ticker: PGN

Employees: 16,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$871,483	Bonus: \$1,285,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$469,789	Bonus: \$275,000

COMPETITIVE ADVANTAGE:

Provides utility services throughout the southeastern U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

PROGRESSIVE CORP**www.progressive.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 24 Profits: 27

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Personal Automobile Insurance
 Specialty Property and Casualty Insurance

BRANDS/DIVISIONS/AFFILIATES:

Progressive Casualty Insurance Company
 Midland Risk Insurance Company
 Progressive Specialty Insurance Company
 United Financial Casualty Company
 Progressive Transportation
 Progressive Mutual Insurance Company
 Midland Company
 Progressive Insurance Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Glenn M. Renwick, CEO
 Glenn M. Renwick, Pres.
 W. Thomas Forrester, CFO
 Tiona M. Thompson, Chief Human Resources Officer
 Raymond M. Voelker, CIO
 Thomas A. King, Contoller
 Charles W. Jarret, Corp. Sec.
 Charles W. Jarret, Chief Legal Officer
 Moira A. Lardakis, Chief Comm. Officer
 W. Thomas Forrester, Treas.
 Jeffrey W. Basch, Chief Acct. Officer
 Brian J. Passell, Chief Claim Officer
 Richard H. Watts, Direct Bus. Leader
 Robert T. Williams, Agent Bus. Leader

Phone: 440-461-5000 **Fax:** 440-446-7436**Toll-Free:** 800-776-4737**Address:** 6300 Wilson Mills Rd., Mayfield Village, OH 44143 US**GROWTH PLANS/SPECIAL FEATURES:**

The Progressive Corporation is an insurance holding company with 72 subsidiaries and two mutual insurance company affiliates. The company is one of the four largest auto insurers in the U.S. Progressive's insurance subsidiaries and affiliates provide personal automobile insurance and other specialty property-casualty insurance and related services throughout the United States and Canada. The company's property-casualty insurance products protect its customers against collision and physical damage to their motor vehicles and liability to others for personal injury or property damage arising out of the use of those vehicles. The special types of insurance offered by the company include recreational vehicle (RV), personal watercraft, motorcycle and all terrain vehicle (ATV) policies. Progressive has over 350 offices located in 48 states, the District of Columbia and Canada. The firm's primary product segment is its Personal Lines, which writes insurance for private passenger automobiles and recreational vehicles. The Personal Lines segment accounted for 91% of Progressive's total net premiums written in 2000. Consumers can purchase Progressive insurance through more than 30,000 independent agents across the U.S., making the firm the largest writer of auto insurance through independent agents. Consumers can also purchase insurance 24 hours a day, seven days a week through a toll-free number or the company's web site. Progressive recently became the first auto insurer to use Wireless Application Protocol (WAP) technology, allowing users to access the progressive.com web site and purchase insurance through web-enabled cell phones and personal digital assistants (PDAs).

All large Progressive offices feature works from the firm's contemporary art collection, regarded as one of the best in the U.S., in order to encourage creative thinking. Most major office locations also feature a campus setting and atmosphere, including cafeterias, fitness centers and primary care facilities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,636,400 (6 months)	2001 Profits: \$190,300 (6 months)
2000 Sales: \$6,771,000	2000 Profits: \$46,100
1999 Sales: \$6,124,200	1999 Profits: \$295,200
1998 Sales: \$5,292,400	1998 Profits: \$456,700
1997 Sales: \$4,608,200	1997 Profits: \$400,000

Stock Ticker: PGR
 Employees: 19,490
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$623,077	Bonus: \$275,057
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$488,462	Bonus: \$993,091

COMPETITIVE ADVANTAGE:

A leader in direct marketing and telephone marketing.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

PRUDENTIAL FINANCIAL**www.prudential.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 20

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Individual Life Insurance
 Asset Management
 Mutual Funds
 Brokerage Services
 Mutual Funds
 Property/Casualty Insurance
 Credit Cards

BRANDS/DIVISIONS/AFFILIATES:

The Prudential Insurance Company of America
 Prudential Relocation
 Prudential Real Estate Affiliates, Inc.
 Prudential Funding Corporation
 Prudential Securities
 Mitsui
 Gates McDonald
 Prudential Bank

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Arthur F. Ryan, CEO
 Arthur F. Ryan, Pres.
 Richard J. Carbone, CFO
 Robert A. Lawson, Exec. VP-Global Mktg. Comm.
 Michele S. Darling, Exec. VP-Human Resources
 John M. Liftin, General Counsel
 Robert Charles Golden, Exec. VP-Oper.
 Kiyofumi Sakaguchi, Exec. VP-Int'l Insurance
 John R. Strangfeld, Jr., Exec. VP-Asset Management
 Jean D. Hamilton, Exec. VP-Prudential Institutional
 Vivian L. Banta, Exec. VP-U.S. Consumer Group

Phone: 973-802-6000 **Fax:** 973-367-6476

Toll-Free:

Address: 751 Broad St., Newark, NJ 07102-3777 US

GROWTH PLANS/SPECIAL FEATURES:

Prudential Financial, Inc. is a holding company primarily conducting its business operations through The Prudential Insurance Company of America and its subsidiaries. The company is one of the largest financial services institutions in the U.S., serving more than 15 million individual and institutional customers in the U.S. and over 30 foreign countries in Asia, Europe, North America and South America. Prudential provides a wide range of insurance, investment management and other financial products and services. The firm has over \$393.5 billion in assets under management and more than \$212.3 billion of additional assets in securities brokerage and bank custodial accounts under administration. In the U.S., the company is one of the largest life insurers with over \$1.3 trillion in total gross life insurance, including individual and group insurance, in force. Moreover, Prudential has more than \$508 billion in total gross life insurance in force in Japan and other countries outside the U.S. The firm primarily offers individual and group life insurance, employee benefits and annuity products and services. In addition, Prudential provides individual property and casualty insurance, real estate brokerage, relocation services, asset management, brokerage and other investment products and services. The firm markets its financial products and services through a distribution force of over 22,400 sales people. Prudential Financial policyholders recently voted to demutualize the company and hold an initial public offering for shares of its common stock under the ticker symbol PRU.

The company offers on-site health and fitness programs and professionally staffed day care centers at many locations. Prudential was recently recognized by Working Mother magazine as one of the country's top ten employers for women.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$13,669,000 (6 months)	2001 Profits: \$632,000 (6 months)
2000 Sales: \$26,544,000	2000 Profits: \$398,000
1999 Sales: \$26,568,000	1999 Profits: \$813,000
1998 Sales: \$27,024,000	1998 Profits: \$1,106,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: PRU
 Employees: 56,925
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

One of the top-ranked life insurers in the United States.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED

www.pseg.com

Industry Group Code: 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 22 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Nuclear Generating Stations
Energy-Related Investments
Energy Distribution Systems
International Power Generation
Electricity and Gas Trading

BRANDS/DIVISIONS/AFFILIATES:

Public Service Electric and Gas Company
PSEG Power
PSEG Energy Holdings
PSEG Energy Technologies
PSEG Global
PSEG Nuclear
PSEG Resources & Trade
PSEG Fossil

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

E. James Ferland, CEO
Alfred C. Koeppe, Pres.-PSE&G
Alfred C. Koeppe, COO-PSE&G
Thomas M. O'Flynn, Exec. VP/CFO
Patricia A. Rado, VP/Controller
R. Edwin Selover, VP/General Counsel
Thomas R. Smith, Exec. VP-Oper.-PSEG Power
Thomas R. Smith, Exec. VP-Dev.-PSEG Power
Robert E. Busch, Sr. VP-Finance/CFO-PSE&G
Robert J. Dougherty, Jr., Pres./COO-PSEG Energy Holdings Inc.
Frank Cassidy, Pres./COO-PSEG Power LLC
Michael J. Thomson, Pres./CEO-PSEG Global

Phone: 973-430-7000 **Fax:** 973-430-5845

Toll-Free: 800-350-7734

Address: 80 Park Plaza, Newark, NJ 07102 US

GROWTH PLANS/SPECIAL FEATURES:

Public Service Enterprise Group Incorporated is a public utility holding company with four direct, wholly owned subsidiaries: Public Service Electric and Gas Company (PSE&G), PSEG Power LLC and PSEG Energy Holdings Inc. PSE&G is a regulated public utility engaged primarily in the transmission, distribution and sale of electric energy and gas service in New Jersey. The subsidiary supplies electric and gas service 3.5 million people, nearly three quarters of the state's population. This territory encompasses New Jersey's largest municipalities, including its six largest cities, in addition to approximately 300 suburban and rural communities. PSEG Power is engaged in the generation, wholesale marketing and trading of electric energy. The subsidiary currently has more than 17,000 megawatts of generating capacity in operation, construction or advanced development. Subsidiaries of PSEG Power include PSEG Fossil LLC, PSEG Nuclear and PSEG Energy Resources & Trade. PSEG Fossil operates the company's portfolio of natural gas, coal, and oil-fired electric generating units. PSEG Nuclear has ownership interests in five nuclear generating stations and operates three of them. PSEG Energy Holdings participates in three energy-related businesses through its subsidiaries: PSEG Global Inc., PSEG Resources Inc. and PSEG Energy Technologies Inc. PSEG Global develops, acquires, owns, operates and invests in independent power generation and distribution facilities throughout the world. PSEG Resources invests in energy-related assets primarily from deregulation activities. PSEG Energy Technologies provides energy-related services to industrial and commercial customers. The company offers medical, dental and vision plans as well as tuition reimbursement and on-site fitness facilities for its employees.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,985,000 (6 months)	2001 Profits: \$404,000 (6 months)
2000 Sales: \$6,848,000	2000 Profits: \$764,000
1999 Sales: \$6,458,000	1999 Profits: \$723,000
1998 Sales: \$6,010,000	1998 Profits: \$644,000
1997 Sales: \$6,177,000	1997 Profits: \$560,000

Stock Ticker: PEG
Employees: 10,709
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$890,000	Bonus: \$1,001,300
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$490,000	Bonus: \$358,400

COMPETITIVE ADVANTAGE:

Huge population base.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

PUBLIX SUPER MARKETS INC**www.publix.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 3

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Online Retail
Pharmacies
Dairy Product Production
Bakery
Online Sales

BRANDS/DIVISIONS/AFFILIATES:

PublixDirect

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Howard M. Jenkins, CEO
W. Edwin Crenshaw, Pres.
David P. Phillips, CFO
James H. Rhodes II, VP-Human Resources
Daniel M. Risener, CIO/Sr. VP
S. Keith Billups, Corp. Sec.
Tina P. Johnson, Sr. VP
James J. Lobinsky, Sr. VP
Thomas M. O'Conner, Sr. VP

Phone: 863-688-1188 **Fax:** 863-284-5532**Toll-Free:****Address:** 1936 George Jenkins Blvd., Lakeland, FL 33815 US**GROWTH PLANS/SPECIAL FEATURES:**

Publix Super Markets, Inc. is in the business of operating retail food supermarkets in Florida, Georgia, South Carolina and Alabama. The company's supermarkets sell groceries, dairy, produce, deli, bakery, meat, seafood, housewares and health and beauty care items. Many stores have pharmacy and floral departments. In addition, the firm has agreements with commercial banks to operate in many of its stores. Publix's lines of merchandise include a variety of nationally advertised and private label brands, as well as unbranded merchandise such as produce, meat and seafood. The company manufactures dairy, bakery and deli products. The dairy plants are located in Lakeland and Deerfield Beach, Florida, and Lawrenceville, Georgia. The bakery and deli plants are located in Lakeland, Florida. Publix operates 647 supermarkets, 509 stores in Florida, 111 in Georgia, 23 in South Carolina and four in Alabama. In fiscal year 2001, the company has 25 stores under construction in Florida and 10 stores in Georgia. The stores vary in size ranging from 27,000 to 61,000 square feet and are often located in strip shopping centers. The firm supplies its retail stores from eight distribution centers located in Lakeland, Miami, Jacksonville, Sarasota, Orlando, Deerfield Beach and Boynton Beach, Florida and Lawrenceville, Georgia. By summer 2001, PublixDirect, a new online grocery shopping and home delivery service, will be available. Customers placing orders through the PublixDirect web site may choose a 60-minute delivery window to have their orders delivered to their homes.

Employee benefits are very strong. Even part-time employees are offered profit sharing. Employees are trained for approximately 40 hours every year. The company promotes from within and most senior executives began their careers with the company as stockers or cashiers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)

2001 Profits: \$ (months)

2000 Sales: \$14,575,031

2000 Profits: \$530,406

1999 Sales: \$13,068,900

1999 Profits: \$462,409

1998 Sales: \$12,067,125

1998 Profits: \$378,274

1997 Sales: \$11,224,378

1997 Profits: \$354,622

Stock Ticker: Private

Employees: 126,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:

ESOP Stock Plan: Y

Profit Sharing: Y

Top Exec. Salary: \$373,750

Bonus: \$82,420

Savings Plan: Y

Stock Purch. Plan:

Second Exec. Salary: \$356,800

Bonus: \$78,682

COMPETITIVE ADVANTAGE:

Rapid growth/Strong distribution system.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:

Southwest:

Midwest:

Southeast:

Y

Northeast:

International:

PULTE HOMES INC**www.pulte.com****Industry Group Code:** 230000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Residential Construction
Mortgage Loan Products**GROWTH PLANS/SPECIAL FEATURES:**

Pulte Homes, Inc., formerly Pulte Corporation, is a holding company with subsidiaries engaged in the home-building and financial services businesses. The firm's core business is domestic homebuilding in the U.S. The company acquires and develops land primarily for the construction of housing projects. Pulte Homes builds a wide variety of homes, including detached units, townhouses, condominium apartments and duplexes. The company engages in the construction of housing units in the continental U.S. as well as in Mexico, Puerto Rico and Argentina. Over the course of its history, Pulte has constructed more than 277,000 homes, including a company record 27,781 homes in 2000. Pulte Home's primary business strategy, Homeowner for Life, capitalizes on its relationship with customers, extending a single sale into additional future sales of products and services. The firm's financial services segment consists principally of mortgage banking operations conducted through Pulte Mortgage Corporation (PMC) and its subsidiaries. PMC is a mortgage bank, which arranges financing through the origination of mortgage loans primarily for the company's domestic home buyers but also to the general public. The subsidiary also sells mortgage loans and mortgage-backed securities to outside investors. Pulte Homes recently completed a \$1.8 billion merger with Del Webb Corporation, a developer of adult, family and country club communities, under which the company acquired all of the outstanding shares of Del Webb.

The company offers its employees medical and dental insurance, health care and daycare choice accounts and tuition reimbursement.

BRANDS/DIVISIONS/AFFILIATES:Del Webb Corporation
ICM Mortgage Corporation
Pulte Diversified Companies, Inc. (PDCI)
Pulte Financial Companies, Inc. (PFCI)
Pulte International Corporation
Pulte Mortgage Corporation (PMC)
Pulte Corporation
Homeowner for Life**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*Robert K. Burgess, CEO
Mark J. O'Brien, Pres.
Mark J. O'Brien, COO
Roger A. Cregg, CFO
Vincent J. Frees, Controller
John R. Stoller, Corp. Sec.
John R. Stoller, General Counsel
Michael A. O'Brien, Sr. VP-Corp. Dev.
Bruce E. Robinson, Treas.
Gregory N. Nelson, VP**Phone:** 248-647-2750 **Fax:** 248-433-4598**Toll-Free:** 800-777-8583**Address:** 33 Bloomfield Hills Pkwy., Ste. 200, Bloomfield Hills, MI 48304-2946 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,855,400 (6 months)	2001 Profits: \$99,200 (6 months)
2000 Sales: \$4,159,100	2000 Profits: \$188,500
1999 Sales: \$3,730,300	1999 Profits: \$178,200
1998 Sales: \$2,866,521	1998 Profits: \$102,183
1997 Sales: \$2,523,991	1997 Profits: \$52,761

Stock Ticker: PHM

Employees: 5,200

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$700,000	Bonus:	\$2,300,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$700,000	Bonus:	\$2,300,000

COMPETITIVE ADVANTAGE:

Operates in 35 markets/Has a nationally recognized reputation.

OTHER THOUGHTS:Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

QUEST DIAGNOSTICS INC**www.questdiagnostics.com**

Industry Group Code: 621511 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Services-Testing and Diagnostics
 Clinical Laboratory Testing
 Esoteric Testing

GROWTH PLANS/SPECIAL FEATURES:

Quest Diagnostics, Inc. is one of the largest clinical laboratory testing companies in the U.S., offering a broad array of diagnostic testing and related services to the healthcare industry. The company's diagnostic testing services provide information that enhances decision making among health care professionals and consumers. Quest Diagnostics offers patients and physicians comprehensive access to diagnostic testing services through its national network of 30 full-service laboratories, 150 rapid response laboratories and over 1,300 patient service centers, where specimens are collected. Quest Diagnostic's laboratory testing operations consist of routine, esoteric and clinical trials testing. Routine tests measure various important bodily health parameters such as the functions of the kidney, heart, liver, thyroid and other organs. Tests in this category include blood cholesterol level tests, complete blood cell counts, pap smears, HIV-related tests, urinalyses, pregnancy and prenatal tests and substance-abuse tests. Esoteric tests require more sophisticated equipment and technology, professional attention and highly skilled personnel. The firm's Nichols Institute, located in San Juan Capistrano, California, is one of the leading esoteric clinical testing laboratories in the world. Esoteric tests involve a number of medical fields including endocrinology, genetics, immunology, microbiology, oncology, serology and special chemistry. Clinical trials testing primarily involves assessing the safety and efficacy of new drugs to meet FDA requirements. In April 2001, Quest Diagnostics acquired Medplus, Inc., a health care information technology company.

BRANDS/DIVISIONS/AFFILIATES:

Corning Clinical Laboratories, Inc.
 MetPath, Inc.
 Diagnostic Medical Laboratory
 Samaritan Health Systems
 Sonora Quest Laboratories
 Nichols Institute
 Smith Kline Beecham Clinical Laboratories, Inc.
 Medplus, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kenneth W. Freeman, CEO
 Surya N. Mohapatra, Pres.
 Surya N. Mohapatra, COO
 Robert A. Hagemann, CFO
 Richard L. Bevan, VP-Human Resources
 Gerald C. Marrone, CIO
 Michael E. Prevoznik, General Counsel
 Gerald C. Marrone, Sr. VP-Admin.
 Kenneth R. Finnegan, VP-Bus. Dev.
 Julie A. Clarkson, Corp. VP-Comm. and Public Affairs
 Catherine T. Doherty, Corp. VP-Investor Rel.

Phone: 201-393-5000 **Fax:** 201-462-4715**Toll-Free:****Address:** 1 Malcolm Ave., Teterboro, NJ 07608 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,717,400 (9 months)	2001 Profits: \$111,300 (9 months)
2000 Sales: \$3,421,200	2000 Profits: \$102,100
1999 Sales: \$2,205,200	1999 Profits: \$-3,400
1998 Sales: \$1,458,600	1998 Profits: \$26,900
1997 Sales: \$1,528,700	1997 Profits: \$-22,300

Stock Ticker: DGX
 Employees: 27,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$747,116	Bonus: \$1,623,300
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$498,077	Bonus: \$618,400

COMPETITIVE ADVANTAGE:

One of the largest clinical laboratory companies in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

QUINTILES TRANSNATIONAL CORP**www.quintiles.com**

Industry Group Code: 541710 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Research & Development
 Sales/Marketing for Pharmaceutical Companies
 Web-based Products
 Research Solutions
 Strategic Alliance Services
 Clinical Trials

BRANDS/DIVISIONS/AFFILIATES:

Healtheon/Web MD
 Innovex
 Rx Market Monitor
 Quintiles Academy
 Japan Pharma Center
 QUINTERNET Informatics
 Innovex eHealth Solutions Group
 iQLearning

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Pamela J. Kirby, CEO
 James L. Bierman, CFO
 John S. Russell, General Counsel
 Greg Connors, Investor Rel.
 Gregory Porter, CEO, Quintiles Informatics
 Pat Grebe, Media Relations

Phone: 919-998-2000 **Fax:** 919-998-9113

Toll-Free:

Address: 4709 Creekstone Dr., Ste. 200, Durham, NC 27709-3979 US

GROWTH PLANS/SPECIAL FEATURES:

Quintiles Transnational Corporation is a leading provider of full-service contract research, sales and marketing services to the global pharmaceutical, biotechnology and medical device industries. The company provides a broad range of contract services to speed the process from development to peak sales of a new drug or medical device. The firm also provides market research solutions and strategic analyses to support healthcare decisions and policy consulting to governments and other organizations worldwide. Quintiles operates in three primary business segments: Product Development Group, Commercial Services Group and QUINTERNET Informatics. The Product Development Group provides a full range of drug development services from strategic planning and preclinical services to regulatory submission and approval. The Commercial Services Group engages in sales force deployment and strategic marketing services as well as consulting services for its customers. QUINTERNET Informatics offers a broad spectrum of products and services to improve the quality and management of care in the delivery of health-related services. The company recently launched Innovex eHealth Solutions Group, which provides Internet-based sales and marketing services for the pharmaceutical, biotechnology and medical device industries. The premier product of the group is iQLearning, a Web-based system that has the capability to provide a wide range of online products and educational programs for physicians and sales representatives.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,215,800 (9 months)	2001 Profits: \$-248,500 (9 months)
2000 Sales: \$1,659,900	2000 Profits: \$418,900
1999 Sales: \$1,607,100	1999 Profits: \$109,300
1998 Sales: \$1,221,800	1998 Profits: \$88,600
1997 Sales: \$885,600	1997 Profits: \$48,900

Stock Ticker: QTRN

Employees: 18,219

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$600,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$350,004	Bonus: \$

COMPETITIVE ADVANTAGE:

Leading provider of full-service contract research, sales and marketing services to the global pharmaceutical, biotechnology, and medical device industries.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

QWEST COMMUNICATIONS INTERNATIONAL INC www.qwest.com

Industry Group Code: 513390C Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

High Speed Access Provider-Internet, Data, Multimedia & Voice
 Multimedia Communications Services-Fiber Optics
 Internet Access
 Fiber Optic System Installation
 Local Telephone Service
 Application Service Provider Services
 Long Distance Services

BRANDS/DIVISIONS/AFFILIATES:

U.S. West, Inc.
 CyberCenter
 Qwest Macro Fiber Capacity Network

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Joseph P. Nacchio, CEO
 Afshin Mohebbi, Pres.
 Afshin Mohebbi, COO
 Robin R. Szelgia, Exec. VP/CFO
 Ian V. Ziskin, Exec. VP-Human Resources
 Cliff J. Dodd, Exec. VP/CIO
 Drake S. Tempest, Corp. Sec.
 Drake S. Tempest, General Counsel
 Drake S. Tempest, Chief Admin. Officer
 Marc Weisberg, Exec. VP-Corp. Dev.
 Annette Jacobs, Exec. VP/Pres.-Qwest Wireless
 Shaun P. Gilmore, Exec. VP-Comm. Services
 Joel Arnold, Exec. VP-Global Bus. Markets
 Clifford S. Holtz, Exec. VP-Small Bus. Markets
 Lewis O. Wilks, Exec. VP-Internet Bus. Dev.
 Philip F. Anschutz, Chairman of the Board

Phone: 303-992-1400 Fax: 303-992-1724

Toll-Free: 800-899-7780

Address: 1801 California St., Denver, CO 80202 US

GROWTH PLANS/SPECIAL FEATURES:

Qwest Communications International, Inc. is a leading communications services provider with a nationwide, high-capacity fiber optic communications network. The company was founded by legendary business leader Philip Anschutz who later brought in AT&T's Jose Nacchio to be CEO. By aggressively building out a major fiber optic network and pursuing acquisitions, Qwest has rapidly become one of the world's leading telecom firms. Qwest is engaged in two core business segments: communications and construction services. The company's communications services business offers Internet and multimedia services as well as traditional voice communication to business, government agencies and consumers in domestic and international markets. The company also provides wholesale services to other communication providers, including Internet service providers. Qwest's network uses both Internet and traditional telephone communications technology. The firm has completed an 18,800-mile Internet protocol-based fiber-optic network linking 150 U.S. metro areas, and is connecting Mexico with a 1,400-mile segment. Across the Atlantic, the company is building a 9,100-mile fiber-optic network in a joint venture with a Dutch phone company. The network, called the Qwest Macro Capacity Fiber Network, spans more than 106,000 miles globally. In June 2000, Qwest merged with U.S. West, Inc., a local phone service provider in 14 western states. Qwest is currently expanding its high-speed DSL Internet connection coverage area in 11 western states where it provides local phone service. The program hopes to add approximately 1.3 million DSL-capable homes and businesses in these states by the end of 2001, and expects to bring the total number of DSL-capable customers to more than 6 million by the end of 2002.

Qwest offers medical, vision and dental coverage, education assistance and adoption reimbursement to its employees.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$10,273,000 (6 months)	2001 Profits: \$-3,352,000 (6 months)
2000 Sales: \$16,610,000	2000 Profits: \$-81,000
1999 Sales: \$13,182,000	1999 Profits: \$1,342,000
1998 Sales: \$12,395,000	1998 Profits: \$1,508,000
1997 Sales: \$11,521,000	1997 Profits: \$1,524,000

Stock Ticker: Q

Employees: 67,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$854,615	Bonus:	\$1,963,736
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$561,058	Bonus:	\$636,414

COMPETITIVE ADVANTAGE:

Focus on high-speed Internet access and wireless services / Acquisition of U.S. West.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

RADIOSHACK CORPORATION www.radioshackcorporation.com

Industry Group Code: 443110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Electronics Stores, Retail
Cellular Telephone Sales and Retail Distribution
Internet Services Retail Sales and Distribution
Audio and Video Equipment Distribution
Personal Computer Sales
Franchising

BRANDS/DIVISIONS/AFFILIATES:

WebTV
Sprint Store at Radio Shack
Northpoint Communications Group
Microsoft Corporation
Computer City
Blockbuster
Compaq
Tandy

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Leonard H. Roberts, CEO
David J. Edmondson, Pres.
Loren K. Jensen, Sr. VP/CFO
Jim A. McDonald, Sr. VP-Mktg. & Sales
Jeff Bland, VP-Human Resources
Evelyn V. Folliot, CIO
Richard L. Ramsey, Controller
Roger E. McInnis, VP-Manufacturing
Mark C. Hill, Corp. Sec.
Mark C. Hill, General Counsel
Louis W. Provost, Sr. VP-Retail Oper., Radio Shack
Ronald L. Parrish, VP-Corp. Dev.
Ronald L. Parrish, VP-Industry and Government Affairs
Laura K. Moore, VP-Public Relations and Corp. Comm.
Martin O. Moad, Treas.

Phone: 817-415-3700 Fax: 817-415-2647

Toll-Free:Address: 100 Throckmorton St., Ste. 1800, Fort Worth, TX 76102
US**GROWTH PLANS/SPECIAL FEATURES:**

RadioShack operates 5,109 company-owned stores located throughout the United States. These stores average approximately 2,300 square feet in gross area and are located in major malls and strip centers, as well as individual storefronts. Product lines include electronic parts and accessories, cellular and conventional telephones, audio and video equipment, direct-to-home satellite systems and personal computers, as well as specialized products such as scanners and weather radios, among others. RadioShack also provides consumers access to third party services such as cellular phone and pager activation, DTH satellite programming, long distance telephone service, broadband and dial-up Internet access and prepaid wireless airtime. The company also has a network of 2,090 dealer/franchise outlets, including 54 located outside of the U.S. RadioShack has formed strategic alliances with many well-recognized companies, including Excite@Home, a broadband online service provider, AT&T and Cox. RadioShack also has an agreement with Blockbuster to introduce a RadioShack store-within-a-store concept within Blockbuster locations. Compaq is the sole supplier of personal computers sold through the company's retail stores, participating dealer/franchise outlets and on the website. The stores also sell direct-to-home satellite systems and activate customers for DTH satellite programming, provided exclusively by DIRECTV. Through a new cellular phone alliance with Verizon, RadioShack customers at 4,400 locations will have the ability to subscribe to wireless telephone service. Thomson, which owns the RCA brand, supplies the firm with various RCA-branded audio and video components such as televisions, DTH satellite systems, VCRs, camcorders, digital video disc (DVD) players, digital cameras, CD shelf systems and other digital entertainment products.

Employees at company headquarters may use the on-site fitness center and receive day care center discounts, as well as tuition reimbursement and a vacation planning service.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,179,000 (6 months)	2001 Profits: \$87,700 (6 months)
2000 Sales: \$4,794,700	2000 Profits: \$368,000
1999 Sales: \$4,126,200	1999 Profits: \$297,900
1998 Sales: \$4,787,900	1998 Profits: \$61,300
1997 Sales: \$5,372,200	1997 Profits: \$186,900

Stock Ticker: RSH

Employees: 43,600

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,705,547
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$420,000	Bonus: \$547,782

COMPETITIVE ADVANTAGE: Nationwide chain/Alliances with major name brand manufacturers and service providers.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

RATIONAL SOFTWARE CORP**www.rational.com**

Industry Group Code: 511200 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 11 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Computer Software Development
 E-Development

GROWTH PLANS/SPECIAL FEATURES:

Rational Software Corporation is a leading provider of integrated solutions that automate the software development process. The company's integrated solutions include unified tools, software engineering practices and services that allow customers to successfully and efficiently develop and deploy software. The firm is focused on rapidly developed software for the Internet economy. Rational Software provides a platform for software development that is focused on speeding time-to-market while improving software quality. Ninety of the FORTUNE 100 and 49 of the FORTUNE e-50 build software using the company's solutions. In addition, Rational Software's platform extends to hundreds of partners providing more than 500 complimentary products and services. The company serves customers in three principal categories: e-business, e-infrastructure and e-devices. E-business customers feature organizations that are utilizing the capabilities of the Internet to expand their businesses by developing business-to-business and business-to-consumer software. Rational Software's e-business customers include Charles Schwab, Merrill Lynch and Siebel Systems. E-infrastructure customers focus on building the physical and software infrastructure for the Internet, which includes communications as well as operating systems and middleware software. Customers in this category include AOL-Time Warner, Cisco, Lucent, Microsoft and Sun Microsystems. E-devices customers build devices with embedded software that provides connectivity to the Internet and other specialized networks. E-devices customers include Nokia, Motorola, Hewlett-Packard, Palm and Sony. Recently, Rational Software teamed up with Sun Microsystems to develop a comprehensive set of e-development tools for programmers writing to Sun's Solaris Operating Environment.

Rational Software provides employees with a flexible spending account for expenses that insurance will not cover. Rational also offers healthcare coverage for same-sex domestic partners.

BRANDS/DIVISIONS/AFFILIATES:

Rational Rose
 Microsoft
 E-Commerce Transactions Company
 JavaOne
 Sun Microsystems
 Catapulte

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael T. Devlin, CEO
 Thomas F. Bogan, Pres.
 Thomas F. Bogan, COO
 Timothy A. Brennan, Sr. VP/CFO
 Eric L. Schurr, Sr. VP-Mktg.
 Timothy A. Brennan, Corp. Sec.
 Kevin J. Haar, Sr. VP-Worldwide Field Oper.
 Ivar Jacobson, VP-e-development
 David H. Bernstein, Sr. VP/General Mgr.-Products
 James P. Cluchey, Sr. VP-Int'l Field Oper.
 John R. Lovitt, Sr. VP-Professional Services

Phone: 408-863-9900 **Fax:** 408-496-3636

Toll-Free:

Address: 18880 Homestead Rd., Cupertino, CA 95014-0721 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$814,900 (12 months)	2001 Profits: \$72,100 (12 months)
2000 Sales: \$572,200	2000 Profits: \$85,300
1999 Sales: \$411,800	1999 Profits: \$59,200
1998 Sales: \$310,700	1998 Profits: \$-38,300
1997 Sales: \$277,900	1997 Profits: \$-49,600

Stock Ticker: RATL
 Employees: 3,899
 Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$474,167	Bonus: \$340,700
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$474,167	Bonus: \$340,700

COMPETITIVE ADVANTAGE:

Serves a wide range of industry segments/Operates a worldwide field organization of software engineers and technical sale professionals.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

RAYMOND JAMES FINANCIAL INC**www.rjf.com****Industry Group Code:** 523110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 7 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Stock Brokerage/Investment Banking
Trust Services
Asset Management
Banking
Securities

BRANDS/DIVISIONS/AFFILIATES:

Raymond James & Associates, Inc.
Awad Asset Management
Raymond James Capital
Eagle Asset Management, Inc.
Heritage Asset Management, Inc.
Raymond James Bank
Raymond James Financial Services
Goepel McDermid, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas A. James, CEO
Francis Godbold, Pres.
Jeffrey P. Julien, Sr. VP-Finance/CFO
Lawrence A. Silver, Dir.-Mktg.
Barry S. Augenbraun, Corp. Sec.
Dennis Zank, Exec. VP-Oper. & Admin.
David A. Henwood, Chief Investment Officer
Thomas Franke, Pres., Raymond James & Associates
J. Stephen Putnam, Pres., Raymond James Financial Services
Stephen G. Hill, Pres./COO, Eagle Asset Mgmt.

Phone: 727-573-3800 **Fax:** 727-573-8365**Toll-Free:****Address:** 880 Carillon Pkwy., St. Petersburg, FL 33716-1102 US**GROWTH PLANS/SPECIAL FEATURES:**

Raymond James Financial, Inc. is a diversified financial services holding company with subsidiaries engaged in investment and financial planning, including securities and insurance, brokerage, investment banking, asset management, banking and cash management and trust services. With more than 4,000 financial advisors in over 1,900 offices located throughout the United States and internationally, its broker-dealer subsidiaries provide their services to more than 1.9 million individual and institutional accounts. Raymond James' asset management subsidiaries manage in excess of \$15 billion for individuals, pension plans and municipalities. The company's principal subsidiary, Raymond James Associates, is a full service broker-dealer engaged in securities distribution and investment banking operations. The subsidiary also offers financial planning services for individuals and provides clearing services for Raymond James Financial Services and several unaffiliated broker-dealers. The firm's Eagle Asset Management subsidiary offers a diverse array of disciplined investment programs designed to meet the needs of both individual and institutional investors. Raymond James Bank provides a comprehensive menu of banking products and personal financing programs. Other subsidiaries include Raymond James Capital, which invests in private companies in order to generate attractive returns for the firm's investors, and Awad Asset Management, which specializes in small-capitalization investment management. The company recently acquired Goepel McDermid, Inc., a Canadian investment firm, for approximately \$48 million.

Raymond James' work environment stresses educational opportunities, policies that maximize each individual's potential, ethical behavior and the highest quality client service. The company sets aside annually 1% of its pre-tax profits for donations to charitable, educational and cultural institutions.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,278,000 (9 months)	2001 Profits: \$83,800 (9 months)
2000 Sales: \$1,698,600	2000 Profits: \$125,200
1999 Sales: \$1,232,200	1999 Profits: \$85,100
1998 Sales: \$1,082,907	1998 Profits: \$92,704
1997 Sales: \$927,607	1997 Profits: \$98,915

Stock Ticker: RJF
Employees: 4,818
Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$249,250	Bonus: \$2,570,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$245,000	Bonus: \$2,200,000

COMPETITIVE ADVANTAGE:

Financial services to more than 800,000 individual and institutional clients.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

RECREATIONAL EQUIPMENT INC**www.rei.com**

Industry Group Code: 453990 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Outdoor Gear & Clothing, Retail
 Sporting Equipment Retail & Rental
 Travel Service
 Catalog Retail
 Online Retail

BRANDS/DIVISIONS/AFFILIATES:

REI Adventures
 REI-Outlet.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dennis Madsen, CEO
 Dennis Madsen, Pres.
 Sally Jewell, COO
 Dan Ducich, CFO
 Joan Broughton, VP-Direct Sales
 Glen Simmons, VP-Human Resources
 Mary Park, VP-IT
 Matt Hyde, Sr. VP-Merch.
 Jerry Chevassus, VP-Store Dev.
 Atsuko Tamura, VP-Finance
 Brian Unmacht, VP-International
 Dave Towe, VP-Retail Operations

Phone: 253-395-3780 Fax: 253-395-4368

Toll-Free:

Address: 6750 @. 228th St., Kent, WA 98032 US

GROWTH PLANS/SPECIAL FEATURES:

Recreational Equipment Inc. (REI) was established in 1938 by a group of 23 Pacific Northwest mountaineers who formed a consumer cooperative to ensure quality outdoor products for its members. REI has more than 1.8 million active members served by 60 retail stores in the U.S and Japan, and operates three Internet sites: www.rei.com, www.rei-outlet.com and www.rei.co.jp, plus an adventure travel company, REI Adventures (www.rei.com/travel). While anyone may shop at the stores, members receive special discounts and a share in the company's profits through an annual patronage refund based on their purchases. A portion of REI's profits is set aside each year for support of conservation and recreation causes. The firm has given more than \$8 million since 1976 to such efforts around the nation. REI.com is one of the biggest outdoor online stores, offering more than 78,000 individual items; a comprehensive library of more than 45,000 pages of in-depth product information; expert gear advice and online clinics; an interactive community system and complete adventure travel service. Featuring brand-name close-outs and overstocks, REI-Outlet.com has convenient features that make it quick and easy to shop online. In addition to shopping by category and sorting products by brand and price, buyers looking for a specific product can register with Bargain Sleuth, an e-mail notification service that alerts them when a requested item becomes available. REI Adventures offers trips that range from easy week-long get-aways to challenging treks. Travellers explore the world on foot, by kayak or raft, bicycle, 4-wheel drive, cruise ship or a combination of these vehicles on these excursions.

REI has been recognized among the 100 Best Companies to Work For in America by Fortune magazine for the past four years. The company allows its employees to buy merchandise at a significantly reduced rate. REI encourages a fun and adventuresome work environment. REI's headquarters features lounges, a library, a game room and multimedia conference rooms.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)
 2000 Sales: \$698,300
 1999 Sales: \$620,900
 1998 Sales: \$587,000
 1997 Sales: \$536,100

2001 Profits: \$ (months)
 2000 Profits: \$-11,400
 1999 Profits: \$10,400
 1998 Profits: \$14,000
 1997 Profits: \$14,800

Stock Ticker: Private
 Employees: 7,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$ Bonus: \$
 Savings Plan: Stock Purch. Plan: Second Exec. Salary: \$ Bonus: \$

COMPETITIVE ADVANTAGE:

Has a cult-like following of loyal customers/Excellent private label merchandise.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y			Y

REGIS CORP**www.regiscorp.com**

Industry Group Code: 812110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Hair Salons, Retail

GROWTH PLANS/SPECIAL FEATURES:

Regis Corporation is the world's largest owner, operator, franchiser and consolidator of hair and retail product salons. The company employs over 40,000 people worldwide (including employees in franchised stores), and operates and franchises over 6,604 salons in six divisions: Regis Salons, Strip Center Salons (primarily SuperCuts and Cost Cutters), Wal-mart/SmartStyle Family Hair Salons, MasterCuts, Trade Secret and International. Regis Corporation's locations span throughout the 50 states, Puerto Rico, Canada, France, Ireland, Mexico, South Africa, Switzerland, the United Arab Emirates and the United Kingdom. The company has tripled its size in the past seven years with over 200 acquisitions adding over 4,000 salons in that time. Regis Corporation's system-wide sales passed the \$1 billion mark in fiscal 2000, an achievement made possible by its strategy of securing profitable growth through same-store sales increases, new salon construction and acquisition. The company's goal is to provide high quality hair care services and products to customers in different market groups through physically attractive salons located in convenient, high profile locations. Regis Corporation is currently practicing several strategies to achieve this goal, including providing consistent, quality services, expanding its mall and strip-mall based locations, maintaining its multiple salon concepts and by continuing to provide its customers with high quality hair care products. The company is expanding its market presence in Canada to over 600 salons. Plans for further expansion are in the works, but Regis wants to reduce its growth rate by fiscal 2002 in order to spend more resources on strengthening and improving its existing salon base.

BRANDS/DIVISIONS/AFFILIATES:

Regis Salons
MasterCuts Family Haircutters
Trade Secret
Supercuts
SmartStyle
International
Cost Cutters
Wal-mart Family Hair Salons

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul D. Finkelstein, CEO
Paul D. Finkelstein, Pres.
Randy L. Pearce, CFO
Mary Andert, Exec. VP- Mktg.
Mary Andert, Exec. VP-Merch.
Bert M. Gross, Sr. VP/General Counsel
Randy L. Pearce, Chief Admin. Officer
Christopher A. Fox, Exec. VP-Real Estate
Sharon Kiker, COO- Regis Hairstylists
Mark Kartarik, Pres./COO-Supercuts
Robert Ribnick, COO-MasterCuts

Phone: 952-947-7777 **Fax:** 952-947-7600**Toll-Free:****Address:** 7201 Metro Boulevard, Minneapolis, MN 55439 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,311,600 (12 months)	2001 Profits: \$53,100 (12 months)
2000 Sales: \$1,142,993	2000 Profits: \$49,654
1999 Sales: \$991,900	1999 Profits: \$32,205
1998 Sales: \$860,620	1998 Profits: \$33,894
1997 Sales: \$765,170	1997 Profits: \$9,377

Stock Ticker: RGIS
Employees: 41,000
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$636,721	Bonus: \$
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$520,000	Bonus: \$208,000

COMPETITIVE ADVANTAGE:

Largest owner and operator of mall-based hair-care and retail hair product salons in the world.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

REHABCARE GROUP INC**www.rehabcare.com**

Industry Group Code: 621340 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Contract Rehabilitation Services
 Acute Care Facilities
 Subacute Care Facilities
 Staffing Services

BRANDS/DIVISIONS/AFFILIATES:

Healthcare Staffing Solutions, Inc.
 DiversiCare Rehab Services
 Starmed Staffing, Inc.
 Rehabilitative Care Systems of America
 Therapeutic Systems, Ltd.
 AllStaff, Inc.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Alan C. Henderson, CEO
 Alan C. Henderson, Pres.
 Gregory J. Eisenhauer, CFO
 Stephen J. Toth, Human Resources
 Hickley M. Waguespack, Exec. VP-Customer Service and Retention
 Tom E. Davis, Pres., Inpatient Div.
 Gregory F. Bellomy, Pres., Contract Therapy
 Maurice Arbelaez, Pres., Staffing

Phone: 314-863-7422 **Fax:** 314-863-0769

Toll-Free: 800-677-1238

Address: 7733 Forsyth Blvd., Ste. 1700, St. Louis, MO 63105 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$267,600 (6 months)	2001 Profits: \$15,000 (6 months)
2000 Sales: \$452,400	2000 Profits: \$23,500
1999 Sales: \$309,400	1999 Profits: \$15,100
1998 Sales: \$207,400	1998 Profits: \$13,000
1997 Sales: \$160,800	1997 Profits: \$10,600

Stock Ticker: RHB
 Employees: 14,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$394,593	Bonus: \$400,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$211,875	Bonus: \$173,290

COMPETITIVE ADVANTAGE:

Excellent acquisitions/Effective offering of outsourced services.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

RELIANT ENERGY INC**www.reliant.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 3 Profits: 17

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
Electricity Generation
Energy Trading and Marketing
Natural Gas Distribution
Pipelines
Internet/Communications

BRANDS/DIVISIONS/AFFILIATES:

Houston Light & Power (HL&P)
HI Energy
NorAm Energy
Entex
Minnegasco
Arkla
Houston Industries
Reliant Resources

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. Steve Letbetter, CEO
R. Steve Letbetter, Pres.
Stephen W. Naeve, CFO
Thomas S. Glanville, VP-Tech. and New Ventures
Hugh Rice Kelly, Exec. VP/Corp. Sec.
Hugh Rice Kelly, General Counsel
Daniel N. Hannon, VP-Corp. Planning
Robert L. Waldrop, Sr. VP-Corp. Comm.
Mary P. Ricciardello, Sr. VP/Chief Acc. Officer
B. Bruce Gibson, Sr. VP-Governmental Affairs
Joe Bob Perkins, COO-Wholesale Group
James A. Ajello, Pres./COO-Reliant Energy Solutions

Phone: 713-207-3000 **Fax:** 713-207-3169**Toll-Free:****Address:** 1111 Louisiana, Houston, TX 77002 US**GROWTH PLANS/SPECIAL FEATURES:**

Reliant Energy is an international energy transmission and services company active in the electric operations, wholesale energy, U.S. and European energy, communications and natural gas distribution and pipelines market segment, among others. The company has over 23,000 megawatts of power generation to its name in the U.S. and more than 3,400 megawatts of power generation in Western Europe. It is one of three companies to rank among both the five largest power marketers and the five largest natural gas marketers in North America. Reliant Energy's retail marketing and distribution operations serve nearly 4 million electricity and natural gas customers in the U.S., and its Internet communications company is winning over business customers in Texas. Houston Light & Power (HL&P) is the principal subsidiary of the company and is engaged in the generation, transmission, distribution and sale of electric energy. HI Energy, another subsidiary of the company, participates primarily in the development and acquisition of foreign independent power projects and the privatization of foreign generating and distribution facilities. Reliant Energy's Retail Group consists of three natural gas utilities and one electric utility. Reliant Energy's Wholesale Group invests in power generation projects and provides wholesale trading and marketing services as well as natural gas supply, gathering, transportation and storage. Reliant Energy International has dedicated itself to cracking the European market and intends to expand as the opportunity arises.

The company offers its workforce medical, vision and dental plans, as well as employee assistance programs and business travel accident coverage.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$25,258,700 (6 months)	2001 Profits: \$536,300 (6 months)
2000 Sales: \$29,339,400	2000 Profits: \$447,500
1999 Sales: \$15,223,100	1999 Profits: \$1,482,100
1998 Sales: \$11,229,500	1998 Profits: \$-141,500
1997 Sales: \$6,878,200	1997 Profits: \$420,900

Stock Ticker: REI
Employees: 15,633
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$913,750	Bonus: \$2,101,620
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$537,500	Bonus: \$752,500

COMPETITIVE ADVANTAGE:

Excellent growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

RELIANT RESOURCES INC**www.reliantresources.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 7 Profits: 30

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Power Generation
 Energy Commodity Broker
 Energy Risk Management
 E-Commerce
 Internet/Communications

GROWTH PLANS/SPECIAL FEATURES:

Reliant Resources is an electricity and energy services provider targeting the U.S. and Europe. The company has approximately 18,000 megawatts of power generation capacity in its portfolio or under construction in the U.S. and 3,476 megawatts in operation in Europe. It also trades and markets power, natural gas and other energy commodities and provides related risk management services for parties engaged in those businesses. At the retail level, the firm provides energy, Internet and communications services and expects to enlist approximately 1.7 million customers in Texas when the electricity market shifts to full retail competition in 2002. Reliant Resources is also involved in communication services, e-commerce and venture capital operations that complement its energy businesses. The firm is 80% owned by Reliant Energy.

The company offers medical, vision and dental plans, as well as employee assistance programs and business travel accident coverage.

BRANDS/DIVISIONS/AFFILIATES:

Reliant Energy

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. Steve Letbetter, CEO
 R. Steve Letbetter, Pres.
 Steven W. Naeve, Exec. VP/CFO
 Philip J. Bazelides, Sr. VP-Human Resources
 Mark D. Hendrix, Sr. VP/CIO
 Hugh Rice Kelly, Sr. VP/Corp. Sec.
 Hugh Rice Kelly, General Counsel
 Daniel N. Hannon, VP-Corp. Planning
 Brian Landrum, Sr. VP-eBusiness
 Robert L. Waldrop, Sr. VP-Corp. Comm.
 Dennis Barber, Dir.-Investor Relations
 Rex T. Clevenger, Treas./Sr. VP-Finance
 Robert W. Harvey, Exec. VP/Group Pres.-Emerging Bus.
 Mary P. Ricciardello, Sr. VP/Chief Acc. Officer

Phone: 713-207-3000**Fax:****Toll-Free:****Address:** 1111 Louisiana Street, Houston, TX 77002 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$19,552,100 (6 months)	2001 Profits: \$257,100 (6 months)
2000 Sales: \$19,791,900	2000 Profits: \$210,000
1999 Sales: \$7,956,100	1999 Profits: \$24,000
1998 Sales: \$4,370,800	1998 Profits: \$21,100
1997 Sales: \$1,323,200	1997 Profits: \$-5,200

Stock Ticker: RRI
 Employees: 4,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Rapid diversification.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				

RENT-A-CENTER INC**www.rentacenter.com**

Industry Group Code: 532200 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Assorted Merchandise, Rental

GROWTH PLANS/SPECIAL FEATURES:

Rent-A-Center is the largest operator in the U.S. rent-to-own industry with approximately 2,158 stores in 50 states, the District of Columbia and Puerto Rico. ColorTyme, a subsidiary of the company, franchises rent-to-own stores with over 360 stores in 42 states under the ColorTyme and Rent-A-Center brand names. The stores offer high quality, durable products such as home electronics, appliances, computers, furniture and assorted accessories. The company provides flexible rental purchase agreements that allow the customer to obtain ownership of the merchandise at the conclusion of a set rental period. These rental agreements allow customers to obtain merchandise that they might otherwise be unable to obtain due to insufficient cash resources or a lack of access to credit. Rent-A-Center offers well-known brands such as Sony, Magnavox and JVC home electronics; Whirlpool appliances; Dell and Compaq computers; and La-Z-Boy and Ashley furniture. The firm also offers additional services such as free repair, pick-up and delivery. Rent-A-Center is currently pursuing an aggressive growth strategy based on new store openings and acquisitions. For fiscal 2000, the company opened 36 new stores, acquired 74 stores and closed or merged 22 stores. The 74 acquired stores were the result of 19 separate acquisition transactions. For the first quarter of 2001, Rent-A-Center acquired 4 stores and opened an additional 23 new stores while closing 5 stores. The company intends to increase the number of stores by an average of approximately 10-15% per year over the next several years. In addition, ColorTyme added 46 new franchise locations during 2000.

BRANDS/DIVISIONS/AFFILIATES:

ColorTyme, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J. Ernest Talley, CEO
 Mitchell E. Fadel, Pres.
 Dana F. Goble, Exec. VP/COO
 Robert D. Davis, Sr. VP-Finance/CFO
 David M. Glasgow, Corp. Sec.
 Bradley W. Denison, Sr. VP/General Counsel
 Robert D. Davis, Treas.
 Steve M. Arendt, Pres./CEO-ColorTyme, Inc.
 Mark S. Connelly, Sr. VP
 Anthony M. Doll, Sr. VP
 David A. Kraemer, Sr. VP

Phone: 972-801-1100 **Fax:** 972-943-0113**Toll-Free:****Address:** 5700 Tennyson Parkway, Plano, TX 75024 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$882,500 (6 months)	2001 Profits: \$52,500 (6 months)
2000 Sales: \$1,601,614	2000 Profits: \$103,027
1999 Sales: \$1,417,167	1999 Profits: \$59,335
1998 Sales: \$809,716	1998 Profits: \$24,758
1997 Sales: \$331,541	1997 Profits: \$25,878

Stock Ticker: RCII
 Employees: 12,554
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$500,000	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$315,000	Bonus:	\$76,600

COMPETITIVE ADVANTAGE:

The largest operator in the U.S. rent-to-own industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

RES CARE INC**www.rescare.com**

Industry Group Code: 622210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Clinics-Psychiatric
 Residential, Training, Educational, Support Services
 Mental Retardation and Developmental Disabilities
 Residential Treatment for Delinquent Youth

BRANDS/DIVISIONS/AFFILIATES:

ResCare Premier
 Citadel Group
 Division for Persons with Disabilities
 Division for Youth Services
 ResCare Training Technologies
 Alternative Youth Services
 Youthtrack

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ronald G. Geary, CEO
 Ronald G. Geary, Pres.
 L. Bryan Shaul, CFO
 L. Bryan Shaul, Exec. VP-Admin.
 Paul G. Dunn, Chief Dev. Officer
 L. Bryan Shaul, Exec. VP-Finance
 Jeffrey M. Cross, Pres., Persons with Disabilities Div.
 Vincent F. Doran, Pres., Youth Services Div.
 Katherine W. Gilchrist, CFO/VP, Persons with Disabilities Div.

Phone: 502-394-2100 **Fax:** 502-394-2206

Toll-Free:

Address: 10140 Linn Station Rd., Louisville, KY 40223 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$440,700 (6 months)	2001 Profits: \$2,800 (6 months)
2000 Sales: \$865,800	2000 Profits: \$14,200
1999 Sales: \$824,500	1999 Profits: \$6,300
1998 Sales: \$702,900	1998 Profits: \$22,900
1997 Sales: \$470,100	1997 Profits: \$15,600

Stock Ticker: RSCR
 Employees: 30,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$332,253	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$182,888	Bonus:	\$

COMPETITIVE ADVANTAGE:

Innovative programs for care of people with disabilities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

RESTORATION HARDWARE INC www.restorationhardware.com

Industry Group Code: 442110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Upscale Furniture & Housewares Stores, Retail
 Upscale Furniture & Housewares, Online & Mail Order

BRANDS/DIVISIONS/AFFILIATES:

Michaels Furniture Company (The)

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Gary G. Friedman, CEO
 Walter Parks, CFO
 Dave Glassman, Dir.-Mktg.
 Christine M. Baer, VP-Human Resources
 Anne Wilson, Dir.-MIS
 Gerilyn Rapmund, Controller
 Cornelia Hunter, Exec. VP-Merch.
 Walter Parks, Chief Admin. Officer
 Rob Wilson, Dir.-Planning & Analysis
 Bill Ashton, Dir.-Distribution
 Nina Johnson, Dir.-Furniture
 Mary Britton-Rose, Dir.-Product Dev.
 Dale Dombrowski, Dir.-Visual Merch.

Phone: 415-924-1005 **Fax:** 415-927-9133

Toll-Free:

Address: 15 Koch Rd., Ste. J, Corte Madera, CA 94925 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$369,462 (12 months)	2001 Profits: \$-3,091 (12 months)
2000 Sales: \$298,902	2000 Profits: \$-3,040
1999 Sales: \$211,300	1999 Profits: \$4,866
1998 Sales: \$97,872	1998 Profits: \$1,748
1997 Sales: \$39,672	1997 Profits: \$ 796

Stock Ticker: RSTO
 Employees: 3,200
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$272,115	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$221,414	Bonus: \$

COMPETITIVE ADVANTAGE:

Unique home furnishings/Anecdotal sales approach/One of the hottest new retail concepts in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 6
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

REVLON INC**www.revlon.com/corporate**

Industry Group Code: 325600 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 7

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cosmetics
Cosmetics
Fragrances
Hair Care Products
Deodorants

BRANDS/DIVISIONS/AFFILIATES:

Almay
Ultima II
Charlie
Flex
Mitchum

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey M. Nugent, CEO
Jeffrey M. Nugent, Pres.
Douglas H. Greeff, Exec. VP/CFO
Laurence Aronson, Pres.-N. Amer. Sales
Wade Nichols, Exec. VP/Chief Admin. Off.
Laurence Aronson, Pres.-Customer Mktg./Bus. Dev.
Cheryl Vitali, Exec. VP/Gen. Mgr.-Mktg.
Tanya Mandor, Exec. VP/Gen. Mgr.-Global Revlon Equity Group
Sharon K. LeVan, Exec. VP/Gen. Mgr.-Global Almay, Ultima
Clive Schreuder, Reg. Pres.-Europe, Africa and the Middle East

Phone: 212-527-4000**Fax:** 212-527-4995**Toll-Free:****Address:** 625 Madison Ave., New York, NY 10022 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$660,000 (6 months)	2001 Profits: \$-103,500 (6 months)
2000 Sales: \$1,491,600	2000 Profits: \$-130,600
1999 Sales: \$1,861,300	1999 Profits: \$-371,500
1998 Sales: \$2,252,200	1998 Profits: \$-143,200
1997 Sales: \$2,238,600	1997 Profits: \$43,600

Stock Ticker: REV
Employees: 8,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,000,000	Bonus:	\$500,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$487,500	Bonus:	\$

COMPETITIVE ADVANTAGE:

Owns one of the best brand names in the cosmetics industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y		Y	Y	Y

ROCKWELL AUTOMATION**www.rockwell.com**

Industry Group Code: 335999 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Industrial Automation Solutions
 Factory Automation Systems
 Support Services

BRANDS/DIVISIONS/AFFILIATES:

Allen-Bradley
 Reliance Electric Company
 Rockwell Collins
 Dodge
 Rockwell Software
 Rockwell International Corp.
 Rockwell Electronic Commerce

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Don H. Davis, Jr., CEO
 Michael A. Bless, CFO
 Mary Jane Hall, Sr. VP-Human Resources
 William J. Calise, Jr., Corp. Sec.
 William J. Calise Jr., General Counsel
 John D. Cohn, Sr. VP-Strategic Dev.
 John D. Cohn, Sr. VP-Comm.
 Keith Nosbusch, Pres., Control Systems
 Joseph D. Swann, Pres., Power Systems

Phone: 414-212-5200 **Fax:** 414-212-5201**Toll-Free:****Address:** 777 E. Wisconsin Ave., Ste. 1400, Milwaukee, WI 53202 US**GROWTH PLANS/SPECIAL FEATURES:**

Rockwell Automation, formerly Rockwell International Corporation, is a leading industrial automation company offering comprehensive power, control and information solutions. The company's primary focus is on providing automation solutions that help customers enhance their productivity operations. Through its subsidiaries, the firm markets a number of leading brands in industrial automation, including Dodge mechanical power transmission products, Reliance Electric motors and drives, Allen-Bradley controls and engineered services and Rockwell Software factory management software. Rockwell Automation integrates the products and services of these divisions to offer customers a comprehensive industrial automation solution. The firm is organized into three major business units, Control Systems, Power Systems and Electronic Commerce. In addition, the company owns a 50% stake in the Rockwell Scientific Company, a leading research and development company. Rockwell Automation Control Systems is comprised of Allen-Bradley, Rockwell Software and Global Manufacturing Solutions, which offers a diverse array of services including consulting, asset management, technical support, training and engineering. The company's Power Systems division consists of Dodge and Reliance Electric. Rockwell Electronic Commerce is a leading supplier of customer interaction technologies and has equipped more than 1,500 call center sites worldwide, processing over 60 million customer interactions per day. Rockwell provides global technical and customer support services for its solutions, with more than 5,600 distributors, system integrators and agents located in 80 countries. The company offers its employees a health package, and many of its locations have fitness and day care centers. In addition, Rockwell offers its employees on-the-job training, tuition reimbursement and discounts with area merchants.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,291,000 (9 months)	2001 Profits: \$293,000 (9 months)
2000 Sales: \$7,151,000	2000 Profits: \$636,000
1999 Sales: \$7,043,000	1999 Profits: \$562,000
1998 Sales: \$6,752,000	1998 Profits: \$-427,000
1997 Sales: \$7,762,000	1997 Profits: \$644,000

Stock Ticker: ROK
 Employees: 41,200
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$900,000	Bonus:	\$1,300,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$490,000	Bonus:	\$450,000

COMPETITIVE ADVANTAGE:

State-of-the-art technology and production.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ROSS STORES INC**www.rossstores.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Apparel Stores, Retail

GROWTH PLANS/SPECIAL FEATURES:

Ross Stores, Inc. operates a national chain of off-price retail stores that offer in-season, branded apparel and apparel-related merchandise for the entire family. The company's products are offered at prices that are generally 20% to 60% below the regular prices of most department stores. The firm targets its products at value conscious men and women between the ages of 25 and 54 who live in middle-income households. Although the company's stores offer fewer classifications of merchandise than most department stores, the stores generally offer a large selection of brand names within each classification. The firm's product offerings include men's and women's sportswear, dresses, lingerie, gifts and bed and bath accessories. Additionally, Ross has diversified its merchandise offerings through the addition of maternity clothing, sporting goods, exercise equipment, small electronics, furnishings, educational toys and games and fine jewelry. The company's web site offers visitors a number of gift ideas for holidays and special occasions, including weddings, birthdays and baby showers. The firm's stores are located predominately in community and neighborhood strip shopping centers in heavily populated urban and suburban areas. Each store's sales area is based on a prototype single floor design with a racetrack aisle layout. The company advertises its promotional events on television.

Ross Stores, Inc. offers its employees merchandise discounts and medical, dental and vision insurance as well as dependent day care spending accounts and employee discounts.

BRANDS/DIVISIONS/AFFILIATES:

Ross Dress For Less

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael A. Balmuth, CEO
 James C. Peters, Pres.
 James C. Peters, COO
 John G. Call, CFO
 Janet Kanios, VP-Mktg.
 Mark S. Askanas, Sr. VP-Human Resources
 Charles R. Kurth, Corp. Controller
 Barry S. Gluck, General Merch. Mgr.
 John G. Call, Corp. Sec.
 Mark S. Askanas, General Counsel
 Michael Hamilton, Sr. VP-Store Oper.
 Megan S. Jamieson, Sr. VP-Strategic Planning
 Katie Loughnot, Dir.-Investor Rel.
 Irene A. Jamieson, General Merch. Mgr.
 Barbara Levy, General Merch. Mgr.
 Michael L. Wilson, Sr. VP-Distribution & Transportation
 Barbara McIntee, VP-Store Planning & Distribution

Phone: 510-505-4400 **Fax:** 510-505-4169**Toll-Free:****Address:** 8333 Central Ave., Newark, CA 94560-3433 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,709,039 (12 months)	2001 Profits: \$151,754 (12 months)
2000 Sales: \$2,468,638	2000 Profits: \$150,106
1999 Sales: \$2,182,361	1999 Profits: \$133,843
1998 Sales: \$1,988,692	1998 Profits: \$117,474
1997 Sales: \$1,689,810	1997 Profits: \$80,905

Stock Ticker: ROST
 Employees: 19,800
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$815,736	Bonus: \$721,111
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$703,625	Bonus: \$625,872

COMPETITIVE ADVANTAGE:

Offers merchandise at low everyday prices, generally 20% to 60% below regular prices.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 6
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

SAFECO CORP**www.safeco.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 22 Profits: 23

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Underwriting-Diversified Insurance
 Health Insurance
 Life Insurance
 Commercial Credit
 Surety and Asset Management
 Property and Casualty Insurance
 Annuities

BRANDS/DIVISIONS/AFFILIATES:

SAFECO Property & Casualty Insurance Companies
 SAFECO Life & Investments
 SAFECO Surety
 SAFECO Credit Company, Inc.
 SAFECO Asset Management Company
 SAFECO Mutual Funds
 SAFECO Trust Company
 R.F. Bailey Ltd.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mike McGavick, CEO
 Mike McGavick, Pres.
 Rodney A. Pierson, CFO
 Bruce Allenbough, Sr. VP-Corp. Mktg.
 Allie R. Mysliwy, Sr. VP-Human Resources
 Yom Senegor, CIO
 James W. Ruddy, General Counsel
 Randy Talbot, Pres., SAFECO Life & Investments
 Dale E. Lauer, Pres./COO, SAFECO Bus. Insurance
 Michael LaRocco, Pres./COO, SAFECO Personal Insurance
 Roger Harbin, Exec. VP, SAFECO Life & Investments

Phone: 206-545-5000 **Fax:** 206-545-5995

Toll-Free:

Address: SAFECO Plaza, 4333 Brooklyn Ave. N.E., Seattle, WA 98185 US

GROWTH PLANS/SPECIAL FEATURES:

SAFECO Corporation is one of the largest diversified financial services companies in the U.S. The firm's family of subsidiaries provides property and casualty insurance, surety bonds, life insurance, annuities, retirement services, commercial credit and asset management. The company distributes its products and services through more than 17,000 partners, including independent insurance agents, brokers, investment advisors and wholesalers. SAFECO Property & Casualty Insurance Companies insures individuals, small-to-medium businesses and large commercial clients. More than one third of Fortune 500 companies are clients of the firm. SAFECO Life & Investments provides a comprehensive array of individual and group life insurance programs, retirement services, annuities, mutual funds and other investment products. The division is one of the largest insurers of self-funded employee healthcare plans in the U.S. SAFECO Mutual Funds markets a wide range of investment options, including 18 stock, bond and money market funds that can be purchased over the Internet, from financial advisors or from independent agents. Other subsidiaries of the firm include SAFECO Surety, which offers contract and commercial bonding services to individuals and businesses, and SAFECO Trust Company, which delivers asset management, financial and estate planning and trust services. The firm recently announced that it has decided to sell off its commercial credit and leasing subsidiary, SAFECO Credit Company, in order to reduce debt.

SAFECO donates 2% of its pre-tax operating income to support charitable and educational organizations throughout the country. In order to enrich the working environment as well as to support local artists, the firm has an art collection that consists of more than 2,200 works by contemporary regional artists. The company also sponsors several learning and training programs as well as providing college tuition assistance for work-related courses and degrees.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,448,600 (6 months)	2001 Profits: \$-897,200 (6 months)
2000 Sales: \$7,118,400	2000 Profits: \$159,400
1999 Sales: \$6,717,100	1999 Profits: \$297,000
1998 Sales: \$6,452,100	1998 Profits: \$396,800
1997 Sales: \$4,709,300	1997 Profits: \$444,800

Stock Ticker: SAFC
 Employees: 13,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$900,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$625,000	Bonus: \$

COMPETITIVE ADVANTAGE:

SAFECO is among the largest diversified financial corporations in America.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

SAFeway INC**www.safeway.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Food Processing and Packaging
Online Sales with Home Delivery

BRANDS/DIVISIONS/AFFILIATES:

GroceryWorks.com
Casa Ley, S.A. de C.V.
Vons Companies, Inc. (The)
Randall's
Genuardi's Family Markets
Pavolion's
Lucerne
Mrs. Wright's

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Steven A. Burd, CEO
Steven A. Burd, Pres.
Vassant M. Prabhu, Exec. VP/CFO
Rick Dreiling, Exec. VP-Mktg.
Dick W. Gonzales, Exec. VP-Human Resources
David T. Ching, Sr. VP/CIO
Donald P. Wright, Sr. VP-Real Estate & Eng.
Rick Dreiling, Exec. VP-Manufacturing Oper.
Michael C. Ross, General Counsel
Larree M. Renda, Exec. VP-Retail Oper.
Lyman C. Gordon, Sr. VP-Strategic Dev.
David F. Faustman, Exec. VP-Labor Rel. & Public Affairs
Melissa C. Plaisance, Sr. VP-Investor Rel. & Finance
Kenneth M. Schachmut, Sr. VP-Real Estate & Eng.
Donald P. Wright, Sr. VP-Real Estate & Eng.
Lawrence V. Jackson, Sr. VP-Supply Oper.

Phone: 925-467-3000 **Fax:** 925-467-3321**Toll-Free:****Address:** 5918 Stoneridge Mall Rd., Pleasanton, CA 94588 US**GROWTH PLANS/SPECIAL FEATURES:**

Safeway, Inc. is one of the largest food retailers in North America. The company operates approximately 1,747 stores throughout the United States and Canada. The firm has stores located in the western, Rocky Mountain and southwestern regions of the U.S., Washington, D.C., Indianapolis and western Canada. Safeway subsidiary The Vons Companies operates about 330 upscale stores in Southern California, and the Dominick's Supermarket subsidiary operates 115 stores in Chicago, making it the number two supermarket retailer. The company has also added the Carr-Gottstein Foods chain, which operates nearly 50 stores in Alaska, making it Alaska's largest food and drug retailer, and Randall's Food Markets in Texas. Most of the company's stores offer a wide selection of both food and general merchandise and feature a variety of special departments such as bakery, delicatessen, floral and pharmacy. The company has developed a line of more than 1,100 corporate-branded products under the name Safeway SELECT. The Safeway SELECT line of products includes carbonated soft drinks, salsas, cookies, sweets, pasta sauces, laundry detergents and much more. Safeway also has repackaged over 2,500 corporate brand products primarily under the Safeway, Lucerne and Mrs. Wright's labels. The firm operates nearly 40 processing plants in the U.S. and Canada, where one-half of its private label goods are manufactured. Safeway owns about 49% of Casa Ley, which is a general merchandise and food store in Mexico. In addition, the company recently acquired Genuardi's Family Markets, a leading food retailer in Pennsylvania with 39 stores. In 2000, Safeway acquired controlling interest in GroceryWorks.com, a Texas-based Internet grocery order system that offers home delivery from warehouses attached to Safeway stores.

Of the firm's officials and managers, 24% are minorities. 74% of the company's new hires are as well. The firm provides eligible employees with medical, dental and vision plans as well as credit union membership and several professional and career education programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$15,652,300 (6 months)	2001 Profits: \$591,200 (6 months)
2000 Sales: \$31,976,900	2000 Profits: \$1,091,900
1999 Sales: \$28,859,900	1999 Profits: \$970,900
1998 Sales: \$24,484,200	1998 Profits: \$806,700
1997 Sales: \$22,483,800	1997 Profits: \$557,400

Stock Ticker: SWY

Employees: 192,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$870,000	Bonus: \$1,657,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$435,000	Bonus: \$524,000

COMPETITIVE ADVANTAGE: Development of online sales/Strong presence in western and southwestern U.S.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y		Y	Y

SANTA FE INTERNATIONAL CORPORATION**www.sfdrrill.com**

Industry Group Code: 213111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 9 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
Energy Services
Rig Construction

BRANDS/DIVISIONS/AFFILIATES:

Galaxy II

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

C. Stedman Garber Jr., CEO
C. Stedman Garber Jr., Pres.
Seals M. McCarty, Sr. VP/CFO
Roger B. Hunt, Sr. VP/Commercial Mgr.
Joe E. Boyd, VP-Human Resources
James E. Oliver, VP/Controller
Charles N. Springett, VP-Chief Eng.
Cary A. Moomjian Jr., VP/Sec.
Cary A. Moomjian Jr., General Counsel
Tom L. Seeliger, Sr. VP/Oper. Mgr.
John G. Bergeland, VP-Contracts and Bus. Dev.
Joe E. Boyd, VP-Corp. Affairs
Richard J. Hoffman, VP-Investor Rel.
James E. Oliver, Treas.
N. Pharr Smith, VP-Technical Oper. and Marine Tech.

Phone: 972-701-7950 Fax: 972-701-7892

Toll-Free:

Address: Two Lincoln Centre, Suite 1100, 5420 LBJ Freeway,
Dallas, TX 75240 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$547,700 (9 months)	2001 Profits: \$149,300 (9 months)
2000 Sales: \$584,000	2000 Profits: \$107,200
1999 Sales: \$614,200	1999 Profits: \$149,800
1998 Sales: \$811,300	1998 Profits: \$287,100
1997 Sales: \$375,200	1997 Profits: \$128,500

Stock Ticker: SDC

Employees: 5,500
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$550,000	Bonus: \$361,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$250,000	Bonus: \$125,000

COMPETITIVE ADVANTAGE:

Growing fleet of heavy-duty offshore rigs.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y		Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

SARA LEE CORP**www.saralee.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Food and Beverage, Manufacturing
 Intimates and Underwear
 Household Products
 Direct Selling

BRANDS/DIVISIONS/AFFILIATES:

Hillshire Farm
 Sara Lee Bakery Group
 Hanes
 L'eggs
 Champion
 Playtex
 Bryan
 Jimmy Dean

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

C. Steven McMillan, CEO
 C. Steven McMillan, Pres.
 Cary D. McMillan, CFO
 Lee A. Chaden, Sr. VP-Human Resources
 Wayne R. Szypulski, Controller
 Roderick A. Palmore, Corp. Sec.
 Roderick A. Palmore, General Counsel
 Cary D. McMillan, Chief Admin. Officer
 Ann E. Ziegler, Sr. VP-Corp. Dev.
 Janet E. Bergman, Sr. VP-Corp. Affairs
 Janet E. Bergman, Sr. VP-Investor Rel.
 Diana S. Ferguson, Treas.
 Mark J. McCarville, Sr. VP-Corp. Finance
 Donald L. Meier, Sr. VP-Taxes
 Barry H. Beracha, CEO, Sara Lee Bakery Group
 William A. Geoppinger, CEO, Sara Lee Foods

Phone: 312-726-2600 **Fax:** 312-726-3712

Toll-Free:

Address: 3 First National Plaza, Chicago, IL 60602-4260 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$17,747,000 (12 months)	2001 Profits: \$2,266,000 (12 months)
2000 Sales: \$17,511,000	2000 Profits: \$1,222,000
1999 Sales: \$17,270,000	1999 Profits: \$1,191,000
1998 Sales: \$17,426,000	1998 Profits: \$-523,000
1997 Sales: \$19,734,000	1997 Profits: \$1,009,000

Stock Ticker: SLE
 Employees: 141,500
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,305,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$928,200	Bonus: \$1,299,480

COMPETITIVE ADVANTAGE:

One of the best brand names in the baked goods business.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SBC COMMUNICATIONS INC**www.sbc.com**

Industry Group Code: 513300A Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Local Telephone Service
 Wireless Telecommunications
 Long Distance Telephone Services
 Security Monitoring
 Directory Advertising
 Publishing
 International Telephone Services
 Cable Television Services

BRANDS/DIVISIONS/AFFILIATES:

Cingular Wireless
 BellSouth
 Southwestern Bell
 Ameritech Corporation
 Sterling Commerce
 Pacific Bell
 Cellular One
 Nevada Bell

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward E. Whitacre Jr., CEO
 Donald E. Kiernan, CFO
 Karen E. Jennings, Sr. Exec. VP-Human Resources
 James D. Ellis, General Counsel
 James S. Kahan, Sr. Exec. VP-Corp. Dev.
 Linda S. Mills, Sr. Exec. VP-Corp. Comm.
 Donald E. Kiernan, Treas.
 James W. Callaway, Group Pres.-SBC Services
 Casandra C. Carr, Sr. Exec. VP-External Affairs
 Edward A. Mueller, Pres.-SBC Int'l Oper.
 Stanley T. Sigman, Group Pres.-SBC National Oper.

Phone: 210-821-4105 **Fax:** 210-351-2071

Toll-Free:

Address: 175 E. Houston, San Antonio, TX 78205-2233 US

GROWTH PLANS/SPECIAL FEATURES:

SBC Communications, Inc. is a global communications leader, offering a full range of voice, data, networking and e-business services such as local and long-distance phone service, high-speed Internet access and data transport, voice and data network integration, software and process integration and website application and hosting. In the U.S., the company currently operates 61.3 million access lines and is undertaking a national expansion program that will bring its service to the nation's top 50 markets. Cingular Wireless, the firm's joint venture with BellSouth, is the second largest wireless carrier in the U.S. and currently serves 20 million customers nationwide. Recently, Cingular Wireless partnered with InfoSpace to launch mobile commerce service to make integrated wireless shopping, rewards and transaction services seamless and secure for its customers. The company's Southwestern Bell subsidiary provides a number of telephone services and products through more than 17 million access lines in Texas, Missouri, Oklahoma, Arkansas and Kansas. In the fall of 2000, the City of Dallas selected Southwestern Bell to transform its communications infrastructure into a cutting-edge digital system that integrates voice and data onto a single network. Furthermore, the firm's Ameritech subsidiary provides telecommunications services for nearly 20 million businesses and residential customers across Illinois, Ohio, Michigan, Ohio and Wisconsin. Ameritech has teamed up with another SBC Communications subsidiary, Sterling Commerce, to provide automotive industry suppliers with complete service packages to facilitate transactions and collaboration with automakers through the Advanced Network eXchange online trading network. Sterling Commerce provides products and services to address e-Marketplaces, e-Business integration and e-Business consulting.

SBC Communications, Inc. offers its employees tuition reimbursement, reimbursement for dependent day care and elder care expenses, dental and vision coverage and life insurance. Nearly half of new hires are minorities.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$20,124,000 (6 months)	2001 Profits: \$3,925,000 (6 months)
2000 Sales: \$51,476,000	2000 Profits: \$7,967,000
1999 Sales: \$49,489,000	1999 Profits: \$8,159,000
1998 Sales: \$46,207,000	1998 Profits: \$7,690,000
1997 Sales: \$43,106,000	1997 Profits: \$4,087,000

Stock Ticker: SBC
 Employees: 215,088
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,886,667	Bonus: \$4,500,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$899,500	Bonus: \$585,895

COMPETITIVE ADVANTAGE: Very aggressive growth through acquisitions, including the acquisition of Ameritech.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SCANA CORPORATION**www.scana.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 35 Profits: 25

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Pipelines
 Bus Service
 Propane
 Energy Marketing

BRANDS/DIVISIONS/AFFILIATES:

South Carolina Electric & Gas Co.
 South Carolina Generating Co.
 Public Service Co. of North Carolina/PSNC Energy
 ServiceCare, Inc.
 SCANA Energy
 SCANA Communications
 Primesouth, Inc.
 Instel, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William B. Timmerman, CEO
 William B. Timmerman, Pres.
 Kevin B. Marsh, Sr. VP/CFO
 Ann M. Milligan, Sr. VP-Mktg. And Retail Bus.
 Duane Harris, Sr. VP-Human Resources
 Mark R. Cannon, Contoller
 David N. Vannort, VP-Corp. Compliance
 Lynn M. Williams, Corp. Sec.
 H. Thomas Arthur, General Counsel
 J. Patrick Hudson, Corp. Compliance & Internal Auditing Off.
 George J. Bullwinkel Jr., Sr. VP-Governmental Affairs & Economic Dev.
 Cathy Y. Kirven, Treas.
 Neville O. Lorick, Pres./COO-South Carolina Electric and Gas Co.
 Asbury H. Gibbes, Pres./COO-South Carolina Pipeline Co.
 Charles E. Zeigler Jr., Pres./COO-Public Service Company of North Carolina
 George J. Bullwinkel Jr., Pres.-SCANA Comm.

Phone: 803-217-7817 **Fax:** 803-217-7389**Toll-Free:** 800-251-7234**Address:** 1426 Main Street, Columbia, SC 29201 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,058,000 (6 months)	2001 Profits: \$470,000 (6 months)
2000 Sales: \$3,433,000	2000 Profits: \$261,000
1999 Sales: \$2,078,000	1999 Profits: \$190,000
1998 Sales: \$2,106,000	1998 Profits: \$235,000
1997 Sales: \$1,523,000	1997 Profits: \$231,000

Stock Ticker: SCG

Employees: 5,426

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$524,261	Bonus: \$354,486
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$320,078	Bonus: \$146,246

COMPETITIVE ADVANTAGE:

Highly diversified holding company.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

GROWTH PLANS/SPECIAL FEATURES:

SCANA Corporation is a public utility holding company that neither owns nor operates any physical properties. It holds a variety of direct, wholly-owned subsidiaries, engaged in both regulated utilities and nonregulated businesses. The company's principal subsidiary, South Carolina Electric & Gas Company (SCE&G), is a regulated public utility engaged in the generation, transmission, distribution and sale of electricity and the purchase and sale, primarily at retail, of natural gas in South Carolina. South Carolina Pipeline Corporation is engaged in the purchase, transmission and sale of natural gas to commercial, industrial and wholesale customers, including SCE&G. The unit also owns LNG liquefaction, regasification and storage facilities, along with a 62-mile propane pipeline. The company's nonregulated business include SCANA Energy Marketing, SCANA Communications, SCANA Propane Gas, ServiceCare, Primesouth and SCANA Resources. Energy Marketing markets electricity, natural gas and other light hydrocarbons throughout the U.S. and provides energy-related risk management services to producers and consumers. SCANA Communications specializes in fiber optic telecommunications and wireless tower communications creation, chiefly in South Carolina. SCANA Propane Gas owns and operates a 60 million gallon underground propane storage facility near York, South Carolina. ServiceCare provides services to retail customers through service contracts on home appliances. Primesouth provides power plant management financing for SCE&G nuclear fuel. SCANA Resources conducts energy-related businesses and services.

The company offers employees career growth plans as well as medical, dental and vision coverage, all beginning on the first day of employment.

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		

SCHERING-PLOUGH CORP**www.sch-plough.com**

Industry Group Code: 325412 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 9 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Drugs-Allergies and Respiratory
Anti-Infective/Anti-Cancer Drugs
Dermatologicals
Cardiovascular Drugs
Animal Health Pharmaceuticals
Prescription Drugs
Over-The-Counter Drugs

BRANDS/DIVISIONS/AFFILIATES:

AFRIN
DRIXOCAL
TINACTIN
CORRECTOL
DR. SCHOLL'S
COPPERTONE
CLARITIN
Desloratadine

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard Jay Kogan, CEO
Jack L. Wyszomierski, CFO
John P. Ryan, Dir.-Human Resources
Robert S. Lyons, VP-Corp. Info. Services
Thomas A. Kelly, Controller
John J. LaRosa, Corp. Sec.
Joseph C. Connors, General Counsel
Geraldine U. Foster, Sr. VP-Corp. Comm.
Geraldine U. Foster, Sr. VP-Investor Rel.
E. Kevin Moore, Treas.
Daniel A. Nichols, Sr. VP-Taxes
Douglas J. Gingerella, VP-Corp. Audits
John E. Nine, Pres., Schering Tech. Oper.

Phone: 973-822-7000 **Fax:** 973-822-7048**Toll-Free:****Address:** 1 Giralda Farms, Madison, NJ 07940-1010 US**GROWTH PLANS/SPECIAL FEATURES:**

Schering-Plough Corporation is engaged in the discovery, development, manufacture and marketing of pharmaceutical products. The company's Schering-Plough Pharmaceuticals subsidiary manufactures and markets allergy, respiratory, anti-infective, anti-cancer, dermatological and cardiovascular prescription pharmaceuticals. The firm's Schering-Plough HealthCare Products subsidiary markets a number of over-the-counter, foot care and sun care products, including AFRIN, DRIXOCAL, TINACTIN, CORRECTOL, DR. SCHOLL'S and COPPERTONE. Schering-Plough Animal Health, another subsidiary, develops and markets a broad range of pharmaceuticals and biologicals for companion animals and animals involved in food production. Recently, the company and NeoGenesis Drug Discovery, Inc. announced a multi-year, multi-target research collaboration to discover small-molecule drug candidates. Under the terms of the agreement, Schering-Plough makes an equity investment in NeoGenesis and provides research and development funding for a maximum of five years. In the Summer of 2001, the U.S. Food and Drug Administration approved the firm's PEG-INTRON and REBETOL combination therapy for the treatment of chronic hepatitis C in patients who have never been treated with interferon alpha. The PEG-INTRON and REBETOL treatment regimen is the first and only pegylated interferon-based combination therapy approved in the United States. The company has also received authorization from the European Commission of the European Union to market Desloratadine tablets as a nonsedating treatment for the symptoms of chronic idiopathic urticaria such as itching or hives.

Schering-Plough Corporation offers its employees tuition reimbursement, scholarships, adoption counseling and referral services, fitness and exercise program memberships and medical and dental insurance. The company also sponsors staff basketball teams, walking, running and cycling clubs and tennis tournaments.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,949,000 (6 months)	2001 Profits: \$1,198,000 (6 months)
2000 Sales: \$9,815,000	2000 Profits: \$2,423,000
1999 Sales: \$9,116,000	1999 Profits: \$2,110,000
1998 Sales: \$8,027,000	1998 Profits: \$1,756,000
1997 Sales: \$6,778,000	1997 Profits: \$1,444,000

Stock Ticker: SGP
Employees: 28,100
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,338,000	Bonus: \$1,872,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$918,000	Bonus: \$1,157,000

COMPETITIVE ADVANTAGE: Expertise in gene therapy/Excellent brand name recognition.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SCHLUMBERGER LIMITED**www.slb.com****Industry Group Code:** 213111 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 1

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
 Customized and Integrated MIS Solutions
 Product Development
 Training and Technical Support
 Seismic

BRANDS/DIVISIONS/AFFILIATES:

GeoQuest
 SchlumbergerSema

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

D. Euan Baird, CEO
 D. Euan Baird, Pres.
 Jack Liu, Exec. VP/CFO
 Pierre E. Bismuth, VP-Personnel
 Philippe Lacour-Gayet, VP/Chief Scientist
 Jean Chevalier, VP-Info. Tech.
 Andrew Gould, Exec. VP-Oilfield Services
 Irwin Pfister, Exec. VP-Test & Transactions
 Clermont A. Matton, Sec.
 Clermont A. Matton, Exec. VP-Resource Mgt. Systems
 Rex Ross, VP-Comm.
 Jean-Marc Perraud, Treas.
 Jack Liu, Chief Acc. Officer
 Mark Danton, VP

Phone: 212-350-9400 **Fax:** 212-350-9440

Toll-Free:

Address: 277 Park Avenue, New York, NY 10172 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$6,693,500 (6 months)	2001 Profits: \$142,600 (6 months)
2000 Sales: \$10,034,700	2000 Profits: \$734,600
1999 Sales: \$8,751,700	1999 Profits: \$366,700
1998 Sales: \$10,898,000	1998 Profits: \$1,014,200
1997 Sales: \$10,755,200	1997 Profits: \$1,384,500

Stock Ticker: SLB
 Employees: 60,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$1,500,000	Bonus: \$1,500,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$507,900	Bonus: \$567,200

COMPETITIVE ADVANTAGE:

Covers every facet of oilfield services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

SCIENTIFIC ATLANTA INC**www.sciatl.com**

Industry Group Code: 334210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Telecommunications Equipment-Cable Set-Top Boxes
 Terrestrial and Satellite Communications Network Products
 Transmission and Distribution Equipment
 Equipment Design and Implementation

BRANDS/DIVISIONS/AFFILIATES:

Explorer 2000
 Concurrent Computer Corporation
 SeaChange International, Inc.
 Continuum
 PowerVu
 ATx Telecom Systems, Inc.
 Arcodan A/S
 Scientific Atlanta

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James F. McDonald, CEO
 James F. McDonald, Pres.
 William Mayer, Sr. VP-Finance/CFO
 Stephen K. Necessary, VP-Mktg.
 Brian C. Koenig, Sr. VP-Human Resources
 H. Allen Ecker, Chief Tech. Officer/Pres., Subscriber Networks
 Julian W. Edison, VP/Controller
 William E. Eason, Jr., Sr. VP/Corp. Sec.
 William E. Eason, Jr., General Counsel
 Wallace G. Haislip, Treas.
 Dwight B. Duke, Sr. VP/Pres., Transmission Network Systems
 Larry L. Enterline, Sr. VP-Worldwide Sales and Services

Phone: 770-903-5000 **Fax:** 770-903-4617

Toll-Free:

Address: 1 Technology Pkwy. S., Norcross, GA 30092-2967 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,512,000 (12 months)	2001 Profits: \$333,700 (12 months)
2000 Sales: \$1,715,410	2000 Profits: \$155,808
1999 Sales: \$1,243,473	1999 Profits: \$102,343
1998 Sales: \$1,181,404	1998 Profits: \$80,793
1997 Sales: \$1,168,245	1997 Profits: \$64,042

Stock Ticker: SFA
 Employees: 8,420
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$743,850	Bonus: \$983,850
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$446,154	Bonus: \$498,500

COMPETITIVE ADVANTAGE:

Expertise in the rapidly-growing satellite data transmission industry.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		Y

SEMPRA ENERGY**www.sempra.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 18 Profits: 19

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Energy Asset Management
 Telecommunications Services

BRANDS/DIVISIONS/AFFILIATES:

Southern California Gas Company
 San Diego Gas & Electric
 Sempra Energy Solutions
 Sempra Communications
 Sempra Energy International
 Sempra Energy Connections
 Sempra Energy Trading
 Sempra Ventures

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Stephen L. Baum, CEO
 Stephen L. Baum, Pres.
 Neal E. Schmale, CFO
 G. Joyce Rowland, Sr. VP-Human Relations
 Frank H. Ault, Controller
 Thomas C. Sanger, Corp. Sec.
 John R. Light, General Counsel
 Margot A. Kyd, Chief Admin. Officer
 Mark A. Snell, VP-Corp. Planning & Dev.
 Thomas S. Sayles, VP-Comm. Affairs
 Charles A. McMonagle, Treas.
 Margot A. Kyd, Chief Environmental Officer
 Frederick E. John, Sr. VP-External Affairs
 William L. Reed, Chief Regulatory Officer
 Joseph A. Householder, VP-Corp. Tax

Phone: 619-696-2000 **Fax:** 619-696-4463

Toll-Free: 877-736-7723

Address: 101 Ash St., San Diego, CA 92101-3017 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,412,000 (6 months)	2001 Profits: \$315,000 (6 months)
2000 Sales: \$7,143,000	2000 Profits: \$429,000
1999 Sales: \$5,410,000	1999 Profits: \$394,000
1998 Sales: \$4,996,000	1998 Profits: \$294,000
1997 Sales: \$5,115,000	1997 Profits: \$432,000

Stock Ticker: SRE
 Employees: 11,232
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$913,231	Bonus: \$1,560,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$670,095	Bonus: \$780,000

COMPETITIVE ADVANTAGE:

Diversified utility services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y			Y

SERVICEMASTER CO**www.servicemaster.com**

Industry Group Code: 561210 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Housecleaning, Pest Control and Landscaping Services
 Janitorial Services
 Cleaning Services
 Building Maintenance Outsourcing
 Franchising
 Home Warranties
 Plumbing Services
 Personnel Services

BRANDS/DIVISIONS/AFFILIATES:

American Home Shield Corp.
 American Residential Services
 AmeriSpec, Inc.
 Furniture Medic LP
 LandCARE USA, Inc.
 Merry Maids LP
 Rescue Rooter LLC
 TruGreen

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jonathan P. Ward, CEO
 Jonathan P. Ward, Pres.
 Steven C. Preston, CFO
 Paul A. Bert, Exec. VP-Mktg.
 David P. Aldridge, Sr. VP-People
 Patrick E. Moroney, CIO
 Deborah A. O'Connor, Controller
 Jim L. Kaput, General Counsel
 Eric R. Zarnikow, Treas.
 Phillip B. Rooney, Pres., Mgmt. Services Group
 Donald K. Karnes, Pres., TruGreen Group
 Ernest J. Mrozek, Pres., Consumer & Commercial Services Group
 Richard W. Williams, Pres., Education Mgmt. Services

Phone: 630-271-1300 **Fax:** 630-271-2710**Toll-Free:** 800-937-3783**Address:** 1 ServiceMaster Way, Downers Grove, IL 60515 US**GROWTH PLANS/SPECIAL FEATURES:**

ServiceMaster performs an incredibly broad range of services, from household upkeep to industrial plant management. The core services of the firm include lawn care and landscaping; termite and pest control; plumbing, heating and air conditioning maintenance and repair; appliance maintenance and repair; cleaning; plant maintenance; and supportive management. The company, which serves 12 million customers in 40 countries, is responsible for the production of several famous product and service brands. TruGreen-ChemLawn, the top-ranked provider of lawn care services in the United States, falls under ServiceMaster's umbrella, as do Terminix termite and pest control, Rescue Rooter plumbing services, American Home Shield warranty and service contracts and Merry Maids housecleaning services. The firm also acts as a leading management service provider, serving more than 2,100 customers in health care, education and industrial industries. Corporate food service, managed plant operations, managed maintenance, landscaping and groundskeeping are all performed by ServiceMaster in over 5,500 company owned and franchised service centers and business units. The company provides 1,000 clients with personnel services such as payroll, health insurance and employee benefits through the Employer Services division. ServiceMaster recently sold its management services business to ARAMARK Corporation for \$800 million, primarily in order to reduce debt. The firm also announced that it will phase out certain non-core and unprofitable businesses such as TruGreen LandCare Construction. ServiceMaster fosters teamwork, training and promotion from within. The firm is founded on an intense Christian philosophy. The company provides continuous training and development for its employees. In addition, ServiceMaster offers more than 60 programs that recognize and reward outstanding individual performance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,978,600 (6 months)	2001 Profits: \$79,900 (6 months)
2000 Sales: \$5,970,600	2000 Profits: \$173,800
1999 Sales: \$5,703,500	1999 Profits: \$173,600
1998 Sales: \$4,724,100	1998 Profits: \$190,000
1997 Sales: \$3,961,500	1997 Profits: \$163,500

Stock Ticker: SVM
 Employees: 72,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$600,000	Bonus: \$357,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$525,000	Bonus: \$308,750

COMPETITIVE ADVANTAGE:

Great employee loyalty and teamwork/One of the world's leading outsourced services firms.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SHERWIN WILLIAMS COMPANY (THE)www.sherwin-williams.com

Industry Group Code: 444120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Paint, Retail
Automotive Finishing Products

BRANDS/DIVISIONS/AFFILIATES:

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Christopher M. Connor, CEO
Joseph M. Scaminace, Pres.
Joseph M. Scaminace, COO
Larry J. Pitorak, CFO/Sr. VP-Finance
Thomas E. Hopkins, VP-Human Resources
John L. Ault, Controller
Louis E. Stellato, Corp. Sec.
Louis E. Stellato, General Counsel
Conway G. Ivy, VP-Corp. Planning & Dev.
Larry J. Pitorak, Treas.
Ronald P. Nandor, Pres.-Automotive Div.
Thomas W. Seitz, Pres.-Consumer Div.
Michael A. Galasso, Pres.-Int'l Div.
John G. Morikis, Pres.-Paint Stores Group

Phone: 216-566-2000 Fax: 216-566-2947

Toll-Free:

Address: 101 Prospect Ave., NW, Cleveland, OH 44115 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,932,700 (9 months)	2001 Profits: \$217,700 (9 months)
2000 Sales: \$5,211,600	2000 Profits: \$16,000
1999 Sales: \$5,003,800	1999 Profits: \$303,900
1998 Sales: \$4,934,430	1998 Profits: \$272,900
1997 Sales: \$4,881,103	1997 Profits: \$260,614

Stock Ticker: SHW
Employees: 26,095
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$749,821	Bonus: \$490,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$579,214	Bonus: \$390,000

COMPETITIVE ADVANTAGE:

Has been in business since 1866/Well-known in its market niche.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SHOE CARNIVAL INC**www.shoecarnival.com**

Industry Group Code: 448210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Shoes, Retail

GROWTH PLANS/SPECIAL FEATURES:

Shoe Carnival, Inc. is a high-volume, value-oriented retailer of family footwear. The firm's stores offer customers a wide range of men's, women's and children's dress, casual and athletic shoes, boots and sandals, including its Shoe Carnival, Nuff Said, Victoria Spencer, Fresh Stuff, Innocence and Carnival Lites private label merchandise. The company's stores are designed to reflect the high energy level of its retail concept and to convey a carnival-like atmosphere. Open-stock inventories, neon signs, flashing colored lights, large mirrors, striking fixtures and colorful carpet are utilized to make the stores appear larger and more exciting. The company has several standard promotions, including a Spin-N-Win wheel, where a customer can win instant discounts, and a Money Machine, which allows randomly selected customers to stand inside a transparent booth and attempt to catch money and coupons. Shoe Carnival believes this highly promotional atmosphere results in increased multiple unit sales, the building of a loyal customer base and the creation of word of mouth advertising. In conjunction with its extensive in-store promotions, the firm uses television, radio and newspaper ads to announce special sale products. As part of its expansion efforts, the firm intends to enter larger markets by opening two or more stores at approximately the same time.

Shoe Carnival, Inc. offers its employees incentive sales contests and medical and life insurance.

BRANDS/DIVISIONS/AFFILIATES:

Carnival (The)
Nuff Said
Donna Lawrence
Oak Meadow
Victoria Spencer
Fresh Stuff
Innocence
Carnival Lites

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Mark L. Lemond, CEO
Mark L. Lemond, Pres.
W. Kerry Jackson, CFO
David Kuhnlein, VP-Mktg.
Sean M. Georges, VP-Human Resources
Terry L. Clements, VP-Tech.
Larry L. Linville, VP-Info. Sys.
Clifton E. Sifford, General Merch. Mgr.
Timothy T. Baker, Sr. VP-Store Oper.
Bruce C. Boehmer, VP-New Store Dev.
W. Kerry Jackson, Treas.
Edward J. Hensel, VP-Distribution
David A. Kapp, VP-Inventory Controller
Steve D. McDaniel Sr., VP-Loss Prevention
Paul R. Kinney, VP-Real Estate

Phone: 812-867-6471 **Fax:** 812-867-4261**Toll-Free:****Address:** 8233 Baumgart Rd., Evansville, IN 47725 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$418,200 (12 months)	2001 Profits: \$9,700 (12 months)
2000 Sales: \$339,900	2000 Profits: \$11,961
1999 Sales: \$280,200	1999 Profits: \$10,227
1998 Sales: \$246,500	1998 Profits: \$7,391
1997 Sales: \$233,945	1997 Profits: \$4,140

Stock Ticker: SCVL
Employees: 2,850
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$422,116	Bonus:	\$20,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$300,000	Bonus:	\$

COMPETITIVE ADVANTAGE:

Larger than traditional shoe stores/Unique carnival-like atmosphere with bright lights and an in-store barker.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y	Y	Y	

SHOPKO STORES INC**www.shopko.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Department Stores, Retail
 Optical Centers
 Prescription Benefit Management Services
 Pharmacies

BRANDS/DIVISIONS/AFFILIATES:

Pamida
 ProVantage Health Services, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William J. Podany, CEO
 William J. Podany, Pres.
 Brian Bender, CFO
 L. Terry McDonald, Sr. VP-Mktg.
 Dennis C. Folz, Sr. VP-Human Resources
 Paul A. Burrows, CIO
 Roger J. Chustz, General Merch. Mgr.
 Richard D. Schepp, Corp. Sec.
 Richard D. Schepp, General Counsel
 Rodney D. Lawrence, Sr. VP-Store Planning & Mktg.
 Roger J. Chustz, Sr. VP-Apparel & Product Dev.
 Steven T. Harig, Sr. VP-Replenishment, Analysis & Distribution
 Gary A. Hillerman, General Merch. Mgr.-Hardlines
 Michael J. Hopkins, Pres., Pamida

Phone: 920-429-2211 **Fax:** 920-429-4799

Toll-Free:

Address: 700 Pilgrim Way, Green Bay, WI 54304 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,530,500 (12 months)	2001 Profits: \$-15,800 (12 months)
2000 Sales: \$3,061,700	2000 Profits: \$102,200
1999 Sales: \$2,362,800	1999 Profits: \$55,600
1998 Sales: \$2,445,700	1998 Profits: \$48,800
1997 Sales: \$2,346,500	1997 Profits: \$44,900

Stock Ticker: SKO
 Employees: 20,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$625,000	Bonus: \$750,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$350,480	Bonus: \$507,806

COMPETITIVE ADVANTAGE:

Price friendly and a wide assortment of merchandise appealing to a spectrum of families.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y	Y		

SIEBEL SYSTEMS INC**www.siebel.com****Industry Group Code:** 511200 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Computer Software-Customer Relations
Marketing Applications
Personalization Software

BRANDS/DIVISIONS/AFFILIATES:

Siebel Interactive Selling Suite
Tumbleweed Communications Corp.
Siebel eMail Response
Siebel eService
Compaq Computer Corporation
MidMarket
Janna Systems, Inc.
Siebel 2000 eBusiness Applications

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas M. Siebel, CEO
Paul Wahl, Pres.
Paul Wahl, COO
Howard H. Graham, CFO/Sr. VP-Finance
William R. McDermott, Exec. VP-Worldwide Sales Oper.
Mike Saranga, Sr. VP-Eng.
Howard H. Graham, Sr. VP-Admin.
Craig D. Ramsey, Sr. VP-Worldwide Oper.
R. David Schmaier, Sr. VP-Products
Karen M. Riley, VP-Global Services

Phone: 650-295-5000 **Fax:** 650-295-5111**Toll-Free:** 800-647-4300**Address:** 1855 S. Grant St., San Mateo, CA 94402 US**GROWTH PLANS/SPECIAL FEATURES:**

Siebel Systems, Inc. is a leading global provider of customers relations management (CRM) software applications. The company's multichannel e-business applications and services allow organizations to create a single source of customer information that makes it easier to sell to, market to and service customers across multiple channels. Moreover, the firm's web-based architecture dramatically reduces the costs of deploying its e-business applications and enables organizations to provide customer information to partners, resellers, customers and prospects via the Internet. Recently, the company introduced the Siebel Interactive Selling Suite, a suite of sales applications that offers organizations the ability to interact and conduct online transactions with customers, resellers, retailers or dealer networks. Furthermore, the Siebel Interactive Selling Suite provides users with personalized recommendations and allows them to easily configure, price and order customizable products and services. Siebel Systems recently entered into a strategic alliance with Tumbleweed Communications Corp. to integrate Siebel eMail Response, Siebel eService and Tumbleweed Integrated Messaging Exchange to provide a secure two-way communications channel to enhance online customer response management and service. In the fall of 2000, the firm and Compaq Computer Corporation extended their global strategic alliance to deliver a suite of customized and integrated e-business solutions for small and medium-sized businesses. The new solutions, which combine Compaq's ProLiant server hardware with the company's MidMarket application software, support up to 200 users and include high availability options for continuous uptime and accessibility. Siebel Systems has been acclaimed as the fastest growing company in eBusiness application history, and it continues to focus on itself as an entrepreneurial corporation.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,566,900 (9 months)	2001 Profits: \$188,700 (9 months)
2000 Sales: \$1,795,384	2000 Profits: \$221,899
1999 Sales: \$813,461	1999 Profits: \$110,025
1998 Sales: \$417,861	1998 Profits: \$42,290
1997 Sales: \$226,221	1997 Profits: \$ 560

Stock Ticker: SEBL
Employees: 7,389
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$500,000	Bonus:	\$2,588,251
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$305,128	Bonus:	\$466,667

COMPETITIVE ADVANTAGE:

The leading global provider of software for customer information management.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SIGMA ALDRICH CORP**www.sigma-aldrich.com****Industry Group Code:** 325000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Chemicals Manufacturer
Organic and Inorganic Chemicals
Radiolabeled Chemicals
Diagnostic Reagents
Chromatography Products
Metal Components
DNA Synthesis Technology
Immunoassays

BRANDS/DIVISIONS/AFFILIATES:

Sigma
Aldrich
Fluka
Supelco
Riedel-de Haen
COMPUTROL on Line
Sigma Diagnostics
First Medical

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Carl T. Cori, CEO
David R. Harvey, Pres.
Michael R. Hogan, CFO
Terry R. Colvin, VP-Human Resources
Franklin D. Wicks, Pres., Scientific Research
Larry S. Blazeovich, CO
Karen J. Miller, Controller
Michael R. Hogan, Chief Admin. Officer
Kirk A. Richter, Treas.
Rodney L. Kelley, VP-Safety and Compliance
James W. Meteer, VP-Quality Systems
David W. Julien, Pres., Biotechnology
Robert Monaghan, Pres., Diagnostics

Phone: 314-771-5765 **Fax:** 314-286-7874**Toll-Free:** 800-521-8956**Address:** 3050 Spruce St., St. Louis, MO 63103 US**GROWTH PLANS/SPECIAL FEATURES:**

Sigma-Aldrich develops and manufactures more than 85,000 products, including biochemicals, organic chemicals, chromatography products and diagnostic reagents. The company's offerings are used primarily for the research and development of diagnostic and therapeutic pharmaceuticals. Additional applications for Sigma Aldrich products include molecular biology, DNA sequencing and gene studies. Customers of the company primarily consist of life science companies, university and government institutions and hospitals. Through its Sigma division, the firm produces biochemicals and reagents for life science research such as dimethyl sulfoxide for the preservation of cells and polymerase chain reaction (PCR) products for laboratories. Sigma-Aldrich's Supelco unit manufactures gas and liquid chromatography instruments that analyze chemicals and compounds. Sigma-Aldrich has ambitious expansion plans that encompass new facilities, stronger worldwide and domestic operations and new products. In 2000, the firm broke ground on a new \$55 million life science technology center that will feature state-of-the-art equipment and will house over 200 researchers as well as a corporate learning center. Sigma-Aldrich has been strengthening its global operations to improve distribution of its products overseas. The company currently operates in 33 countries and distributes its products in more than 160 countries. Sigma-Aldrich is also developing and expanding in its Internet operations. The firm recently launched COMPUTROL on Line, an innovative new data management system that allows users to access peer group quality control (QC) data in real time over the Internet.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$599,300 (6 months)	2001 Profits: \$73,600 (6 months)
2000 Sales: \$1,096,300	2000 Profits: \$320,200
1999 Sales: \$1,061,200	1999 Profits: \$172,300
1998 Sales: \$986,200	1998 Profits: \$166,300
1997 Sales: \$901,700	1997 Profits: \$166,100

Stock Ticker: SIAL
Employees: 6,218
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$625,000	Bonus: \$21,875
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$

COMPETITIVE ADVANTAGE:

Worldwide supplier of chemical products and diagnostics/Production facility expansion in Europe.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SIX FLAGS INC**www.sixflags.com****Industry Group Code:** 713110 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:	Y			Consulting:		Math and Other:	

TYPES OF BUSINESS:

Theme Parks

GROWTH PLANS/SPECIAL FEATURES:

Six Flags Inc., formerly Premier Parks, Inc., is one of the nation's largest amusement park operators, based on the tens of millions of visitors it receives at its parks each year. The company owns and operates 39 parks throughout North America, Latin America and Europe. In addition, the firm manages and operates Six Flags Marine World near San Francisco through its subsidiary, Park Management Corp. Six Flags theme parks serve 40 of the 50 largest metropolitan areas in the U.S., and annually host roughly 50 million people worldwide. The company estimates that approximately two-thirds of the population in the continental U.S. lives within 150 miles of a Six Flags theme park. Each of the firm's parks is individually themed and provides a comprehensive family-oriented entertainment experience. The theme parks generally offer a wide array of thrill rides, water attractions, themed areas, concerts and shows, restaurants, game venues and merchandise outlets. Six Flags has recently engaged in an aggressive acquisition strategy in keeping with its expansion plans. In December 2000, the firm acquired Enchanted Village and Wild Waves, a water and children's ride park located near Seattle, Washington. It is the only park in the Seattle-Tacoma metropolitan area, averaging roughly 500,000 people per year. Six Flags acquired Sea World of Ohio, a 230-acre marine wildlife park located adjacent to the company's Six Flags Ohio theme park, in February 2001. The two parks combined under the banner, Six Flags Worlds of Adventure.

BRANDS/DIVISIONS/AFFILIATES:

Premier Parks, Inc.
Frontier City
The Great Escape
Waterworld
White Water Bay
Wyandot Lake
Warner Bros. Movie World
Walibi Parks

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kieran E. Burke, CEO
Gary Story, Pres.
Gary Story, COO
James F. Dannhauser, CFO
Sherrie Bang, Sr. VP-Mktg.
Richard A. Kipf, Sec.
Jim Coughlin, General Counsel
Richard A. Kipf, Treas.
Brian Jenkins, Sr. VP-Finance
Hue W. Eichelberger, Exec. VP
John E. Bement, Exec. VP
Daniel P. Aylward, Exec. VP

Phone: 405-475-2500 **Fax:** 405-475-2555**Toll-Free:****Address:** 11501 Northeast Expressway, Oklahoma City, OK 73131 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$391,700 (6 months)	2001 Profits: \$-117,400 (6 months)
2000 Sales: \$1,007,000	2000 Profits: \$-52,000
1999 Sales: \$927,000	1999 Profits: \$-19,200
1998 Sales: \$792,700	1998 Profits: \$35,600
1997 Sales: \$193,900	1997 Profits: \$14,100

Stock Ticker: PKS
Employees: 43,081
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$773,240	Bonus: \$2,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$587,423	Bonus: \$2,000,000

COMPETITIVE ADVANTAGE:

Owns well-known parks, including Six Flags.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SMART & FINAL INC**www.smartandfinal.com**

Industry Group Code: 452910A Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Food & Related Products Warehouse Clubs, Retail Foodservice Distribution

GROWTH PLANS/SPECIAL FEATURES:

Smart & Final, Inc. is one of the nation's largest warehouse grocery chains. The company's Smart & Final stores offer a consistent selection of approximately 10,000 food items, supplies and equipment, primarily in institutional sizes and quantities. The stores' products include frozen and refrigerated foods, delicatessen products, fresh produce, paper products, janitorial supplies, restaurant equipment, candy, beverages and party supplies. The company is continuing to expand the fresh assortment of products at its Smart & Final stores by adding items to the selection of meat and produce. These stores are strategically positioned in a substantial niche market between membership warehouse clubs and traditional foodservice operators. Smart & Final stores specialize in providing merchandise and customer services to meet the foodservice needs of restaurants, caterers, clubs, organizations and small and mid-sized businesses. Additionally, large chain restaurants and other major foodservice operators use Smart & Final as a fill-in or backup supplier. Most stores also attract value-oriented retail customers who prefer to purchase items in large sizes or quantities. The relatively small size of Smart & Final stores allows the company to locate a greater number of stores in urban and suburban neighborhoods than warehouse club operators. The firm's American Foodservice Distributors subsidiary is a food distribution company. American Foodservice Distributors also offers its customers product delivery and ancillary services such as restaurant equipment and supplies.

BRANDS/DIVISIONS/AFFILIATES:United Grocers Cash & Carry
American Foodservice Distributors**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

Ross E. Roeder, CEO
 Ross E. Roeder, Pres.
 Richard N. Phegley, CFO
 Norah Morley, Sr. VP-Mktg.
 Jeff D. Whynot, Sr. VP-Human Resources
 Zeke Duge, CIO
 Timothy M. Snee, Sr. VP-Buying & Merch.
 Donald G. Alvarado, Corp. Sec.
 Donald G. Alvarado, General Counsel
 Dennis L. Chiavelli, Exec. VP-Oper.
 Richard N. Phegley, Treas.
 Suzanne Mullins, Sr. VP-Oper.
 Robert J. Schofield, COO, American Foodservice Distributors

Phone: 323-869-7500 **Fax:** 323-869-7860**Toll-Free:****Address:** 600 Citadel Dr., City of Commerce, CA 90040 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$887,800 (6 months)	2001 Profits: \$5,400 (6 months)
2000 Sales: \$1,863,895	2000 Profits: \$11,044
1999 Sales: \$1,793,142	1999 Profits: \$4,726
1998 Sales: \$1,661,629	1998 Profits: \$-8,659
1997 Sales: \$1,453,020	1997 Profits: \$6,636

Stock Ticker: SMF
 Employees: 5,640
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$631,577	Bonus: \$650,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$327,191	Bonus: \$100,000

COMPETITIVE ADVANTAGE:

Positions itself competitively by offering convenience, aggressive pricing, a wide assortment and a high level of customer service.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y		Y

SMITH INTERNATIONAL INC**www.smith.com**

Industry Group Code: 213111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
 Waste Management Services
 Drilling Equipment

BRANDS/DIVISIONS/AFFILIATES:

Smith Bits
 Sandvik Smith AB
 Wilson Supply
 M-I, LLC
 Swaco
 BW Group
 Smith Services
 Drilco Group, The

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas L. Rock, CEO
 Douglas L. Rock, Pres.
 Douglas L. Rock, COO
 Margaret K. Dorman, CFO
 Peter D. Nicholson, VP-Human Resources
 Brian E. Taylor, Controller
 Neal S. Sutton, Corp. Sec.
 Neal S. Sutton, General Counsel
 Neal S. Sutton, Sr. VP-Admin.
 Earl M. Springer, VP-Bus. Dev.
 Margaret K. Dorman, Treas.
 Geri D. Wilde, VP-Taxes
 Loren K. Carroll, Exec. VP
 John J. Kennedy, CEO/Pres., Wilson Supply
 Roger A. Brown, Pres., Smith Bits

Phone: 281-443-3370 **Fax:** 281-233-5199

Toll-Free: 800-877-6484

Address: 411 N. Sam Houston Pkwy., Ste. 600, Houston, TX 77060 US

GROWTH PLANS/SPECIAL FEATURES:

Smith International, Inc. is a leading worldwide supplier of products and services to the oil and gas exploration and production industry, the petrochemical industry and other industrial markets. The firm's comprehensive line of technologically advanced products and engineering services includes drilling and completion fluid systems, solids-control equipment, waste-management services, fishing services, casing exit and multilateral systems and drilling tools. The company's Smith Bits subsidiary offers oilfield roller cone, hammer, natural diamond and mining roller cone bits for a variety of applications. In the summer of 2001, Smith Bits and Sandvik AB partnered to form Sandvik Smith AB, a joint venture that creates specialty drill bits for the mining and construction industry. The firm's Wilson Supply subsidiary markets pipe, valves, fittings, mill, safety and other maintenance products to energy and industrial markets. M-I, another subsidiary, is a developer, manufacturer and marketer of drilling and completion fluids and services. The subsidiary's Swaco division produces solids-control equipment, including shale shakers, hydroclones, centrifuges, pressure-control equipment and rig instrumentation. Recently, M-I acquired BW Group, an Aberdeen-based provider of drilling and completion fluids to the North Sea market. The company's Smith Services subsidiary manufactures and markets drilling, workover, well completion and well re-entry products and services. The Drilco Group, a division of Smith Services, provides machine inspection services, tubular products, underbalanced drilling equipment and engineering services for optimizing bottom hole management techniques.

Smith International, Inc. offers its employees tuition reimbursement, in-house training programs, awards for patents and published technical papers and medical, dental and vision insurance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,647,400 (9 months)	2001 Profits: \$114,000 (9 months)
2000 Sales: \$2,761,000	2000 Profits: \$72,800
1999 Sales: \$1,806,200	1999 Profits: \$56,700
1998 Sales: \$2,118,700	1998 Profits: \$34,100
1997 Sales: \$2,168,000	1997 Profits: \$121,300

Stock Ticker: SII
 Employees: 9,892
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$749,996	Bonus: \$429,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$468,000	Bonus: \$250,000

COMPETITIVE ADVANTAGE:

Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SOLA INTERNATIONAL INC**www.sola.com**

Industry Group Code: 339113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 18 Profits: 17

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Supplies-Eyeglass Lenses

GROWTH PLANS/SPECIAL FEATURES:

SOLA International is a worldwide leader in developing eyeglass lens designs and materials, with over 100 million customers. The company operates sales offices in 30 countries and distributes its products in more than 50 countries worldwide, primarily in North American, European and Asian markets. Sola manufactures progressive lenses that correct for varying distances without utilizing the segment lines of bifocals and trifocals, thus avoiding image jumps when moving from one distance zone to another. Popular products offered by the firm include Spectralite and ViZio 1.66, which feature high-index plastic materials that are thinner and lighter than traditional plastic or glass lenses. Sola is also popular for its UPMC Anti-Reflection Coating that eliminates reflections from the front and back of lenses and enables more light to reach the eyes. Additional product lines include Percepta, Visuality, AO Compact and SOLAMAX, featuring better material construction and new technology. For distribution operations, the firm employs its Matrix delivery system, which allows for the rapid on-site delivery of lenses with anti-reflective coating and other such features. Sola inked a number of marketing co-branding agreements with Native Eyewear, Timberland, Apollo, IZOD, Fisher-Price and Nike, Inc., all of which will raise awareness of the company across a broad spectrum of markets. The company recently launched its Enigma Eyewear Collection, featuring highly curved single vision lenses with custom designed frames. Sola also opened its first U.S.-based Sola Technologies prescription laboratory, which is designed to develop and deliver unique lens design and processing technologies.

The company offers medical, dental and vision plans, as well as relocation assistance, cafeteria services and bonus plans.

BRANDS/DIVISIONS/AFFILIATES:

Spectralite
ViZio 1.66
UTMC Anti-Reflection Coating
SOLOMAX
Percepta
Visuality
AO Compact
Enigma Eyewear Collection

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Jeremy C. Bishop, CEO
Jeremy C. Bishop, Pres.
Steven M. Neil, Exec. VP-Finance/CFO
Stephen J. Lee, Dir.-Human Resources
Barry J. Packham, Exec. VP-Manufacturing & Logistics
Steven M. Neil, Corp. Sec.
Steven M. Neil, Treas.
Adrian Walker, Regional Dir.-Asia

Phone: 408-735-1982 **Fax:** 408-331-2814

Toll-Free:

Address: 1290 Oakmead, Sunnydale, CA 94085 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$545,400 (12 months)	2001 Profits: \$-66,500 (12 months)
2000 Sales: \$543,400	2000 Profits: \$ 700
1999 Sales: \$534,100	1999 Profits: \$12,500
1998 Sales: \$547,700	1998 Profits: \$51,100
1997 Sales: \$488,700	1997 Profits: \$30,900

Stock Ticker: SOL
Employees: 7,080
Fiscal Year Ends: 3/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$400,000	Bonus: \$118,560
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$263,000	Bonus: \$61,384

COMPETITIVE ADVANTAGE:

Sola ranks first or second in market share in each of the five major regions of the world where it has operations.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y		Y	Y

SONIC AUTOMOTIVE INC**www.sonicautomotive.com**

Industry Group Code: 441110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Auto Dealers, Retail
Collision Repair Centers
Auto Parts, Retail

BRANDS/DIVISIONS/AFFILIATES:

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

O. Bruton Smith, CEO
Bryan Scott Smith, Pres.
Bryan Scott Smith, COO
Theodore M. Wright, CFO
David Earle, Dir.-Human Resources
Jeffrey C. Rachor, Exec. VP-Retail Oper.
Mark J. Iuppenlatz, VP-Corp. Dev.
Theodore M. Wright, Treas.

Phone: 704-532-3320 **Fax:** 704-536-5116

Toll-Free:

Address: 5401 E. Independence Blvd., Charlotte, NC 28212 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,180,600 (6 months)	2001 Profits: \$36,000 (6 months)
2000 Sales: \$6,052,476	2000 Profits: \$74,172
1999 Sales: \$3,350,823	1999 Profits: \$44,649
1998 Sales: \$1,603,701	1998 Profits: \$18,557
1997 Sales: \$536,001	1997 Profits: \$3,702

Stock Ticker: SAH
Employees: 9,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$633,333	Bonus:	\$400,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$600,000	Bonus:	\$250,000

COMPETITIVE ADVANTAGE:

Vertical integration.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

SOUTHERN COMPANY (THE)**www.southernco.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 11 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Digital Wireless Communications Services
 Fiber Optic Solutions

BRANDS/DIVISIONS/AFFILIATES:

Alabama Power
 Georgia Power
 Gulf Power
 Mississippi Power
 Savannah Electric
 Southern Company Energy Solutions
 Southern LINC
 Southern Telecom

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

H. Allen Franklin, CEO
 H. Allen Franklin, Pres.
 Gale E. Klappa, CFO
 Leonard J. Haynes, Chief Mktg. Officer
 Christopher C. Womack, VP-Human Resources
 C. Philip Saunders, CIO
 Susan N. Story, Exec. VP-Eng. & Generation Services
 G. Edison Holland Jr., General Counsel
 David R. Altman, VP-Corp. Comm.
 Gale E. Klappa, Treas.
 Joseph A. Miller, VP-Government Rel.
 Stephen A. Wakefield, Sr. Counsel
 Chris Miller, VP-Employee Rel.
 W. Dean Hudson, Comptroller

Phone: 404-506-5000 **Fax:** 404-506-0598**Toll-Free:****Address:** 270 Peachtree St. NW, Atlanta, GA 30303 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,831,300 (6 months)	2001 Profits: \$592,100 (6 months)
2000 Sales: \$10,066,000	2000 Profits: \$1,313,000
1999 Sales: \$11,585,000	1999 Profits: \$1,276,000
1998 Sales: \$11,403,000	1998 Profits: \$977,000
1997 Sales: \$10,358,000	1997 Profits: \$1,127,000

Stock Ticker: SO
 Employees: 26,021
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$939,287	Bonus: \$2,318,377
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$655,806	Bonus: \$1,014,696

COMPETITIVE ADVANTAGE:

One of the nation's largest electric utilities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		

SOUTHWEST AIRLINES CO**www.southwest.com**

Industry Group Code: 481000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Air Transportation
Air Freight**BRANDS/DIVISIONS/AFFILIATES:**Morris Air Corporation
SWABIZ
Rapid Rewards**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*James F. Parker, CEO
Collen C. Barrett, Pres.
Collen C. Barrett, COO
Gary C. Kelly, CFO
Joyce C. Rogge, Sr. VP-Mktg.
Dave Ridley, VP-Ground Oper.
Ross Holman, VP-Systems
Ron Ricks, VP-Gov't Affairs
John G. Denison, Exec. VP-Corp. Services
Greg Wells, VP-Safety, Security & Flight Dispatch**Phone:** 214-792-4000 **Fax:** 214-792-5015**Toll-Free:** 800-435-9792**Address:** 2702 Love Field Dr., Dallas, TX 75235 US**GROWTH PLANS/SPECIAL FEATURES:**

Southwest Airlines Co. is a major domestic airline that provides shorthaul, high-frequency airline services. The company serves 58 cities in 29 states with more than 2,550 daily flights. Southwest is one of the four largest carriers in the U.S. based on domestic passengers boarded. The firm operates one aircraft type, the Boeing 737, with a fleet of more than 340 airplanes. The use of one aircraft type simplifies the company's scheduling, maintenance, flight operations and training activities. Southwest also utilizes a very simple fare structure, featuring unlimited, low-cost coach fares available without reservations. The firm employs a point-to-point route system, which provides for more direct nonstop flights that minimize connections, delays and total trip time. FORTUNE magazine has consistently recognized Southwest Airlines in its annual survey of corporate reputations. Southwest was listed by FORTUNE as being among America's Top Ten most admired corporations in its February 19, 2001 issue. The firm was also named the most admired airline in the world for the fifth consecutive year. The company has successfully managed 28 straight years of profitability. One primary focus of Southwest is expanding its nonstop service operations in key cities. Recent direct flights offered by the company include flights between Oakland and New Orleans, Hartford and West Palm Beach and Las Vegas and Austin.

Employees, spouses, eligible dependent children and parents of employees have unlimited travel privileges on Southwest flights. The company is well known for its zany corporate culture and is famous for providing liberal stock options that have created over 200 millionaires. Special employee events include Spirit Parties, gate-decorating contests, barbecues and chili cookoffs. Southwest was recently ranked by FORTUNE magazine as the number four company to work for in America.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,982,400 (6 months)	2001 Profits: \$296,600 (6 months)
2000 Sales: \$5,649,600	2000 Profits: \$603,100
1999 Sales: \$4,735,600	1999 Profits: \$474,400
1998 Sales: \$4,164,000	1998 Profits: \$433,400
1997 Sales: \$3,816,821	1997 Profits: \$317,772

Stock Ticker: LUV
Employees: 29,274
Fiscal Year Ends: 12/31**SALARIES/BENEFITS:**

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$447,708	Bonus: \$172,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$249,149	Bonus: \$275,000

COMPETITIVE ADVANTAGE:

The nation's premier low-cost, no-frills airliner/Outstanding management and corporate culture/Unique short-flight system operates at extremely high efficiency.

OTHER THOUGHTS:Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

SPARTAN STORES INC**www.spartanstores.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 9 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Grocery Stores, Retail
Wholesale Distribution**GROWTH PLANS/SPECIAL FEATURES:**

Spartan Stores, Inc. is a regional food retailer and distributor that owns and operates 127 supermarkets and drugstores in Michigan and Ohio. The company's stores are primarily located in small metropolitan or rural areas with a high proportion of locally owned independent drug stores. These stores typically offer dry grocery, produce, dairy products, meat, floral arrangements, delicatessen and bakery goods. Larger stores also offer pharmacy and banking services. In addition to nationally advertised products, Spartan's stores carry Spartan and Home Harvest private label products. Moreover, the company operates an 18,000 square foot bakery in Hudsonville, Michigan as part of its retail business. The firm is currently looking to expand its retail grocery business in the Midwest via acquisitions. The company also distributes more than 40,000 private-label and national brand products to independent grocery stores and serves as a wholesale distributor to 9,600 convenience stores. Additionally, Spartan offers its grocery distribution customers site identification and market analyses, coupon redemption, product reclamation, store planning and development, tax preparation and human resource services. The firm's convenience store distribution division provides convenience stores with a selection of confections, tobacco products, specialty foods and other grocery products.

Spartan Stores, Inc. offers its employees tuition reimbursement and medical, life and dental insurance.

BRANDS/DIVISIONS/AFFILIATES:Home Harvest
Ashcraft's Markets
Family Fare Supermarkets
Food Town
Glen's Markets
Great Day Food Centers
Prevo's Family Markets
Pharm (The)**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*James B. Meyer, CEO
James B. Meyer, Pres.
David M. Staples, CFO
Joel B. Barton, Exec. VP-Mktg. & Sales
Mark Eriks, VP-Human Resources
David Couch, VP-IT
Alex J. DeYonker, General Counsel
Gary L. James, VP-Retail Store Oper.
Charles B. Fosnaugh, VP-Dev.
Mary Dechow, Dir.-Corp. Comm. & Public Affairs
John Sommariva, Exec. VP-Purchasing & Logistics
Sally Lake, VP-Mktg.
Thomas A. Van Hall, VP-Finance**Phone:** 616-878-2000 **Fax:** 616-878-8802**Toll-Free:****Address:** 850 76th St. SW, P.O. Box 8700, Grand Rapids, MI 49518 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$3,505,900 (12 months)	2001 Profits: \$23,400 (12 months)
2000 Sales: \$3,050,282	2000 Profits: \$17,194
1999 Sales: \$2,671,700	1999 Profits: \$14,799
1998 Sales: \$2,489,249	1998 Profits: \$14,234
1997 Sales: \$2,475,025	1997 Profits: \$9,703

Stock Ticker: SPTN
Employees: 13,000
Fiscal Year Ends: 3/31**SALARIES/BENEFITS:**

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$451,570	Bonus: \$222,073
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$200,980	Bonus: \$70,747

COMPETITIVE ADVANTAGE:

Midwest expansion through acquisitions.

OTHER THOUGHTS:Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:**LOCATIONS:** ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y		

SPHERION CORPORATION**www.spherion.com**

Industry Group Code: 561320 Salaries/Benefits Rating: 5 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:	Y	Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:	Y	Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Temporary Help/Staffing
 Outsourcing of Human Resources Functions
 Personnel Recruiting Services

BRANDS/DIVISIONS/AFFILIATES:

Interim Services, Inc.
 Interim HealthCare Inc.
 AimExecutive Holdings, Inc.
 Interim Physicians, Inc.
 Interim Real Estate Solutions, Inc.
 Norrell
 Rich Field Agency, Inc.
 Spectrum Financial Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Cinda A. Hallman, CEO
 Cinda A. Hallman, Pres.
 Robert E. Livonius, Exec. VP/COO
 Roy G. Krause, Exec. VP/CFO
 Jan Wahby, VP-Global Mktg.
 Wayne L'Heureux, VP-Human Resources
 Douglas P. Cormany, VP/Chief Information Officer
 Lisa G. Iglesias, VP/General Counsel
 Shannon W. Russo, VP-Strategic Dev.
 Liza F. Palermo, VP-Corp. Comm.
 Shannon W. Russo, Treas.
 Mark W. Smith, VP-Bus. Services
 Roberta Marcantonio, VP-Field Service Excellence

Phone: 954-938-7600 **Fax:** 954-938-7666

Toll-Free:

Address: 2050 Spectrum Boulevard, Fort Lauderdale, FL 33309
 US

GROWTH PLANS/SPECIAL FEATURES:

Spherion Corp., formerly Interim Services, Inc., is a leader in providing a comprehensive range of customized staffing solutions, including flexible staffing, home care, full-time placement, consulting and other value-added services on a national basis to businesses, professional and service organizations, government agencies, health care facilities and individuals. The company operates through a network of more than 1,000 offices in the United States, Canada, the Netherlands, the United Kingdom and Australia. The company's Commercial Division offers staffing and consulting services in information technology, legal, accounting, human resources, search and outplacement areas, as well as in the administrative, clerical and light industrial areas. Its HealthCare Division provides physicians, nurses, therapists and home health aides at home and at health care facilities. The company is the nation's tenth largest employer. It recently acquired AimExecutive Holdings, Inc., which when combined with the current Spherion search business, ranks the company among the nation's 20 largest executive search services. In addition, the company recently acquired Norell, which added hundreds of strategically-placed temp firms around the U.S. For future growth, Spherion has targeted large increases in its division that provides outsourced human resources functions to client companies. Spherion will take over a client's entire personnel office, providing recruiting, benefits management, etc., at greatly lowered cost. This area is budgeted to create \$1 billion yearly, or about 30% of Spherion's total revenues by 2004.

Spherion is a leader in hiring and promoting women and minorities. It is one of only four Fortune 500 companies with female CEOs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,122,483 (9 months)	2001 Profits: \$112,380 (9 months)
2000 Sales: \$3,740,823	2000 Profits: \$74,526
1999 Sales: \$3,167,971	1999 Profits: \$70,833
1998 Sales: \$1,890,113	1998 Profits: \$55,804
1997 Sales: \$1,608,256	1997 Profits: \$42,511

Stock Ticker: SFN
 Employees: 547,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$832,563	Bonus:	\$684,750
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$494,148	Bonus:	\$302,321

COMPETITIVE ADVANTAGE:

One of the largest employers in the United States/Focus on growth in its outsourced human resources administration services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 6
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SPORTS AUTHORITY INC (THE)**www.sportsauthority.com**

Industry Group Code: 451110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Sporting Goods, Retail
Athletic and Active Footwear
Athletic Apparel
Sporting Equipment

GROWTH PLANS/SPECIAL FEATURES:

The Sports Authority, Inc. is the largest full-line sporting goods dealer in the United States. The company is focused on serving consumers who participate or are interested in almost any type of sport, leisure or recreational activity. The Sports Authority's comprehensive merchandise assortment includes over 700 brand names, including Adidas, Champion, Mongoose, Nike, Reebok, Shakespeare and Wilson. The company continuously introduces new products under its Hot-New-Now program. The firm's stores offer an extensive selection of merchandise for sports and leisure activities that ordinarily are associated with golf, tennis, snow skiing, cycling, hunting, fishing and bowling specialty shops. Moreover, these stores offer products ordinarily associated with traditional sporting goods retailers such as team sports, physical fitness and men's, women's and children's athletic apparel. Stores are located primarily in regional strip or power centers and a small percentage are located in malls and stand alone locations. The Sports Authority has developed and tested a new store prototype featuring specialty stores within a store, interactive kiosks, in-store customer clinics and demonstrations and a wide array of audiovisual entertainment. The firm tailors merchandise assortments to reflect customer preferences at each store location, which may mean the elimination of items such as stationary bicycles or swimming goods at certain locations. The company's expansion strategy focuses primarily on multi-store markets where it can achieve significant market penetration.

The company offers its employees medical, dental and life insurance plans, as well as a merchandise discount.

BRANDS/DIVISIONS/AFFILIATES:

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Martin E. Hanaka, CEO
James R. Tener, COO
George R. Mihalko, CFO
Elliott Kerbis, Exec. VP-Sales Promotion
Paul D. Lockard, Sr. VP-Human Resources
Eva L. Clawson, Contoller
Elliott Kerbis, Exec. VP-Merch.
Frank W. Bubbs, Corp. Sec.
Frank W. Bubbs, General Counsel
Henry Flieck, Exec. VP-Growth & Dev.
Jeffery I. Handler, Sr. VP-Mktg. & Advertising
Jay A. Hanover, Sr. VP-Merch.
James Vanderbleek, VP-Product Dev.
Robert D. Minucci, Sr. VP-North Zone

Phone: 954-735-1701 Fax: 954-484-0837

Toll-Free: 888-801-9164

Address: 3383 N. State Rd. 7, Fort Lauderdale, FL 33319 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,498,800 (12 months)	2001 Profits: \$25,400 (12 months)
2000 Sales: \$1,492,860	2000 Profits: \$-160,544
1999 Sales: \$1,599,660	1999 Profits: \$-63,791
1998 Sales: \$1,464,565	1998 Profits: \$22,193
1997 Sales: \$1,271,296	1997 Profits: \$30,005

Stock Ticker: TSA
Employees: 11,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$666,750	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$286,154	Bonus:	\$

COMPETITIVE ADVANTAGE:

Largest operator of large format sporting goods in the U.S./Development of store within a store prototype.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SPRINT PCS GROUP**www.sprintpcs.com**

Industry Group Code: 513322 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

PCS Service
Wireless Internet Access

BRANDS/DIVISIONS/AFFILIATES:

Sprint Corp.
EarthLink
Travelocity
Sprint PCS Wireless Web
Televigation
Hewlett-Packard Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles Levine, Pres.
Charles E. Levine, COO
William J. Gunter, CFO
John Garcia, Sr. VP-Sales & Distribution
Lamont Eanes, VP-Human Resources
Sherry Browne, CIO
Joe Gensheimer, General Counsel
Bernard A. Bianchino, Chief Bus. Dev. Officer
Tom Murphy, VP-Public Rel.
Dennis Huber, Sr. VP-Network Services
Faerie Kizzire, Sr. VP-Customer Care
Scott Relf, Sr. VP-Mktg.
Bill Blessing, VP-Bus. Dev. & Planning

Phone: 816-559-1050 **Fax:** 816-559-6790**Toll-Free:** 800-480-4727**Address:** 4900 Main St., Kansas City, MO 64112 US**GROWTH PLANS/SPECIAL FEATURES:**

Sprint PCS Group, a subsidiary of Sprint Corp., operates the largest 100% digital, 100% PCS nationwide wireless network in the U.S. The company has licenses to serve 270 million people in all 50 states, Puerto Rico and the U.S. Virgin Islands. Recently, the firm entered into agreements with Sabre Holdings Corporation and Travelocity, a leading travel website, to provide wireless travel tools to Sprint PCS customers via their Sprint PCS Internet-ready phones. The agreement with Sabre links the Sabre Virtually There website to the Sprint PCS Wireless Web. Sprint PCS customers who have booked their travel through a Sabre Connected travel consultant has instant and mobile access to their Virtually There travel itineraries, including flight details, gate information and weather forecasts. Moreover, Sprint PCS customers can utilize the Travelocity service to book flights, rebook an existing flight to an earlier or later time, review existing flight itineraries and book hotel rooms from their Sprint PCS phones. Additionally, the company recently reached an agreement with Televigation to provide location and information services on the Sprint PCS Wireless Web. The service utilizes Televigation's mypna.com wireless Internet site to provide customers with real-time traffic updates, driving directions and yellow page searches. In the winter of 2000, the firm formed an alliance with Hewlett-Packard Company to jointly market and sell the HP Openmail Anywhere solution as part of the Sprint PCS Wireless Web for Business. The companies' solution provides quick and easy access for enterprises that want their employees to be able to wirelessly access their electronic mailboxes, folders and directories while they are out of the office or on the go.

Sprint PCS Group offers its employees educational assistance, ongoing training, phone service discounts, dental and vision insurance and flexible spending accounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$6,966,000 (9 months)	2001 Profits: \$-926,000 (9 months)
2000 Sales: \$6,341,000	2000 Profits: \$-1,871,000
1999 Sales: \$3,373,000	1999 Profits: \$-2,502,000
1998 Sales: \$1,225,000	1998 Profits: \$-1,121,000
1997 Sales: \$	1997 Profits: \$-419,000

Stock Ticker: PCS
Employees: 20,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$350,775	Bonus: \$248,664
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Broad base of operations/Well-known name/Nationwide PCS network.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ST JUDE MEDICAL INC**www.sjm.com****Industry Group Code:** 339113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 12 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Mechanical Heart Valves
 Cardiac Rhythm Management
 Specialty Catheters
 Heart Valve Disease Management

BRANDS/DIVISIONS/AFFILIATES:

Cardiac Rhythm Management
 Cardiac Surgery
 Daig Division
 Angio-Seal
 Vascular Science, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Terry L. Shepherd, CEO
 Daniel J. Starks, Pres.
 Daniel J. Starks, COO
 John C. Heinmiller, VP-Finance/CFO
 Robert Cohen, VP-Tech. Dev.
 Jeri L. Lose, VP-IT/CIO
 Kevin T. O'Malley, VP/General Counsel
 Frieda J. Valk, VP-Administration
 Robert Cohen, VP-Business Dev.
 Peter L. Gove, VP-Corp. Relations
 Laura C. Merriam, Dir.-Investor Relations
 David Adinolfi, Pres.-Daig Div.
 Michael J. Coyle, Pres., CEO-Cardiac Rhythm Management Div.

Phone: 651-483-2000 **Fax:** 651-490-4333**Toll-Free:****Address:** 1 Lillehei Plaza, St. Paul, MN 55117 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$999,200 (9 months)	2001 Profits: \$122,300 (9 months)
2000 Sales: \$1,178,800	2000 Profits: \$129,100
1999 Sales: \$1,114,500	1999 Profits: \$24,200
1998 Sales: \$1,016,000	1998 Profits: \$129,100
1997 Sales: \$994,400	1997 Profits: \$53,100

Stock Ticker: STJ
 Employees: 4,951
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$500,000	Bonus: \$600,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$380,000	Bonus: \$296,062

COMPETITIVE ADVANTAGE:

The St. Jude Medical Heart Valve Division is a global leader in heart valve disease management and Daig is a pioneer in specialty catheters.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ST PAUL COMPANIES INC (THE)**www.stpaul.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 18 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
Reinsurance
Insurance Brokerage
Investment Banking
Property-Liability Insurance
Asset Management
Mutual Funds

BRANDS/DIVISIONS/AFFILIATES:

St. Paul Fire and Marine
St. Paul International Underwriting
St. Paul Re
St. Paul Insurance and Risk Management
St. Paul Surety
St. Paul Property and Liability Insurance
The John Nuveen Co.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Douglas W. Leatherdale, CEO
Douglas W. Leatherdale, Pres.
Thomas A. Bradley, Exec. VP/CFO
David R. Nachbar, Sr. VP-Human Resources
Wayne L. Hoeschen, CIO
John C. Treacy, Sr. VP/Corp. Controller
Bruce A. Backberg, Corp. Sec.
John A. MacColl, Exec. VP/Chief Legal Counsel
Michael J. Conroy, Exec. VP/Chief Admin. Officer, Fire and Marine
James Hom, Sr. VP-Corp. Planning & Dev.
Karen L. Himle, Sr. VP-Public Affairs
Laura Gagnon, VP-Investor Rel.
Thomas E. Bergmann, VP/Treas.
Michael R. Wright, Chief Investment Officer
Timothy B. Schwertfeger, CEO, The John Nuveen Co.
John P. Amboian, Jr., Pres., The John Nuveen Co.

Phone: 651-310-7911 **Fax:** 651-310-8294**Toll-Free:** 800-328-2189**Address:** 385 Washington St., St. Paul, MN 55102-1309 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,331,000 (6 months)	2001 Profits: \$306,000 (6 months)
2000 Sales: \$8,608,000	2000 Profits: \$993,000
1999 Sales: \$7,569,000	1999 Profits: \$834,000
1998 Sales: \$7,708,000	1998 Profits: \$89,000
1997 Sales: \$8,308,000	1997 Profits: \$929,000

Stock Ticker: SPC
Employees: 10,500
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,010,154	Bonus: \$1,746,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$690,385	Bonus: \$941,250

COMPETITIVE ADVANTAGE:

Expanding internationally/New Internet technology/Merger with USF&G.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STANDARD REGISTER CO (THE)**www.standardregister.com**

Industry Group Code: 323000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Business Forms Printer
Document Management
Business Forms
Labels and Label Systems

GROWTH PLANS/SPECIAL FEATURES:

Standard Register provides high-quality business forms and document management solutions. It specializes in four areas: document management, fulfillment services, label systems and e-procurement through its subsidiary SMARTworks.com. Its document management business serves large business accounts by supplying traditional business forms and enabling the transition to a paperless office through its Electronic Document Management Systems. Similarly, its label and label systems business offers stock and specialty labels while also encouraging migration to electronic label systems. Fulfillment services administers the digital color and variable digital imaging businesses, and investigates high potential market segments as possible avenues for growth. SMARTworks.com oversees e-procurement, consolidating all aspects of a corporation's print activities through a web interface. The company has made clients of many Fortune 500 companies, 20 of the top 25 financial institutions and more than 3,000 hospitals, a result of its specialization in the healthcare and financial sectors. It also offers training and support to international organizations in 20 countries. Federal Express named the company Supplier of the Year in the year 2000. The company announced plans to lay off 2,400 employees, 30% of its workforce in 2001.

BRANDS/DIVISIONS/AFFILIATES:

SMARTworks.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dennis L. Rediker, CEO
Peter A. Dorsman, Exec. VP/COO
Craig J. Brown, Sr. VP-Administration/CFO
Michael T. Jacoutot, VP-Sales, Document Management
M. Jay Romans, Sr. VP-Human Resources
J. Doug Patterson, CIO
Harry A. Seifert, Jr., Sr. VP-Mfg. Transformation Services
Kathryn A. Lamme, VP-Secretary
Kathryn A. Lamme, VP-Deputy General Counsel
Donna L. Beladi, VP-Bus. Dev.
Craig J. Brown, Treas.
Edward R. Wohlwender, Sr. VP-Transformation Services
Robert J. Crescenzi, VP-Six Sigma
Jeffrey R. Relick, Pres.-Fulfillment Services

Phone: 937-221-1000 **Fax:** 937-221-1205**Toll-Free:** 800-755-6405**Address:** 600 Albany Street, Dayton, OH 45401 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$848,100 (9 months)	2001 Profits: \$-60,600 (9 months)
2000 Sales: \$1,265,838	2000 Profits: \$-29,175
1999 Sales: \$1,326,681	1999 Profits: \$55,740
1998 Sales: \$1,299,615	1998 Profits: \$57,013
1997 Sales: \$867,842	1997 Profits: \$63,723

Stock Ticker: SR
Employees: 7,717
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$376,231	Bonus:	\$264,824
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$277,583	Bonus:	\$147,259

COMPETITIVE ADVANTAGE:

Expertise in document management.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STANDEX INTERNATIONAL CORP**www.standex.com**

Industry Group Code: 451211 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Religious Publications, Retail
 Christian Bookstores
 Aerospace Components
 Mail-Order Fruit
 Binding Systems
 Food Service Equipment
 Texturizing Systems
 Rotary Vane Pumps

BRANDS/DIVISIONS/AFFILIATES:

Berean Christian Stores
 Standard Publishing
 Salsa Express
 Red Cooper
 Standex Air Distribution
 Master-Bilt
 Federal Industries
 Standex Electronics

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward J. Trainor, CEO
 Edward J. Trainor, Pres.
 Edward F. Paquette, CFO
 James Mettling, Dir.-Human Resources
 Robert R. Kettinger, Corp. Controller
 Deborah A. Rosen, Corp. Sec.
 Deborah A. Rosen, General Counsel
 David R. Crichton, Exec. VP-Oper.
 Daniel C. Potter, Treas.
 Peter G. Gerstberger, Group VP-Consumer Group
 Jerry G. Griffin, Group VP-Food Service Group
 David R. Crichton, Group VP-Industrial Group
 Daniel C. Potter, Tax Mgr.

Phone: 603-893-9701 **Fax:** 603-893-7324

Toll-Free:

Address: 6 Manor Pkwy., Salem, NH 03079 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$600,200 (12 months)	2001 Profits: \$24,900 (12 months)
2000 Sales: \$637,049	2000 Profits: \$27,703
1999 Sales: \$641,400	1999 Profits: \$31,361
1998 Sales: \$616,180	1998 Profits: \$20,149
1997 Sales: \$564,623	1997 Profits: \$26,919

Stock Ticker: SXI
 Employees: 5,200
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$645,750	Bonus: \$176,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$386,750	Bonus: \$88,000

COMPETITIVE ADVANTAGE:

Focus on printing of religious items/Unusually wide selection of products.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

STAPLES INC**www.staples.com**

Industry Group Code: 453210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Office Supplies, Retail
Contract Stationer
Catalog Sales
Internet Sales

GROWTH PLANS/SPECIAL FEATURES:

Staples, Inc. is a leading office products distributor, with a total of 1,307 retail stores located in the United States, Canada, the United Kingdom, Germany, the Netherlands and Portugal, in addition to a catalog business, online web shop and contract stationer operations. The company's overseas operations are a joint venture partnership and operate under the name MAXI-Papier. The company's markets include all sizes of businesses from home offices to corporations with over 1,000 employees. In addition to the firm's superstore format stores, which carry over 8,000 stock keeping units, the company also utilizes Express Stores in select urban markets to meet the needs of urban businesses in a more economical and efficient manner, carrying fewer SKUs and operating in much smaller stores. Staples operates a direct mail catalog business that offers next day delivery for orders over \$50, and a contract stationer business that offers customized pricing and payment terms for medium to large businesses. Quill, a subsidiary, is a direct mail catalog business with a targeted approach to servicing the business product needs of more than 750,000 medium sized businesses in the United States. 160 new stores are planned for 2001, and the company will invest \$450 in new facilities and equipment during that year. The firm's very efficient catalog operation accounts for 23% of sales, while its Internet site will create about \$800 million in sales during 2001, up from \$512 million in 2000.

BRANDS/DIVISIONS/AFFILIATES:

MAXI-Papier
Staples Express
Business Depot
Bureau En Gros
Staples Direct
Staples National Advantage
Quill

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James R. Wilson, Pres./CEO
Ronald L. Sargent, COO
John J. Mahoney, Sr. VP/CFO
Robert Moore, Exec. VP-Mktg.
James E. McNulty, Exec. VP-Human Resources & Admin.
Mike Ragunas, Chief Tech. Officer, Staples.com
Brian T. Light, CIO
Robert Mayerson, Corp. Controller
Richard R. Gentry, Exec. VP-Merch.
Jack VanWoerkom, Corp. Sec.
Jack VanWoerkom, General Counsel
John J. Mahoney, Chief Admin. Officer
Jeffrey Levitan, VP-New Business Dev.
Jeffrey Leviatan, Sr. VP, Staples.com
Bonnie M. Monahan, VP-Investor Relations
Anne-Marie Keane, VP-Business-to-Business E-Commerce

Phone: 508-253-5000 **Fax:** 508-253-8989**Toll-Free:****Address:** 500 Staples Dr., Framingham, MA 01072 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$10,673,671 (12 months)	2001 Profits: \$59,712 (12 months)
2000 Sales: \$8,936,809	2000 Profits: \$314,988
1999 Sales: \$7,123,189	1999 Profits: \$185,370
1998 Sales: \$5,732,145	1998 Profits: \$167,914
1997 Sales: \$4,493,600	1997 Profits: \$129,400

Stock Ticker: SPLS
Employees: 48,458
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$710,117	Bonus: \$243,624
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$544,250	Bonus: \$149,375

COMPETITIVE ADVANTAGE:

Has grown rapidly since its inception in 1986.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STARBUCKS CORPORATION**www.starbucks.com**

Industry Group Code: 722213 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Coffee Stores
 Brewing and Serving Equipment
 Recorded Music Sales
 Stationery/Gift Baskets/Posters/Board Games
 Catalog-based Sales
 Teas
 Online Sales
 Wholesale Coffee Distribution

BRANDS/DIVISIONS/AFFILIATES:

Coffee Connection, Inc. (The)
 Starbucks New Venture Company
 Starbucks Coffee International, Inc.
 Starbucks Holdings Company
 Starbucks Manufacturing Corporation
 SBI Nevada, Inc.
 Circadia Corporation
 The North American Coffee Partnership

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Orin C. Smith, CEO
 Orin C. Smith, Pres.
 Michael Casey, CFO
 Cynthia A. Vahlkamp, Chief Mktg. Officer
 Shelley B. Lanza, Exec. VP-Human Resources
 Don Valencia, Sr. VP-Research and Dev.
 Deborah Gillotti, Sr. VP/CIO
 Shelley B. Lanza, General Counsel
 Michael Casey, Chief Admin. Officer
 Howard Wollner, Sr. VP-Admin. and Strategic Alliance Mgmt.
 Wanda Herndon, Sr. VP-Comm. and Public Affairs
 Paul D. Davis, Pres., Consumer Products
 Ted Garcia, Exec. VP-Supply Chain of Coffee Oper.
 Mary Williams, Sr. VP-Coffee
 Deidra Wager, Exec. VP-Retail

Phone: 206-447-1575 **Fax:** 206-447-0828

Toll-Free:

Address: 2401 Utah Ave. S., Seattle, WA 98134 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,959,500 (9 months)	2001 Profits: \$128,000 (9 months)
2000 Sales: \$2,169,218	2000 Profits: \$94,564
1999 Sales: \$1,680,145	1999 Profits: \$101,693
1998 Sales: \$1,308,702	1998 Profits: \$68,372
1997 Sales: \$975,389	1997 Profits: \$55,211

Stock Ticker: SBUX
 Employees: 47,000
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$1,312,500
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$730,770	Bonus: \$1,312,500

COMPETITIVE ADVANTAGE:

Aggressive expansion and distinctive storefronts/Superior coffees/Imaginative merchandise.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STATE FARM INSURANCE COMPANIES**www.statefarm.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 19

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Accident Insurance
 Health Insurance
 Life Insurance
 Annuities
 Automobile Insurance
 Banking/Savings Association

BRANDS/DIVISIONS/AFFILIATES:

State Farm County Mutual Automobile Insurance Comp
 State Farm Financial Services
 State Farm Fire and Casualty Company
 State Farm Federal savings Bank
 State Farm General Insurance Company
 State Farm Indemnity Company
 State Farm Life and Accident Assurance Company
 State Farm Life Insurance Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edward B. Rust, Jr., CEO
 Charles R. Wright, Chief Mktg. Officer
 Laura P. Sullivan, Corp. Sec.
 Kim M. Brunner, Sr. VP/General Counsel
 Charles R. Wright, Exec. VP/Chief Agency Officer
 Paul Eckley, Sr. VP-Investments
 Kurt G. Moser, Sr. VP-Investments

Phone: 309-766-2311 **Fax:** 309-766-3621**Toll-Free:****Address:** 1 State Farm Plaza, Bloomington, IL 61710-0001 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$47,863,100	2000 Profits: \$408,100
1999 Sales: \$44,700,000	1999 Profits: \$1,033,300
1998 Sales: \$38,678,000	1998 Profits: \$996,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: Mutual Company

Employees: 79,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Recently commenced banking operations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STATE STREET CORP**www.statestreet.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 14 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Investment Management
Commercial Lending
Trust Services
Mutual Fund Servicing
Back Office Services

BRANDS/DIVISIONS/AFFILIATES:

State Street Bank and Trust Company
Boston Financial Data Services
State Street Boston Leasing Company
State Street Global Advisors, Inc.
State Street California, Inc.
State Street Banque, S.A.
Citistreet, LLC

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David A. Spina, CEO
Ronald E. Louge, COO
Ronald L. O'Kelley, CFO
Luis J. de Ocejio, VP-Global Human Resources
Maureen S. Bateman, Corp. Sec.
Maureen S. Bateman, Exec. VP/General Counsel
S. Kelley Macdonald, VP-Investor Rel.
Ronald L. O'Kelley, Treas.
Ronald E. Logue, Head-Global Investor Businesses
John R. Towers, Chief Admin. Officer

Phone: 617-786-3000 **Fax:** 617-664-4299**Toll-Free:****Address:** 225 Franklin St., Boston, MA 02110-2804 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,931,000 (9 months)	2001 Profits: \$458,000 (9 months)
2000 Sales: \$5,921,000	2000 Profits: \$595,000
1999 Sales: \$4,692,000	1999 Profits: \$619,000
1998 Sales: \$4,234,000	1998 Profits: \$436,000
1997 Sales: \$3,428,000	1997 Profits: \$380,000

Stock Ticker: STT
Employees: 17,604
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,087,518	Bonus: \$2,102,100
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$821,276	Bonus: \$1,557,600

COMPETITIVE ADVANTAGE:

Services provided worldwide/Fifth largest provider of trust services in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STEIN MART INC**www.steinmart.com**

Industry Group Code: 452110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Department Stores, Retail
Apparel
Linens
Accessories
Gifts
Shoes

GROWTH PLANS/SPECIAL FEATURES:

Stein Mart, Inc. is a retail chain offering fashionable, current-season, primarily branded merchandise comparable in quality and presentation to that of traditional department and fine specialty stores at prices typically 25% to 60% below those regularly charged by such stores. The company's focused assortment of merchandise features moderate to designer brand-name apparel for women, men and children, as well as accessories, gifts, linens, shoes and fragrances. Stein Mart's business strategy is to maintain the quality of merchandise, store appearance, merchandise presentation and customer service levels typical of traditional department and fine specialty stores and offer value pricing to its customers through its vendor relationships, tight control over corporate and store expenses and efficient management of inventory. Stein Mart has 226 stores across 29 states and plans to open 25-30 stores in fiscal years 2001-2002. The company does not rely on a large distribution center or warehousing facility, instead, it utilizes drop shipments from its vendors directly to its stores.

BRANDS/DIVISIONS/AFFILIATES:

Boutique

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

John H. Williams, Jr., CEO
John H. Williams, Jr., Pres.
John H. Williams, COO
James G. Delfs, CFO
D. Hunt Hawkins, Jr., Sr. VP-Human Resources
Clayton E. Roberson, Jr., Controller
Michael Remsen, Exec. VP-Merch.
Michael D. Fisher, Exec. VP-Stores
Peggy M. Hildreth, Gen. Merch. Manager
Gwen K. Manto, Exec. VP/CMO

Phone: 904-346-1500 Fax: 904-398-4341

Toll-Free:

Address: 1200 Riverplace Blvd., Jacksonville, FL 32207 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$591,700 (6 months) 2001 Profits: \$9,500 (6 months)
2000 Sales: \$1,206,624 2000 Profits: \$39,357
1999 Sales: \$1,034,561 1999 Profits: \$11,822
1998 Sales: \$897,821 1998 Profits: \$20,509
1997 Sales: \$792,655 1997 Profits: \$34,767

Stock Ticker: SMRT
Employees: 14,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$461,667 Bonus: \$136,200
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$451,667 Bonus: \$50,000

COMPETITIVE ADVANTAGE:

Name recognition/Long history as discount fashion retailer.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

STEWART INFORMATION SVCS CORP**www.stewart.com**

Industry Group Code: 524127 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 2

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Title Insurance
 Real Estate Information and Services
 Real Estate Software

BRANDS/DIVISIONS/AFFILIATES:

Stewart Title
 Stewart Valuations
 Stewart Mortgage Information
 Fidelity Title
 Landata
 National Title

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Malcolm S. Morris, Co-CEO
 Stewart Morris, Jr., Pres./Co-CEO
 Max Crisp, VP-Finance
 Mike Davis, Chief Tech. Officer
 Don Lee, CIO
 Max Crisp, Corp. Sec.
 Jack Yonkman, VP-Bus. Dev.
 Max Crisp, Treas.
 Andrew Sloan, Pres., Landata Systems

Phone: 713-625-8100 **Fax:** 713-552-9523

Toll-Free: 800-783-9278

Address: 1980 Post Oak Blvd., Houston, TX 77056 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$558,500 (6 months)	2001 Profits: \$18,500 (6 months)
2000 Sales: \$935,500	2000 Profits: \$ 600
1999 Sales: \$1,071,300	1999 Profits: \$28,400
1998 Sales: \$968,800	1998 Profits: \$47,000
1997 Sales: \$708,900	1997 Profits: \$15,300

Stock Ticker: STC
 Employees: 5,627
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$140,000	Bonus:	\$250,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$135,000	Bonus:	\$126,000

COMPETITIVE ADVANTAGE:

Forming an electronic commerce network with Fidelity Title.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

STRYKER CORP**www.strykercorp.com****Industry Group Code:** 339113 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 6 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Equipment-Surgical Instruments
 Powered Surgical Instruments
 Endoscopic Systems
 Patient Care and Handling Equipment
 Outpatient Physical Therapy Services
 Orthopedic Implants
 Biotechnical Engineering

BRANDS/DIVISIONS/AFFILIATES:

Howmedica Osteonics
 Stryker Pacific Group
 Osteonics Corp.
 Stryker Americas/Middle East
 Nippon Stryker k.k.
 Matsumoto Medical Instruments, Inc.
 Image Guided Technologies, Inc.
 Colorado Biomedical, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John W. Brown, CEO
 John W. Brown, Pres.
 David J. Simpson, CFO
 Michael W. Rude, VP-Human Resources
 Jeffrey R. Winter, Controller
 David J. Simpson, Sec.
 Curtis E. Hall, General Counsel
 Thomas R. Winkel, VP-Admin.
 J. Patrick Anderson, VP-Business Dev.
 Christopher F. Homrich, Treas.
 Edward P. Lipes, VP-Howmedica Osteonics
 Stephen Si Johnson, VP-MedSurg
 James R. Lawson, VP/Pres.-Stryker Europe
 William T. Laube III, VP/Pres.-Stryker Pacific

Phone: 616-385-2600 **Fax:** 616-385-1062**Toll-Free:****Address:** PO Box 4085, Kalamazoo, MI 49003-4085 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,892,500 (9 months)	2001 Profits: \$190,400 (9 months)
2000 Sales: \$2,289,400	2000 Profits: \$221,000
1999 Sales: \$2,103,700	1999 Profits: \$19,400
1998 Sales: \$1,103,200	1998 Profits: \$60,000
1997 Sales: \$980,100	1997 Profits: \$125,300

Stock Ticker: SYK
 Employees: 12,084
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$800,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$415,000	Bonus: \$400,000

COMPETITIVE ADVANTAGE:

Stryker is playing a leading role in the development of solutions to orthopaedic problems.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

SUN MICROSYSTEMS INC**www.sun.com**

Industry Group Code: 334111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Computer Hardware-UNIX-Based Workstation Computers
 Workstations
 Multiprocessing Servers
 Operating System Software
 Systems Integration
 Office Application Software

BRANDS/DIVISIONS/AFFILIATES:

SunService Division
 SunSoft, Inc.
 Sun Microelectronics
 JavaSoft
 SPARC Technology
 SunSoft, Inc.
 Lucent Technologies
 GNOME Foundation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Scott G. McNealy, CEO
 Edward J. Zander, Pres.
 Edward J. Zander, COO
 Michael E. Lehman, Exec. VP/CFO
 John P. Loiacono, Chief Mktg. Officer
 Crawford W. Beveridge, Exec. VP/Chief Human Resources Officer
 Gregory M. Papadopolous, Chief Tech. Officer
 H. William Howard, Sr. VP/CIO
 William N. Joy, Chief Scientist
 Michael H. Morris, Sec.
 Michael H. Morris, General Counsel
 William T. Agnello, Sr. VP-Workplace Resources
 Jonathan I. Schwartz, Sr. VP-Corp. Strategy and Planning
 George Reyes, Treas.
 John S. McFarlane, Exec. VP-Network Service Providers
 Masood A. Jabbar, Exec. VP-Global Sales Oper.
 John C. Shoemaker, Exec. VP-System Products Group
 Patricia C. Sultz, Exec. VP-Software Products and Platforms

Phone: 650-960-1300 **Fax:** 650-336-0646

Toll-Free: 800-801-7869

Address: 901 San Antonio Rd., Palo Alto, CA 94303 US

GROWTH PLANS/SPECIAL FEATURES:

Sun Microsystems, Inc. is a worldwide provider of products, services and support solutions for building and maintaining network computing environments. The company sells scalable computer systems, high-speed microprocessors and a complete line of high performance software for operating network computing equipment and storage products. Sun also provides a full range of support, education and professional services. Sun's products are used for many demanding commercial and technical applications in virtually all industries. Much of the company's success comes from its adherence to open industry standards, the Solaris Operating Environment, the UNIX platform and the UltraSPARC (Ultra Scalable Processor Architecture) microprocessor architecture. Sun's Star Office software suite runs on a server/thin client network, offering full functionality similar to that of Microsoft Office, without the need to install software on each workstation. In 1999, the company announced a strategic collaboration with America Online, Inc. to provide iPlanet E-Commerce Solutions. Sun has more recently become a charter member of the GNOME (GNU Network Object Model Environment) Foundation, an organization of developers dedicated to open industry standards. The planned GNOME environment will unify different implementations of UNIX software, ultimately impacting everything from PDAs to desktops and larger workstations. Sun plans on extending its operations through pursuing large acquisitions. This is a departure from its previous emphasis on developing new technology strictly in-house. Services, including training, installation and remote monitoring, account for about \$2.3 billion in yearly revenue.

Of Sun's officers and managers, 21.8% are minorities, and 28.7% of the employees in the entire work force are minorities. Spot bonuses average \$2,300. Two thirds of the work force are younger than 40. The company also offers on-site concierge services, massage therapy and an equipment purchase discount. Employees are encouraged to dress casually.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$18,250,000 (12 months)	2001 Profits: \$927,000 (12 months)
2000 Sales: \$15,721,000	2000 Profits: \$1,854,000
1999 Sales: \$11,806,000	1999 Profits: \$1,030,000
1998 Sales: \$9,862,000	1998 Profits: \$755,000
1997 Sales: \$8,661,000	1997 Profits: \$777,000

Stock Ticker: SUNW
 Employees: 43,700
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$778,846	Bonus: \$2,145,375
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$623,077	Bonus: \$1,144,200

COMPETITIVE ADVANTAGE:

World class workstations and servers based on superior technology.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

SUNGLASS HUT INTERNATIONAL INC www.sunglasshut.com

Industry Group Code: 446130 Salaries/Benefits Rating: 5 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing:	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing:	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Sunglasses, Retail
Online Retail
Catalog Retail

GROWTH PLANS/SPECIAL FEATURES:

Sunglass Hut International, Inc. is the world's largest specialty retailer of sunglasses and one of the world's largest specialty retailer of popular price (\$50 - \$500) watches. The company's stores operate under the Sunglass Hut International and Watch Station International names. Sunglass Hut operates 1,214 stores and 97 licensed departments throughout the United States, as well as 105 stores and two licensed departments in Canada, 107 stores in Australia, seven stores in New Zealand, three stores in Singapore, 32 locations throughout seven countries in Europe, 12 stores in Puerto Rico, four stores in the U.S. Virgin Islands and three stores in other Caribbean locations for a total of 1,586 specialty sunglass locations. In addition, the company operates 111 Watch Station stores and 195 Combo Stores (118 in the United States, 49 in Europe and 28 in the Pacific). Sunglass Hut also operates three online retail stores www.sunglasshut.com, www.shades.com and SwissArmyDepot.com. The firm handles all distribution through a 92,000 square foot center in Atlanta, Georgia. In early fiscal 2001, the Luxottica Group, who also own Lenscrafters and manufacture Ray-ban, Giorgio Armani, Oakley and Revo sunglasses, bought Sunglass Hut.

BRANDS/DIVISIONS/AFFILIATES:

Luxottica Group
Swiss Army Depot.com
Watch Station
Sunscriptions
Sunsations Sunglass Co.
Shades.com

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

John X. Watson, CEO
John X. Watson, Pres.
Larry G. Peterson, Sr. VP/CFO
John T. Cavanaugh, VP-MIS
Sherry L. Lay, VP-Merch.
W. John Short, Exec. VP-Strategic Business Dev. and Int'l
Arthur Quintana, VP-Inventory Mgt. and Logistics

Phone: 305-461-6100 Fax: 305-461-6282

Toll-Free: 800-786-4327

Address: 255 Alhambra Circle, Coral Gables, FL 33134 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$679,700 (12 months)	2001 Profits: \$- 800 (12 months)
2000 Sales: \$635,603	2000 Profits: \$26,750
1999 Sales: \$601,954	1999 Profits: \$19,821
1998 Sales: \$573,840	1998 Profits: \$-69,685
1997 Sales: \$	1997 Profits: \$

Stock Ticker: Subsidiary

Employees: 9,174
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$584,615	Bonus: \$337,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$342,308	Bonus: \$151,500

COMPETITIVE ADVANTAGE:

Largest specialty retailer of sunglasses in the world/Offers an extensive selection.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y

SUNOCO INC**www.sunocoinc.com**

Industry Group Code: 324110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Petroleum Refinery/Chemical Manufacturer
 Petroleum Marketer
 Coke Manufacturer

BRANDS/DIVISIONS/AFFILIATES:

Sun Northeast Refining
 Sunoco Northeast Marketing
 Sunoco Chemicals
 Sun Lubricants
 Sunoco MidAmerica
 Sunoco Logistics
 Sun Coke
 Aristech Chemical Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John G. Drosdick, CEO
 John G. Drosdick, Pres.
 Thomas W. Hofmann, VP/CFO
 Deborah M. Fretz, Sr. VP-MidContinent Refining, Mktg., Logistics
 Rolf D. Naku, VP-Human Resources and Public Affairs
 Joseph P. Krott, Comptroller
 Ann C. Mule, Corp. Sec./Assistant General Counsel
 Michael S. Kuritzkes, VP/General Counsel
 Charles K. Valutas, Sr. VP/Chief Admin. Officer
 Paul A. Mulholland, Treas.

Phone: 215-977-3000 **Fax:** 215-977-3409**Toll-Free:** 800-786-6261**Address:** Ten Penn Center, 1801 Market Street, Philadelphia, PA 19103-1699 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,354,000 (6 months)	2001 Profits: \$302,000 (6 months)
2000 Sales: \$14,300,000	2000 Profits: \$422,000
1999 Sales: \$10,068,000	1999 Profits: \$97,000
1998 Sales: \$8,583,000	1998 Profits: \$280,000
1997 Sales: \$10,531,000	1997 Profits: \$263,000

Stock Ticker: SUN
 Employees: 12,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$757,692	Bonus:	\$1,128,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$324,500	Bonus:	\$274,950

COMPETITIVE ADVANTAGE:

Growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y		Y	

SUNRISE ASSISTED LIVING INC**www.sunrise-al.com**

Industry Group Code: 623110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 5 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Long-Term Health Care
 Infusion Therapy

GROWTH PLANS/SPECIAL FEATURES:

Sunrise Assisted Living, Inc. is a leading provider of assisted living services to the elderly. Sunrise currently operates 148 facilities in 23 states and one in the United Kingdom, with a resident capacity of more than 11,500. The company provides a combination of housing and 24-hour a day personal support services designed to aid elderly residents with activities of daily living such as bathing, eating, personal hygiene, grooming and dressing. Some assisted living facilities also provide assistance to residents with low acuity medical needs or offer higher levels of personal assistance for incontinent residents or residents with Alzheimer's disease or other forms of dementia. Sunrise's assisted-living facilities offer three tiers of care: Basic Care, consisting of assistance with activities of daily living and other personalized support services; Plus Care, consisting of more frequent and intensive assistance or increased care; and Reminiscence Care, consisting of care programs and services to help cognitively impaired residents. Unlike assisted living facilities, Sunrise's skilled nursing facilities provide 24-hour nursing care. Sunrise's plans include aggressively developing new living facilities; the firm has 22 facilities currently under construction and has entered into contracts to purchase 43 additional sites and to lease one additional site. Sunrise recently completed the acquisition of Karrington Health, Inc., an operator of assisted living facilities providing services to the elderly. The company intends to sell 16 Karrington operating properties, four zoned development sites and one non-operating property. The company offers medical and dental coverage, tuition assistance and a meal discount program.

BRANDS/DIVISIONS/AFFILIATES:

Sunrise Development, Inc.
 Karrington Health, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Paul J. Klaassen, CEO
 Thomas B. Newell, Pres.
 Larry E. Hulse, CFO
 Jeff Jasnoff, Sr. VP-Human Resources
 Teresa M. Klaassen, Corp. Sec.
 William F. Carney, Sr. VP-Oper/Northeast Region
 Harley D. Cook, Sr. VP-Dev.
 Tiffany L. Tomasso, Pres.-Sunrise Mgmt. Services Div.
 Christian B.A. Slavin, Pres.-Sunrise Properties Div.
 Brian C. Swinton, Pres.-Sunrise Ventures Div.
 Kenneth J. Abod, CFO-Sunrise Mgmt. Services Div.

Phone: 703-273-7500 **Fax:** 703-744-1601

Toll-Free:

Address: 7902 Westpark Dr., McLean, VA 22102 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$207,500 (6 months)	2001 Profits: \$26,300 (6 months)
2000 Sales: \$344,800	2000 Profits: \$24,300
1999 Sales: \$255,200	1999 Profits: \$20,200
1998 Sales: \$170,700	1998 Profits: \$22,300
1997 Sales: \$89,900	1997 Profits: \$4,000

Stock Ticker: SRZ
 Employees: 9,947
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$200,000	Bonus: \$75,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$175,000	Bonus: \$75,000

COMPETITIVE ADVANTAGE:

A leading provider of assisted living services to the elderly.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

SUNTRUST BANKS INC**www.suntrust.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 8 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Mortgages
Corporate Finance
Credit Cards
Factoring
Discount Brokerage
Mutual Funds
Investment Management

BRANDS/DIVISIONS/AFFILIATES:

SunTrust Banks of Florida, Inc.
SunTrust Banks of Georgia, Inc.
SunTrust Banks of Tennessee, Inc.
Crestar Asset Management Company
Crestar Leasing Corporation
Crestar Mortgage Corporation
Crestar Securities Corporation
Huntington Bancshares, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

L. Phillip Humann, CEO
L. Philip Humann, Pres.
John W. Spiegel, CFO
Craig J. Kelly, Exec. VP-Mktg. Dir.
Thomas J. Hoepner, VP-Human Resources
Robert C. Whitehead, VP-CIO
William P. O'Halloran, Controller
Raymond D. Fortin, Sec.
Raymond D. Fortin, General Counsel
Joy Wilder Morgan, Sr. VP-Strategy
Gary Peacock, VP-Corp. Comm.
Gary Peacock, VP-Investor Rel.
Donald T. Heroman, Treas.

Phone: 404-588-7711 **Fax:** 404-332-3875**Toll-Free:****Address:** 303 Peachtree St., NE, Atlanta, GA 30308 US**GROWTH PLANS/SPECIAL FEATURES:**

SunTrust Banks, Inc. operates over 1,000 full-service bank branches and 30 subsidiaries throughout Alabama, the District of Columbia, Florida, Georgia, Maryland, Tennessee and Virginia. The company recently enhanced its market penetration through the acquisition of Crestar Financial. Recent disappointing lending results have prompted Sun Trust to build revenues from service and trust fees and to expand its corporate and investment banking operations. SunTrust's financial services include mortgage banking, mutual funds, credit cards, factoring, asset and investment management and securities underwriting and dealing through SunTrust Equitable Securities. Additionally, Sun Trust is expanding its Internet banking services in order to give it a more national/global outreach. Online check payment services, standard online account holding services and other related Internet banking services are now available through the company. The company recently attempted to acquire Wachovia, but that corporation was bought by First Union. SunTrust has since moved to acquire Huntington Bancshares' Florida branches, significantly expanding their presence in the state.

The company offers medical, dental and life insurance as well as adoption benefits.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,426,300 (6 months)	2001 Profits: \$684,700 (6 months)
2000 Sales: \$8,619,000	2000 Profits: \$1,294,100
1999 Sales: \$7,620,200	1999 Profits: \$1,326,600
1998 Sales: \$7,392,100	1998 Profits: \$971,000
1997 Sales: \$4,584,900	1997 Profits: \$667,300

Stock Ticker: STI
Employees: 28,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$808,750	Bonus: \$315,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$570,833	Bonus: \$300,000

COMPETITIVE ADVANTAGE:

Over 600 offices throughout the Southeast.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	

SUPERVALU INC**www.supervalu.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
Food Distribution and Retail

GROWTH PLANS/SPECIAL FEATURES:

SUPERVALU is the nation's 10th largest supermarket retailer and largest food distributor based on revenues. The company conducts its retail operations under three principal store formats: price superstores, under such retail banners as Cub Foods, Shop 'n Save, Shoppers Food Warehouse, Metro and Biggs; limited assortment stores, under the retail banner Save-A-Lot; and combination food and drug stores, under such retail banners as Farm Fresh, Laneco, Hornbachers and Scott's Foods. SUPERVALU also sells wholesale food and non-food products throughout the United States to retail food stores, mass merchants and through other logistics arrangements. The company operates 1,117 retail food stores, including 662 licensed limited assortment stores. In addition, as of the close of the fiscal year 2000, the firm was affiliated with 6,100 retail food stores in 48 states as the primary supplier of approximately 3,500 stores and a partial supplier of approximately 2,600 stores. SUPERVALU's plans include expanding its retail operations through new store development and acquisitions, and increasing efficiencies in its food distribution operations while participating in the consolidation of the food distribution industry. To support the company's retail and support services, SUPERVALU has distribution centers located in states from coast to coast; totaling over 26 million square feet of warehouse space.

The company offers medical, dental and life insurance, tuition reimbursement and a flexible work schedule.

BRANDS/DIVISIONS/AFFILIATES:

Cub Food Stores
Hornbachers
Hyper Shoppes, Inc.
Laneco
MAC Club
Moran Foods, Inc./Save-A-Lot Ltd.
Scott's Food Stores, Inc.
Shop 'n Save Warehouse Foods, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael W. Wright, CEO
Michael W. Wright, Pres.
Pamela K. Knous, Exec. VP/CFO
Michael L. Mulligan, VP-Wholesale Sales and Mktg.
Ronald C. Tortelli, VP-Human Resources
H.S. Skip Smith III, Sr. VP-Info. Services
George Chirtea, VP-Merch.

Phone: 312-828-4000 **Fax:** 612-828-8955

Toll-Free:

Address: P.O. Box 990, Minneapolis, MN 55440 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$23,194,300 (12 months)	2001 Profits: \$82,000 (12 months)
2000 Sales: \$20,339,079	2000 Profits: \$242,941
1999 Sales: \$17,420,507	1999 Profits: \$191,338
1998 Sales: \$17,201,400	1998 Profits: \$230,800
1997 Sales: \$16,551,900	1997 Profits: \$175,000

Stock Ticker: SVU
Employees: 62,100
Fiscal Year Ends: 2/28

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$931,505	Bonus: \$1,583,559
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$489,955	Bonus: \$489,955

COMPETITIVE ADVANTAGE:

Strategic growth through acquisitions.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

SYSCO CORP**www.syscosmart.com**

Industry Group Code: 422410 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Food-Wholesale Distribution

GROWTH PLANS/SPECIAL FEATURES:

Sysco Corporation (SYSCO) is the largest North American distributor of food and food-related products to the foodservice industry. The company has 105 distribution facilities that provide its products and services to approximately 325,000 customers, including restaurants, healthcare and educational facilities, lodging establishments and other foodservice customers. The firm has grown through internal expansion of existing operations and acquisitions of formerly independent companies. SYSCO distributes a wide variety of fresh and frozen meats, seafood, poultry, fruits and vegetables, plus bakery products, canned and dry foods, paper and disposable products, sanitation items, dairy foods, beverages, kitchen and tabletop equipment, as well as medical and surgical supplies. The company has a distribution network that extends throughout the contiguous United States and Alaska, as well as portions of Canada. The firm's SYGMA Network subsidiary specializes in customized service to chain restaurants such as Wendy's International, Inc. SYSCO's hotel supplies subsidiary, Guest Supply, Inc., recently acquired Franklin Supply Company, a supplier of housekeeping and other operating supplies to the hotel industry. The company also closed recently on a deal to acquire Fulton Provision Co., a specialty meat distributor. Internationally, SYSCO has purchased HRI Supply, Ltd., a broadline foodservice distributor located in Canada, helping to strengthen its international presence.

SYSCO offers a comprehensive employee training program and basic benefits. The company also offers its employees free food.

BRANDS/DIVISIONS/AFFILIATES:

SYGMA Network
FreshPoint Holdings, Inc.
Guest Supply, Inc.
Franklin Supply Co.
Fulton Provision Co.
HRI Supply, Ltd.

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Charles H. Cotros, CEO
Richard J. Schnieders, Pres.
Richard J. Schnieders, COO
John K. Stubblefield Jr., CFO
John S. Carlson, VP-Mktg.
K. Susan Billiot, VP-Human Resources
Twila M. Day, VP-Tech
Kirk G. Drummond, CIO
G. Mitchell Elmer, Controller
John Locke, VP-Merch.
Carolyn S. Mitchell, Corp. Sec.
Michael C. Nichols, General Counsel
John K. Stubblefield, Jr., VP-Admin.
Steven A. Nordlander, VP-Dev.
Cameron L. Blakely, VP-e-Commerce
Toni R. Spigelmyer, Asst. VP-Investor and Media Relations
Diane Day Sanders, Treas.
Gregory K. Marshall, CEO, The SYGMA Network, Inc.

Phone: 281-584-1390 Fax: 281-584-2721

Toll-Free:

Address: 1390 Enclave Pkwy., Houston, TX 77077-2099 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$21,784,500 (12 months)	2001 Profits: \$596,900 (12 months)
2000 Sales: \$19,303,300	2000 Profits: \$445,600
1999 Sales: \$17,422,800	1999 Profits: \$362,300
1998 Sales: \$15,327,500	1998 Profits: \$296,800
1997 Sales: \$14,454,600	1997 Profits: \$302,500

Stock Ticker: SY
Employees: 43,000
Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$750,000	Bonus: \$1,243,003
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$731,193

COMPETITIVE ADVANTAGE: The nation's largest food wholesaler.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

TALBOTS INC (THE)**www.talbots.com****Industry Group Code:** 448120 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 4 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Apparel-Women's, Retail
 Children's Apparel
 Shoes
 Accessories
 Retail Stores
 Catalogs
 Outlet Stores

BRANDS/DIVISIONS/AFFILIATES:

Talbots Kids
 Talbots Intimates
 Classics That Work
 Talbots Petites
 Talbots Misses
 Talbots Accessories & Shoes
 JUSCO, Inc.
 JUSCO Co., Ltd./AEON Group

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Arnold B. Zetcher, CEO
 Arnold B. Zetcher, Pres.
 Edward L. Larsen, Sr. VP-Finance/CFO
 Bruce Lee Prescott, Sr. VP-Direct Mktg.
 Stuart M. Stolper, Sr. VP-Human Resources
 Randy Richardson, Sr. VP-Info. Services
 Carol Gordon Stone, VP/Controller
 H. James Metscher, Exec. VP/Chief Merch. Officer
 Lucy Main Tweet, VP-Manufacturing
 Richard T. O'Connell Jr., Corp. Sec.
 Bruce C. Soderholm, Sr. VP-Oper.
 Deborah Martin-Albucker, VP-Prod. Dev.
 Margery B. Myers, VP-Corp. Comm.
 Julie Lorigan, VP-Investor Rel.
 Edward L. Larsen, Treas.
 Michele M. Mandell, Sr. VP-Stores
 Sandy F. Katz, VP-Audit & Control
 Judith O'Keefe, VP-Merch. Admin.

Phone: 781-749-7600 **Fax:** 781-741-4369**Toll-Free:** 800-825-2687**Address:** One Talbots Drive, Hingham, MA 02043 US**GROWTH PLANS/SPECIAL FEATURES:**

The Talbots, Inc. is a leading national specialty retailer and cataloger of women's and children's classic apparel, accessories and shoes. The company operates over 700 stores in 45 states, the District of Columbia, Canada and the United Kingdom. This number includes 422 Talbots Misses stores, 177 Talbots Petite stores, 35 Talbots Accessories & Shoes stores, 57 Talbots Kids stores and 21 Talbots Outlet stores. In addition to its single-concept stores, the company also operates superstores, which combine three or more concepts in one superstore and are located in major metropolitan areas. Talbots stores and catalogs offer a distinctive collection of classic sportswear, casual wear, dresses, coats, sweaters, accessories and shoes, consisting primarily of Talbots own private label merchandise in misses and petite sizes. Talbots Kids & Babies stores and catalogs offer an assortment of high quality classic clothing and accessories for infants, toddlers, boys and girls. The company operates its stores and catalogs as an integrated business and provides the same personalized service to its customers regardless of the retail channel. Talbots distributes 29 annual catalogs in over 120 countries worldwide with a combined circulation of approximately 56.7 million people. The catalogs include basic books that feature the company's entire line as well as specialty catalogs that focus on one theme or season. The company established e-commerce operations in 1999 that offer the same merchandise and services as found in the stores and catalogs. Customers can register at the site and receive special benefits such as checking on the status of their orders, a personal address book and expedited checkout services. The company has aggressively expanded during the past decade increasing its store count by about 600 and continually searching for profitable locations for new store openings. It expects to be operating over 1,150 stores and have approximate sales of more than \$2 billion by the end of fiscal 2005. The company provides health, life and disability insurance, as well as merchandise discounts.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,594,996 (12 months)	2001 Profits: \$115,202 (12 months)
2000 Sales: \$1,308,658	2000 Profits: \$58,460
1999 Sales: \$1,157,737	1999 Profits: \$36,668
1998 Sales: \$1,069,071	1998 Profits: \$5,838
1997 Sales: \$1,035,110	1997 Profits: \$63,621

Stock Ticker: TLB
 Employees: 11,100
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$896,000	Bonus: \$1,088,600
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$495,000	Bonus: \$401,000

COMPETITIVE ADVANTAGE: Clothes focus on achieving a classic look/Has developed different store concepts.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 8
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

TARGET CORPORATION**www.targetcorp.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Department Stores, Retail
 Upscale Department Stores

BRANDS/DIVISIONS/AFFILIATES:

Target
 Mervyn's
 Dayton's
 Hudson's
 Marshall Fields
 Rivertown Trading
 Wireless
 Seasons

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert J. Ulrich, CEO
 Douglas A. Scovanner, Exec. VP-Finance/CFO
 Michael Francis, Sr. VP-Mktg.
 Todd Blackwell, Sr. VP-Human Resources
 Brigid Bonner, VP-Tech.
 Paul L. Singer, Sr. VP/CIO
 JoAnn Bogdan, Controller
 Maureen W. Kyer, Exec. VP-Merch.
 James T. Hale, Exec. VP/Corp. Sec.
 James T. Hale, General Counsel
 Ertugrul Tuzcu, Exec. VP-Store Oper.
 Jerry Storch, Pres.-New Bus.
 Gail J. Dorn, VP-Comm. Rel.
 Susan D. Kahn, VP-Investor Rel.
 Stephen C. Kowalke, VP/Treas.
 Gregg W. Steinhafel, Pres.-Target Stores
 Linda L. Ahlers, Pres.-Dayton's, Marshall Field's, & Hudson's
 Bart Butzer, Pres.-Mervyn's California

Phone: 612-370-6948 **Fax:** 612-370-5502

Toll-Free:

Address: 777 Nicollet Mall, Minneapolis, MN 55402-2055 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$36,903,000 (12 months)	2001 Profits: \$1,264,000 (12 months)
2000 Sales: \$33,702,000	2000 Profits: \$1,144,000
1999 Sales: \$30,662,000	1999 Profits: \$935,000
1998 Sales: \$27,487,000	1998 Profits: \$751,000
1997 Sales: \$25,371,000	1997 Profits: \$463,000

Stock Ticker: TGT
 Employees: 254,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,242,740	Bonus: \$2,500,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$830,890	Bonus: \$542,951

COMPETITIVE ADVANTAGE:

Fourth largest general merchandise retailer in the U.S./Strong product line and advertising, with a focus on value pricing.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 8
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

TECO ENERGY INC**www.teco.net**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 40 Profits: 26

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Natural Gas Distribution
 Propane Marketing
 Construction Services
 Bulk Commodities Shipping
 Synthetic Fuels

BRANDS/DIVISIONS/AFFILIATES:

Tampa Electric Company
 Peoples Gas System
 TECO Solutions, Inc.
 TECO Transport
 TECO Power Services
 Dell Power Station
 Panda Energy
 Union Power Station

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert D. Fagan, CEO
 Robert D. Fagan, Pres.
 Gordon L. Gillette, CFO/VP-Finance
 Clint E. Childress, Chief Human Resources Officer
 David E. Schwartz, Corp. Sec.
 Sheila M. McDevitt, General Counsel
 Royston K. Eustace, Sr. VP-Bus. Dev.
 Wayne W. Hopkins, VP-Corp. Comm.
 Sandra W. Callahan, Treas.
 Richard Lehfelt, Sr. VP-External Affairs
 Deirdre A. Brown, VP-Regulatory Affairs
 Shirley A. Myers, Chief Acc. Officer
 Charles O. Hinson, VP-State Governmental Affairs

Phone: 813-228-4111 **Fax:** 813-228-1670

Toll-Free:

Address: TECO Plaza, 702 N. Franklin St., Tampa, FL 33602 US

GROWTH PLANS/SPECIAL FEATURES:

TECO Energy, Inc. is a diversified energy holding company engaged in international electricity distribution, power generation, water transportation, coal mining, propane distribution and natural gas production. The company's Tampa Electric Company subsidiary provides retail electric service to more than 568,000 customers in West Central Florida with a system generating capacity of 3,960 megawatts. The subsidiary's Peoples Gas System division is engaged in the purchase, distribution and marketing of natural gas for residential, commercial, industrial and electric power generation customers in Florida. Moreover, the firm's TECO Solutions, Inc. subsidiary provides air conditioning, electrical and plumbing systems repair and maintenance, mechanical contracting and gas management and marketing services. TECO Transport, another subsidiary, provides full-service transportation, transfer and storage facilities for bulk cargo. In addition to coal shipping, the subsidiary handles other dry bulk materials such as sugar, grains, phosphate, steel products and minerals. Recently, the company's TECO Power Services subsidiary opened a 599-megawatt power plant in Dell, Arkansas. The project, known as the Dell Power Station, is a natural gas-fired, combined-cycle plant that provides electricity to wholesale customers in the Southeast and Midwest. Additionally, TECO Power Services and Panda Energy recently received a \$2.2 billion loan for the construction of the Union Power Station and the Gila River Power Station. The two plants represent more than 4,500 megawatts of highly efficient generating capacity.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,993,400 (9 months)	2001 Profits: \$238,600 (9 months)
2000 Sales: \$2,295,100	2000 Profits: \$250,900
1999 Sales: \$1,983,000	1999 Profits: \$186,100
1998 Sales: \$1,955,700	1998 Profits: \$206,500
1997 Sales: \$1,860,800	1997 Profits: \$201,900

Stock Ticker: TE
 Employees: 5,872
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$540,000	Bonus: \$421,961
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$299,000	Bonus: \$202,199

COMPETITIVE ADVANTAGE:

Diversified business base.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 4
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y			Y		Y

TENET HEALTHCARE CORPORATION**www.tenethealth.com****Industry Group Code:** 622110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Hospitals-General
Specialty Care Facilities
Outpatient Centers
Home Health Agencies

BRANDS/DIVISIONS/AFFILIATES:

St. Alexius Hospital
Broadlane, Inc.
Ventro

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jeffrey C. Barbakow, CEO
Thomas B. Mackey, COO
David L. Dennis, CFO
Alan R. Ewalt, Exec. VP-Human Resources
Stephen F. Brown, CIO
Christi R. Sulzbach, General Counsel
David R. Mayeux, Exec. VP-Acquisition & Dev.
David L. Dennis, Chief Corp. Officer
Raymond L. Mathiasen, Chief Acc. Officer
Christi R. Sulzbach, Chief Compliance Officer
Trevor Fetter, CEO, Broadlane, Inc.

Phone: 805-563-7000 **Fax:** 805-563-7070**Toll-Free:****Address:** 3820 State St., Santa Barbara, CA 93105 US**GROWTH PLANS/SPECIAL FEATURES:**

Tenet Healthcare Corporation is a nationwide provider of healthcare services. The company's 114 acute care hospitals contain 28,500 licensed beds and serve urban and rural communities in 17 states. The majority of the firm's beds are concentrated in California, Florida and Texas, which reduces management and marketing expenses and improves relations with managed care providers. As the baby boomer generation enters the stage of life where hospital utilization increases, Tenet Healthcare has shifted its focus to cardiological, orthopedic and neurological services. In the Summer of 2001, the company acquired St. Alexius Hospital, a 203-bed acute care facility in St. Louis. Additionally, Tenet Healthcare plans to expand by acquiring a number of not-for-profit hospitals. The firm operates a number of rehabilitation and specialty hospitals, long-term care facilities, medical office buildings, physician practices, outpatient surgery centers, home health care agencies, health maintenance organizations and a psychiatric facility. Recently, the company and Perot Systems Corporation announced a 10-year extension of their information technology outsourcing relationship. The contract focuses on enhancing the infrastructure and applications for a wide array of Web-based solutions to support the interfaces between employees, physicians, nurses, payors and other medical service providers. Broadlane, Inc., a joint venture of Tenet Healthcare and Ventro, delivers supply chain services to the healthcare industry, including group purchasing, procurement strategy, outsourcing and e-commerce services. Tenet's employees receive membership in its REWARDS program, which gives employees discounts on products and services from national companies. The company also sponsors leadership development programs.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$12,053,000 (12 months)	2001 Profits: \$643,000 (12 months)
2000 Sales: \$11,414,000	2000 Profits: \$302,000
1999 Sales: \$10,880,000	1999 Profits: \$249,000
1998 Sales: \$9,895,000	1998 Profits: \$261,000
1997 Sales: \$8,691,000	1997 Profits: \$-244,000

Stock Ticker: THC
Employees: 106,900
Fiscal Year Ends: 5/31

SALARIES/BENEFITS:

Pension Plan: ESOP Stock Plan: Profit Sharing: Top Exec. Salary: \$1,124,000 Bonus: \$1,802,115
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$633,000 Bonus: \$879,531

COMPETITIVE ADVANTAGE:

One of the largest investor-owned health care services companies in the United States.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

TJX COMPANIES INC (THE)**www.tjx.com**

Industry Group Code: 448190 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Apparel Stores, Retail
Domestics
Women's Apparel, Catalogs
Women's Shoes
Fine Jewelry
Giftware

BRANDS/DIVISIONS/AFFILIATES:

T.J. Maxx
T.K. Maxx
Chadwick's of Boston
Winners Apparel Ltd.
HomeGoods
Marshalls
A.J. Wright
Marmaxx Group (The)

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Edmond J. English, CEO
Edmond J. English, Pres.
Donald G. Campbell, Exec. VP-Finance/CFO
Carol Meyrowitz, Sr. VP-Merch.
Miriam Lahage, VP-Strategy
Miriam Lahage, VP-Internet Research
Richard G. Lesser, Exec. VP/Pres.-The Marmaxx Group
Arnold S. Barron, Exec. VP/COO-The Marmaxx Group
Alex Smith, Exec. VP-Group Exec. Int'l

Phone: 508-390-1000 **Fax:** 508-390-3635**Toll-Free:** 800-285-6299**Address:** 770 Cochituate Road, Framingham, MA 01701 US**GROWTH PLANS/SPECIAL FEATURES:**

TJX Companies, Inc., together with its subsidiaries, is one of the largest off-price apparel retailers in the world. The company operates over 662 T. J. Maxx stores, the largest off-price retailer in the U.S., and 536 Marshalls stores, the second largest off-price retailer in the U.S. offering brand name family apparel, giftware, domestics and accessories. T.J. Maxx targets the department store shopper, a savvy consumer who is fashion and value conscious. Marshalls is similar to the T.J. Maxx concept except it also offers a full-line shoe department and a larger men's department than T.J. Maxx. TJX plans to open approximately 60 new T.J. Maxx and Marshalls stores in fiscal 2001. The company's A.J. Wright Stores, targeted to moderate-income customers, offers off-price family apparel and home fashions. There are currently 25 A.J. Wright stores across the U.S. In addition, TJX operates approximately 177 Winners Apparel Ltd. stores, the leading off-price retailer in Canada. The company plans to open about 10 to 12 new Winners Apparel stores in each of the next several years. TJX also operates HomeGoods, a U.S. off-price home fashion chain with 81 stores. HomeGoods offers a broad selection of home décor merchandise including giftware, domestics, rugs, bed and bath accessories, lamps and seasonal merchandise. The company brought its T.J. Maxx retail concept to Europe with its T.K. Maxx chain, an off-price family apparel concept in the United Kingdom and the Republic of Ireland with 74 stores. This has been one of the fastest-growing retailers in the nation.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$9,579,000 (12 months)	2001 Profits: \$538,100 (12 months)
2000 Sales: \$8,795,347	2000 Profits: \$521,668
1999 Sales: \$7,949,101	1999 Profits: \$424,154
1998 Sales: \$7,389,069	1998 Profits: \$304,800
1997 Sales: \$6,689,410	1997 Profits: \$363,100

Stock Ticker: TJX
Employees: 77,000
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,200,000	Bonus:	\$1,163,070
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$967,308	Bonus:	\$750,031

COMPETITIVE ADVANTAGE:

Largest off-price apparel retailer in the world/Rapid expansion through new store openings.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

TMP WORLDWIDE INC**www.tmp.com**

Industry Group Code: 541810 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:	Y	Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Advertising Services-Human Resources
 Yellow Pages Advertising
 Full-service Advertising
 Online Careers Sites
 Executive Recruiting
 Call Center Operations
 Fulfillment Services

BRANDS/DIVISIONS/AFFILIATES:

Monster.com
 HW Group
 Be the Boss
 MedSearch
 Dealer Locator
 Austin Knight
 Morgan & Banks, Ltd.
 LAI Worldwide

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Andrew J. McKelvey, CEO
 James J. Treacy, COO
 Bart W. Catalane, Sr. VP/CFO
 Paul M. Camara, Exec. VP-Creative, Sales and Mktg.
 Margaretta Cullen, Sr. VP-Global Human Resources
 Brian Farrey, Chief Tech. Officer
 Jane L. Aboyoung, CIO
 James J. Treacy, Exec. VP-Finance and Strategy
 Jeff Taylor, CEO, TMP Interactive, Monster.com
 Steven B. Potter, CEO, Exec. Search
 Steve Pogorzelski, Monster.com, Group Pres. - Sales, Mktg. and Customer Relations
 Robert O'Connell, Monster.com, Group Pres. - Finance, Human Resources and Admin.

Phone: 212-351-7000 **Fax:** 646-658-0540**Toll-Free:****Address:** 622 Third Avenue, New York, NY 10017 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$746,400 (6 months)	2001 Profits: \$25,600 (6 months)
2000 Sales: \$1,291,700	2000 Profits: \$56,900
1999 Sales: \$909,000	1999 Profits: \$- 800
1998 Sales: \$771,800	1998 Profits: \$34,900
1997 Sales: \$541,800	1997 Profits: \$41,800

Stock Ticker: TMPW
 Employees: 9,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$500,000	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$475,000	Bonus:	\$118,750

COMPETITIVE ADVANTAGE:

Leadership in recruitment advertising and Internet advertising/World's largest yellow pages ad agency/Owns the industry-leading Monster.com site.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

TORCHMARK CORP**www.torchmarkcorp.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 28 Profits: 21

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Life and Health Insurance
 Cancer Insurance
 Supplemental Health Insurance

GROWTH PLANS/SPECIAL FEATURES:

Torchmark Corporation is an insurance and diversified financial services holding company. Its business is carried out by Globe Life and Accident Insurance, Liberty National Life Insurance, American Income Life Insurance, United Investors Insurance, First United American Life Insurance and United American Insurance. The companies offer a variety of insurance products, including life insurance, health insurance and annuities. Some of the health policies include accident, long-term care, limited benefit hospital and surgical coverage. American Income Life is licensed in 49 states and the District of Columbia and is ranked among the top 100 individual life companies in the country. Globe Life and Accident Insurance, in addition to life and health insurance and savings programs, offers Progressive Auto Insurance. Torchmark provides insurance products throughout the U.S., Canada, Guam, New Zealand, Puerto Rico and the Virgin Islands. The firm recently disposed of its Waddell & Reed Financial and Family Service subsidiaries. Currently, Torchmark co-markets its insurance with The Reader's Digest Association.

Torchmark offers training programs, personal recognition and awards programs and basic benefits. Torchmark also holds a convention for its employees and a contest that rewards employees by sending them to vacation spots such as Bermuda and Boca Raton.

BRANDS/DIVISIONS/AFFILIATES:

Liberty National Life Insurance Company
 Globe Life and Accident Insurance Company
 United American Insurance Company
 American Income Life Insurance Company
 United Investors Life Insurance Company
 First United American Life Insurance Company
 Progressive Auto Insurance

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

C.B. Hudson, CEO
 C.B. Hudson, Pres.
 Gary L. Coleman, Exec.VP/CFO
 George B. Burke, Sr.VP-Direct Mktg.
 Shirley Taylor, VP-Human Resources
 Spencer H. Stone, Controller
 Carol A. McCoy, Corp. Sec.
 Larry M. Hutchinson, Exec.VP/General Counsel
 Tony G. Brill, VP-Admin.
 Joyce L. Lane, VP-Investor Relations
 Michael J. Klyce, Treas.

Phone: 205-325-4200 **Fax:** 205-325-4230**Toll-Free:****Address:** 2001 3rd Ave. S., Birmingham, AL 35233 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,363,800 (6 months)	2001 Profits: \$173,400 (6 months)
2000 Sales: \$2,515,900	2000 Profits: \$372,300
1999 Sales: \$2,226,895	1999 Profits: \$283,100
1998 Sales: \$2,157,876	1998 Profits: \$254,200
1997 Sales: \$2,071,103	1997 Profits: \$347,600

Stock Ticker: TMK
 Employees: 4,458
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$800,000	Bonus: \$210,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$650,000	Bonus: \$136,000

COMPETITIVE ADVANTAGE:

Expertise in marketing supplemental insurance.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

TOSCO CORP**www.tosco.com**

Industry Group Code: 445120 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Refineries
 Convenience Stores
 Petroleum Products, Wholesale and Retail
 Car Washes

BRANDS/DIVISIONS/AFFILIATES:

British Petroleum
 ExxonMobil
 Circle K
 76 Products Company
 Phillips Petroleum Company
 Prowash
 Avon Refinery
 Brown Bear

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas D. O'Malley, CEO
 Jefferson F. Allen, Pres.
 Jefferson F. Allen, CFO
 Robert J. Lavinia, Exec. VP-Mktg.
 Wanda Williams, VP-Human Resources
 Richard W. Reinken, VP/CIO
 Wilkes McClave III, Corp. Sec.
 Wilkes McClave III, General Counsel
 William E. Hantke, VP-Corp. Dev.
 Craig R. Deasy, Treas.
 Robert J. Lavinia, Exec. VP/Pres.-Tosco Mktg. Co.
 Dwight L. Wiggins, Exec. VP/Pres.-Tosco Refining Co.
 Ann Farne Miller, VP-Gov't Rel.
 Robert I. Santo, VP/Chief Acct. Officer

Phone: 203-698-7500 **Fax:** 203-964-3187

Toll-Free:

Address: 72 Cummings Point Road, Stamford, CT 06902 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$13,193,800 (6 months)	2001 Profits: \$373,300 (6 months)
2000 Sales: \$24,545,200	2000 Profits: \$529,400
1999 Sales: \$14,362,100	1999 Profits: \$441,700
1998 Sales: \$12,021,500	1998 Profits: \$106,200
1997 Sales: \$13,281,600	1997 Profits: \$212,700

Stock Ticker: Subsidiary

Employees: 25,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$650,000	Bonus: \$5,717,379
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$450,000	Bonus: \$2,968,639

COMPETITIVE ADVANTAGE:

One of the largest operators of company-owned convenience stores in the U.S./Acquired by Phillips Petroleum.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	

TOTAL SYSTEM SERVICES INC**www.totalsystem.com**

Industry Group Code: 522320 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Credit Card Processing
Data Processing
Direct Mail Services
Direct Marketing
Telemarketing

BRANDS/DIVISIONS/AFFILIATES:

Synovus Financial Corp.
Air2Web
Royal Bank of Scotland Group, plc, The
Navy Federal Credit Union
DotsConnect
TS2 Processing System

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard W. Ussery, CEO
Philip W. Tomlinson, Pres.
James B. Lipham, CFO
Brenda Reed, Dir.-Human Resources
Kenneth L. Tye, CIO
G. Sanders Griffith, III, General Counsel
Richard de Mayo, Pres., Total Debt Management
Clifford B. Mason, Pres., Total Solutions
Jonathan J. Palmer, CEO/Pres., Vital Processing Services

Phone: 706-649-6897 **Fax:** 706-644-0411**Toll-Free:** 888-215-8548**Address:** 1600 1st Ave., Columbus, GA 31901 US**GROWTH PLANS/SPECIAL FEATURES:**

Total System Services, Inc., a subsidiary of Synovus Financial Corp., facilitates the payment exchange between buyers and sellers and provides global commerce solutions. The company offers a wide range of business services such as credit application processing and collection services for credit, debit, commercial, stored-value and retail accounts. Recently, the firm announced a multi-year agreement with Target Stores to process the retailer's new consumer Visa Card. All Target Visa accounts will be processed on the company's state-of-the-art TS2 Processing System. Additionally, Total System Services recently signed a 10-year agreement with The Royal Bank of Scotland Group, plc to process its 7 million consumer and commercial card accounts. The firm will provide complete processing services for The Royal Bank of Scotland, NatWest, Ulster Bank and Coutts portfolios, all of which are part of The Royal Bank of Scotland Group. Moreover, the company has signed an agreement with Navy Federal Credit Union to provide processing solutions for its consumer credit card portfolio. The agreement also calls for Total System Services to provide credit card marketing support and merchant services at Navy Federal's branch offices. The company's DotsConnect subsidiary offers a single e-commerce solution that includes online credit applications, scoring, decisions and customer service, all in real-time. DotsConnect recently announced a partnership with Air2Web, a mobile Internet platform provider, to deliver wireless application processes for the financial services industry. Consequently, DotsConnect's SureTransact online credit card management solution will be delivered wirelessly via Air2Web's platform.

Through a partnership with Columbus State University, Total System Services, Inc. is able to offer \$10,000 cancelable loans and guaranteed jobs to students who later become employees. Moreover, the company offers programs in advanced leadership through its Leadership Institute.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$316,600 (6 months) 2001 Profits: \$48,000 (6 months)
2000 Sales: \$601,293 2000 Profits: \$85,643
1999 Sales: \$533,926 1999 Profits: \$68,593
1998 Sales: \$396,194 1998 Profits: \$54,831
1997 Sales: \$361,499 1997 Profits: \$47,478

Stock Ticker: TSS

Employees: 4,606

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Profit Sharing: Y Top Exec. Salary: \$513,200 Bonus: \$436,800
Savings Plan: Y Stock Purch. Plan: Y Second Exec. Salary: \$458,200 Bonus: \$357,000

COMPETITIVE ADVANTAGE:

Lucrative contracts with established companies.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y		Y

TOYS R US INC**www.toysrus.com**

Industry Group Code: 451120 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing: Y	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing: Y	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Toys, Retail
 Children's Clothing Superstores
 Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

KidsWorld
 Kids 'R' Us
 Babies 'R' Us
 Imaginarium
 Toys 'R' Us-International
 Books 'R' Us

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John Eyler, Pres./CEO
 Louis Lipschitz, Exec. VP/CFO
 Warren Cornblum, Exec. VP-Mktg. & Brand Mgmt.
 Roger C. Gaston, Sr. VP-Human Resources
 John Holohan, CIO
 Ray Arthur, VP/Corp. Controller
 Jim Feldt, Pres.-Merch & Mktg.
 Michael J. Madden, Pres.-Oper., U.S. Toy Store Div.
 Francesca Brockett, Sr. VP-Business Dev. & Planning
 John Barbour, Pres./CEO, toysrus.com

Phone: 201-262-7800 **Fax:** 201-845-0973

Toll-Free:

Address: 461 From Rd., Paramus, NJ 07652 US

GROWTH PLANS/SPECIAL FEATURES:

Toys 'R' Us currently operates 710 toy stores in the U.S., 491 toy stores outside the U.S., 198 Kids 'R' Us children's clothing stores, 145 Babies 'R' Us stores and 37 Imaginarium stores. Internationally the company operates 465 toy stores under the name Toys 'R' Us. In addition to its brick and mortar locations, Toys 'R' Us sells its products through two Internet sites, Toysrus.com and Imaginarium.com, as well as mail order catalogs. Toys 'R' Us, Inc. is the world's largest children's specialty retail chain, with a total of 1,581 total stores in 27 countries. The company recently acquired Baby Superstore, Inc. Toysrus.com features a bestsellers list, a baby gift registry and a birthday reminder service. A new buy here/pick up there service makes it simple for customers to order selected large, bulk items for family members or friends who live far away. Current plans include Concept 2000, a store redesign program, an exclusive product development program headed by principals of Fisher-Price, LJN, Matchbox, VTech and Toy Biz, a roll out of Imaginarium departments in all stores and an increased focus towards the company's database marketing program. Toys 'R' Us believes that database marketing will become an increasingly powerful tool. Plans exist to remodel at least 500 stores in fiscal 2001, with less inventory clogging the aisles, a more shopper-friendly atmosphere, a clearance sale section and a greater emphasis on electronic games.

The company has expanded its Hospital Playroom Program, and it donates millions of dollars in toys annually to children with special needs and to the Marine Corps' Toys for Tots program. Toys 'R' Us is signatory to a Fair Share Agreement with the NAACP and has taken steps to support women and minorities in the workplace. It is the leading purchaser of products from several minority-owned companies.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$11,332,000 (12 months)	2001 Profits: \$404,000 (12 months)
2000 Sales: \$11,862,000	2000 Profits: \$279,000
1999 Sales: \$11,170,000	1999 Profits: \$-132,000
1998 Sales: \$11,038,000	1998 Profits: \$490,000
1997 Sales: \$9,932,400	1997 Profits: \$427,400

Stock Ticker: TOY
 Employees: 69,000
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$1,916,900
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$900,000	Bonus: \$1,725,210

COMPETITIVE ADVANTAGE:

Tremendous buying power for a vast network of stores, including locations in 23 foreign nations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West: Y	Southwest: Y	Midwest: Y	Southeast: Y	Northeast: Y	International: Y

TRACTOR SUPPLY COMPANY**www.tractorsupplyco.com**

Industry Group Code: 453990 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Farming Supplies, Retail
 Animal Products
 General Maintenance Products
 Lawn and Garden Products
 Light Truck Equipment
 Work Clothing

BRANDS/DIVISIONS/AFFILIATES:

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Joseph H. Scarlett, Jr., CEO
 Joseph H. Scarlett, Jr., Pres.
 James F. Wright, COO
 Calvin B. Massmann, Sr. VP/COO
 Gerald W. Brase, Sr. VP-Mktg.
 Daisy L. Vanderline, VP-Human Resources
 John W. Atkins, VP-IT
 David C. Lewis, VP/Controller
 Gerald W. Brase, Sr. VP-Merch.
 David C. Lewis, Corp. Sec.
 Stanley L. Ruta, Sr. VP-Store Oper
 Gary M. Magoni, VP-Oper.
 Calvin B. Massmann, Treas.
 James F. Wright, Pres.
 Mark D. Gillman, VP-Oper.
 Lawrence Goldberg, VP-Logistics
 Stephen E. Hull, VP-Real Estate

Phone: 615-366-4600 **Fax:** 615-366-4686**Toll-Free:****Address:** 320 Plus Park Boulevard, Nashville, TN 37217 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$629,400 (9 months)	2001 Profits: \$16,200 (9 months)
2000 Sales: \$759,037	2000 Profits: \$16,390
1999 Sales: \$688,082	1999 Profits: \$17,874
1998 Sales: \$600,677	1998 Profits: \$14,800
1997 Sales: \$509,052	1997 Profits: \$11,761

Stock Ticker: TSCO
 Employees: 4,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$490,769	Bonus: \$176,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$219,500	Bonus: \$87,800

COMPETITIVE ADVANTAGE:

Focuses its product mix on full- and part-time farmers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

TRANSOCEAN SEDCO FOREX**www.deepwater.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 12 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Well Management and Intervention
 Inland Drilling
 Offshore Drilling and Production
 Dual-Activity Drilling
 High-Specification Drillships
 Mobile Offshore Production Units

BRANDS/DIVISIONS/AFFILIATES:

Cayman Islands Corporation
 R&B Falcon Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

J. Michael Talbert, CEO
 J. Michael Talbert, Pres.
 W. Dennis Heagney, Exec. VP/COO
 Robert L. Long, Exec. VP/CFO
 Ricardo Rosa, VP-Controller
 Eric B. Brown, Corp. Sec.
 Eric B. Brown, General Counsel
 Jean P. Cahuzac, Exec. VP-Oper.
 Jon C. Cole, Exec. VP-Water Oper.
 Donald R. Ray, Exec. VP-Technical Services

Phone: 713-232-7500 **Fax:** 713-232-7027

Toll-Free:

Address: P.O. Box 2765, Houston, TX 77255 US

GROWTH PLANS/SPECIAL FEATURES:

Transocean Sedco Forex, Inc. is a leading international provider of deepwater and harsh environment contract drilling services for oil and gas wells. Transocean operates the largest fleet of jackup drilling rigs and inland drilling barges in the world and in the United States. In the U.S. Gulf of Mexico, the company has 30 jackup drilling rigs and three submersible rigs. Another 25 jackups serve shallow-water drilling markets around the world. Transocean contracts these drilling rigs, related equipment and work crews primarily on a dayrate basis to drill offshore wells. The firm also provides additional drilling services, including turnkey drilling, coiled tubing drilling and well intervention and management of third-party well service activities. Transocean also has more than 30 drilling barges, which work primarily in the inland and shallow offshore waters of Louisiana near and in the U.S. Gulf of Mexico. Other drilling barges serve markets that include Africa, Australia, Southeast Asia and Europe. The company principally uses three types of drilling rigs - semisubmersibles, drillships and jackups. All of the firm's Discoverer Enterprise-class drillships are equipped for dual-activity drilling. This is a well-construction technology developed by Transocean, that allows for drilling tasks associated with a single well to be accomplished in a concurrent rather than sequential manner, by utilizing two complete drilling systems under a single derrick. The company's drilling equipment is suitable for both exploration and development drilling and is normally engaged in both types of drilling activity. In recent news, Transocean has merged with R&B Falcon Corporation, creating a diversified offshore drilling contractor. R&B Falcon Corporation operates the world's largest fleet of marine-based drilling rigs servicing the international oil and gas industry. The firm also provides turnkey and integrated services and operates mobile production units, internationally based land rigs and an offshore towing business.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,302,300 (6 months)	2001 Profits: \$99,000 (6 months)
2000 Sales: \$1,229,500	2000 Profits: \$108,548
1999 Sales: \$648,236	1999 Profits: \$58,103
1998 Sales: \$1,089,600	1998 Profits: \$341,578
1997 Sales: \$	1997 Profits: \$

Stock Ticker: RIG
 Employees: 15,600
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Expertise in deepwater and harsh environment drilling.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y				Y

TRIAD HOSPITALS INC**www.triadhospitals.com**

Industry Group Code: 622110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 5 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Hospitals-General

GROWTH PLANS/SPECIAL FEATURES:

Triad Hospitals provides health care services through hospitals and surgery centers located in small cities and selected high growth urban markets in the Southwestern, Western and South-Central United States. In 1999, Triad spun-off from Columbia/HCA to become an independent, publicly traded company, owning and operating the healthcare service business that had comprised the Pacific Group of Columbia/HCA. Triad's facilities include 49 general, acute care hospitals and 14 ambulatory surgery centers located in 17 states. Triad makes available a variety of management services to its health care facilities. These services include ethics and compliance programs, national supply and equipment purchasing and leasing contracts, accounting, financial and clinical systems, governmental reimbursement assistance, information systems, legal support, personnel management and internal audit, access to regional managed care networks and resource management. Triad recently acquired fellow former HCA subsidiary Quorum Health Group, creating the third-largest investor-owned hospital company in the United States. The company has also been working with Masterplan to provide comprehensive maintenance management programs to all of Triad's hospitals. Masterplan has been a leading company in quality service for 25 years and is known for its expertise in cost-savings solutions.

Triad Hospitals offers employment at its corporate headquarters in Dallas, Texas, or in any of its affiliated healthcare facilities across the United States.

BRANDS/DIVISIONS/AFFILIATES:

Quorum Health Group

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

James D. Shelton, CEO
Michael J. Parsons, COO
Burke W. Whitman, CFO
W. Stephen Love, Controller
Robert J. Rowntree II, VP-Medical Affairs
Donald P. Fay, Corp. Sec.
Donald P. Fay, General Counsel
Deborah Little, VP-Investor Rel.
Jim Bedenbaugh, Treas.
Patricia G. Ball, Media Contact

Phone: 972-789-2700 Fax: 972-663-3945

Toll-Free:

Address: 13455 Noel Rd., Ste. 2000, Dallas, TX 75240 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,009,000 (6 months)	2001 Profits: \$-13,500 (6 months)
2000 Sales: \$1,235,500	2000 Profits: \$4,400
1999 Sales: \$1,329,100	1999 Profits: \$-95,600
1998 Sales: \$1,588,700	1998 Profits: \$-87,100
1997 Sales: \$1,609,300	1997 Profits: \$-19,800

Stock Ticker: TRI
Employees: 15,500
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$670,900	Bonus: \$353,154
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$415,533	Bonus: \$130,589

COMPETITIVE ADVANTAGE:

Hospital ownership throughout the south and southwestern U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

TRICON GLOBAL RESTAURANTS INC**www.triconglobal.com**

Industry Group Code: 722110 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Fast Food Restaurants

BRANDS/DIVISIONS/AFFILIATES:

Pizza Hut, Inc.
Kentucky Fried Chicken
Taco Bell Corp.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David C. Novak, CEO
Peter A. Bassi, Pres.
Aylw in B. Lewis, COO
David J. Deno, CFO
Gregg R. Dedrick, Exec. VP-People and Shared Services
Brent A. Woodford, Controller
Christian L. Campbell, Corp. Sec.
Christian L. Campbell, Sr. VP/General Counsel
Charles E. Rawley, Chief Dev. Officer
Jonathan D. Blum, Sr. VP-Public Affairs
Denise L. Ramos, Treas.
Cheryl Bachelder, Pres., KFC
Emil J. Brolick, Pres., Taco Bell
Michael S. Rawlings, Pres., Pizza Hut

Phone: 502-874-8300 **Fax:** 502-874-8790**Toll-Free:****Address:** 1441 Gardiner Ln., Louisville, KY 40213 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,111,000 (6 months)	2001 Profits: \$204,000 (6 months)
2000 Sales: \$7,093,000	2000 Profits: \$413,000
1999 Sales: \$7,822,000	1999 Profits: \$627,000
1998 Sales: \$8,479,000	1998 Profits: \$445,000
1997 Sales: \$9,690,000	1997 Profits: \$-111,000

Stock Ticker: YUM
Employees: 190,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$905,769	Bonus: \$680,850
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$617,308	Bonus: \$544,635

COMPETITIVE ADVANTAGE:

Diversified formats/excellent market share both in the U.S. and abroad.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

TXU CORPORATION**www.txu.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Electricity and Natural Gas Transportation and Services
 Power Generation
 Merchant Energy Trading and Marketing
 Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

TXU Energy Services
 TXU Energy Trading
 TXU Generation
 TXU Electric & Gas
 TXU Lone Star Pipeline
 TXU Business Services
 TXU Communications
 Aperian

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Erle Nye, CEO
 David Biegler, Pres.-TXU Corp.
 Paul Marsh, COO
 Michael J. McNally, Exec. VP-CFO
 Barbara Curry, Exec. VP-Human Resources
 Barbara Curry, Exec. VP-e-Bus.
 David Anderson, VP-Investor Rel.
 Tom Baker, Pres.-TXU Electric and Gas
 Brian Dickie, Pres.-TXU Energy

Phone: 214-812-4600 **Fax:** 214-812-7077

Toll-Free:

Address: 1601 Bryan Street, Dallas, TX 75201 US

GROWTH PLANS/SPECIAL FEATURES:

TXU Corporation is a multinational leader in electric and natural gas services, merchant energy trading, energy services, telecommunications and other energy-related services. The firm is the world's ninth-largest energy company, with more than \$22 billion in revenue and \$45 billion in assets. TXU has a diverse energy portfolio of over 30,000 megawatts of power generation, and sells 270 terawatt-hours of electricity and two trillion cubic feet of natural gas annually to 11 million customers in the United States, Europe and Australia. The company is the fourth-largest energy provider and third-largest generator in the United States, serving more than four million customers in Texas. Through TXU Communications, a subsidiary, the firm has a joint venture in Texas that operates an integrated telecommunications platform. It includes an established incumbent local exchange carrier in rapidly growing southeast Texas, a fiber-optic transport business and an emerging competitive integrated communications business targeted to small and midsize businesses in Texas's top 20 markets. TXU Europe is the U.K.'s largest electricity retailer and second-largest gas retailer, and serves approximately 5.5 million customers. TXU Europe is also the leading energy trader in the U.K. TXU Australia operates Victoria's largest energy portfolio, which includes distributing and selling electricity and natural gas to over 900,000 customers. Energy production assets in Victoria include a long-term contract for electricity generation, and construction and operation of Australia's first commercial underground natural gas storage and processing facility. In recent news, TXU Energy Services signed a 10-year multi-million dollar agreement with Fourthstage Technologies, Inc. to own, operate and maintain the mechanical and electrical energy equipment at Fourthstage's five data centers in Dallas, Austin, Atlanta, Phoenix and Tampa.

Benefits offered to employees include education reimbursement and appliance purchase plans. Additionally, a relocation expense reimbursement program, carpool and bus pass programs are offered.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$14,502,000 (6 months)	2001 Profits: \$408,000 (6 months)
2000 Sales: \$22,009,000	2000 Profits: \$916,000
1999 Sales: \$17,116,000	1999 Profits: \$985,000
1998 Sales: \$14,786,000	1998 Profits: \$740,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: TXU

Employees: 16,540

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$380,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$779,167	Bonus: \$240,000

COMPETITIVE ADVANTAGE: Major presence in the rapidly growing Texas market.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

TYSON FOODS INC**www.tyson.com**

Industry Group Code: 311000 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 5 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Poultry Processing
 Pork Products
 Ethnic Foods
 Animal Feeds

BRANDS/DIVISIONS/AFFILIATES:

Tyson Chicken
 Mexican Original
 Culinary Foods, Inc.
 The Pork Group, Inc.
 IBP
 Cobb Vantress

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John H. Tyson, CEO
 John H. Tyson, Pres.
 Greg W. Lee, COO
 Steven Hankins, Exec. VP/CFO
 John S. Lea, Exec. VP/Chief Mktg. Officer
 Michelle D. Eisner, Sr. VP-Human Resources
 Bob E. Love, VP-Research and Dev.
 Gary D. Cooper, CIO
 Rodney S. Pless, Controller
 R. Read Hudson, Corp. Sec.
 Les R. Baledge, Exec. VP/Associate General Counsel
 Carl G. Johnson, Exec. VP-Admin. Services
 Ed Nicholson, Dir.-Comm. Relations
 Louis C. Gottsponer, Jr., Dir.-Investor Relations
 Dennis Leatherby, Sr. VP-Finance/Treas.
 Robert L. Peterson, CEO, IBP, Inc.
 Richard L. Bond, Pres./COO, IBP, Inc.
 John Thomas, Pres., The Pork Group, Inc.

Phone: 501-290-4000 **Fax:** 501-290-4061

Toll-Free:

Address: 2210 W. Oaklawn Dr., Springdale, AR 72762 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$5,464,500 (9 months)	2001 Profits: \$40,400 (9 months)
2000 Sales: \$7,158,000	2000 Profits: \$151,000
1999 Sales: \$7,362,900	1999 Profits: \$230,100
1998 Sales: \$7,414,100	1998 Profits: \$25,100
1997 Sales: \$6,355,700	1997 Profits: \$185,800

Stock Ticker: TSN
 Employees: 68,000
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$650,000	Bonus: \$200,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$110,000

COMPETITIVE ADVANTAGE: Massive production capabilities and worldwide distribution.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

UGI CORP**www.ugicorp.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 41 Profits: 38

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas

GROWTH PLANS/SPECIAL FEATURES:

UGI Corporation is a holding company in the propane distribution and utilities business with three principal subsidiaries: AmeriGas is a national marketer of propane; UGI Utilities is a natural gas and electric utility; and UGI Enterprises is a supplier of energy services. GASMAR is a UGI Enterprise company that provides natural gas and other energy services for the U.S. market. Hearth USA, Inc., another subsidiary of the firm, is a retail superstore that sells, installs and services hearth products, spas, grills and patio accessories. The GASMAR group shops aggressively throughout the U.S. to locate the most economical and secure sources for natural gas, while the POWERMARK group does the same in the electricity marketplace. UGI Energy Solutions is the company's consulting, energy management and financing arm. It develops turnkey energy efficiency recommendations that guarantee energy savings through performance contracting. Services offered by UGI Energy Solutions include energy management, energy consulting, utility rate analyses and commodity management. UGI recently announced that its propane-operating unit, AmeriGas Partners, L. P., has signed a definitive agreement to acquire the retail propane distribution businesses of Columbia Energy Group, a NiSource company. The combination will create the nation's largest retail propane marketer, distributing more than one billion retail gallons from over 700 locations. UGI has also agreed to acquire a 20% interest in Elf Antargaz, the French propane distribution business of Total Fina Elf, SA. In other news, UGI Energy Services, the firm's energy marketing subsidiary, has agreed to acquire the gas marketing business of PG Energy Services, Inc., a subsidiary of Southern Union Company. UGI will assume the existing sales and supply agreements for approximately 500 commercial and industrial customers of PG Energy Services.

BRANDS/DIVISIONS/AFFILIATES:

Hearth USA, Inc.
 AmeriGas, Inc.
 UGI Utilities, Inc.
 GASMAR
 PG Energy Services, Inc.
 UGI Energy Solutions
 Elf Antargaz
 Columbia Energy Group

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Lon R. Greenberg, CEO
 Lon R. Greenberg, Pres.
 Anthony J. Mendicino, VP-CFO
 Diane Carter, VP-Human Resources
 Brendan P. Bovaird, Corp. Sec.
 Brendan P. Bovaird, VP-General Counsel
 Bradley C. Hall, VP-Bus. Dev.
 Brenda Blake, Investor Rel.
 Robert W. Krick, Treas.
 Michael J. Cuzzolina, VP
 Thomas A. Barry, General Auditor
 Eugene V.N. Bissel, CEO-AmeriGas Propane, Inc.
 Robert J. Chaney, CEO-UGI Utilities, Inc.

Phone: 610-337-1000 **Fax:** 610-992-3254**Toll-Free:** 800-844-9453**Address:** 460 N. Gulph Rd., King of Prussia, PA 19406 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,092,800 (9 months)	2001 Profits: \$74,000 (9 months)
2000 Sales: \$1,761,700	2000 Profits: \$46,300
1999 Sales: \$1,383,600	1999 Profits: \$57,300
1998 Sales: \$1,439,700	1998 Profits: \$42,500
1997 Sales: \$1,642,000	1997 Profits: \$54,900

Stock Ticker: UGI
 Employees: 4,874
 Fiscal Year Ends: 9/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$640,662	Bonus: \$262,836
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$271,953	Bonus: \$141,570

COMPETITIVE ADVANTAGE:

Nation's largest marketer of propane gas.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ULTRAMAR DIAMOND SHAMROCK CORPORATION

www.udscorp.com

Industry Group Code: 324110 **Salaries/Benefits Rating:** 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Petroleum Refining
Retail Gasoline Sales
Retail Convenience Stores
Wholesale Operations
Product Transportation and Distribution

BRANDS/DIVISIONS/AFFILIATES:

Ultramar Ltd.
Diamond-Koch, L.P.
Diamond Shamrock
Beacon
Total
Skelly-Belvieu Pipeline Company, LLC
Nitromite
Valero Energy Corp.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jean R. Gaulin, CEO
Jean R. Gaulin, Pres.
Bob Shapard, CFO
Christopher Havens, Exec. VP-Mktg.
Penelope Rhude Viteo, VP-Human Resources
John S. Emley, VP-Info. Tech.
Lyle Hawthorne, VP-Eng.
Timothy J. Fretthold, Exec. VP-Chief Admin. Officer
Paul Eisman, VP-Corp. Dev.
G. Scott Spendlove, VP-Investor Rel.
Steve Blank, Treas.
William R. Klesse, Exec. VP-Refining and Wholesale

Phone: 210-592-2000 **Fax:** 210-592-2195

Toll-Free:

Address: 6000 N. Loop 1604 West, San Antonio, TX 78249-1112
US

GROWTH PLANS/SPECIAL FEATURES:

Ultramar Diamond Shamrock Corporation (Ultramar) is a result of the merger of Ultramar and Diamond Shamrock in December 1996, and is one of the largest independent refining and marketing companies in North America. The corporation owns seven modern refineries in Texas, California and Quebec with a total production of 850,000 barrels a day, and has gasoline outlets in the U.S. and six Canadian provinces. In the U.S., the firm markets refined products and a broad range of convenience store merchandise under the Diamond Shamrock, Beacon, Ultramar and Total brand names through a network of approximately 3,400 convenience stores across 17 central and southwest states. In the Northeast, Ultramar markets refined products through approximately 1,200 convenience stores and 85 special private filling stations. The company's Northeast operations include one of the largest retail home heating oil businesses in the northeastern region of North America, selling heating oil to approximately 250,000 households. The Northeast System includes the Quebec Refinery and retail operations in the northeastern United States and eastern Canada. The petrochemical segment includes earnings from Diamond-Koch, Skelly-Belvieu Pipeline Company and earnings from Nitromite fertilizer operations and NGL marketing operations. In a major recent development, Valero Energy Corp. has announced plans to acquire Ultramar. This acquisition will make Valero the largest independent U.S. refiner of petroleum products. The new organization will have 23,000 employees in the United States and Canada, 13 refineries and a total throughput capacity of just under 2 million barrels per day. Valero will also become one of the nation's largest retailers with more than 5,000 retail outlets in the U.S. and Canada.

The firm offers its employees flexible work schedules, a tuition reimbursement program and electronic home security systems.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$13,339,700 (9 months)	2001 Profits: \$552,100 (9 months)
2000 Sales: \$17,061,100	2000 Profits: \$444,300
1999 Sales: \$13,971,200	1999 Profits: \$173,200
1998 Sales: \$11,134,600	1998 Profits: \$-78,100
1997 Sales: \$10,208,400	1997 Profits: \$-40,200

Stock Ticker: UDS
Employees: 20,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$840,000	Bonus: \$1,000,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$420,000	Bonus: \$400,000

COMPETITIVE ADVANTAGE:

Growing chain of retail outlets.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

UNITED PARCEL SERVICE INC**www.ups.com**

Industry Group Code: 492110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Courier Services
 Warehousing and Truck Leasing
 Internet Document Delivery and E-commerce Services
 Logistics Services
 Business Finance Services

BRANDS/DIVISIONS/AFFILIATES:

UPS Logistics Services
 UPS Capital
 UPS Document Exchange
 UPS Capital Corporation
 Mail Boxes Etc.
 First International Bancorp, Inc.
 Fritz Companies, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

James P. Kelly, CEO
 Thomas H. Weidemeyer, COO
 D. Scott Davis, CFO
 John Beystehner, Sr. VP-Mktg.
 Lea N. Soupata, Sr. VP/Human Resources
 Kenneth W. Lacy, CIO
 Joseph R. Moderow, Corp. Sec.
 Joseph R. Moderow, Sr. VP-Legal Affairs
 Calvin Darden, Sr. VP-U.S. Oper.
 Joseph M. Pyne, Sr. VP-Corp. Dev.
 Robert J. Clanin, Treas.
 John A. Duffy, Sr. VP-Corp. Strategy
 Ronald G. Wallace, Pres., Int'l Oper.
 Calvin Darden, Sr. VP-U.S. Oper.
 Christopher D. Mahoney, Sr. VP-Global Transportation Services

Phone: 404-828-6000 **Fax:** 404-828-6562

Toll-Free: 800-742-5877

Address: 55 Glenlake Pkwy., NE, Atlanta, GA 30328 US

GROWTH PLANS/SPECIAL FEATURES:

United Parcel Service, Inc. (UPS) is the world's largest express carrier, the world's largest package delivery company and a leading global provider of specialized transportation and logistics services. The company delivers over 13 million packages each business day for 1.8 million shipping customers. UPS' delivers packages and documents throughout the United States and in over 200 other countries and territories. In addition, the company provides logistics services, including comprehensive management of supply chains, for major companies worldwide. UPS is the industry leader in the delivery of goods purchased over the Internet. The company seeks to position itself as an indispensable branded component of e-commerce and to focus on the movement of goods, information and funds. A key component of the company's growth strategy is to expand relationships with technology providers in the areas of enterprise resource planning, electronic procurement and systems integration to integrate UPS technologies into their solutions and into the web sites and systems of their customers. The company made several important acquisitions recently. First, UPS acquired Fritz Companies, Inc., a freight forwarding, customs brokerage and logistics corporation. The company also acquired First International Bancorp, Inc., bringing to UPS a variety of structured trade finance, commercial and government-backed lending products, and UPS will integrate the new acquisition with its existing finance subsidiary, UPS Capital Corporation. Finally, the firm purchased the assets of Mail Boxes Etc., the largest franchiser of independently owned and operated business, communication and shipping centers worldwide.

Minorities make up 27.1% of all the firm's officers and managers, 35.7% of the workforce and 53% of all new hires. UPS also emphasizes employee ownership of the company, illustrated by the fact that managers, employees, retirees and the founding families control about 90% of the corporation.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$22,557,000 (9 months) 2001 Profits: \$1,754,000 (9 months)
 2000 Sales: \$29,771,000 2000 Profits: \$2,934,000
 1999 Sales: \$27,052,000 1999 Profits: \$883,000
 1998 Sales: \$24,788,000 1998 Profits: \$1,741,000
 1997 Sales: \$22,458,000 1997 Profits: \$909,000

Stock Ticker: UPS
 Employees: 359,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y ESOP Stock Plan: Y Profit Sharing: Top Exec. Salary: \$963,000 Bonus: \$569,400
 Savings Plan: Y Stock Purch. Plan: Second Exec. Salary: \$592,000 Bonus: \$350,400

COMPETITIVE ADVANTAGE:

World's largest package delivery company/Has very ambitious plans to deliver logistics services via the Internet.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

UNITED RETAIL GROUP INC**www.unitedretail.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 11 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Large Sized Apparel-Women's, Retail
 Accessories
 Women's Shoes
 Online Shoe Sales
 Catalog Sales

BRANDS/DIVISIONS/AFFILIATES:

Avenue (The)
 Forelli
 Adrian Jordan
 Avenue/Shop for Women (The)
 Sizes Unlimited
 CloudWalkers.com
 Avenue Blues
 Avenue Moods

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Raphael Benaroya, CEO
 Raphael Benaroya, Pres.
 George Remeta, CFO
 Barry Orloff, VP/Dir.-Mktg.
 Robert Portante, VP-MIS
 Fredric E. Stern, VP/Controller
 Ellen Demaio, Sr. VP-Merch.
 Kent Frauenberger, VP-Logistics
 George R. Remata, Corp. Sec.
 Kenneth P. Carroll, Sr. VP/General Counsel
 Julie L. Daly, VP-Strategic Planning
 Gerald Schleiffer, VP-Planning & Dist.
 James Broderick, VP-Shop-At-Home
 Raymond W. Brown, VP-Associate Services
 Carrie Cline-Tunick, VP-Product Design and Dev.
 Jon Grossman, VP-Finance
 Charles E. Naff, VP/Dir.-Sales
 Jeff Fink, VP-Real Estate

Phone: 201-845-0880 **Fax:** 201-909-2114

Toll-Free:

Address: 365 West Passaic Street, Rochelle Park, NJ 07662 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$419,700 (12 months)	2001 Profits: \$4,200 (12 months)
2000 Sales: \$382,631	2000 Profits: \$16,149
1999 Sales: \$378,562	1999 Profits: \$17,980
1998 Sales: \$361,751	1998 Profits: \$4,831
1997 Sales: \$363,074	1997 Profits: \$-6,147

Stock Ticker: URG1
 Employees: 5,200
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$550,000	Bonus:	\$195,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$401,000	Bonus:	\$125,000

COMPETITIVE ADVANTAGE:

Focuses on women between 18 and 50 years of age who wear size 14 or larger/New direct marketing strategy.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

UNITED STATES CELLULAR CORP**www.uscellular.com**

Industry Group Code: 513322 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:Cellular Telephone Service
Telephone and Data Systems**GROWTH PLANS/SPECIAL FEATURES:**

United States Cellular (U.S. Cellular) is one of the nation's largest wireless telecommunications providers. The company provides cellular telephone service to 2,602,000 customers through 139 majority-owned and managed cellular systems. The company's corporate development strategy involves operating controlling interests in cellular market licensees in areas adjacent to or in proximity to its other markets, thereby building clusters of operating markets. Customers benefit from larger service areas such as these, which provide longer uninterrupted service and the ability to make outgoing calls and receive incoming calls within the designated area without special roaming arrangements. The firm recently announced an agreement with Caterpillar Logistics Services, Inc. (CAT Logistics). In this agreement, CAT Logistics will provide distribution services for new wireless telephones and accessories to U.S. Cellular company-owned retail stores and outlets. The firm also recently selected Lucent Technologies to implement digital wireless equipment, engineering and installation services for its wireless network in West Virginia. The company's growth strategy has been to provide services to mid-sized cities and small markets and enjoy explosive national growth because of its relationship-building skills. U.S. Cellular also began providing cellular digital packet data, or CDPD, service in Illinois in 1999, allowing for data transmission over cellular networks to police departments and government offices. The firm's customer base grew 19% in 1999, adding 419,000 new customers.

The company offers tuition reimbursement and a family leave of absence to its employees.

BRANDS/DIVISIONS/AFFILIATES:Telephone and Data Systems, Inc.
Caterpillar Logistics Services, Inc.**CONTACTS:** *Note: Officers with more than one job title may be intentionally listed here more than once.*

John E. Rooney, CEO
John E. Rooney, Pres.
Kenneth R. Meyers, Exec. VP/CFO
David M. Friedman, VP-Mktg.
Douglas S. Arnold, VP-Human Resources
Richard W. Goehring, Chief Tech. Officer
James D. West, CIO
John T. Quille, Controller
Russell F. Arsaga, VP-Eng.
Gregory J. Wilkinson, VP-Corp. Sec.
Michael G. Hron, General Counsel
Jay M. Ellison, Exec. VP-Oper.
Stephen D. Clark, VP-Network Oper.
Conrad J. Hunter, VP-East Oper.
Leon J. Hensen, VP-Central Oper.
Eva-Maria Wahn, VP-External Affairs

Phone: 773-399-8900 **Fax:** 773-399-8936**Toll-Free:****Address:** 8410 W. Bryn Mawr, Ste. 700, Chicago, IL 60631 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$915,100 (6 months)	2001 Profits: \$87,800 (6 months)
2000 Sales: \$1,716,600	2000 Profits: \$192,800
1999 Sales: \$1,417,181	1999 Profits: \$300,758
1998 Sales: \$1,162,467	1998 Profits: \$216,947
1997 Sales: \$876,965	1997 Profits: \$111,539

Stock Ticker: USM
Employees: 5,250
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$414,209	Bonus: \$275,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$300,127	Bonus: \$172,436

COMPETITIVE ADVANTAGE:

One of the largest wireless telecom providers in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West	Southwest	Midwest	Southeast	Northeast	International
Y	Y	Y	Y	Y	

UNITED TECHNOLOGIES CORP**www.utc.com**

Industry Group Code: 336410 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:	Y	HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	Y
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	Y

TYPES OF BUSINESS:

Aerospace
 Elevator/Escalator Systems
 Heating/Air Conditioning Systems
 Fuel Cell Production
 Research and Development

BRANDS/DIVISIONS/AFFILIATES:

Carrier
 Otis
 Sikorsky
 Pratt and Whitney
 Hamilton Sundstrand
 International Fuel Cells
 United Technologies Research Center
 LG Industrial Systems Co., Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

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 Karl Krapek, Pres.
 Karl Krapek, COO
 David J. FitzPatrick, CFO
 William L. Bucknall, Jr., Sr. VP-Human Resources
 John F. Cassidy, Jr., Sr. VP-Science and Tech.
 John Doucette, CIO
 David G. Nord, Controller
 William H. Trachsel, Corp. Sec.
 William H. Trachsel, General Counsel
 Angelo J. Messina, VP-Corp. Dev.
 John Doucette, VP-e-Commerce
 Lawrence J. Gavrich, VP-Comm.
 Thomas I. Rogan, Treas.
 Jonathan W. Ayers, Pres., Carrier Corp.
 Dean C. Borgman, Pres., Sikorsky Aircraft
 Louis R. Chenevert, Pres., Pratt and Whitney
 William T. Miller, Pres., International Fuel Cells

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Address: 1 Financial Plaza, Hartford, CT 06103 US

GROWTH PLANS/SPECIAL FEATURES:

United Technologies Corporation (UTC) is involved in various technological and manufacturing operations through its subsidiaries in four major segments: elevator products, heating/air conditioning, commercial and military aircraft parts and services and flight systems. The Otis subsidiary is the world's largest elevator and escalator manufacturing, installation and service company. Recently, the subsidiary acquired LG Industrial Systems Co., Inc in Korea, forming the LG-Otis Elevator Co. in that country. The Carrier division is the leading manufacturer of commercial and residential heating, ventilation and air conditioning systems and equipment. Carrier also produces commercial and transport refrigeration equipment, providing service and components in addition to original sales. The subsidiary has aligned itself with Toshiba Corp. to combine and coordinate air conditioning manufacturing and distribution operations, allowing the company more access to worldwide markets. Pratt and Whitney produces commercial, general aviation and military aircraft engines and provides continuing service for those products. It also handles rocket engine production for commercial and U.S. Government space applications. Sikorsky Aircraft and Hamilton Sundstrand supply UTC with its flight systems operations. Sikorsky manufactures, sells and services helicopters to the U.S. Government, and Hamilton Sundstrand serves commercial, military, regional, business and general aviation, as well as space and undersea applications. UTC also develops fuel cell products for commercial, transportation, residential and space applications through International Fuel Cells. The subsidiary is the sole fuel-cell supplier for U.S. space missions. In addition to these subsidiary interests, UTC maintains a research and development unit to not only strengthen its position in the various markets but to provide contract work for the U.S. Government and other customers.

United Technologies Corporation basic employee benefits, educational programs and various community service projects.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$20,923,000 (9 months)	2001 Profits: \$1,593,000 (9 months)
2000 Sales: \$26,583,000	2000 Profits: \$1,808,000
1999 Sales: \$24,127,000	1999 Profits: \$1,531,000
1998 Sales: \$22,809,000	1998 Profits: \$1,255,000
1997 Sales: \$21,288,000	1997 Profits: \$1,072,000

Stock Ticker: UTX
 Employees: 153,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,200,000	Bonus: \$2,400,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$829,167	Bonus: \$1,250,000

COMPETITIVE ADVANTAGE: Diversified product lines create synergies among technical specialties.**OTHER THOUGHTS:**

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

UNITEDHEALTH GROUP INC**www.unitedhealthgroup.com**

Industry Group Code: 621491 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

HMO/PPO
Wellness Plans
Health Care Data Services
Benefit Administration Solutions
Health Care Services

BRANDS/DIVISIONS/AFFILIATES:

UnitedHealthCare
Uniprise
Specialized Care Services
Ingenix
Ovations
United Behavioral Health
Optum
United Resource Networks

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William W. McGuire, CEO
Stephen J. Hemsley, Pres.
Stephen J. Hemsley, COO
Patrick J. Erlandson, CFO
Robert J. Backes, Sr. VP-Human Resources
David J. Lubben, Corp. Sec.
David J. Lubben, General Counsel
John S. Penshorn, Dir.-Capital Markets Comm. and Strategy
Gary Lundeen, VP-Investor Rel.
Jeannine M. Rivet, CEO, Ingenix
R. Channing Wheeler, CEO, Uniprise
James B. Hudak, CEO, UnitedHealth Technologies
Robert J. Sheehy, CEO, UnitedHealthcare

Phone: 612-936-1300 **Fax:** 612-936-7430**Toll-Free:****Address:** 9900 Bren Rd. E., Ste. 300, Minnetonka, MN 55343 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$11,493,000 (6 months)	2001 Profits: \$435,000 (6 months)
2000 Sales: \$21,122,000	2000 Profits: \$736,000
1999 Sales: \$19,562,000	1999 Profits: \$568,000
1998 Sales: \$17,355,000	1998 Profits: \$-166,000
1997 Sales: \$11,794,000	1997 Profits: \$460,000

Stock Ticker: UNH
Employees: 30,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$1,696,154	Bonus: \$3,053,077
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$871,154	Bonus: \$1,306,731

COMPETITIVE ADVANTAGE:

A national leader in health care management.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

UNITRIN INC**www.unitrin.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 30 Profits: 26

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Diversified Insurance
 Property/Casualty Insurance
 Consumer Finance
 Life Insurance
 Supplemental Health Insurance
 Long-term Care Insurance

BRANDS/DIVISIONS/AFFILIATES:

United Insurance Company of America
 Financial Indemnity Company
 Fireside Thrift Co.
 The Pyramid Life Insurance Company
 Trinity Universal Insurance Company
 Union National Life
 Reliable Life Insurance Company, The
 Reserve National Insurance

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard C. Vie, CEO
 Richard C. Vie, Pres.
 Eric J. Draut, Sr. VP/CFO
 Katie Guarneri, Human Resources Officer
 Richard Roeske, Corp. Controller
 Scott Renwick, Sec.
 Scott Renwick, General Counsel
 Eric J. Draut, Treas.

Phone: 312-661-4600 **Fax:** 312-661-4941

Toll-Free:

Address: 1 E. Wacker Dr., Chicago, IL 60601 US

GROWTH PLANS/SPECIAL FEATURES:

Unitrin, Inc. is an insurance holding company. Subsidiaries United Insurance Company of America, Union National Life, Reliable Life Insurance and Reserve National Insurance sell traditional and group life insurance and individual health and Medicare supplement policies. Trinity Universal, Financial Indemnity, United Casualty Insurance Company of America and Union National Fire Insurance offer automobile homeowners, fire, commercial and workers' compensation. Fireside Thrift finances used automobiles and makes personal loans. Unitrin holds stakes in diversified manufacturer Curtiss-Wright and electronics maker Litton Industries. Reserve National and National Care are based in Oklahoma City, Oklahoma and specialize in the sale of limited benefit accident and health insurance products primarily to rural residents in 31 states. Valley Group, Inc. and its subsidiaries write personal and commercial lines property and casualty insurance, primarily in the Pacific Northwest, California, Texas and New England. Valley Group recently completed the sale of its subsidiary, Mountain Valley Indemnity Company to Motor Club of America. Unitrin recently sold its Pyramid Life Insurance Company subsidiary.

According to the firm, Unitrin believes that people are the most important advantage to a successful business. The company is looking for people with special skills and character beyond simple job descriptions, continually improving themselves while contributing to a common goal. All available jobs are listed on the company's web site.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,518,900 (6 months)	2001 Profits: \$372,900 (6 months)
2000 Sales: \$1,953,200	2000 Profits: \$91,000
1999 Sales: \$1,813,600	1999 Profits: \$201,000
1998 Sales: \$2,085,900	1998 Profits: \$510,800
1997 Sales: \$1,530,100	1997 Profits: \$117,900

Stock Ticker: UTR
 Employees: 7,500
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$693,750	Bonus: \$205,299
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$425,000	Bonus: \$110,615

COMPETITIVE ADVANTAGE:

Expertise in providing a broad spectrum of insurance types.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

UNIVERSAL HEALTH SERVICES INC**www.uhsinc.com**

Industry Group Code: 622110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Hospitals-General
Surgical
Behavioral Health Hospitals
Ambulatory Surgery
Radiation Oncology Centers

BRANDS/DIVISIONS/AFFILIATES:

Renaissance Women's Centers
Ambulatory Surgery Centers
George Washington University Hospital
Universal Health Network
Universal Health Realty Income Trust
Sante Finance
Médi-Partenaires

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Alan B. Miller, CEO
Alan B. Miller, Pres.
Kirk E. Gorman, Sr. VP/CFO
Steve G. Filton, Controller
Steve G. Filton, Corp. Sec.
Bruce R. Gilbert, General Counsel
Kirk E. Gorman, Treas.
Debra K. Osteen, VP
Richard C. Wright, VP

Phone: 610-768-3300 **Fax:** 610-768-3336

Toll-Free:

Address: 367 S. Gulph Rd., King of Prussia, PA 19406-0958 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,395,500 (6 months)	2001 Profits: \$68,600 (6 months)
2000 Sales: \$2,242,444	2000 Profits: \$93,362
1999 Sales: \$2,042,400	1999 Profits: \$77,800
1998 Sales: \$1,874,500	1998 Profits: \$79,600
1997 Sales: \$1,442,700	1997 Profits: \$67,300

Stock Ticker: UHS
Employees: 25,600
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$947,600	Bonus:	\$507,590
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$293,906	Bonus:	\$209,000

COMPETITIVE ADVANTAGE:

Leading U.S. for-profit hospital owner and operator.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

UNOCAL CORPORATION**www.unocal.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Producer of Geothermal Energy and Electrical Power
 Manufacturer and Marketer of Petroleum Coke and Specialty Minerals
 Hydrocarbon Marketing and Trading
 Pipelines
 Real Estate

BRANDS/DIVISIONS/AFFILIATES:

Titan Exploration, Inc.
 Pure Resources, Inc.
 Northrock Resources Ltd.
 Unocal Thailand, Ltd.
 International Operations/Geothermal
 Unocal Global Trade
 Union Oil Company of California
 CITGO Petroleum Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles R. Williamson, CEO
 Timothy H. Ling, Pres.
 Timothy H. Ling, COO
 Terry G. Dallas, Exec. VP-CFO
 Carl D. McAulay, VP-Human Resources
 Chris Wright, Sr VP-Tech.
 John C. Ellice-Flint, Sr. VP-Global Exploration & Tech.
 Joe D. Cecil, VP-Comptroller
 Peter G. Ryalls, VP-Eng. & Construction
 Brigitte M. Dewez, Corp. Sec.
 Dennis P. R. Codon, General Counsel
 Andrew Fawthrop, VP-Int'l Energy Oper.
 Douglas M. Miller, VP-Corp. Dev.
 Robert E. Wright, VP-Investor Rel.
 Darrell D. Chessum, Treas.
 Randolph L. Howard, VP-Int'l Oper/Geothermal
 Chris Wright, Sr. VP-Global Exploration

Phone: 310-726-7600 **Fax:** 310-726-7817

Toll-Free:

Address: 2141 Rosecrans Avenue, Suite 4000, El Segundo, CA 90245 US

GROWTH PLANS/SPECIAL FEATURES:

Unocal Corporation operates as the parent of Union Oil Company of California. The company focuses its efforts on global resource and project development along with major oil and gas exploration and production activities in Asia, Latin America and the United States Gulf of Mexico. Unocal is a leading producer of geothermal energy, a provider of electrical power, and a manufacturer and marketer of nitrogen-based fertilizers, petroleum coke, graphite and specialty minerals. The company has actively managed its portfolio of assets by divesting non-strategic assets and re-investing in potentially high-return exploration and production assets, primarily in North America and Asia. Unocal has also taken investment positions with advantaged regional competitors in the Permian and San Juan Basins and Rocky Mountain areas of the U.S. The firm has acquired additional interests in the Makassar Strait and Rapak Production Sharing Contract areas located in offshore East Kalimantan. Unocal also acquired the remaining shares of Northrock Resources Ltd., which is part of its continued commitment to increasing its U.S. gas position. Additionally, the company has merged its oil and gas exploration and production assets in the Permian and San Juan basins with Titan Exploration, Inc. through its subsidiary Pure Resources, Inc. In recent news, CITGO Petroleum Corporation and Unocal announced the execution of a nonexclusive licensing agreement that grants CITGO the right to make and import cleaner burning gasoline, using formulations patented by Union Oil Company of California. Additionally, the company announced that its Unocal Thailand, Ltd. subsidiary had started its first crude oil production in the Gulf of Thailand. Early production from the Plamuk field is 2,500 to 3,000 barrels of oil per day, and is expected to increase to 15,000-18,000 barrels per day in early 2002.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$3,890,000 (6 months)	2001 Profits: \$542,000 (6 months)
2000 Sales: \$8,914,000	2000 Profits: \$760,000
1999 Sales: \$5,842,000	1999 Profits: \$13,700
1998 Sales: \$5,003,000	1998 Profits: \$130,000
1997 Sales: \$5,101,000	1997 Profits: \$438,000

Stock Ticker: UCL
 Employees: 6,800
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$915,386	Bonus: \$593,753
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$492,310	Bonus: \$186,761

COMPETITIVE ADVANTAGE: Recent repositioning and focus on international development.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

UNUMPROVIDENT CORP

www.unumprovident.com

Industry Group Code: 524113 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 15 Profits: 16

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Underwriting-Disability Insurance
Short and Long Term Disability Insurance
Long-Term Care Insurance
Travel Insurance
Cancer Insurance
Benefit Plans
Life Insurance

BRANDS/DIVISIONS/AFFILIATES:

Provident Companies, Inc.
UNUM Corporation
GENEX Services
Duncanson & Holt, Inc.
Colonial Life & Accident Insurance
BenefitAmerica
Options and Choices, Inc
EmployeeLife.com

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

J. Harold Chandler, CEO
J. Harold Chandler, Pres.
Thomas R. Watjen, CFO
Robert O. Best, CIO
F. Dean Copeland, Exec. VP-Legal/General Counsel
F. Dean Copeland, Exec. VP-Admin. Affairs
Thomas A.H. White, VP-Corp. Relations

Phone: 423-755-1011 Fax: 423-755-3962

Toll-Free:

Address: 2211 Congress St., Portland, ME 04122 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$4,703,900 (6 months)	2001 Profits: \$328,100 (6 months)
2000 Sales: \$9,432,300	2000 Profits: \$564,200
1999 Sales: \$9,329,600	1999 Profits: \$-182,900
1998 Sales: \$8,519,300	1998 Profits: \$617,400
1997 Sales: \$7,677,300	1997 Profits: \$617,600

Stock Ticker: UNM
Employees: 12,400
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$900,000	Bonus: \$1,400,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$500,000	Bonus: \$600,000

COMPETITIVE ADVANTAGE:

On the Standard & Poor's 500 Index/One of the 10 oldest life insurance companies in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

US BANCORP**www.usbank.com/usbsol.html**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 6

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Lease Financing
Consumer Finance
Credit Cards
Discount Brokerage
Investment Advisory Services
Trust Services
Subprime Lending

BRANDS/DIVISIONS/AFFILIATES:

U.S. Bancorp Piper Jaffray
NOVA Corp.
U.S. Information Services, Inc.
Firststar
Scripps Financial Corporation
Lyon Financial Services, Inc.
Oliver-Allen Corporation, Inc.
Western Bancorp

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Jerry A. Grundhofer, CEO
Jerry A. Grundhofer, Pres.
David M. Moffett, CFO
Stephen E. Smith, VP-Human Resources
Terrance R. Dolan, Controller
Lee R. Mitau, General Counsel
Daniel M. Quinn, Vice Chairman-Comm. Affairs
Judith T. Murphy, VP-Investor Rel.
David P. Grandstrand, Treas.
J. Robert Hoffman, Chief Credit Officer
Andrew S. Duff, Vice Chairman-U.S. Bancorp Piper Jaffray
Joseph E. Hasten, Vice Chairman-Corporate Banking
Daniel M. Quinn, Vice Chairman-Commercial Banking

Phone: 612-973-1111 **Fax:** 612-973-2466**Toll-Free:****Address:** 601 Second Ave. S., Minneapolis, MN 55402-4302 US**GROWTH PLANS/SPECIAL FEATURES:**

U.S. Bancorp is a Minneapolis-based company that has become one of the U.S.'s largest providers of corporate trust services by targeting the labor-intensive field when many other banks are abandoning it. Formed in the 1997 merger of Minneapolis-based Firststar and U.S. Bancorp of Portland, Oregon, the company serves 24 Western and Midwestern states through more than 2,200 locations. U.S. Bancorp offers a wide variety of commercial and retail banking services, credit cards and payment systems, electronic commerce, investment management, advisory services, real estate and mortgage lending and corporate finance. Its subsidiaries offer retail brokerage and investment banking (U.S. Bancorp Piper Jaffray), as well as underwriting and high-yield and mezzanine securities (U.S. Bancorp Libra). The company is expanding through small-bank acquisitions. In 1999, the company bought Associates First Capital's credit card business (issuer of VISA, MasterCard and branded gasoline cards) and moved into subprime mortgage lending. It also purchased the NOVA Corp., a major U.S. processor of credit card transactions. U.S. Bancorp settled a Minnesota suit alleging the company illegally sold customer information to a telemarketing group. As a result, U.S. Bancorp is now revising its customer privacy policy. The company also concluded a successful suit against USABancShares.com over similar trademark and domain names on the Internet. The company has sold all of its branches in Kansas to InTrust Financial, effectively removing itself from that state. U.S. Bancorp offers employment opportunities in its various subsidiaries and home operations.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$8,573,300 (6 months)	2001 Profits: \$972,400 (6 months)
2000 Sales: \$9,965,500	2000 Profits: \$1,592,000
1999 Sales: \$6,424,300	1999 Profits: \$875,300
1998 Sales: \$3,501,600	1998 Profits: \$430,100
1997 Sales: \$	1997 Profits: \$

Stock Ticker: USB
Employees: 28,949
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$942,788	Bonus: \$282,837
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$407,692	Bonus: \$277,500

COMPETITIVE ADVANTAGE:

Merged with First Bank System in 1997/Among the 30 largest bank holding companies in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y		Y			

US ONCOLOGY INC**www.usoncology.com**

Industry Group Code: 621111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cancer Treatment
 Oncology Pharmaceutical Management
 Administrative Services

BRANDS/DIVISIONS/AFFILIATES:

American Oncology Resources
 Physician Reliance Network
 TOPS Pharmacy Services, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

R. Dale Ross, CEO
 Lloyd K. Everson, Pres.
 George D. Morgan, COO
 Bruce Broussard, CFO
 Robert P. Jordan, VP-Human Resources
 Jerry W. Hendrickson, CIO
 Phillip H. Watts, General Counsel
 Eric Berger, Sr. VP-Planning
 Joseph S. Bailes, Exec. VP-Clinical Services
 Leo E. Sands, Chief Compliance Officer
 Michael L. Louviere, Pres., Pharmacy Services Group
 Atul Dhir, Pres., Cancer Information and Research Group

Phone: 832-601-8766 Fax: 281-775-0201

Toll-Free:

Address: 16825 Northchase Dr., Ste. 1300, Houston, TX 77060
US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$746,500 (6 months)	2001 Profits: \$20,600 (6 months)
2000 Sales: \$1,324,200	2000 Profits: \$-72,600
1999 Sales: \$1,092,900	1999 Profits: \$48,200
1998 Sales: \$836,600	1998 Profits: \$60,000
1997 Sales: \$625,400	1997 Profits: \$15,600

Stock Ticker: USON

Employees: 7,716
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$618,694	Bonus: \$172,939
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$457,005	Bonus: \$134,189

COMPETITIVE ADVANTAGE:

Largest outpatient cancer network in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

USA NETWORKS INC**www.usanetwork.com**

Industry Group Code: 513210 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:	Y			Consulting:		Math and Other:	

TYPES OF BUSINESS:

Broadcasting-Cable TV Networks
Television Programming
Television Shopping Programs
Ticket Sales
E-Commerce
Internet Portals
Movie Production

BRANDS/DIVISIONS/AFFILIATES:

Ticketmaster
Sci Fi Channel
Studios USA
City Search
Home Shopping Network
Gramercy Pictures
October Films
USA Network

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Barry Diller, CEO
Robert Diener, Pres.
Mike Sileck, CFO
Sarah H. Beatty, Sr. VP-Mktg
Michele Hoyt, Human Resources Mgr.
John Larrabee, CIO
Michael P. Durney, Controller
Julius Genachowski, General Counsel
Dara Khosrowshahi, Exec. VP-Oper.
Dara Khosrowshahi, VP-Strategic Planning
Roger Clark, VP-Investor Relations

Phone: 212-314-7300 Fax: 212-314-7309

Toll-Free:

Address: 152 W. 57th St., New York, NY 10019 US

GROWTH PLANS/SPECIAL FEATURES:

USA Networks, Inc. (USAI) focuses on the new convergence of entertainment, information and direct selling. USAI's principal operating assets include the USA Network, Sci Fi Channel, Studios USA, USA Films, Ticketmaster and the Home Shopping Network, among others. The USA Network produces original series and feature movies, sports events, off-net television shows and blockbuster theatrical films. The USA Network's Sci-Fi Channel cable television network, features cinematic hits, original series and special events. Another Studios USA division of USAI develops, finances and distributes programs and motion picture films intended for initial exhibition on television and home video. The company's television broadcasting segment, USA Broadcasting, is one of the largest in the nation. USAI also owns a controlling interest in Ticketmaster (formerly Ticketmaster Online Citysearch, Inc.), an online ticket sales company and an Internet provider of local content and online transactions that include the following segments: City Search, City Auction, Live Daily, Match.com, Sidewalk and AstroAbby. Ticketmaster is involved in ticketing operations as the leading provider of automated ticketing services in the United States, providing consumers with access to tickets for more than 350,000 events a year. Another widely known division of the company, the Home Shopping Network sells a variety of consumer goods and services by means of live, customer-interactive electronic retail sales programs which are transmitted via satellite to cable television systems, affiliated broadcast television stations and satellite dish receivers. The network operates three retail sales programs in the United States, each 24 hours a day, seven days a week, in English and in Spanish.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,687,100 (6 months)	2001 Profits: \$12,900 (6 months)
2000 Sales: \$4,601,500	2000 Profits: \$-148,000
1999 Sales: \$3,371,700	1999 Profits: \$-27,600
1998 Sales: \$2,759,900	1998 Profits: \$76,900
1997 Sales: \$1,261,700	1997 Profits: \$13,100

Stock Ticker: USAI
Employees: 20,780
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$650,000	Bonus:	\$1,500,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$500,000	Bonus:	\$1,675,000

COMPETITIVE ADVANTAGE:

Underwent massive reorganization to streamline business.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

USAA**www.usaa.com****Industry Group Code:** 524113 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 19 Profits:

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Property/Casualty Insurance
 Life Insurance
 Banking
 Discount Brokerage
 Investment Management
 Real Estate Development
 Catalog Selling

BRANDS/DIVISIONS/AFFILIATES:

USAA Federal Savings Bank
 USAA Investment Management Company
 USAA Life Insurance Company
 USAA Property & Casualty
 USAA Buying Services, Inc.
 Insurance Auto Actions, Inc.
 USAA Small Cap Stock Fund
 USAA High-Yield Opportunities Fund

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Robert G. Davis, CEO
 Robert G. Davis, Pres.
 Joe Robles Jr., CFO
 Elizabeth Conklyn, Human Resources
 Joe Robles Jr., Corp. Treas.

Phone: 210-498-2211 **Fax:** 210-498-9940**Toll-Free:** 800-531-8722**Address:** 9800 Fredericksburg Rd., USAA Bldg., San Antonio, TX 78288 US**GROWTH PLANS/SPECIAL FEATURES:**

USAA is a mutual insurance company that primarily serves military personnel and their families. The company's products and services include automobile, homeowners and renter's insurance and automobile, mortgage and home equity loans. USAA also offers its customers checking accounts, savings accounts, credit cards and personal loans. The firm's USAA Investment Management Company subsidiary provides a full line of mutual funds and brokerage services. Moreover, the company's USAA Alliance Services subsidiary has formed a series of partnerships to provide members with discounts on long distance phone service, Internet access, home security, travel services, rental cars and household appliance insurance. The firm's USAA Educational Foundation division is a nonprofit entity that provides consumer education to the general public. Educational topics include personal finance, safety and quality of life.

USAA offers its employees tuition reimbursement and medical, dental and vision insurance. The company encourages its employees to dress casually. A majority of the firm's full-time employees work only four days per week. USAA has a reputation for exceptional customer service.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$8,550,000	2000 Profits: \$
1999 Sales: \$8,319,100	1999 Profits: \$765,100
1998 Sales: \$7,687,000	1998 Profits: \$980,000
1997 Sales: \$7,454,000	1997 Profits: \$1,189,000

Stock Ticker: Mutual Company

Employees: 22,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Serves over 3 million customers/Low-risk customer base.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y		Y	Y	Y

USX CORPORATION**WWW.USX.COM**

Industry Group Code: 211111 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Steel
 Oil Field Pipe
 Refining
 Marketing

BRANDS/DIVISIONS/AFFILIATES:

United States Steel LLC
 Marathon Group
 Marathon Ashland Petroleum LLC
 Marathon Oil Company
 U.S. Steel Kosice
 USX Engineers & Consultants Inc.
 Pennaco Energy, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Thomas J. Usher, CEO
 Robert M. Hernandez, CFO
 Dan D. Sandman, Sr. VP-Human Resources & Public Affairs
 Dan D. Sandman, Corp. Sec.
 Dan D. Sandman, General Counsel
 Albert E. Ferrara, Jr., VP-Strategic Planning
 Kenneth L. Matheny, VP-Investor Rel.
 Edward F. Guna, VP-Treas.
 Clarence P. Cazalot, Jr., Pres.-Marathon Oil Company
 Jerry Howard, VP-Taxes
 Larry G. Schultz, VP-Accounting
 Terrence D. Straub, VP-Governmental Affairs

Phone: 412-433-1121 **Fax:** 412-433-4818

Toll-Free:

Address: 600 Grant Street, Pittsburgh, PA 15219-4776 US

GROWTH PLANS/SPECIAL FEATURES:

USX Corporation's industry segments consist of Marathon Group and the U.S. Steel Group. The Marathon Group is comprised of Marathon Oil Company and certain other subsidiaries of USX which are engaged in worldwide exploration, production, transportation and marketing of crude oil and natural gas; domestic refining, marketing and transportation of petroleum products; and power generation. In 1998, Marathon formed a new subsidiary named Marathon Ashland Petroleum LLC. The U.S. Steel Group includes U.S. Steel, the largest steel producer in the United States, which is primarily engaged in the production and sale of steel mill products, coke and taconite pellets. The U.S. Steel Group also includes the management of mineral resources, domestic coal mining, engineering and consulting services. Other businesses that are part of the U.S. Steel Group include real estate development and management, and leasing and financing activities. In recent news, USX Corporation has completed reorganization into a holding company. As a result of this reorganization, the domestic steel business formerly conducted as an unincorporated division of USX is now conducted by United States Steel LLC as a wholly owned subsidiary of the new holding company. All subsidiaries of USX that are included in the U. S. Steel Group, such as U.S. Steel Kosice and USX Engineers & Consultants Inc., are now subsidiaries of United States Steel LLC. Marathon Oil Company is also a subsidiary of the new holding company, and there has been no change in any subsidiary of Marathon Oil as a result of this reorganization. In separate news, Marathon Oil has completed the acquisition of Pennaco Energy, Inc. Pennaco is focused on the production of coal bed methane gas from the Powder River Basin, located in northern Wyoming and southern Montana.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for months.

2001 Sales: \$ (months)	2001 Profits: \$ (months)
2000 Sales: \$39,914,000	2000 Profits: \$411,000
1999 Sales: \$29,534,000	1999 Profits: \$698,000
1998 Sales: \$27,887,000	1998 Profits: \$674,000
1997 Sales: \$23,844,000	1997 Profits: \$943,000

Stock Ticker: Holding Company

Employees: 30,892
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$	Bonus: \$

COMPETITIVE ADVANTAGE:

Highly diversified business.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

UTILICORP UNITED INC**www.utilicorp.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 31

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Natural Gas Gathering
 Energy Marketing
 Telecommunications

BRANDS/DIVISIONS/AFFILIATES:

Aquila, Inc.
 Peoples Natural Gas
 West Virginia Power
 Michigan Gas Utilities
 Northern Minnesota Utilities
 St. Joseph Light & Power Company
 Missouri Intrastate Pipeline
 Kansas Gas System

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard C. Green, CEO
 Robert K. Green, Pres.
 Robert K. Green, COO
 Peter Lowe, Sr. VP/CFO
 Leo E. Morton, Sr. VP-Human Resources
 Philip A. Daddona, Sr. VP-Info. Tech.
 Dale J. Wolf, Corp. Sec.
 Leslie J. Parrette, Sr. VP-General Counsel
 Leo E. Morton, Sr. VP-Chief Admin. Officer
 R. Paul Perkins, Sr. VP-Corp. Dev.
 Sally C. McElwreath, Sr. VP-Corp. Comm.
 Dale J. Wolf, VP-Treas.
 Donald G. Bacon, CEO-United Energy Limited
 James S. Brook, VP-Int'l Regulatory Policy
 Jon R. Empson, Sr. VP-Regulatory, Legislative, Environmental
 Robert W. Holzwarth, CEO-Candian Network Oper.

Phone: 816-421-6600 **Fax:** 816-467-3591**Toll-Free:** 800-884-5426**Address:** 20 West Ninth Street, Kansas City, MO 64105 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$22,421,400 (6 months)	2001 Profits: \$216,700 (6 months)
2000 Sales: \$28,974,900	2000 Profits: \$206,800
1999 Sales: \$18,621,500	1999 Profits: \$160,500
1998 Sales: \$12,563,400	1998 Profits: \$132,200
1997 Sales: \$8,926,300	1997 Profits: \$122,100

Stock Ticker: UCU
 Employees: 8,228
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$886,885	Bonus: \$3,377,056
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$709,865	Bonus: \$2,339,066

COMPETITIVE ADVANTAGE:

Effective diversification into non-regulated businesses.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

VALUE CITY DEPARTMENT STORES INC**www.valuecity.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 9 Profits: 10

Management.:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Department Stores, Retail
 Shoe Stores

BRANDS/DIVISIONS/AFFILIATES:

Filene's Basement
 DSW Shoe Warehouse, Inc.
 GB Retailers, Inc.
 J.S. Overland Delivery, Inc.
 Penn Management, Inc.
 Shonac Corporation
 VC Retailers, Inc.
 Westerville Road LP, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

George Kolber, CEO
 Alan Schlesinger, Pres.
 Jim McGrady, CFO
 Joseph Gabarino, Sr. VP-Mktg. and Advertising
 Lynn Lambrecht, VP-Human Resources
 Lawrence J. Murray, Sr. VP/CIO
 Richard L. Walters, VP-Controller/Chief Acct. Officer
 Alan Schlesinger, General Merch. Mgr.
 Robert M. Wysinski, Sr. VP/Sec.
 Robert M. Wysinski, Treas.

Phone: 614-471-4722 **Fax:** 614-337-4681

Toll-Free:

Address: 3241 Westerville Road, Columbus, OH 43224 US

GROWTH PLANS/SPECIAL FEATURES:

Value City Department Stores, Inc. operates a chain of full-line, off-price department stores principally under the name Value City, as well as upscale, off-price shoe stores under the name DSW Shoe Warehouse. The 120 Value City department stores currently operated are located in Ohio, Pennsylvania and 13 other Midwestern, Eastern, and Southern states. Through the company's acquisition of Shonac Corporation, it also operates 75 DSW Shoe Warehouse stores located throughout the United States. The department stores offer a broad selection of merchandise including men's, women's and children's apparel, comprising 60% of total sales, as well as houseware, giftware, home furnishings, toys, sporting goods, jewelry, shoes and health and beauty care items. The stores carry over 100,000 different items typically found in traditional department, specialty and discount stores. All store departments are operated by the company, except for health and beauty care, toys, sporting goods and certain other departments, which are licensed to specialty retail companies. The company's upscale shoe stores offer a wide selection of dress and casual footwear below traditional retail prices. The company recently purchased 19 Filene's Basement stores, specializing in high-end, brand name merchandise of men's and women's apparel, accessories and home goods. The primary business strategy of the company consists of providing brand name merchandise substantially below traditional retail prices. The company's expansion strategy includes the opening of 18 additional department stores and approximately 17 DSW stores during fiscal 2000. The firm plans to open additional stores in existing as well as new markets with an emphasis on locating stores in visible, high-traffic streets in relatively affluent neighborhoods. In 1998, the company changed the final day of its fiscal year from July 31 to January 31.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$2,213,000 (12 months)	2001 Profits: \$-101,800 (12 months)
2000 Sales: \$1,670,176	2000 Profits: \$33,468
1999 Sales: \$1,364,030	1999 Profits: \$24,871
1998 Sales: \$	1998 Profits: \$
1997 Sales: \$1,073,399	1997 Profits: \$3,951

Stock Ticker: VCD
 Employees: 19,300
 Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$445,833	Bonus: \$
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$450,000	Bonus: \$

COMPETITIVE ADVANTAGE:

Offers quality brand name merchandise at prices typically 50% to 70% below prices charged by other department stores/Purchase of Filene's Basement stores.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

VENATOR GROUP INC**www.venatorgroup.com**

Industry Group Code: 448210 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Athletic Shoes, Retail
Jewelry
Gifts
Footwear

GROWTH PLANS/SPECIAL FEATURES:

Venator Group, Inc. is a global retailer operating 3,752 primarily mall-based stores in North America, Europe and Australia. The company operates retail stores, whose formats include Foot Locker, Lady Foot Locker, Kids Foot Locker and Champs Sports, and also includes the online web store Footlocker.com. Foot Locker's 1,936 stores are located in 14 countries including 1,453 in the United States and Puerto Rico, 129 in Canada, 289 in Europe and 65 in Australia. The domestic stores have an average of 2,300 selling square feet and the international stores have an average of 1,600 selling square feet. Lady Foot Locker is a leading U.S. retailer of athletic footwear, apparel and accessories for women. Its 662 stores are located in the United States and Puerto Rico. Kids Foot Locker is a national children's athletic retailer that offers the largest selection of brand-name athletic footwear, apparel and accessories for infants, boys and girls. Its 398 stores are located in the United States and Puerto Rico. Champs Sports is the second largest mall-based sporting goods retailer, selling both branded and private label sporting goods. Its 586 stores are located throughout the United States and Canada.

BRANDS/DIVISIONS/AFFILIATES:

Northern Reflections
Champs Sports
Afterthoughts
Foot Locker
Eastbay
San Francisco Music Box Co.
Colorado
Kinney Shoes

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Matthew D. Serra, CEO
Matthew D. Serra, Pres.
Bruce Hartman, Sr. VP/CFO
John F. Gillespie
John F. Gillespie, Sr. VP-Human Resources
S. Ronald Gaston, Sr. VP/CIO
Lauren B. Peters, VP/Controller
Maryann M. McGeorge, VP-Merch. Oper.
M. Jeffrey Branman, Sr. VP-Corp. Dev.
John H. Cannon, VP/Treas.
John E. DeWolf III, Sr. VP-Real Estate
Richard T. Mina, Pres./CEO-Champs
Simon Rider, Pres./CEO-Foot Locker Europe
Tim Finn, Pres./CEO-Foot Locker US

Phone: 212-553-2000 **Fax:** 212-553-2042

Toll-Free:

Address: Woolworth Bldg., 233 Broadway, New York, NY 10279-0003 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$4,356,000 (12 months)	2001 Profits: \$-240,000 (12 months)
2000 Sales: \$4,263,000	2000 Profits: \$48,000
1999 Sales: \$4,161,000	1999 Profits: \$-136,000
1998 Sales: \$4,612,000	1998 Profits: \$-10,000
1997 Sales: \$4,504,000	1997 Profits: \$169,000

Stock Ticker: Z

Employees: 48,815

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$1,246,875
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$850,000	Bonus: \$1,115,625

COMPETITIVE ADVANTAGE:

New focus on sporting and athletic apparel.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

VERIZON COMMUNICATIONS**www.verizon.com**

Industry Group Code: 513300A Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Local Telephone Service
 Telecom Services Provider
 Wireless Provider
 Long Distance
 Telecommunications Equipment

BRANDS/DIVISIONS/AFFILIATES:

Verizon Wireless
 Genuity
 GTE
 Bell Atlantic
 Vodafone AirTouch
 NorthPoint Communications Group, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Charles R. Lee, Co-CEO
 Ivan G. Seidenberg, Pres./Co-CEO
 Frederic V. Salerno, CFO
 Ezra Singer, Exec. VP-Human Resources
 Katherine J. Harless, Pres., Info. Services
 Bruce S. Gordon, Pres., Retail Markets
 William P. Barr, General Counsel
 Eileen Odum, Pres., National Oper.
 James A. Attwood, Jr., Exec. VP-Strategy Dev. and Planning
 Mary Beth Bardin, Exec. VP-Public Affairs and Comm.
 Dennis F. Strigl, Pres./CEO, Verizon Wireless
 Frederick D. D'Alessio, Pres., Advanced Services
 Eduardo Menasce, Pres., Enterprise Solutions
 Tom Bartlett, Pres., Global Network and Transport Solutions

Phone: 212-395-2121 **Fax:** 212-869-3265

Toll-Free: 800-621-9900

Address: 1095 Avenue of the Americas, New York, NY 10036 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$33,175,000 (6 months)	2001 Profits: \$551,000 (6 months)
2000 Sales: \$64,707,000	2000 Profits: \$11,797,000
1999 Sales: \$58,194,000	1999 Profits: \$8,260,000
1998 Sales: \$57,075,000	1998 Profits: \$4,980,000
1997 Sales: \$53,575,000	1997 Profits: \$5,181,000

Stock Ticker: VZ
 Employees: 260,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,200,000	Bonus: \$2,106,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$750,000	Bonus: \$877,500

COMPETITIVE ADVANTAGE:

Recent merger created one of the world's largest wireless businesses as well as a major local line company.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

VIACOM INC**www.viacom.com****Industry Group Code:** 513210 **Salaries/Benefits Rating:** 1 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 1 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:	Y	Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:	Y			Consulting:		Math and Other:	

TYPES OF BUSINESS:

Cable TV Networks
Television Networks
Entertainment
Video Rental Stores
Entertainment Parks
Publishing
Online Applications

BRANDS/DIVISIONS/AFFILIATES:

CBS
Blockbuster
Black Entertainment Television
MTV
Nickelodeon/Nick at Nite
VH1 Music First
Showtime
Paramount Pictures

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Sumner M. Redstone, CEO
Mel Karmazin, COO/Pres.
George S. Smith, Jr., Sr. VP/CFO
William A. Roskin, Sr. VP-Human Resources
Susan C. Gordon, VP/Controller
Michael D. Fricklas, Sr. VP/Sec.
Michael D. Fricklas, General Counsel
William A. Roskin, Sr. VP-Admin.
Rudolph L. Hertlein, Sr. VP-Corp. Dev.
Carl D. Folta, Sr. VP-Corp. Relations
Martin M. Shea, Sr. VP-Investor Relations
Carol A. Melton, Sr. VP-Gov't Affairs
Susan C. Gordon, Chief Acct. Officer

Phone: 212-258-6000 **Fax:** 212-258-6464**Toll-Free:****Address:** 1515 Broadway, New York, NY 10036 US**GROWTH PLANS/SPECIAL FEATURES:**

Viacom, Inc. is a diversified entertainment company with operations in six segments: networks, entertainment, video, parks, publishing and online. The networks segment operates MTV, Showtime, Nickelodeon/Nick at Nite, VH1 Music First and TV Land among other program services. The entertainment segment produces and distributes theatrical motion pictures and television programming, including Paramount Pictures, Paramount Television and Paramount Stations Group. Additionally, this segment includes movie-theater and music publishing operations. The video segment includes a majority (82.3%) interest in Blockbuster video rental stores. The parks segment includes Paramount Parks, which owns and operates five theme parks in the United States and Canada. The publishing segment publishes and distributes books under the names Simon & Schuster, Pocket Books, Scribner and The Free Press. The online segment provides online music and children's destinations featuring entertainment, information, community tools and e-commerce through Internet sites related to MTV, Nickelodeon/Nick At Nite and VH1 Music First. In the latest of a slew of mergers, Viacom recently announced its plans to acquire Black Entertainment Television Holdings, providing the company with BET's cable and online operations. The firm previously acquired Infinity Broadcasting Corporation and, in May 2000, completed a major merger with CBS. The company also merged Paramount and CBS stations into its CBS Television Stations Division. That merge combines 16 CBS stations with 19 UPN stations. In addition, Viacom recently purchased UPN from BHC Communications, Inc. A recent agreement has been made with Viacom and DIRECTV, providing DIRECTV customers access to CBS stations in the United States. DIRECTV will also carry other Viacom stations, including MTV, Nickelodeon's Noggin Network, VH1, TV Land, MTV2 and MTVS.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$11,469,100 (6 months)	2001 Profits: \$9,400 (6 months)
2000 Sales: \$20,043,700	2000 Profits: \$-816,100
1999 Sales: \$12,858,800	1999 Profits: \$334,000
1998 Sales: \$12,096,100	1998 Profits: \$-122,400
1997 Sales: \$10,684,900	1997 Profits: \$793,600

Stock Ticker: VIA
Employees: 133,830
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,881,000	Bonus: \$8,119,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$1,881,000	Bonus: \$8,119,000

COMPETITIVE ADVANTAGE:

Entertainment giant/Sweeping mergers and acquisitions created one of the largest entertainment companies in the world.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

VILLAGE SUPER MARKET INC**www.shoprite.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 15 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
 Liquor Stores

BRANDS/DIVISIONS/AFFILIATES:

ShopRite
 Wakefern Food Corporation

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Perry Sumas, CEO/Pres.
 Perry Sumas, Pres.
 James Sumas, COO
 Kevin R. Begley, CFO
 Robert Sumas, Exec. VP/Sec.
 James Sumas, Treas.
 John Sumas, Exec. VP
 William Sumas, Exec. VP
 Carol Lawton, VP/Asst. Sec.

Phone: 973-467-2200 **Fax:** 973-467-6582

Toll-Free:

Address: 733 Mountain Avenue, Springfield, NJ 07081 US

GROWTH PLANS/SPECIAL FEATURES:

Village Super Market, Inc. operates a chain of 22 ShopRite supermarkets, 15 of which are located in northern New Jersey, one of which is in northeastern Pennsylvania and five of which are in the southern shore area of New Jersey. The company was founded in 1937 by Nicholas and Perry Sumas, and has continued to be principally owned and operated under the active management of the Sumas family. The company is a member of Wakefern Food Corporation, one of the nation's largest retailer-owned food cooperatives and owner of the ShopRite name. This relationship provides Village Super Market many of the economies of scale in purchasing, distribution and advertising associated with chains of greater size and geographic reach. The stores offer a wide variety of high quality products at low prices. The company is currently concentrating on the development of superstores, which average 58,000 total square feet, and feature expanded specialty service departments such as home meal replacement, an on-site bakery, an expanded delicatessen and a fresh seafood section. Superstores also offer an expanded selection of non-food items such as cut flowers, health and beauty aids, greeting cards, videocassette rentals, small appliances and a pharmacy. Two of the superstores also include a warehouse section featuring products in giant sizes. Village Super Market also operates a separate liquor store adjacent to one of its supermarkets. The company's growth strategy primarily revolves around the remodeling of major stores as well as the opening or acquisition of additional stores. The goal is to open one new superstore and conduct a major remodel of one store each year. For fiscal 2001, the major planned expenditures are the replacement of one store in West Orange, New Jersey, and the construction of another superstore in Garwood, New Jersey.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$820,600 (12 months)	2001 Profits: \$9,400 (12 months)
2000 Sales: \$803,360	2000 Profits: \$8,426
1999 Sales: \$768,139	1999 Profits: \$4,722
1998 Sales: \$703,684	1998 Profits: \$4,007
1997 Sales: \$688,861	1997 Profits: \$2,074

Stock Ticker: VLGEA
 Employees: 3,850
 Fiscal Year Ends: 7/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$446,063	Bonus:	\$73,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$365,421	Bonus:	\$64,000

COMPETITIVE ADVANTAGE:

A part of Wakefern Food Corporation, the nation's largest retailer owned food cooperative.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

W R BERKLEY CORPORATION**www.wrbc.com**

Industry Group Code: 524113 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 31 Profits: 28

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	Y

TYPES OF BUSINESS:

Insurance Company-Underwriting
 Reinsurance
 Regional Insurance Operations
 Specialty Insurance Operations
 International and Alternative Markets Operations

BRANDS/DIVISIONS/AFFILIATES:

Berkley Risk Administrators Company, LLC
 Berkley Insurance Company
 Berkley International, LCC
 Berkley Regional Insurance Company
 Signet Star Reinsurance Company
 Admiral Insurance Company
 Key Risk Management Services, Inc.
 Midwest Employers Casualty Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

William R. Berkley, CEO
 Eugene G. Ballard, CFO
 Joseph M. Pennachio, VP-Human Resources
 Harry J. Berkley, VP-IT
 Clement P. Pataño, VP/Corp. Controller
 Josephine A. Raimondi, General Counsel
 Robert P. Cole, Sr. VP-Regional Oper.
 Eugene G. Ballard, Treas.
 James W. McCleary, Sr. VP-Reinsurance Operations
 Edward A. Thomas, Sr. VP-Specialty Oper.
 Edward F. Linekin, VP-Investments
 Edward D. Norris, Sr. VP-Strategic Distribution Partnerships

Phone: 203-629-3000 **Fax:** 203-629-4359**Toll-Free:****Address:** 165 Mason St., Greenwich, CT 06830 US**GROWTH PLANS/SPECIAL FEATURES:**

W. R. Berkley Corporation is an insurance holding company that, through its subsidiaries, operates primarily in the property casualty insurance business. The company operates in five segments of the property casualty insurance business, including regional property casualty insurance, reinsurance, specialty lines of insurance, alternative markets such as management and alternative insurance market mechanisms and international operations. Berkley's subsidiaries operate throughout the U.S. Its international operations are conducted primarily in Argentina and the Philippines. Admiral Insurance Company, the largest of Berkley's specialty insurance companies, provides a diversified portfolio of specialty insurance products in three primary business lines: general liability, professional liability and property. The company's alternative markets operations specialize in developing, insuring, reinsuring and administering self-insurance programs and other alternative risk transfer mechanisms, primarily to employers, employer groups, reinsurers and alternative market funds. Berkley's regional subsidiaries provide commercial and personal property casualty insurance products to customers in 39 states. The regional insurance businesses are owned through a holding subsidiary, Berkley Regional Insurance Company. The company is currently undergoing a corporate reorganization program focused on the firm's reinsurance business and service improvements to clients and brokers. Under the reorganization plan, the company's subsidiary, Signet Star Reinsurance Company, will be renamed Berkley Insurance Company, and become the lead insurance operating company of the firm's reinsurance segment.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$940,200 (6 months)	2001 Profits: \$19,900 (6 months)
2000 Sales: \$1,781,300	2000 Profits: \$36,200
1999 Sales: \$1,673,700	1999 Profits: \$-36,600
1998 Sales: \$1,582,517	1998 Profits: \$53,700
1997 Sales: \$1,400,310	1997 Profits: \$99,000

Stock Ticker: BER
 Employees: 4,426
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$1,030,000	Bonus:	\$2,002,550
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary:	\$350,000	Bonus:	\$175,100

COMPETITIVE ADVANTAGE:

Numerous subsidiaries throughout the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

W W GRAINGER INC**www.grainger.com**

Industry Group Code: 421800 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Industrial Equipment and Products-Wholesale
 MRO Products
 Catalog Sales
 Online Sales
 Safety Products Distribution
 Logistics Services

BRANDS/DIVISIONS/AFFILIATES:

Acklands-Grainger Inc.
 Grainger Consulting Services
 Grainger Industrial Supply
 FindMRO.com

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard L. Keyser, CEO
 Donald E. Bielinski, Group Pres.
 Wes Clark, COO
 P. Ogden Loux, CFO
 Edward J. Franczek, Sr. VP-Mktg.
 Gary J. Goberville, VP-Human Resources
 George C. Rinnac, Jr., VP-Chief Technologist
 James T. Ryan, VP-Info. Services
 John L. Howard, Sr. VP/General Counsel
 John N. Schweig, VP-Bus. Dev.
 Nancy A. Hobor, VP-Comm.
 Nancy A. Hobor, VP-Investor Relations
 Wesley M. Clark, Group Pres.
 William D. Chapman, Dir.-Investor Relations

Phone: 847-535-1000 **Fax:** 847-535-0878

Toll-Free:

Address: 100 Grainger Pkwy., Lake Forest, IL 60045-5201 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,643,800 (9 months)	2001 Profits: \$113,000 (9 months)
2000 Sales: \$4,977,044	2000 Profits: \$192,903
1999 Sales: \$4,636,275	1999 Profits: \$180,731
1998 Sales: \$4,438,975	1998 Profits: \$238,504
1997 Sales: \$4,226,941	1997 Profits: \$231,833

Stock Ticker: GWW
 Employees: 16,192
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$800,040	Bonus:	\$403,220
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$500,040	Bonus:	\$210,016

COMPETITIVE ADVANTAGE:

Grainger owns one of the busiest and most profitable business-to-business sites on the Internet.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WACHOVIA CORP**www.wachovia.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 4 Profits: 19

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Consumer and Corporate Banking
 Investment Management
 Trusts and Mutual Funds
 Residential Mortgage Origination
 Securities Underwriting
 Credit Card Services
 Discount Brokerage

BRANDS/DIVISIONS/AFFILIATES:

First Union
 Wachovia Securities, Inc
 IJL Wachovia
 First National Bank of Atlanta
 OFFITBANK

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

G. Kennedy Thompson, CEO
 G. Kennedy Thompson, Pres.
 Robert P. Kelly, CFO
 Paul G. George, VP-Human Resources
 Jean E. Davis, CIO
 Mark C. Treanor, General Counsel
 Jean E. Davis, VP-Oper.
 Jean E. Davis, VP-e-Commerce
 Malcolm E. Everett III, VP-Comm. Affairs
 Alice L. Lehman, Investor Relations
 Thomas J. Wurtz, Treas.
 Beth Ayers McCague, VP-Customer Service

Phone: 336-770-5000 **Fax:** 336-770-2281

Toll-Free:

Address: 100 N. Main St., Winston-Salem, NC 27150-0001 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$11,049,000 (6 months)	2001 Profits: \$1,194,000 (6 months)
2000 Sales: \$24,246,000	2000 Profits: \$92,000
1999 Sales: \$22,084,000	1999 Profits: \$3,223,000
1998 Sales: \$21,543,000	1998 Profits: \$2,891,000
1997 Sales: \$	1997 Profits: \$

Stock Ticker: WB
 Employees: 71,262
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$990,000	Bonus: \$1,471,400
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$650,000	Bonus: \$770,800

COMPETITIVE ADVANTAGE:

Fourth-largest U.S. banking holding company.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
			Y	Y	

WACKENHUT CORPORATION (THE)**www.wackenhut.com**

Industry Group Code: 561610 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 2 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:	Y	Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:	Y	Math and Other:	

TYPES OF BUSINESS:

Business and Government Services
 Global Security Services
 Correctional Services
 Flexible Staffing Services
 Risk Management
 Human Resources Services

BRANDS/DIVISIONS/AFFILIATES:

Wackenhut Services, Inc.
 Wackenhut International
 Wackenhut Corrections Corp.
 Wackenhut Resources, Inc.
 Oasis Outsourcing, Inc.
 King Companies

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard R. Wackenhut, CEO
 Richard R. Wackenhut, Pres.
 Alan B. Bernstein, COO/Exec. VP
 Philip L. Maslowe, CFO
 Sandra L. Nusbaum, Sr. VP-Human Resources
 Ruth J. Wackenhut, Corp. Sec.
 James P. Rowan, General Counsel
 Patrick F. Cannan, Dir.-Corp. Relations
 Philip L. Maslowe, Treas.
 George C. Zoley, CEO-Wackenhut Corrections Corp.
 Robert C. Kneip, Sr. VP/Pres/CEO, Wackenhut Resources, Inc.

Phone: 561-622-5656**Fax:** 561-691-6471**Toll-Free:**

Address: 4200 Wackenhut Dr., Ste. 100, Palm Beach Gardens,
 FL 33140-4243 US

GROWTH PLANS/SPECIAL FEATURES:

The Wackenhut Corporation is a leading provider of security-related and diversified human resources services to business, industry and government agencies on a worldwide basis. The company focuses strategically on three major businesses worldwide: security related and other operational support services; developer and manager of privatized correctional and detention facilities; and personnel employee leasing and temporary services. Wackenhut Services, Incorporated (WSI) handles the domestic security-related service businesses, and has expanded into a range of other support services that include base operations, facility management, fire and emergency medical services and airport security. Outside the U.S., Wackenhut International provides a greater variety of services including electronic security systems, central station monitoring, cash-in-transit, satellite tracking of vehicles and cargo, building maintenance, secure storage of documents, postal services and distribution logistics. The company's 57% owned publicly-held subsidiary, Wackenhut Corrections Corporation, designs, constructs, finances and manages more than 50 correctional, detention and public sector mental health facilities and performs separate correctional-related services, including prisoner transportation, home detention monitoring and correctional health care. Wackenhut Resources, Inc., the staffing arm of the company, has established a strong presence in the southeast and midwest United States in the flexible staffing industry that includes, personnel employee leasing, temporary services, recruiting, risk management, payroll processing and human resource services.

Wackenhut provides intensive training to all employees in security-related positions.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$2,055,700 (9 months)	2001 Profits: \$ 400 (9 months)
2000 Sales: \$2,505,100	2000 Profits: \$16,800
1999 Sales: \$2,152,300	1999 Profits: \$19,600
1998 Sales: \$1,755,100	1998 Profits: \$9,300
1997 Sales: \$1,126,800	1997 Profits: \$ 100

Stock Ticker: WAK

Employees: 65,000

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,050,000	Bonus: \$411,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$600,000	Bonus: \$258,500

COMPETITIVE ADVANTAGE:

Highly diversified/Lucrative corrections facility interests/The firm will benefit greatly from today's increased interest in security.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WALGREEN CO**www.walgreens.com**

Industry Group Code: 446110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Drug Stores, Retail
 Mail Order Pharmacy Services
 Pharmacy Benefit Management
 Health Care Maintenance Services
 One-Hour Photo Development

BRANDS/DIVISIONS/AFFILIATES:

Walgreens Healthcare Plus, Inc.
 WHP Health Initiatives, Inc.
 Walgreen Advance Care, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

L. Daniel Jorndt, CEO
 David W. Bernauer, Pres.
 David W. Bernauer, COO
 Roger L. Polark, Sr. VP/CFO
 Jeffery A. Rein, Exec. VP-Mktg.
 Dana I. Green, VP-Human Resources
 Trent E. Taylor, VP/CIO
 William M. Rudolphsen, Controller
 J. Randolph Lewis, VP-Distribution and Logistics
 Julian A. Oettinger, Sr. VP/Corp. Sec.
 Julian A. Oettinger, General Counsel
 Jerome B. Karlin, Exec. VP-Store Oper.
 John W. Gleeson, Corp. Strategy
 Mark A. Wagner, Treas.
 Robert H. Halaska, Pres., Walgreens Health Initiatives
 William A. Shiel, Sr. VP-Facilities Dev.

Phone: 847-940-2500 **Fax:** 847-940-2804**Toll-Free:****Address:** 200 Wilmot Rd., Deerfield, IL 60015 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$24,623,000 (12 months)	2001 Profits: \$885,600 (12 months)
2000 Sales: \$21,206,900	2000 Profits: \$776,900
1999 Sales: \$17,838,800	1999 Profits: \$624,100
1998 Sales: \$15,307,000	1998 Profits: \$537,200
1997 Sales: \$13,363,000	1997 Profits: \$436,500

Stock Ticker: WAG
 Employees: 116,000
 Fiscal Year Ends: 8/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$950,000	Bonus:	\$543,115
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$516,667	Bonus:	\$289,268

COMPETITIVE ADVANTAGE:

Largest and fastest growing retail prescription provider/Walgreens is the leading nationwide retail drugstore firm.

OTHER THOUGHTS:

Apparent Women Officers or Directors:
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WAL-MART STORES INC**www.walmart.com**

Industry Group Code: 452910 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:	Y	Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Discount Department Stores, Retail
 Supermarket/Department Store Combo
 Warehouse Membership Club
 Internet-based Retailing
 Supermarkets
 Grocery Stores
 In-store Pharmacies
 In-store Auto Repair Centers

BRANDS/DIVISIONS/AFFILIATES:

Sam's Clubs
 Supercenters
 Interstar Hypermarkets (Europe)
 McLane Company
 Bud's Discount City
 ASDA Group, PLC (U.K.)
 Neighborhood Market
 Accel Partners

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

H. Lee Scott, Jr., CEO
 H. Lee Scott, Jr., Pres.
 Thomas M. Schoewe, Exec. VP/CFO
 Coleman Petersen, VP-Human Resources
 Kevin Turner, Sr. VP/CIO
 James A. Walker, Jr., Sr. VP/Controller
 Robert F. Connolly, Exec. VP-Merch.
 Robert K. Rhoads, Sr. VP/Sec.
 Robert K. Rhoads, General Counsel
 Don Harris, Exec. VP-Store Oper.
 Glenn L. Habern, Sr. VP-New Business Dev.
 Jeanne Jackson, CEO-Walmart.com
 J.J. Fitzsimmons, Treas.
 Thomas M. Coughlin, Exec. VP/Pres. & CEO-Wal-Mart Stores Div.
 John B. Menzer, Exec. VP/Pres. & CEO-Wal-Mart Int'l Div.
 Thomas R. Grimm, Exec. VP/Pres. & CEO-SAM'S Club Div.
 Michael Duke, Exec. VP-Admin.

Phone: 501-273-4000 **Fax:** 501-273-1917

Toll-Free:

Address: 702 SW 8th St., Bentonville, AR 72716 US

GROWTH PLANS/SPECIAL FEATURES:

Wal-Mart Stores is the largest retailer in the U.S., operating through a base of Wal-Mart stores, Sam's Clubs, Neighborhood Markets and Wal-Mart Supercenters. The company employs more than one million associates in 4,203 stores and offices around the United States, with more than 1,000 of those stores in locations such as Argentina, Brazil, Canada, China, Germany, Korea, Mexico, Puerto Rico and the U.K. Wal-Mart is a national discount retailer offering a wide variety of merchandise in 36 departments including family apparel, electronics, toys, lawn and garden, jewelry and shoes. Additional options include a pharmacy, snack bar or restaurant, a vision center and a one-hour photo-processing department. The average customer is 42-46 years of age, with household income of \$30,000-\$35,000 and an average purchase of \$30.00. Wal-Mart Supercenters, located in 40 states, combine a full-line grocery store with the general merchandise department store. Sam's Club is a members-only warehouse club in the U.S. that offers its merchandise at warehouse prices for general purpose use. Sam's Clubs continue to be high volume retail stores in the world, selling \$50 million per store in annual revenues but lagging behind Costco's warehouse stores average of \$101 million. Wal-Mart also operates McLane Company, a wholesale distributor that sells its merchandise to convenience stores. The company's focus on international expansion is intensifying, with 11 stores open in China alone through a joint venture. With the acquisition of ASDA Group PLC, formerly the third largest retailer in the U.K., the firm added 229 stores. The company's website relaunched in late 2000, with a new design emphasizing speed and ease of use. Nearly 500,000 items are available at walmart.com, a 2,000 employee unit that is a joint venture with venture capital firm Accell Partners.

The company has implemented workforce diversity initiatives including a mentoring program and a women's leadership group. Wal-Mart is the largest corporate employer of African-Americans and Hispanics in the U.S.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$191,329,000 (12 months)	2001 Profits: \$6,295,000 (12 months)
2000 Sales: \$165,013,000	2000 Profits: \$5,377,000
1999 Sales: \$137,634,000	1999 Profits: \$4,430,000
1998 Sales: \$117,958,000	1998 Profits: \$3,526,000
1997 Sales: \$104,859,000	1997 Profits: \$3,056,000

Stock Ticker: WMT

Employees: 1,244,000

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$800,000	Bonus:	\$1,215,385
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$720,000	Bonus:	\$1,008,000

COMPETITIVE ADVANTAGE:

Locations nationwide provide exceptional buying power/State-of-the-art distribution and merchandising technology.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

WASHINGTON MUTUAL INC**www.wamu.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 5

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Mortgages
 Consumer Banking
 Commercial Real Estate Loans
 Commercial Banking
 Financial Services
 Consumer Finance

BRANDS/DIVISIONS/AFFILIATES:

Bank United Corp.
 Occasio
 Optis
 OptisValue
 PNC Financial Services Group, Inc.
 Washington Mutual Home Loans, Inc.
 Washington Mutual Mortgage Securities Corp.
 WM Fund Advisors, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kerry K. Killinger, CEO
 Kerry K. Killinger, Pres.
 William A. Longbrake, CFO
 Daryl David, Human Resources
 Fay Chapman, General Counsel
 Bill W. Ehrlich, Exec. VP-Corp. Rel.
 Steven P. Freimuth, Sr. VP- Corp. Services
 Craig S. Davis, Pres., Washington Mutual Home Loans & Insurance
 Deanna Watson Oppenheimer, Pres., Banking and Financial Services Group

Phone: 206-461-2000 **Fax:** 206-554-4807

Toll-Free: 800-756-8000

Address: 1201 3rd Ave., Ste. 1500, Seattle, WA 98101 US

GROWTH PLANS/SPECIAL FEATURES:

Washington Mutual, Inc. is a diversified financial services company that serves consumers and small to mid-sized businesses. The company's Banking and Financial Services Group provides financial services to approximately 5 million households through its 1,100 financial centers and 1,600 automated teller machines. The Banking and Financial Services Group offers checking accounts, savings accounts, money market deposit accounts, time deposit accounts, investment management, securities brokerage services and annuity products. The company's acquisition of Bank United Corp. added over 300,000 customers and about 160 financial centers to its Texas presence and expanded its coverage into the Austin and San Antonio markets. Additionally, the division has opened a number of Occasio financial centers in Las Vegas and Phoenix. Occasio financial centers welcome customers in an open, free-flowing retail environment where they can either interact with roaming customer service representatives or use self-help, touch screen computers. Washington Mutual's Home Loans and Insurance Services Group provides a wide range of mortgage financing products to about 1.2 million households. The division's automated mortgage origination platform, Optis, automates 80% of the steps in the mortgage process and facilitates closings in as few as three to five days. Recently, the Home Loans and Insurance Services Group launched OptisValue, a real estate appraisal system that streamlines the appraisal process, reduces costs and electronically delivers appraisal reports. The firm's Specialty Finance Group provides specialty financing for the syndicated finance, asset-based finance and franchise finance markets. Moreover, the division offers mortgage banker finance, energy and healthcare lending programs as a result of the acquisition of Bank United.

Washington Mutual, Inc. offers its employees tuition reimbursement, reduced safe deposit box fees, referral incentives and medical and dental insurance.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$13,833,000 (9 months)	2001 Profits: \$2,271,000 (9 months)
2000 Sales: \$15,767,000	2000 Profits: \$1,899,000
1999 Sales: \$13,571,200	1999 Profits: \$1,817,100
1998 Sales: \$12,745,616	1998 Profits: \$1,486,932
1997 Sales: \$7,524,400	1997 Profits: \$481,800

Stock Ticker: WM
 Employees: 30,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,000,000	Bonus: \$2,461,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$460,000	Bonus: \$695,500

COMPETITIVE ADVANTAGE:

Major presence in the Northwest U.S./Acquisition of H. F. Ahmanson and of Great Western Financial.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

WASTE MANAGEMENT INC**www.wm.com**

Industry Group Code: 562000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 1 Profits: 1

Management:	Sales/Marketing:	Liberal Arts:	Information Systems:	Professionals:	Tech/Scientific:
Mgt. Trainees: Y	Marketing Pros.: Y	Gen. Writing/Editing:	Information Mgt.: Y	Finance/Acct.: Y	Engineers, Elec.: Y
Experienced Mgt: Y	Retail Sales: Y	Technical Writing:	Software Dev.: Y	Law: Y	Engineers, Other: Y
International Bus.: Y	Commercial/Ind.: Y	Graphic Arts/Photo.: Y	Hardware Dev.: Y	HR/Other: Y	Health & Lab: Y
MBA Grads.: Y	Sales Trainees: Y	Music: Y	Systems Integration: Y	Training: Y	Scientists/Research: Y
	Advertising Pros.: Y	Broadcasting: Y	Consulting/Other: Y	Health Care: Y	Petroleum/Chem.: Y
		Other: Y		Consulting: Y	Math and Other: Y

TYPES OF BUSINESS:

Refuse Disposal
 Recycling Services
 Landfill Operation
 Hazardous Waste Management Services

BRANDS/DIVISIONS/AFFILIATES:

Wheelabrator Technologies, Inc.
 WM International

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

A. Maurice Myers, CEO
 A. Maurice Myers, Pres.
 William L. Trubeck, CFO
 James E. Trevathan, Sr. VP-Mktg. & Sales
 Robert E. Dees, Jr., Human Resources
 Thomas L. Smith, CIO
 David P. Steiner, Corp. Sec.
 David P. Steiner, General Counsel
 Charles E. Williams, Sr. VP-Oper.
 Charles A. Wilcox, Sr. VP-Market Planning & Dev.
 Sarah A. Peterson, VP-Corp. Comm.
 William E. Prachar, VP-Bus. Ethics & Compliance
 Robert P. Damico, Sr. VP-Midwest Area
 David R. Hopkins, Sr. VP-Southern Area
 Richard Felago, Sr. VP-Eastern Area

Phone: 713-512-6200 **Fax:** 713-512-6299

Toll-Free:

Address: 1001 Fannin, Ste. 4000, Houston, TX 77002 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,634,000 (6 months)	2001 Profits: \$315,000 (6 months)
2000 Sales: \$12,492,000	2000 Profits: \$-97,000
1999 Sales: \$13,126,900	1999 Profits: \$-397,600
1998 Sales: \$12,625,800	1998 Profits: \$-770,700
1997 Sales: \$11,972,500	1997 Profits: \$-938,900

Stock Ticker: WMI
 Employees: 57,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$850,000	Bonus: \$1,010,700
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$415,000	Bonus: \$820,693

COMPETITIVE ADVANTAGE:

The largest waste collection company in the U.S.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

WEATHERFORD INTERNATIONAL INC**www.evi-net.com****Industry Group Code:** 213111 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 5 Profits: 9

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:		Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas Drilling Support Services
 Artificial Lift Systems
 Completion Systems

GROWTH PLANS/SPECIAL FEATURES:

Weatherford International, Inc., formerly Energy Ventures, Inc. or EVI, is an international manufacturer and supplier of oilfield equipment used in the exploration and production of oil and gas. The company conducts operations in over 50 countries with more than 400 manufacturing, service and sales locations in nearly all of the oil and gas producing regions in the world. The firm's business is divided into three operating divisions. The Drilling and Implementation Services segment provides drilling services and equipment rental, well installation services, cementing products and underbalanced drilling and specialty pipeline services. This division offers a selection of specialized rental equipment and tools for the drilling, completion and workover of oil and gas wells. Its rental equipment and tools include pressure control equipment, fishing and downhole tools, drilling tools and tubular-handling equipment. The Completion Systems division offers a wide range of completion products and services. The principal products offered by this division are packers, sand control systems, expandable systems, flow control, liner hangers, inflatable packers and intelligent well technology. The Artificial Lift Systems segment provides all forms of artificial lift used for the production of oil and gas. Artificial lift systems are installed in oil wells that do not have sufficient reservoir pressure to raise the oil to the surface. This division also offers products and services, which optimize and automate well production management. Weatherford recently acquired CAC, Inc. which is primarily focused on the design, engineering and manufacturing of automation, optimization and control system technologies for onshore and offshore oil and gas production. The firm also acquired Orwell Group, an international provider of oilfield services for drilling, fishing, remediation and marine applications.

BRANDS/DIVISIONS/AFFILIATES:

EVI Weatherford, Inc.
 Energy Ventures, Inc.
 Orwell Group
 CAC, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Bernard J. Duroc-Danner, CEO
 Bernard J. Duroc-Danner, Pres.
 Lisa W. Rodriguez, VP-Finance
 Jon R. Nicholson, Sr. VP-Human Resources
 Jon R. Nicholson, Sr. VP-IT
 James N. Parmigiano, VP-Oper. Controller
 Burt M. Martin, VP-Law/Sec.
 Donald R. Galletly, Sr. VP-Comm.
 Donald R. Galletly, Sr. VP-Investor Rel.
 Lisa W. Rodriguez, VP-Accounting
 Gary L. Warren, Sr. VP/Pres.-Drilling & Intervention Services Div.
 E. Lee Colley, III, Sr. VP/Pres.-Artificial Lift Systems Div.
 Mark E. Hopmann, Sr. VP/Pres.-Completion Services Div.

Phone: 713-693-4000 **Fax:** 713-693-4323**Toll-Free:****Address:** 515 Post Oak Blvd., Suite 600, Houston, TX 77027 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,099,200 (6 months)	2001 Profits: \$99,900 (6 months)
2000 Sales: \$1,814,300	2000 Profits: \$-42,400
1999 Sales: \$1,240,200	1999 Profits: \$-20,900
1998 Sales: \$2,010,700	1998 Profits: \$64,800
1997 Sales: \$478,020	1997 Profits: \$31,973

Stock Ticker: WFT
 Employees: 11,900
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$625,003	Bonus:	\$1,025,316
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$387,506	Bonus:	\$505,810

COMPETITIVE ADVANTAGE:

World's fourth largest oilfield service firm.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WEIS MARKETS INC**www.weis.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 11 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
 Pet Supplies
 Restaurant and Institutional Supplies

BRANDS/DIVISIONS/AFFILIATES:

SuperPetz
 Weis Food Service
 Mr. Z's Food Mart
 King's Supermarkets
 Erb's
 Scot's Lo Cost
 Big Top Market

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Norman S. Rich, Pres.
 Robert P. Hermanns, COO/VP
 William R. Mills, VP-Finance/Sec.
 Leslie H. Knox, VP-Merch.
 Robert F. Weis, Treas.
 Walter B. Bruce, VP-Private Label

Phone: 717-286-4571 **Fax:** 717-286-3286

Toll-Free:

Address: 1000 S. Second St., Sunbury, PA 17801 US

GROWTH PLANS/SPECIAL FEATURES:

Weis Markets, Inc. is engaged in the retail sale of food through 168 retail food markets operating primarily under the Weis Markets banner. The company also operates under the Save A Lot, Mr. Z's Food Mart, Scot's Lo Cost, Cressler's Marketplace and King's Supermarkets banners. The retail stores are primarily located in Pennsylvania with 136 locations. Additional store locations include 23 in Maryland along with several in New York, New Jersey, West Virginia and Virginia. The company also operates Weis Food Service, a restaurant and institutional supplier, and owns an 80% interest in SuperPetz, Inc., a 34-store chain of pet supply stores operating in the South and Midwest. Weis Markets operates an ice cream plant, meat processing plant and milk processing plant at its 551,000 square foot warehouse facility in Sunbury, Pennsylvania, which allows the company to offer private label products. The company also maintains a 1.1 million square foot distribution facility in Milton, Pennsylvania. The firm recently opened state-of-the-art superstores and remodeled and expanded several of its existing stores. The new and remodeled stores feature ACM self-checkout stations. At these stations, customers scan their own groceries and pay at a nearby station. It is the company's hope that these plans will allow it to preserve and expand its market share in the face of increasing competition. Weis Markets also publishes an online magazine on the company's web site that offers recipes, health and beauty tips as well as family craft and activity ideas.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,480,300 (9 months)	2001 Profits: \$37,600 (9 months)
2000 Sales: \$2,061,000	2000 Profits: \$73,800
1999 Sales: \$2,004,900	1999 Profits: \$79,700
1998 Sales: \$1,867,500	1998 Profits: \$83,700
1997 Sales: \$1,818,800	1997 Profits: \$78,200

Stock Ticker: WMK
 Employees: 20,700
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$500,000	Bonus: \$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$410,000	Bonus: \$6,150

COMPETITIVE ADVANTAGE:

Continues to expand/Regional presence in the Northeast/Interest in SuperPetz.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	

WELLPOINT HEALTH NETWORKS INC**www.wellpoint.com**

Industry Group Code: 621491 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	Y
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

HMO/PPO

Preferred Provider Organizations

Point-of-Service Plans

Dental Plans

Pharmaceutical Plans

Workers' Compensation Plans

BRANDS/DIVISIONS/AFFILIATES:

Blue Cross of California

UNICARE

Blue Cross Blue Shield of Georgia

Cerulean Companies, Inc.

WellPoint Pharmacy Management

CONTACTS: Note: Officers with more than one job title may be intentionally listed here more than once.

Leonard D. Schaeffer, CEO

David C. Colby, CFO

Tom Van Berkem, Human Resources

Thomas C. Geiser, General Counsel

David Helwig, Group Pres., Large Group Div.

Joan E. Herman, Group Pres., Specialty & Sr. Bus.

D. Mark Weinberg, Group Pres., Individual & Small Group Bus.

Woodrow Myers, Chief Medical Officer, Health Quality Div.

Phone: 805-557-6655**Fax:** 808-557-6872**Toll-Free:****Address:** 1 WellPoint Way, Thousand Oaks, CA 91362 US**GROWTH PLANS/SPECIAL FEATURES:**

WellPoint Health Networks, Inc. is one of the nation's largest suppliers of health care plans and services. The company provides managed and indemnity health care plans to 7.9 million medical and 40.3 million specialty members. The firm's managed care services include underwriting, actuarial services, network access, medical cost management and claims processing. Moreover, WellPoint offers a number of specialty products such as mental health and life insurance, long-term care insurance and flexible spending accounts. In the Spring of 2001, the firm acquired Cerulean Companies, Inc., the parent company of Blue Cross Blue Shield of Georgia, for \$700 million. The company markets its products through its Blue Cross of California, Blue Cross Blue Shield of Georgia and UNICARE subsidiaries. UNICARE plans to expand its operations by building and acquiring a number of proprietary network systems that provide a continuum of managed care products to various consumer segments. The firm recently launched PPO Saver, an insurance program that offers significantly lower premiums in exchange for certain limited benefits. WellPoint markets the new product to previously uninsured individuals. The company's WellPoint Pharmacy Management subsidiary markets a number of services, including clinical management programs, drug formulary management, benefit design consultation, pharmacy network management, local network contract development, manufacturer discount programs and prescription drug databases.

WellPoint Health Networks, Inc. offers its employees tuition reimbursement and medical, dental and vision insurance. The company encourages its employees to dress casually.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,760,900 (6 months)	2001 Profits: \$196,400 (6 months)
2000 Sales: \$9,228,958	2000 Profits: \$342,287
1999 Sales: \$7,485,427	1999 Profits: \$278,500
1998 Sales: \$6,478,350	1998 Profits: \$231,200
1997 Sales: \$5,642,238	1997 Profits: \$227,400

Stock Ticker: WLP

Employees: 10,900

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y

ESOP Stock Plan:

Profit Sharing:

Top Exec. Salary: \$1,076,922

Bonus: \$3,344,676

Savings Plan: Y

Stock Purch. Plan: Y

Second Exec. Salary: \$588,846

Bonus: \$968,177

COMPETITIVE ADVANTAGE:

One of the nation's largest providers of health care plans and services.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	

WELLS FARGO & CO**www.wellsfargo.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 3 Profits: 3

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
 Credit Cards
 Personal Trust Accounts Management
 Mutual Fund Administration
 Mortgages
 Online Banking
 Investments
 Asset Management

BRANDS/DIVISIONS/AFFILIATES:

DealerTrack
 WellsChoice
 H.D. Vest, Inc.
 Portfolio Tracker
 Tax Tracker
 Wells Fargo Financial
 Wells Fargo Investments, LLC
 Norwest Corp.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard M. Kovacevich, CEO
 Richard M. Kovacevich, Pres.
 Leslie S. Biller, COO
 Howard I. Atkins, CFO
 Patricia R. Callahan, Exec. VP-Human Resources
 C. Webb Edwards, Exec. VP-Tech.
 C. Webb Edwards, Exec. VP-Oper.
 Terri A. Dial, Group Exec. VP-California Banking
 David A. Hoyt, Group Exec. VP-Wholesale Banking

Phone: 800-411-4932 **Fax:** 415-677-9075

Toll-Free:

Address: 420 Montgomery St., San Francisco, CA 94163 US

GROWTH PLANS/SPECIAL FEATURES:

Wells Fargo & Co. provides banking, mortgage and consumer finance through its 5,400 financial service centers. The company's Wells Fargo Financial subsidiary provides consumer loans, retail and automobile financing, credit cards and a broad array of lease and private label financing programs to businesses. Recently, the firm launched DealerTrack, an online program that automates the entire automobile dealer-lender process. This program allows dealers to submit customer credit applications to multiple lenders electronically, receive lender decisions instantaneously and receive extensive reports on the disposition of each application. The company's Wells Fargo Investments, LLC subsidiary recently extended its WellsChoice brokerage services to the Internet. The online version of WellsChoice provides virtually unlimited online trading for a set annual fee and one-stop access to a wide-range of investment options. Wells Fargo has also added two real-time tools, the Portfolio Tracker and the Tax Tracker, to its web site in order to help self-directed online investment customers manage their capital gains tax liability and reduce the amount of time spent preparing tax forms. The Portfolio Tracker allows customers to monitor their investments and receive alerts based on their personal gain or loss percentage targets, tax rates and upcoming tax-related events. Moreover, the Tax Tracker enables customers to manage ongoing capital gains tax liability throughout the year. In the Summer of 2001, Wells Fargo acquired H.D. Vest, Inc., a provider of comprehensive financial planning services such as securities, insurance, money management and business advice. H.D. Vest manages over \$16 billion in assets for 1.8 million individuals, families and small businesses.

Wells Fargo & Co. offers its employees tuition reimbursement, reimbursement of adoption expenses, free checking and savings accounts and dental and vision insurance. The company also matches its employees' donations to educational institutions.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$12,656,000 (6 months)	2001 Profits: \$1,078,000 (6 months)
2000 Sales: \$27,568,000	2000 Profits: \$4,026,000
1999 Sales: \$21,795,000	1999 Profits: \$3,747,000
1998 Sales: \$20,482,000	1998 Profits: \$1,950,000
1997 Sales: \$9,659,700	1997 Profits: \$1,351,000

Stock Ticker: WFC
 Employees: 117,000
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$995,000	Bonus: \$5,475,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$750,000	Bonus: \$3,550,000

COMPETITIVE ADVANTAGE:

Mergers with First Interstate Bancorp and Norwest Corp.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

Note: Financial information, benefits and other data can change quickly and may vary from those stated here.

WENDYS INTERNATIONAL INC**www.wendysintl.com**

Industry Group Code: 722110 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 4 Profits: 4

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Fast Food Restaurants
Hamburger Restaurants
Donut Restaurants
Commercial Hamburger Bun Bakery
Franchising

BRANDS/DIVISIONS/AFFILIATES:

Wendy's
Tim Hortons
The New Bakery Co. of Ohio, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

John T. Schuessler, CEO
John T. Schuessler, Pres.
Kerri B. Anderson, CFO
Donald F. Calhoon, VP-Mktg.
Kathleen McGinnis, VP-Human Resources
Kathie T. Chesnut, VP-Research
Lawrence A. Laudick, Controller
Leon M. McCorkle, Jr., Corp. Sec.
Leon M. McCorkle, Jr., General Counsel
George Condos, Vp-Dev.
John D. Barker, VP-Investor Rel.
John F. Brownley, Treas.
Brion G. Grube, VP-Int'l Wendy's
Neil G. Lester, VP-Wendy's Restaurants of Canada, Inc.
Paul D. House, Pres./COO, Tim Hortons
Alfred Lane, Gen. Counsel, Tim Hortons

Phone: 614-764-3100 **Fax:** 614-764-3300**Toll-Free:****Address:** 4288 West Dublin-Granville Road, Dublin, OH 43017-0256 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,165,100 (6 months)	2001 Profits: \$94,700 (6 months)
2000 Sales: \$2,236,900	2000 Profits: \$169,600
1999 Sales: \$2,067,100	1999 Profits: \$166,600
1998 Sales: \$1,942,300	1998 Profits: \$123,400
1997 Sales: \$2,037,300	1997 Profits: \$130,500

Stock Ticker: WEN

Employees: 44,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary: \$999,251	Bonus: \$1,343,716
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$627,303	Bonus: \$792,000

COMPETITIVE ADVANTAGE:

Long term record of profitability.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WEST PENN POWER COMPANY

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 43 Profits: 36

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas

BRANDS/DIVISIONS/AFFILIATES:

Allegheny Energy, Inc.
Allegheny Energy Supply
Allegheny Power

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Alan J. Noia, CEO
Alan J. Noia, Pres.
Thomas J. Kloc, VP/Controller
Marleen L. Brooks, Corp. Sec.
Regis F. Binder, Treas.
Jay S. Pifer, Pres.
Michael P. Morrell, VP
Thomas K. Henderson, VP
Victoria V. Schaff, VP

Phone: 724-837-3000 Fax: 724-838-6009

Toll-Free:

Address: 800 Cabin Hill Drive, Greensburg, PA 15601 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$561,100 (6 months)	2001 Profits: \$59,100 (6 months)
2000 Sales: \$1,045,600	2000 Profits: \$102,400
1999 Sales: \$1,354,200	1999 Profits: \$127,600
1998 Sales: \$1,078,700	1998 Profits: \$-162,800
1997 Sales: \$1,082,200	1997 Profits: \$134,700

Stock Ticker: WQP
Employees: 4,923
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$600,000	Bonus: \$600,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$270,000	Bonus: \$304,400

COMPETITIVE ADVANTAGE:

Growth in non-regulated areas.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
				Y	

GROWTH PLANS/SPECIAL FEATURES:

West Penn Power Company, a wholly owned subsidiary of Allegheny Energy, Inc., provides electricity to more than 681,000 customers. The company operates its electric distribution system in southwestern and central Pennsylvania, and is currently doing business under the trade name Allegheny Power. For 2000, the company's revenues accounted for 42% of Allegheny Energy's total customer sales. West Penn's service area covers an area of approximately 9,900 square miles with a population of about 1,400,000. This area has navigable waterways and substantial deposits of bituminous coal, limestone and other natural resources. The company's principal industrial customers produce steel, coal, fabricated products and glass and account for approximately one-fifth of the firm's revenues. West Penn primarily distributes electricity to small cities and communities. The company's 10 largest communities have populations ranging from 11,000 to 38,900. Late in 1999, West Penn transferred its generation assets to Allegheny Energy Supply, which owns and operates the generating assets of several utilities of Allegheny Energy in Maryland, Pennsylvania and West Virginia. In 2000, Pennsylvania deregulated the energy sector allowing the company's customers to choose from energy suppliers. Despite this, electric energy supplied to West Penn customers by alternative energy suppliers declined for that year.

WESTERN RESOURCES INC**www.wstnres.com****Industry Group Code:** 221000 **Salaries/Benefits Rating:** 3 (1 is highest, 5 is lowest)**Ranks within this company's industry group:** Sales: 39 Profits: 35

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Security Systems
 Gas Utility
 Wireless Communication Services

GROWTH PLANS/SPECIAL FEATURES:

Western Resources, Inc. is a publicly traded holding company. The company's primary business activities are providing electric generation, transmission and distribution services to approximately 635,000 customers in Kansas; providing security alarm monitoring services to approximately 1.5 million customers located throughout the United States and Europe; providing natural gas transmission and distribution services to approximately 1.4 million customers in Oklahoma and Kansas through its investment in ONEOK, Inc.; and investing in international power projects. The firm also provides electric energy at wholesale to the electric distribution systems of 65 communities and 4 rural electric cooperatives in Kansas. Rate regulated electric service is provided by KPL, a division of the company, and Kansas Gas and Electric Company, a wholly-owned subsidiary. Security services are primarily provided by Protection One, Inc., and other wholly owned subsidiaries collectively referred to as Protection One Europe. The firm's Westar Communications provides Kansans with wireless communications services to suit a wide variety of business or individual needs. Western Resources is currently installing a new combustion turbine generator with a capacity of approximately 154 megawatts. Further energy generating projects are in development as the firm expects its customers' electricity needs to increase over the next several years. The company also holds a 40% interest in a 500 megawatt combined cycle generating plant that began commercial operation in mid-2001.

BRANDS/DIVISIONS/AFFILIATES:

Kansas Gas and Electric Co.
 Protection One, Inc.
 KPL
 ONEOK, Inc.
 Westar Communications

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David C. Wittig, CEO
 David C. Wittig, Pres.
 James A. Martin, Sr. VP-Finance
 Anita J. Hunt, VP-IT
 Leroy P. Wages, Controller
 Richard D. Terrill, Exec. VP/General Counsel
 Carl M. Koupal, Jr., Exec. VP/Chief Admin. Officer
 Paul R. Geist, VP-Corp. Dev.
 Carl A. Ricketts, VP-Investor Rel.
 James A. Martin, Treas.
 Douglas T. Lake, Exec. VP/Chief Strategic Officer
 Lori A. Finney, Pres.-Westar Communications
 Caroline A. Williams, VP-Customer Service
 Peggy S. Loyd, VP-Financial Service

Phone: 785-575-6300 **Fax:** 785-575-6596**Toll-Free:****Address:** 818 Kansas Ave., Topeka, KS 66612 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$1,083,600 (6 months)	2001 Profits: \$-25,800 (6 months)
2000 Sales: \$2,368,500	2000 Profits: \$136,500
1999 Sales: \$2,036,200	1999 Profits: \$12,400
1998 Sales: \$2,034,100	1998 Profits: \$47,800
1997 Sales: \$2,046,819	1997 Profits: \$154,111

Stock Ticker: WR
 Employees: 8,300
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$303,400	Bonus:	\$1,171,170
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$290,740	Bonus:	\$427,078

COMPETITIVE ADVANTAGE:

Growth in non-regulated businesses.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
	Y	Y			Y

WET SEAL INC (THE)**www.wetseal.com**

Industry Group Code: 448120 Salaries/Benefits Rating: 4 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 10 Profits: 12

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Casual Apparel-Young Women's, Retail
 Men's casual apparel
 Accessories
 Online Retailing

BRANDS/DIVISIONS/AFFILIATES:

Contempo Casuals
 Zutopia
 Limbo Lounge
 Girl's Room (The)
 Arden B.
 Blue Asphalt

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Kathy Bronstein, CEO
 Edmond Thomas, Pres.
 Edmond Thomas, COO
 Ann Cadier Kim, CFO/Sr. VP-Finance
 Shelly Moeller, VP-Human Resources
 Norman Shaw, Sr. VP-MIS
 Sharon Hughes, VP-Merch.
 Barbara Bachman, VP-Store Oper.
 Cecilia Gasgonia, VP-Merch. Planning & Dist.
 Siobhan Knox, VP-e-Commerce
 Mathieu Nuygen, VP-Creative Services

Phone: 949-583-9029 **Fax:** 949-583-0715

Toll-Free:

Address: 26972 Burbank, Foothill Ranch, CA 92610 US

GROWTH PLANS/SPECIAL FEATURES:

The Wet Seal, Inc., is one of the largest specialty retailers of moderately priced, fashionable and contemporary apparel and accessory items designed for consumers with a young, active lifestyle in the U.S. The company operates 552 stores in 43 states and Puerto Rico under four retail concepts. Most of the stores are mall-based and operate under the Contempo Casuals (241 stores) and Wet Seal (198 stores) names, which offer substantially the same fashions for junior women (differentiating only when located in the same mall). The two chains provide a balance of moderately priced, fashionable brand name and company-developed apparel. The company also operates 80 stores under the Arden B. banner as well as 26 under the Limbo Lounge banner. The Arden B. stores offer a collection of dressy and casual apparel, accessories and footwear all under the Arden B. brand name. The chain caters to the fashionable young, contemporary woman who falls between a junior and a missy customer. The Limbo Lounge stores provide both young men's and women's apparel and accessories in a unique and entertaining store environment. All of the company's retail concepts offer a wide range of women's apparel such as tops, bottoms, dresses, outerwear, shoes and accessories. Most of the company's stores are located in regional, high-traffic shopping malls, which contain at least one anchor department store. The company also expanded into cyberspace with the launch of e-commerce sites for its two major stores, Wet Seal and Contempo Casuals. Wet Seal recently purchased from the Gymboree Corp. its chain of 19 Zutopia stores. In addition, the company recently announced plans to convert its 26 Limbo Lounge locations to Wet Seal stores. Wet Seal plans to expand its store base at certain, targeted markets.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$580,182 (12 months)	2001 Profits: \$19,512 (12 months)
2000 Sales: \$524,407	2000 Profits: \$14,183
1999 Sales: \$485,389	1999 Profits: \$25,954
1998 Sales: \$412,463	1998 Profits: \$21,250
1997 Sales: \$374,942	1997 Profits: \$15,252

Stock Ticker: WTSLA

Employees: 8,901

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$771,548	Bonus:	\$834,470
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary:	\$765,996	Bonus:	\$476,840

COMPETITIVE ADVANTAGE:

Offers clothes specifically for young women/Sponsors special events that focus on the interests and lifestyles of its target customers.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 7
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WHIRLPOOL CORP**www.whirlpoolcorp.com**

Industry Group Code: 335000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 2 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:	Y	Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Home Appliance Manufacturer

GROWTH PLANS/SPECIAL FEATURES:

Whirlpool Corporation is a leading manufacturer and marketer of major home appliances. The company manufactures its products in 13 countries and markets products in more than 170 countries under major brand names such as Whirlpool, KitchenAid, Roper, Estate, Bauknecht, Ignis, Laden, Inglis, Brastemp and Consul. These products include home laundry appliances, home refrigerators and freezers, home cooking appliances, home dishwashers and air-conditioning equipment. The firm is also the principal supplier of many major home appliances marketed under the Kenmore brand name to Sears, Roebuck and Co. Recently, Whirlpool enhanced its Partner Store online order-management system. The enhanced Partner Store web site allows trade partners to place orders from a full and constantly updated catalogue of Whirlpool appliances, track delivery from the factory floor to their stores' floors, check billing and submit credit inquiries. In the Spring of 2001, the company launched a number of energy-efficient appliances, including the Conquest refrigerator, which runs on less electricity than a 75-watt light bulb. The firm was recently named an ENERGY STAR Partner of the Year for its commitment to producing and selling energy-efficient products that lower consumers' utility bills and help reduce air pollution. Fleetwood Homes of California, Inc. has selected the company as its exclusive supplier of household appliances. Under the terms of the agreement, the firm supplies Whirlpool brand refrigerators, ranges and dishwashers for every newly built Fleetwood home.

The Whirlpool Foundation focuses on global funding in three social issues: lifelong learning, cultural diversity and contemporary family life. The foundation has issued more than \$78 million in grants, scholarships and gifts to a variety of non-profit organizations in communities around the world. The company offers its employees tuition reimbursement, substantial discounts on all Whirlpool and KitchenAid appliances, relocation services, adoption assistance, fitness rebates and company travel insurance.

BRANDS/DIVISIONS/AFFILIATES:

Whirlpool
KitchenAid
Roper
Estate
Bauknecht
Ignis
Laden
Brastemp

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

David R. Whitwam, CEO
Jeff M. Fettig, Pres.
Jeff M. Fettig, COO
Mark E. Brown, CFO
Marc Bitzer, Sr. VP-Mktg. & Sales
Dave Binkley, Corp. VP-Global Human Resources
Michael D. Thieneman, Chief Tech. Officer
R. David Butler, CIO
Betty A. Beaty, Controller
Daniel F. Hopp, General Counsel
Jerry Weinstein, VP-Oper. & Supply Chain
Daniel F. Hopp, Sr. VP-Corp. Affairs
Blair A. Clark, Treas.
Barry Holt, Corp. VP-Global Comm.
Gregory T. McManus, VP-Sales & Distribution
Alan Shaw, VP-Customer Relationship Mgmt.
Ted A. Dosch, VP-Finance, North America

Phone: 616-923-5000 **Fax:** 616-923-5443**Toll-Free:****Address:** 2000 N. M-63, Benton Harbor, MI 49022-2692 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$7,696,000 (9 months)	2001 Profits: \$ (9 months)
2000 Sales: \$10,325,000	2000 Profits: \$367,000
1999 Sales: \$10,511,000	1999 Profits: \$347,000
1998 Sales: \$10,323,000	1998 Profits: \$325,000
1997 Sales: \$8,617,000	1997 Profits: \$-15,000

Stock Ticker: WHR
Employees: 61,000
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$1,080,833	Bonus: \$850,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$587,500	Bonus: \$450,000

COMPETITIVE ADVANTAGE:

Long-term relationship with Sears.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WILD OATS MARKETS INC**www.wildoats.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 14 Profits: 13

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Natural Foods Grocery Stores, Retail
Natural Foods Supermarkets

BRANDS/DIVISIONS/AFFILIATES:

Alfalfa's Market
Sunshine Grocery
Oasis Fine Foods
Wild Oats Community Markets
Capers Whole Foods Markets
Uptown Whole Foods and Beans
People's Market
Sun Harvest Farms

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Perry D. Odak, CEO & Pres.
James W. Lee, Pres./COO
Mary Beth Lewis, CFO/VP-Finance
Peter F. Williams, VP-Mktg.
Peter F. Williams, VP-Human Resources
John E. Lauderbach, VP-Info. Tech.
Freya R. Brier, VP-Legal
Mary Beth Lewis, Treas.
Ronald J. Feldman, VP-Real Estate

Phone: 303-440-5220 **Fax:** 303-928-0022**Toll-Free:** 800-494-9453**Address:** 3375 Michell Lane, Boulder, CO 80301 US**GROWTH PLANS/SPECIAL FEATURES:**

Wild Oats Markets, Inc. is one of the nation's largest natural foods store chains. The company is dedicated to providing a broad selection of high-quality natural and gourmet foods and related products at a competitive price, in an inviting and educational store environment emphasizing customer service. The company started in 1987 when the founding husband and wife team opened a small vegetarian health food store in Boulder, Colorado. Today, the firm comprises 100 stores in 22 states and one in Canada. The stores operate under the names Wild Oats Community Markets, Alfalfa's Markets, Capers Markets, Oasis Fine Foods, Sunshine Grocery, Uptown Whole Foods and Beans, Grains & Things, Henry's Marketplace, Ideal Market, Nature's Northwest, Sun Harvest and Vitamin Expo. Foods sold must be of high quality and free of chemical additives and preservatives. The company's stores range in size from 5,000 to 35,000 square feet and feature natural alternatives in virtually every product category found in conventional supermarkets, providing consumers with one-stop, full service shopping alternatives to both conventional supermarkets and traditional health food stores. The company continues to pursue its two-pronged strategy of opening both large and medium-sized natural foods supermarkets. This flexible strategy represents a competitive advantage in terms of making more acquisitions and better penetrating certain difficult markets. The company expects to open or acquire at least nine new stores during 2001. A full-feature web site enables customers to order over the Internet. Wild Oats is currently opening approximately eight new stores across the U.S. in California, Connecticut, Florida, Kentucky, Missouri and Nebraska.

Unusual benefits include a yearly wellness benefit of \$200, a new baby benefit of \$200 and a charity work program that pays employees to volunteer for up to 52 hours yearly at local community non-profit organizations.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$448,900 (6 months)	2001 Profits: \$-38,200 (6 months)
2000 Sales: \$838,131	2000 Profits: \$-15,021
1999 Sales: \$721,091	1999 Profits: \$12,488
1998 Sales: \$530,726	1998 Profits: \$16,439
1997 Sales: \$431,974	1997 Profits: \$10,296

Stock Ticker: OATS

Employees: 9,080

Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$263,700	Bonus:	\$125,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$256,900	Bonus:	\$125,000

COMPETITIVE ADVANTAGE:

Major presence in the western U.S./ Second largest natural foods supermarket chain, behind Whole Foods.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WILLIAMS COMPANIES INC (THE)**www.williams.com**

Industry Group Code: 211111 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 8 Profits: 10

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:		Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	Y
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:		Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	Y
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Oil & Gas, Exploration and Production
 Pipelines
 Propane

GROWTH PLANS/SPECIAL FEATURES:

The Williams Companies, Inc., through its subsidiaries, delivers innovative, reliable products and services through its extensive network of energy-distributing pipelines and comprehensive energy services (including commodity trading and risk management). The firm is primarily engaged in the transportation and storage of natural gas and related activities through the ownership and operation of five interstate natural gas pipelines and several pipeline joint ventures. Williams is also involved in the exploration and production of oil and gas with approximately 1.2 trillion cubic feet equivalent of natural gas reserves located primarily in Colorado, New Mexico and Wyoming. Other energy-related operations of the company include natural gas liquids transportation through the ownership and operation of approximately 14,300 miles of natural gas liquids pipeline; light hydrocarbon/olefin transportation through 300 miles of pipeline in Southern Louisiana; and natural gas gathering, processing and treating activities through the ownership and operation of 11,300 miles of gathering lines. In addition, the firm owns 11 natural gas treating plants and 17 natural gas processing plants located throughout the U.S. and Canada and two petroleum products refineries. The company's marketing efforts include the operation of 31 convenience stores and 50 travel centers as well as energy commodity marketing. Moreover, Williams, through its subsidiaries, directly invests in energy products in South America, Lithuania and Canada as well as energy and infrastructure development in Asia and Latin America. In May 2001, the firm completed a merger agreement with Barrett Resources Corp., an independent natural gas and crude oil exploration and production company. Under the terms of the agreement, Williams acquired Barrett Resources for approximately \$2.8 billion. In addition, the firm purchased Encal Energy.

This business-casual workplace supports ongoing employee development training and offers health club reimbursement.

BRANDS/DIVISIONS/AFFILIATES:

Williams Energy Partners
 MAPCO
 Mid-America Pipeline Company
 Interstate Natural Gas Pipelines
 Barrett Resources Corporation
 VYVX, Inc.
 Thermogas Company

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Keith E. Bailey, CEO
 Keith E. Bailey, Pres.
 Jack D. McCarthy, Sr. VP-Finance/CFO
 Michael P. Johnson, Sr. VP-Human Resources
 Gary R. Belitz, Controller/Chief Acct. Officer
 William G. von Glahn, Sr. VP/General Counsel
 Mark D. Wilson, VP-Corp. Dev.
 Jim L. Gipson, Jr., VP-Corp. Comm.
 Richard D. Rodekoer, VP-Investor Relations
 James G. Ivey, Treas.
 Howard E. Janzen, Pres./CEO, Williams Communications
 Steven J. Malcolm, Exec. VP
 Cuba Wadlington Jr., Exec. VP
 Alfred M. Flusche Jr., VP-Planning

Phone: 918-573-2000 **Fax:** 918-573-6714

Toll-Free: 800-945-5426

Address: 1 Williams Center, Tulsa, OK 74172 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$5,908,600 (6 months)	2001 Profits: \$538,700 (6 months)
2000 Sales: \$10,398,000	2000 Profits: \$524,300
1999 Sales: \$7,161,500	1999 Profits: \$221,400
1998 Sales: \$6,019,400	1998 Profits: \$122,300
1997 Sales: \$8,249,500	1997 Profits: \$351,400

Stock Ticker: WMB
 Employees: 24,100
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$950,000	Bonus: \$446,393
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$500,000	Bonus: \$446,393

COMPETITIVE ADVANTAGE:

Diversified data, network and systems services/Acquisition of Barrett Resources.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 5
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WILLIAMS SONOMA INC**www.williamssonoma.com**

Industry Group Code: 442299 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 3 Profits: 2

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:	Y	Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Housewares, Retail
Catalog Sales
Home Furnishings and Accessories
Linens
Garden Supplies and Accessories

BRANDS/DIVISIONS/AFFILIATES:

Williams-Sonoma Catalog for Cooks
Pottery Barn
Hold Everything
Gardeners Eden
Chambers
Elm Street
TASTE magazine

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Dale W. Hilpert, CEP
Sharon McCollam, Sr. VP/CFO
Patrick J. Connolly, Exec. VP/Chief Mktg. Officer
John S. Bronson, Sr. VP-Human Resources
Gary C. Friedman, Chief Merch. Officer
Ronald A. Loeb, Sr. VP/General Counsel
Cynthia Archer, Sr. VP-Oper.
Richard C. Hunter, Sr. VP-Int'l Oper. and Dev.
J. Duane Weeks, Sr. VP-Supply Chain

Phone: 415-421-7900 **Fax:** 415-616-8359**Toll-Free:****Address:** 3250 Van Ness Avenue, San Francisco, CA 94109 US**GROWTH PLANS/SPECIAL FEATURES:**

Williams-Sonoma, Inc. is a national specialty retailer of fine quality cooking and serving equipment, home furnishings and home and garden accessories, which it markets through 382 retail stores, six mail order catalogs and three e-commerce web sites. The company offers home-centered merchandise through four major concepts, each of which is focused on a different area of the home. The five concepts are Williams-Sonoma, Pottery Barn, Hold Everything and Chambers. Williams-Sonoma offers culinary and serving equipment including cookware, cookbooks, cutlery, informal dinnerware, glassware and table linens. In addition, the stores carry a variety of quality food including a line of Williams-Sonoma food products. Pottery Barn features items in casual home furnishings, flatware and table accessories from around the world that are designed to create a dynamic look in the house. Hold Everything offers innovative solutions to household storage needs by providing efficient organization solutions for every room in the home. The company has established a large-store format for its Williams-Sonoma and Pottery Barn operations. The new Williams-Sonoma format, called Grande Cuisine, is 31% larger, while the new Pottery Barn stores are designed to incorporate new departments. The direct mail operations consist of various catalogs, which are mailed to over 200 prospective customers a year. The company also publishes the Williams-Sonoma TASTE Magazine, which is dedicated to the enjoyment of cooking, dining, entertaining and travel. Williams-Sonoma recently moved into the Internet with the launch of its e-commerce site. On the site, customers can also view recipes, sort through gift ideas or shop through a wide arrangement of products. The company also activated an Internet Wedding and Gift Registry web site and another e-commerce site for Pottery Barn.

The company's employee benefits package includes an associate discount; health and dependent care spending accounts; medical, family and bereavement leave; tuition reimbursement; and same-sex domestic partner benefits.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$1,829,483 (12 months)	2001 Profits: \$56,782 (12 months)
2000 Sales: \$1,460,000	2000 Profits: \$68,100
1999 Sales: \$1,160,909	1999 Profits: \$54,897
1998 Sales: \$933,257	1998 Profits: \$41,347
1997 Sales: \$811,758	1997 Profits: \$22,742

Stock Ticker: WSM

Employees: 22,000

Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$750,656	Bonus:	\$
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$511,602	Bonus:	\$

COMPETITIVE ADVANTAGE: Has direct-mail catalogs with annual mailings of approximately 132 million/Excellent name recognition.**OTHER THOUGHTS:**

Apparent Women Officers or Directors: 2

Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WILSONS THE LEATHER EXPERTS INC www.wilsonsleather.com

Industry Group Code: 448190 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 7 Profits: 8

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Leather Apparel Stores, Retail
Online Retail

BRANDS/DIVISIONS/AFFILIATES:

Tannery West
Georgetown Leather Design
M. Julian
Maxima
Pelle Studio

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Joel N. Waller, CEO
David L. Rogers, Pres.
David L. Rogers, COO
Peter G. Michielutti, Sr. VP/CFO
Lisa Stanley, VP-Mktg.
Betty Goff, VP-Human Resources
Jeffrey W. Orton, VP-Info. Systems
John Fowler, Sr. VP/General Merch. Mgr.
Linda Ireland, VP/General Mgr.-e-commerce
Daniel R. Thorsen, Tres
Thomas R. Wildenberg, Chief Acc. Officer
W.M. Bode, Sr. VP/General Mgr.-Outlet Div.
John Serino, Exec. VP-Store Sales
Jeffrey W. Orton, VP-Strategies & Logistics

Phone: 763-391-4000 **Fax:** 763-391-4906

Toll-Free: 800-236-9976

Address: 7401 Boone Ave. N., Brooklyn Park, MN 55428 US

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$636,941 (12 months)	2001 Profits: \$41,908 (12 months)
2000 Sales: \$543,608	2000 Profits: \$30,651
1999 Sales: \$459,372	1999 Profits: \$18,177
1998 Sales: \$418,140	1998 Profits: \$10,838
1997 Sales: \$454,800	1997 Profits: \$12,800

Stock Ticker: WLSN

Employees: 6,240
Fiscal Year Ends: 1/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing: Y	Top Exec. Salary:	\$410,461	Bonus:	\$340,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$410,461	Bonus:	\$340,000

COMPETITIVE ADVANTAGE:

Vertically-integrated operations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

WINN DIXIE STORES INC**www.winn-dixie.com**

Industry Group Code: 445110 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)
 Ranks within this company's industry group: Sales: 6 Profits: 14

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:	Y	Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:		Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:	Y	Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Grocery Stores, Retail
 Food Processing
 Photo Processing
 Dry Cleaning
 Banking Services

BRANDS/DIVISIONS/AFFILIATES:

Bahamas Supermarkets Limited
 Marketplace
 Thriftway
 City Meat Markets (The)
 Buddies

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Allen R. Rowland, CEO
 Allen R. Rowland, Pres.
 Richard P. McCook, Sr. VP-Finance/CFO
 B. C. Baxter, Dir.-Mktg.
 August B. Toscano, Dir.-Human Resources
 C. R. Raulerson, Dir.-Info. Systems
 D. Michael Byrum, Corp. Controller
 Roy J. Brocato, Dir.-Corp. Merch.
 J. L. Cooper, Dir.-Mfg.
 E. Ellis Zahra, Jr., General Counsel
 G. E. Clerc, Jr., Dir.-Public Relations

Phone: 904-783-5000 **Fax:** 904-783-5294

Toll-Free:

Address: 5050 Edgewood Court, Jacksonville, FL 32254-3699
 US

GROWTH PLANS/SPECIAL FEATURES:

Winn-Dixie Stores, Inc. is one of the nation's largest operators of retail food chains, selling groceries, meats, seafood, fresh produce, deli/bakery foods, pharmaceuticals and general merchandise items. In addition to food products, most of the company's retail locations also offer ancillary services such as photo processing, dry cleaning and in-store banking. The company currently operates almost 1,079 supermarkets that serve over 2 million customers in 14 states and the Bahamas. Winn-Dixie also operates a network of distribution facilities, processing and manufacturing plants and a fleet of trucks, providing a comprehensive support system. The company operates 22 facilities that produce or process coffee, tea and spices, carbonated and non-carbonated drinks, grocery bags, crackers, corn snacks and cookies, frozen pizza, detergents and soap products, sausage, luncheon and smoked meats, mayonnaise and salad dressing, preserves and peanut butter, eggs and dairy products. Winn Dixie has enjoyed 64 consecutive years of sales increases. The company recently sold all of its Texas and Oklahoma operations to The Kroger Co. The firm has recently Gooding's Supermarkets, Inc. in the Orlando, Florida area. The operations consist of 9 supermarkets averaging 47,300 square feet. In addition, Winn Dixie is in the process of piloting a liquor store and two fuel centers.

The company offers its employees numerous benefits, including tuition assistance, scholarships for children of associates, credit union membership, matching grant programs and paid vacations.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 12 months.

2001 Sales: \$12,903,400 (12 months)	2001 Profits: \$45,300 (12 months)
2000 Sales: \$13,697,547	2000 Profits: \$-228,895
1999 Sales: \$14,136,503	1999 Profits: \$182,335
1998 Sales: \$13,617,485	1998 Profits: \$198,620
1997 Sales: \$13,218,700	1997 Profits: \$204,400

Stock Ticker: WIN
 Employees: 119,000
 Fiscal Year Ends: 6/30

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan: Y	Profit Sharing: Y	Top Exec. Salary: \$510,000	Bonus: \$210,000
Savings Plan: Y	Stock Purch. Plan: Y		Second Exec. Salary: \$421,795	Bonus: \$115,000

COMPETITIVE ADVANTAGE:

Fifth largest supermarket chain in the U.S. based on sales/Market dominance in many Florida communities.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y	Y	Y	Y

WISCONSIN ENERGY CORPORATION**www.wisenergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 36 Profits: 34

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Gas Utility
 Steam Utility
 Water Utility
 Emergency Power Generator Systems
 Water Heaters and Softeners Leasing
 Real Estate Development
 Equipment Manufacturing

BRANDS/DIVISIONS/AFFILIATES:

Wisconsin Gas
 Wisconsin Electric
 Wispark Corporation
 Wisvest Corporation
 Northern Tree Service
 Edison Sault Electric Company
 PowerNow
 WICOR Industries

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Richard A. Abdoo, CEO
 Richard A. Abdoo, Pres.
 Paul Donovan, Sr. VP/CFO
 Arthur Zintek, VP-Human Resources
 Elaine R. Davis, VP/CIO
 Stephen P. Dickson, Controller
 Thomas H. Fehring, Corp. Sec.
 Larry Salustro, Sr. VP/General Counsel
 Jeffrey P. West, Treas.
 Richard R. Grigg, Sr. VP
 James R. Klauser, Sr. VP
 Kristine M. Krause, VP-Environmental
 Richard J. White, VP

Phone: 414-221-2345 **Fax:** 414-221-2008**Toll-Free:****Address:** 231 West Michigan Street, Milwaukee, WI 53203 US**GROWTH PLANS/SPECIAL FEATURES:**

Wisconsin Energy Corporation is a diversified holding company that conducts business in three operating segments: utility, non-utility and manufacturing. The company's utility energy segment consists of electric, gas, water and steam utilities in Wisconsin and Michigan. Companies in this segment include Wisconsin Electric, which serves more than one million retail electric customers, 400,000 gas customers and 450 steam customers in portions of Wisconsin and the Upper Peninsula of Michigan. Wisconsin Gas engages in natural gas distribution for about 2 million customers throughout the state. Wisconsin Gas Water Services, a water utility company, purchases and pumps water through its pipe distribution system to about 2,000 domestic and commercial customers. PowerNow, a non-regulated business, markets, sells, installs and services emergency power generator systems. Edison Sault Electric Company serves electric energy to nearly 22,000 customers throughout Michigan's Eastern Upper Peninsula. Northern Tree Service provides tree cleaning and trimming of utility right-of-ways primarily in Michigan. Wisconsin Gas Leasing Services leases water heaters and softeners. The firm's non-utility segment is primarily involved in stimulating economic growth in the utility territories and includes Wispark Corporation, which develops and invests in real estate including business parks, industrial buildings and mixed-use projects. The segment also includes Wisvest Corporation, which invests in energy-related business and develops, owns and operates energy-related projects; and Minergy, a developer and marketer of technologies designed to convert industrial and municipal wastes into value-added products. The manufacturing segment consists of WICOR Industries, a holding company whose three major subsidiaries manufacture pumps, water treatment products and fluid-handling equipment. Wisconsin Energy also partners with business affiliates for nuclear generation management, electric transmission services and natural gas pipelines.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$3,036,200 (9 months)	2001 Profits: \$181,900 (9 months)
2000 Sales: \$3,354,700	2000 Profits: \$154,200
1999 Sales: \$2,272,700	1999 Profits: \$209,000
1998 Sales: \$1,979,900	1998 Profits: \$188,100
1997 Sales: \$1,773,820	1997 Profits: \$218,135

Stock Ticker: WEC
 Employees: 10,191
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary:	\$657,000	Bonus:	\$723,168
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary:	\$407,500	Bonus:	\$358,559

COMPETITIVE ADVANTAGE:

Holding company for electric and gas operations.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 2
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
		Y			

XCEL ENERGY INC**www.xcelenergy.com**

Industry Group Code: 221000 Salaries/Benefits Rating: 1 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 10 Profits: 11

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:	Y	Law:	Y	Engineers, Other:	Y
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Utilities-Electric and/or Natural Gas
 Cost Management Services
 Utility Management Services
 Coal
 Nuclear Power
 Wind Power
 Hydroelectricity
 Engineering Services

BRANDS/DIVISIONS/AFFILIATES:

Cadence
 Northern States Power Co.
 New Century Energies
 Eloigne Company
 NRG Energy, Inc.
 Planergy International, Inc.
 Seren Innovations, Inc.
 Southwestern Public Service

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Wayne H. Brunetti, CEO
 Wayne H. Brunetti, Pres.
 Edward J. McIntyre, CFO
 Cathy J. Hart, VP/Corp. Sec.
 Gary R. Johnson, General Counsel
 Cynthia L. Leshner, Chief Admin. Officer
 Paul J. Bonavia, Pres.-Energy Markets
 Richard C. Kelly, Pres.-Enterprises
 James T. Petillo, Pres.-Energy Delivery
 Patricia K. Vincent, Pres.-Retail Services

Phone: 612-330-5500 **Fax:** 612-330-5878**Toll-Free:****Address:** 414 Nicollet Mall, Minneapolis, MN 55402 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$7,929,200 (6 months)	2001 Profits: \$377,200 (6 months)
2000 Sales: \$11,591,800	2000 Profits: \$526,800
1999 Sales: \$7,815,500	1999 Profits: \$570,900
1998 Sales: \$6,728,300	1998 Profits: \$624,300
1997 Sales: \$6,294,700	1997 Profits: \$388,200

Stock Ticker: XEL
 Employees: 15,812
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan:	ESOP Stock Plan: Y	Profit Sharing:	Top Exec. Salary: \$825,000	Bonus: \$1,063,000
Savings Plan:	Stock Purch. Plan:		Second Exec. Salary: \$756,667	Bonus: \$852,244

COMPETITIVE ADVANTAGE:

Expertise in both wind power and nuclear power.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
 Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y			

YORK INTERNATIONAL CORP**www.york.com**

Industry Group Code: 335000 Salaries/Benefits Rating: 3 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 6 Profits: 7

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:		Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	Y
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:	Y	Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:	Y	Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Air-Conditioning Equipment
 Heating Equipment
 Refrigeration Equipment
 Gas Compression Equipment

BRANDS/DIVISIONS/AFFILIATES:

Bristol Compressors
 Miller-Picking
 Tempmaster
 Frick
 Novenco
 Luxaire
 Fraser-Johnson
 Samifi

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Michael R. Young, CEO
 Michael R. Young, Pres.
 C. David Myers, CFO
 Dale L. Bennett, VP-Human Resources
 David R. Heck, Controller
 Jane G. Davis, Corp. Sec.
 Jane G. Davis, General Counsel
 James P. Corcoran, Treas.
 Peter C. Spellar, Pres., Eng. Systems Group
 Ole Andersen, Pres., Refrigeration Products Group
 Thomas F. Huntington, Pres., Unitary Products Group
 Wayne J. Kennedy, Pres., Bristol Compressors

Phone: 717-771-7890 **Fax:** 717-771-7381**Toll-Free:****Address:** 631 S. Richland Ave., York, PA 17403 US**GROWTH PLANS/SPECIAL FEATURES:**

York International Corporation is a leading independent supplier of heating, ventilating, air conditioning and refrigeration equipment. The company's Engineered Systems division produces heating, air conditioning and thermal storage equipment for commercial applications in retail stores, office buildings, shopping malls, hospitals, universities, airports and marine vessels. The division markets its products under the York, Miller-Picking, Tempmaster and Pace brand names. The firm's York Refrigeration subsidiary manufactures commercial and industrial refrigeration applications and gas compression equipment for the food, beverage, chemical and petrochemical processing industries. The subsidiary's product offerings include condensers, evaporators, heat exchangers, industrial and marine chillers, ice makers, process refrigeration systems and automated plant control systems. York Refrigeration markets its products under the Sabroe, Frick, Novenco, Retech, Frigid Oil, Imeco, Gram Refrigeration and Samifi brand names. Bristol Compressors, another subsidiary, manufactures reciprocating and scroll compressors for original equipment manufacturers. York's Unitary Products Group (UPG) division manufactures and sells air conditioners, heat pumps, furnaces and light commercial heating and cooling equipment. The division continues to redesign its product line for lower sound ratings and greater efficiency. UPG's products are marketed under the Luxaire, Fraser-Johnson, Coleman, Winchester, Guardian and Airpro brands.

York International has been involved with the Olympics since 1960. The company supports Olympic competition sites and provides equipment at several training centers.

FINANCIALS: Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 6 months.

2001 Sales: \$2,019,600 (6 months)	2001 Profits: \$23,800 (6 months)
2000 Sales: \$3,897,400	2000 Profits: \$106,600
1999 Sales: \$3,877,000	1999 Profits: \$75,900
1998 Sales: \$3,300,000	1998 Profits: \$136,500
1997 Sales: \$3,193,700	1997 Profits: \$47,400

Stock Ticker: YRK
 Employees: 24,600
 Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$719,780	Bonus: \$950,000
Savings Plan:	Stock Purch. Plan: Y		Second Exec. Salary: \$388,333	Bonus: \$365,994

COMPETITIVE ADVANTAGE:

Worldwide distribution base.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 1
 Hot Spot for Advancement for Women/Minorities:

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y	Y	Y

ZIONS BANCORP**www.zionsbancorporation.com**

Industry Group Code: 522110 Salaries/Benefits Rating: 2 (1 is highest, 5 is lowest)

Ranks within this company's industry group: Sales: 19 Profits: 18

Management:		Sales/Marketing:		Liberal Arts:		Information Systems:		Professionals:		Tech/Scientific:	
Mgt. Trainees:	Y	Marketing Pros.:	Y	Gen. Writing/Editing:	Y	Information Mgt.:	Y	Finance/Acct.:	Y	Engineers, Elec.:	
Experienced Mgt:	Y	Retail Sales:		Technical Writing:		Software Dev.:		Law:	Y	Engineers, Other:	
International Bus.:		Commercial/Ind.:	Y	Graphic Arts/Photo.:		Hardware Dev.:		HR/Other:		Health & Lab:	
MBA Grads.:	Y	Sales Trainees:		Music:		Systems Integration:		Training:	Y	Scientists/Research:	
		Advertising Pros.:	Y	Broadcasting:		Consulting/Other:		Health Care:		Petroleum/Chem.:	
				Other:				Consulting:		Math and Other:	

TYPES OF BUSINESS:

Banking/Savings Associations
Commercial Loans
Savings Accounts
Asset-Based Lending
Business Loans
Online Identification and Encryption Products
Online Safe Deposit Boxes

BRANDS/DIVISIONS/AFFILIATES:

Zions Bank Capital Markets
Digital Signature Trust
TrustID
icomXpress
thinkXML
E-Lock Technologies
Lexign, Inc.

CONTACTS: *Note: Officers with more than one job title may be intentionally listed here more than once.*

Harris H. Simmons, CEO
Harris H. Simmons, Pres.
W. David Hemingway, CFO
Merrill S. Wall, Sr. VP-Human Resources
Nolan X. Bellon, Controller
Danne L. Buchanan, Exec. VP-Oper.
Clark B. Hinckley, Sr. VP-Comm.
Clark B. Hinckley, Sr. VP-Investor Rel.
Gerald J. Dent, Exec. VP-Credit Admin.
Ralph Hendrix, VP-Credit Examination
Lisa Freberg, Corp. Compliance Officer
John A. Payne, VP-Taxation & Financial Planning

Phone: 801-524-4787 **Fax:** 801-524-4805**Toll-Free:****Address:** One S. Main, Ste. 1380, Salt Lake City, UT 84111 US**FINANCIALS:** Sales and profits are in thousands of dollars—add 000 to get the full amount. Year 2001 note: Complete fiscal 2001 results were not available for all companies at press time. For this company, year 2001 is for 9 months.

2001 Sales: \$1,627,600 (9 months)	2001 Profits: \$211,100 (9 months)
2000 Sales: \$1,915,300	2000 Profits: \$161,700
1999 Sales: \$1,625,800	1999 Profits: \$194,100
1998 Sales: \$1,176,700	1998 Profits: \$146,800
1997 Sales: \$825,500	1997 Profits: \$122,400

Stock Ticker: ZION
Employees: 6,915
Fiscal Year Ends: 12/31

SALARIES/BENEFITS:

Pension Plan: Y	ESOP Stock Plan:	Profit Sharing:	Top Exec. Salary: \$501,015	Bonus: \$300,000
Savings Plan: Y	Stock Purch. Plan:		Second Exec. Salary: \$430,019	Bonus: \$215,000

COMPETITIVE ADVANTAGE:

Merger with First Security Corporation.

OTHER THOUGHTS:

Apparent Women Officers or Directors: 3
Hot Spot for Advancement for Women/Minorities: Y

LOCATIONS: ("Y" = Yes)

West:	Southwest:	Midwest:	Southeast:	Northeast:	International:
Y	Y	Y	Y		

ADDITIONAL INDEXES

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Index of Companies for Specific Types of Job Seekers	p. 633

INDEX OF FIRMS NOTED AS "HOT SPOTS FOR ADVANCEMENT" FOR WOMEN AND MINORITIES

7-ELEVEN INC
 99 CENTS ONLY STORES
 A C MOORE ARTS & CRAFTS
 AARON RENTS INC
 ABBOTT LABORATORIES
 ABERCROMBIE & FITCH CO
 AES CORPORATION
 AFLAC INC
 AGILENT TECHNOLOGIES INC
 ALBERTO-CULVER COMPANY
 ALLEGHENY ENERGY INC
 ALLERGAN INC
 ALLIANT ENERGY CORP
 ALLTEL CORP
 ALTERRA HEALTHCARE CORP
 AMDOCS LTD
 AMEREN CORP
 AMERICAN EXPRESS CO
 AMERICAN GREETINGS
 AMERICAN HOME PRODUCTS CORP
 AMERICAN INTERNATIONAL GROUP INC
 AMERICAN STANDARD COMPANIES INC
 AMERISOURCEBERGEN CORP
 AMGEN INC
 ANNTAYLOR STORES CORP
 ANTHEM INSURANCE COS INC
 AON CORPORATION
 APPLERA CORPORATION
 APRIA HEALTHCARE GROUP INC
 AUTONATION INC
 AVERY DENNISON CORP
 AVON PRODUCTS INC
 BALL CORP
 BANK OF AMERICA CORP
 BARNES & NOBLE INC
 BAUSCH & LOMB INC
 BAXTER INTERNATIONAL INC
 BEAR STEARNS COS INC (THE)
 BECKMAN COULTER INC
 BECTON DICKINSON & CO
 BELLSOUTH CORP
 BEST BUY CO INC
 BEVERLY ENTERPRISES INC
 BJ'S WHOLESALE CLUB INC
 BLACK & DECKER CORP
 BLOCKBUSTER INC
 BOISE CASCADE CORP
 BORDERS GROUP INC
 CASUAL MALE CORP
 CATO CORP (THE)
 CENTURYTEL INC
 CHARLES RIVER LABORATORIES CORP
 CHARMING SHOPPES INC
 CHEVRONTXACO CORPORATION
 CHICO'S FAS INC
 CHUBB CORPORATION (THE)
 CIGNA CORP
 CINERGY CORPORATION
 CIRCUIT CITY STORES INC
 CITIGROUP INC

CLAIRE'S STORES INC
 CLOROX CO (THE)
 COCA COLA CO
 COCA COLA ENTERPRISES INC
 COLE NATIONAL CORPORATION
 COMCAST CORP
 CONSOLIDATED EDISON INC
 COST PLUS INC
 COUNTRYWIDE CREDIT INDUSTRIES INC
 COX COMMUNICATIONS INC
 CR BARD INC
 D&B
 DARDEN RESTAURANTS INC
 DOMINION RESOURCES INC
 DRESS BARN INC (THE)
 DTE ENERGY COMPANY
 DUKE ENERGY CORP
 DYNEGY INC
 EDISON INTERNATIONAL
 ELECTRONIC ARTS INC
 ELECTRONIC DATA SYSTEMS CORP
 ELI LILLY & CO
 ENERGY EAST CORPORATION
 ENTERGY CORP
 EQUIFAX INC
 ESTEE LAUDER COS INC
 EXELON CORPORATION
 FANNIE MAE
 FEDERATED DEPARTMENT STORES INC
 FEDEX CORPORATION
 FIFTH THIRD BANCORP
 FIRST AMERICAN CORP
 FIRST DATA CORP
 FIRST HEALTH GROUP CORP
 FIRSTENERGY CORPORATION
 FLEETBOSTON FINANCIAL CORPORATION
 FMC CORPORATION
 FORD MOTOR CO
 FREDDIE MAC
 GANNETT CO INC
 GAP INC (THE)
 GENENTECH INC
 GENERAL MILLS INC
 GOLDEN WEST FINANCIAL CORP
 GOODYEAR TIRE & RUBBER COMPANY (THE)
 GOODY'S FAMILY CLOTHING INC
 GOTTSCHALKS INC
 GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
 H & R BLOCK INC
 HEALTH NET INC
 HOUSEHOLD INTERNATIONAL INC
 HUMANA INC
 INGLES MARKETS INC
 INTEL CORP
 INTERNATIONAL BUSINESS MACHINES CORP
 INTIMATE BRANDS INC
 INTUIT INC
 J P MORGAN CHASE & CO INC
 JACOBSON STORES INC
 JO ANN STORES INC
 JOHN HANCOCK FINANCIAL SERVICES INC
 JOHNSON & JOHNSON
 JOHNSON CONTROLS INC
 KBHOME
 KELLY SERVICES INC

KERR-MCGEE CORPORATION	SHERWIN WILLIAMS COMPANY (THE)
KEYCORP	SHOPKO STORES INC
KEYSPAN CORPORATION	SMART & FINAL INC
KOHL'S CORP	SOUTHERN COMPANY (THE)
LANDS END INC	SPHERION CORPORATION
LEGG MASON INC	ST JUDE MEDICAL INC
LIMITED INC (THE)	ST PAUL COMPANIES INC (THE)
LINCOLN NATIONAL CORPORATION	STAPLES INC
LIZ CLAIBORNE INC	STARBUCKS CORPORATION
LONGS DRUG STORES CORPORATION	STATE FARM INSURANCE COMPANIES
MANOR CARE INC	STATE STREET CORP
MANPOWER INC	STEIN MART INC
MARSH & MCLENNAN COS INC	SUN MICROSYSTEMS INC
MARY KAY INC	SUNOCO INC
MAY DEPARTMENT STORES COMPANY (THE)	SYSCO CORP
MAYTAG CORP	TALBOTS INC (THE)
MBNA CORP	TARGET CORPORATION
MCKESSON CORPORATION	TECO ENERGY INC
MEDTRONIC INC	TJX COMPANIES INC (THE)
MERCK & CO INC	TMP WORLDWIDE INC
MICROSOFT CORP	TORCHMARK CORP
MOTHERS WORK INC	TOSCO CORP
NATIONAL HEALTHCARE CORP	TOYS R US INC
NATIONWIDE FINANCIAL SERVICES INC	TRIAD HOSPITALS INC
NETWORK ASSOCIATES INC	UGI CORP
NEW YORK LIFE INSURANCE CO	ULTRAMAR DIAMOND SHAMROCK CORPORATION
NIAGARA MOHAWK HOLDINGS INC	UNITED RETAIL GROUP INC
NIKE INC	UNUMPROVIDENT CORP
NISOURCE INC	USA NETWORKS INC
NORDSTROM INC	UTILICORP UNITED INC
NORTHEAST UTILITIES	VENATOR GROUP INC
NORTHERN TRUST CORP	VERIZON COMMUNICATIONS
NORTHROP GRUMMAN CORP	WACHOVIA CORP
ONE PRICE CLOTHING STORES INC	WALGREEN CO
ORACLE CORP	WAL-MART STORES INC
O'REILLY AUTOMOTIVE INC	WASHINGTON MUTUAL INC
OUTBACK STEAKHOUSE INC	WELLS FARGO & CO
OWENS & MINOR INC	WENDYS INTERNATIONAL INC
PENN TRAFFIC COMPANY (THE)	WEST PENN POWER COMPANY
PEPSICO INC	WESTERN RESOURCES INC
PETSMART INC	WET SEAL INC (THE)
PFIZER INC	WILLIAMS COMPANIES INC (THE)
PG&E CORPORATION	WILSONS THE LEATHER EXPERTS INC
PINNACLE WEST CAPITAL CORPORATION	WISCONSIN ENERGY CORPORATION
PITNEY BOWES INC	XCEL ENERGY INC
PNC FINANCIAL SERVICES GROUP INC	ZIONS BANCORP
PPL CORPORATION	
PRINCIPAL FINANCIAL GROUP (THE)	
PROGRESSIVE CORP	
PRUDENTIAL FINANCIAL	
QUEST DIAGNOSTICS INC	
QWEST COMMUNICATIONS INTERNATIONAL INC	
RADIOSHACK CORPORATION	
RATIONAL SOFTWARE CORP	
RAYMOND JAMES FINANCIAL INC	
RECREATIONAL EQUIPMENT INC	
RESTORATION HARDWARE INC	
ROSS STORES INC	
SAFECO CORP	
SAFEWAY INC	
SARA LEE CORP	
SBC COMMUNICATIONS INC	
SCANA CORPORATION	
SEMPRA ENERGY	
SERVICEMASTER CO	

INDEX BY SUBSIDIARIES, BRAND NAMES AND SELECTED AFFILIATIONS

Subsidiary, brand, or affiliation, followed by the name of the related corporation.

A&P; **GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)**

.Net; **MICROSOFT CORP**

76; **PHILLIPS PETROLEUM COMPANY**

76 Products Company; **TOSCO CORP**

808; **FINISH LINE INC (THE)**

A & F Quarterly; **ABERCROMBIE & FITCH CO**

A La Carte Catering; **OUTBACK STEAKHOUSE INC**

A Pea in the Pod; **MOTHERS WORK INC**

A.C. Moore, Inc.; **A C MOORE ARTS & CRAFTS**

A.H. Shipping Guaranty Corporation; **AMERADA HESS CORPORATION**

A.J. Wright; **TJX COMPANIES INC (THE)**

A.L. Hyde Company; **DANAHER CORP**

A.T. Kearney; **ELECTRONIC DATA SYSTEMS CORP**

Aaron Brothers; **MICHAELS STORES INC**

Aaron Investment Company; **AARON RENTS INC**

Aaron Rents' Rent-to-Rent Division; **AARON RENTS INC**

Aaron's Rental Purchase Division; **AARON RENTS INC**

Aaron's Rental Purchase Franchised Stores; **AARON RENTS INC**

AARP; **NEW YORK LIFE INSURANCE CO**

Abaton.com; **MCKESSON CORPORATION**

ABCO Markets; **FLEMING COMPANIES INC**

Abercrombie; **ABERCROMBIE & FITCH CO**

Abercrombie & Fitch Co.; **LIMITED INC (THE)**

Accel Partners; **WAL-MART STORES INC**

Accessorize; **CHARMING SHOPPES INC**

Accessory Place, Inc.; **CLAIRE'S STORES INC**

ACCO; **AMERICAN SAFETY RAZOR**

ACCO World Corporation; **FORTUNE BRANDS INC**

AccuVote -Touch Screen; **DIEBOLD INC**

ACI Investments, Inc.; **AARON RENTS INC**

Acklands-Grainger Inc.; **W W GRAINGER INC**

Action; **ANNTAYLOR STORES CORP**

Activase; **GENENTECH INC**

Activase; **GENENTECH INC**

Acushnet Company; **FORTUNE BRANDS INC**

ACX Technologies, Inc.; **CROWN CORK & SEAL CO INC**

Added Dimensions; **CHARMING SHOPPES INC**

Adelphia Business Solutions; **ADELPHIA**

COMMUNICATIONS CORP

Adelphia Media Services; **ADELPHIA COMMUNICATIONS CORP**

AdminaStar Federal; **ANTHEM INSURANCE COS INC**

Admiral Insurance Company; **W R BERKLEY**

CORPORATION

ADP Atlantic Inc.; **AUTOMATIC DATA PROCESSING INC**

ADP Claims Solutions Group Inc.; **AUTOMATIC DATA PROCESSING INC**

ADP Financial Information SVC; **AUTOMATIC DATA PROCESSING INC**

ADP Hollander Inc.; **AUTOMATIC DATA PROCESSING INC**

ADP of Roseland Inc.; **AUTOMATIC DATA PROCESSING INC**

Adrian Jordan; **UNITED RETAIL GROUP INC**

adrWISE; **J P MORGAN CHASE & CO INC**

Advantage Logistics Michigan; **KROGER CO (THE)**

Advil; **AMERICAN HOME PRODUCTS CORP**

AE Magazine; **AMERICAN EAGLE OUTFITTERS INC**

AE Solutions; **ALLEGHENY ENERGY INC**

Aegis Therapies; **BEVERLY ENTERPRISES INC**

AEP Energy Services, Inc.; **AMERICAN ELECTRIC POWER COMPANY INC**

Aetna Group Insurance; **AETNA INC**

Aetna Heiwa Life Insurance Co. in Japan.; **MASSACHUSETTS MUTUAL LIFE INSURANCE CO**

Aetna U.S. Healthcare; **AETNA INC**

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COVANCE INC
ELECTRONIC DATA SYSTEMS CORP
HONEYWELL INTERNATIONAL INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
JACOBS ENGINEERING GROUP INC
KROLL INC
MCDERMOTT INTERNATIONAL
MICROSOFT CORP
PINKERTON'S INC
PITNEY BOWES INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
SUN MICROSYSTEMS INC
TMP WORLDWIDE INC

Hardware Development
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APPLERA CORPORATION
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BECKMAN COULTER INC
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BIO RAD LABORATORIES INC
BLACK & DECKER CORP
DADE BEHRING INC
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FORD MOTOR CO
GENERAL DYNAMICS

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INTEL CORP
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ITT INDUSTRIES INC
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LEAR CORP
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NORTHROP GRUMMAN CORP
PERKINELMER INC
PITNEY BOWES INC
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WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Software Development
7-ELEVEN INC
AARON RENTS INC
ABBOTT LABORATORIES
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTSON'S INC
ALLEGHENY ENERGY INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
AMDOCS LTD
AMEREN CORP
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP

AMGEN INC
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
BAKER HUGHES INC
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
CABLEVISION SYSTEMS CORP
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHEMED CORP
CHEVRONTXACO CORPORATION
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION

CIRCUIT CITY STORES INC
CITIGROUP INC
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONOCO INC
CONSOLIDATED EDISON INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FIRST AMERICAN CORP
FIRST DATA CORP

FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FMC CORPORATION
FORD MOTOR CO
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
GANNETT CO INC
GAP INC (THE)
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MOTORS CORP
GENZYME CORP
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GUIDANT CORP
H & R BLOCK INC
HALLIBURTON COMPANY
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HE BUTT GROCERY COMPANY
HEALTH NET INC
HENRY SCHEIN INC
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTIMATE BRANDS INC
INTUIT INC
ITT INDUSTRIES INC

IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JEFFERSON-PILOT CORPORATION
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KEYCORP
KEYSPAN CORPORATION
KMART CORPORATION
KROGER CO (THE)
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MARSH & MCLENNAN COS INC
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MERCK & CO INC
MERRILL LYNCH & CO INC
MICROSOFT CORP
MORGAN STANLEY DEAN WITTER & CO
NASH FINCH COMPANY
NATIONWIDE FINANCIAL SERVICES INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC

NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PEP BOYS-MANNY MOE & JACK (THE)
PERKINELMER INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
REGIS CORP
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
ROCKWELL AUTOMATION
SAFECO CORP
SAFEWAY INC
SBC COMMUNICATIONS INC
SCANA CORPORATION

SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SIEBEL SYSTEMS INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNTRUST BANKS INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TMP WORLDWIDE INC
TORCHMARK CORP
TOTAL SYSTEM SERVICES INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
UGI CORP
UNITED PARCEL SERVICE INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
UTILICORP UNITED INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC

WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WHIRLPOOL CORP
WILLIAMS SONOMA INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Systems Integration
AGILENT TECHNOLOGIES INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DIEBOLD INC
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
FMC CORPORATION
FORD MOTOR CO
GANNETT CO INC
GENERAL DYNAMICS
GENERAL MOTORS CORP
HONEYWELL INTERNATIONAL INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
ITT INDUSTRIES INC
JOHNSON CONTROLS INC
LOCKHEED MARTIN CORP
LORAL SPACE & COMMUNICATIONS LTD
MICROSOFT CORP
NCR CORPORATION
PITNEY BOWES INC
QWEST COMMUNICATIONS INTERNATIONAL INC
ROCKWELL AUTOMATION
SCIENTIFIC ATLANTA INC
SUN MICROSYSTEMS INC
UNITED TECHNOLOGIES CORP

Liberal Arts

Broadcasting
AOL TIME WARNER INC
FOX ENTERTAINMENT GROUP INC
GANNETT CO INC
HOME DEPOT INC
USA NETWORKS INC
VIACOM INC

Broadcasting
WAL-MART STORES INC

General Writing/Editing
ABBOTT LABORATORIES
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
AMDOCS LTD
AMEREN CORP
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN STANDARD COMPANIES INC
AMERISOURCEBERGEN CORP
AMGEN INC
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
ARCHER DANIELS MIDLAND CO
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BIO RAD LABORATORIES INC
BIOMET INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC

BOISE CASCADE CORP
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRISTOL MYERS SQUIBB CO
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CENTEX CORP
CENTURYTEL INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CITIGROUP INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONSOLIDATED EDISON INC
COST PLUS INC
COSTCO WHOLESALE CORP
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
D&B
DADE BEHRING INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DOMINION RESOURCES INC
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP

ESTEE LAUDER COS INC
EXELON CORPORATION
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FIRSTENERGY CORPORATION
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
GANNETT CO INC
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENZYME CORP
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GPU INC
GUIDANT CORP
H J HEINZ CO
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HENRY SCHEIN INC
HERSHEY FOODS CORP
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTUIT INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JEFFERSON-PILOT CORPORATION
JOHN H HARLAND CO

JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KELLOGG CO
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
L L BEAN INC
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LINCOLN NATIONAL CORPORATION
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
MARSH & MCLENNAN COS INC
MARY KAY INC
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAYTAG CORP
MBNA CORP
MCDONALD'S CORP
MCKESSON CORPORATION
MEDTRONIC INC
MELLON FINANCIAL CORP
MERCK & CO INC
MERRILL LYNCH & CO INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
NASH FINCH COMPANY
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ORACLE CORP
OWENS & MINOR INC
PATTERSON DENTAL CO

PEPSICO INC
PERKINELMER INC
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PIER 1 IMPORTS INC
PINNACLE WEST CAPITAL CORPORATION
PINKERTON'S INC
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SEMPRA ENERGY
SIEBEL SYSTEMS INC
SIX FLAGS INC
SOLA INTERNATIONAL INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPRINT PCS GROUP
ST JUDE MEDICAL INC
STANDARD REGISTER CO (THE)
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNTRUST BANKS INC
SYSCO CORP

TARGET CORPORATION
TECO ENERGY INC
TMP WORLDWIDE INC
TORCHMARK CORP
TXU CORPORATION
TYSON FOODS INC
UGI CORP
UNITED PARCEL SERVICE INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITRIN INC
UNUMPROVIDENT CORP
US BANCORP
USA NETWORKS INC
USAA
UTILICORP UNITED INC
VERIZON COMMUNICATIONS
VIACOM INC
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WELLS FARGO & CO
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS SONOMA INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
ZIONS BANCORP

Graphic Arts/Photography

ABBOTT LABORATORIES
ADELPHIA COMMUNICATIONS CORP
ALBERTO-CULVER COMPANY
ALLERGAN INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AOL TIME WARNER INC
ARCHER DANIELS MIDLAND CO
AVERY DENNISON CORP
AVON PRODUCTS INC
BALLY TOTAL FITNESS HOLDING CORPORATION
BARNES & NOBLE INC
BLOCKBUSTER INC
BOOKS A MILLION INC
BORDERS GROUP INC

BRISTOL MYERS SQUIBB CO
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CLOROX CO (THE)
COCA COLA CO
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
COST PLUS INC
COSTCO WHOLESALE CORP
COX COMMUNICATIONS INC
COX ENTERPRISES INC
D&B
DELUXE CORP
DILLARD'S INC
ECHOSTAR COMMUNICATIONS CORP
ELI LILLY & CO
ESTEE LAUDER COS INC
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FLEMING COMPANIES INC
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
GANNETT CO INC
GENERAL MILLS INC
GILLETTE CO (THE)
H J HEINZ CO
HARTE HANKS COMMUNICATIONS INC
HERSHEY FOODS CORP
HORMEL FOODS CORP
INTERSTATE BAKERIES CORP
JOHN H HARLAND CO
JOHNSON & JOHNSON
KELLOGG CO
KMART CORPORATION
L L BEAN INC
LANDS END INC
MARY KAY INC
MCDONALD'S CORP
MERCK & CO INC
MOHAWK INDUSTRIES INC
NBTY INC
NIKE INC
NORDSTROM INC
NORTHROP GRUMMAN CORP
OFFICE DEPOT INC
OFFICEMAX INC
PEPSICO INC
PETCO ANIMAL SUPPLIES INC
PETSMART INC

PFIZER INC
PIER 1 IMPORTS INC
PITNEY BOWES INC
PROCTER & GAMBLE CO
RADIOSHACK CORPORATION
RECREATIONAL EQUIPMENT INC
RESTORATION HARDWARE INC
REVLON INC
SARA LEE CORP
SCHERING-PLOUGH CORP
SIX FLAGS INC
SOUTHWEST AIRLINES CO
SPRINT PCS GROUP
STANDARD REGISTER CO (THE)
STAPLES INC
STARBUCKS CORPORATION
TARGET CORPORATION
TMP WORLDWIDE INC
TYSON FOODS INC
UNITED PARCEL SERVICE INC
USA NETWORKS INC
VIACOM INC
WALGREEN CO
WAL-MART STORES INC
WILD OATS MARKETS INC
WILLIAMS SONOMA INC

Music
AOL TIME WARNER INC
BLOCKBUSTER INC
ELECTRONIC ARTS INC
FOX ENTERTAINMENT GROUP INC
GUITAR CENTER INC
SIX FLAGS INC
STARBUCKS CORPORATION
USA NETWORKS INC
VIACOM INC

Other Liberal Arts
AOL TIME WARNER INC
ELECTRONIC ARTS INC
FOX ENTERTAINMENT GROUP INC
SIX FLAGS INC
USA NETWORKS INC
VIACOM INC

Technical Writing
ABBOTT LABORATORIES

AGILENT TECHNOLOGIES INC
ALLERGAN INC
AMDOCS LTD
AMERICAN HOME PRODUCTS CORP
AMERICAN STANDARD COMPANIES INC
AMERISOURCEBERGEN CORP
AMGEN INC
APPLERA CORPORATION
AUTOMATIC DATA PROCESSING INC
AVERY DENNISON CORP
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BECKMAN COULTER INC
BECTON DICKINSON & CO
BIO RAD LABORATORIES INC
BIOMET INC
BLACK & DECKER CORP
BMC SOFTWARE INC
BOSTON SCIENTIFIC CORP
BRISTOL MYERS SQUIBB CO
CARDINAL HEALTH INC
CR BARD INC
DADE BEHRING INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
EDWARDS LIFESCIENCES CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELI LILLY & CO
FISHER SCIENTIFIC INTERNATIONAL INC
FORD MOTOR CO
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CO
GENERAL MOTORS CORP
GENZYME CORP
GUIDANT CORP
HENRY SCHEIN INC
HONEYWELL INTERNATIONAL INC
HUGHES SUPPLY INC
ICN PHARMACEUTICALS INC
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTUIT INC
ITT INDUSTRIES INC
IVAX CORPORATION
JOHNSON & JOHNSON

JOHNSON CONTROLS INC
LEAR CORP
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
MAYTAG CORP
MCKESSON CORPORATION
MEDTRONIC INC
MERCK & CO INC
MICROSOFT CORP
NCR CORPORATION
NETWORK ASSOCIATES INC
NORTHROP GRUMMAN CORP
OCULAR SCIENCES INC
ORACLE CORP
OWENS & MINOR INC
PATTERSON DENTAL CO
PERKINELMER INC
PFIZER INC
PHARMACIA
PITNEY BOWES INC
QUINTILES TRANSNATIONAL CORP
RATIONAL SOFTWARE CORP
ROCKWELL AUTOMATION
SCHERING-PLOUGH CORP
SIEBEL SYSTEMS INC
SOLA INTERNATIONAL INC
ST JUDE MEDICAL INC
STRYKER CORP
SUN MICROSYSTEMS INC
UNITED TECHNOLOGIES CORP
W W GRAINGER INC
WHIRLPOOL CORP

Management

Experienced Management
7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLEGHENY ENERGY INC

ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO

BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO

COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION

EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)

GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC

KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP

MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC

PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHAB CARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)

SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP

US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

International Business
7-ELEVEN INC
AARON RENTS INC
ABBOTT LABORATORIES
AES CORPORATION
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTICOR INC

AMDOCS LTD
AMERADA HESS CORPORATION
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANN TAYLOR STORES CORP
AOL TIME WARNER INC
AON CORPORATION
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BJ SERVICES COMPANY
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO

BROWN SHOE COMPANY INC
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CENTEX CORP
CHARLES RIVER LABORATORIES CORP
CHEMED CORP
CHEVRONTXACO CORPORATION
CHUBB CORPORATION (THE)
CIGNA CORP
CINERGY CORPORATION
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DOMINION RESOURCES INC
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP

ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FIRST AMERICAN CORP
FIRST DATA CORP
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
GANNETT CO INC
GAP INC (THE)
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GUESS? INC
GUIDANT CORP
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HCA INC
HE BUTT GROCERY COMPANY
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP

HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
ICN PHARMACEUTICALS INC
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTIMATE BRANDS INC
INTUIT INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KIMBERLY CLARK CORP
KMART CORPORATION
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO

MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MORGAN STANLEY DEAN WITTER & CO
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
OUTBACK STEAKHOUSE INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PATTERSON DENTAL CO
PAYLESS SHOESOURCE INC
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION

PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
RELIANT ENERGY INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SYSCO CORP

TALBOTS INC (THE)
TECO ENERGY INC
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRANSOCEAN SEDCO FOREX
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED TECHNOLOGIES CORP
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
USAA
USX CORPORATION
UTILICORP UNITED INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
YORK INTERNATIONAL CORP

Management Trainees

7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO

ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC

BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)

CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONSOLIDATED EDISON INC
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC

FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP

GUITAR CENTER INC
H & R BLOCK INC
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
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HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
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ISLE OF CAPRI CASINOS INC
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IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLY SERVICES INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)

L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
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MERRILL LYNCH & CO INC
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NETWORK ASSOCIATES INC

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NISOURCE INC
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NORTHEAST UTILITIES
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PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
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PITTSTON CO
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PRINCIPAL FINANCIAL GROUP (THE)
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PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
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QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION

RAYMOND JAMES FINANCIAL INC
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REGIS CORP
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RELIANT RESOURCES INC
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RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
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SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
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SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
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SONIC AUTOMOTIVE INC
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SPORTS AUTHORITY INC (THE)
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ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
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STAPLES INC
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STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
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SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC

SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
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TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC

WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

MBA Graduates	
7-ELEVEN INC	
99 CENTS ONLY STORES	
A C MOORE ARTS & CRAFTS	
AARON RENTS INC	
ABBOTT LABORATORIES	
ABERCROMBIE & FITCH CO	
ADELPHIA COMMUNICATIONS CORP	
AES CORPORATION	
AETNA INC	
AFLAC INC	
AGILENT TECHNOLOGIES INC	
ALBERTO-CULVER COMPANY	
ALBERTSON'S INC	
ALLEGHENY ENERGY INC	
ALLERGAN INC	
ALLIANT ENERGY CORP	
ALLSTATE CORPORATION (THE)	
ALLTEL CORP	
ALTERRA HEALTHCARE CORP	
ALTICOR INC	
AMDOCS LTD	
AMERADA HESS CORPORATION	
AMEREN CORP	
AMERICA SERVICE GROUP INC	
AMERICAN EAGLE OUTFITTERS INC	
AMERICAN ELECTRIC POWER COMPANY INC	
AMERICAN EXPRESS CO	
AMERICAN FINANCIAL GROUP INC	
AMERICAN GREETINGS	
AMERICAN HOME PRODUCTS CORP	
AMERICAN INTERNATIONAL GROUP INC	
AMERICAN MANAGEMENT SYSTEMS INC	
AMERICAN RETIREMENT CORP	
AMERICAN SAFETY RAZOR	
AMERICAN STANDARD COMPANIES INC	
AMERICAN WATER WORKS CO	

AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC

BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
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COCA COLA ENTERPRISES INC
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COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARD EN RESTAURANTS INC

DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO

FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC

HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)

LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
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MORRISON MANAGEMENT SPECIALISTS INC
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NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION

OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
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PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
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PULTE HOMES INC
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REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC

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RESTORATION HARDWARE INC
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ROCKWELL AUTOMATION
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SAFECO CORP
SAFEWAY INC
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SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
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SERVICEMASTER CO
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SMITH INTERNATIONAL INC
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SOUTHERN COMPANY (THE)
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SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
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SUNOCO INC
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SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP

TALBOTS INC (THE)
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TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
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US BANCORP
US ONCOLOGY INC
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USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
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WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO

WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Professionals

Consulting
AGILENT TECHNOLOGIES INC
AMDOCS LTD
AMERICAN MANAGEMENT SYSTEMS INC
AON CORPORATION
AUTOMATIC DATA PROCESSING INC
BMC SOFTWARE INC
CHARLES RIVER LABORATORIES CORP
COVANCE INC
CRAWFORD & COMPANY
D&B
ELECTRONIC DATA SYSTEMS CORP
FISERV INC
FLUOR CORP
FMC CORPORATION
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
HONEYWELL INTERNATIONAL INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
ITT INDUSTRIES INC
JACOBS ENGINEERING GROUP INC
LOCKHEED MARTIN CORP
MARSH & MCLENNAN COS INC
MCDERMOTT INTERNATIONAL
MICROSOFT CORP
NETWORK ASSOCIATES INC
NORTHROP GRUMMAN CORP
ORACLE CORP
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
SIEBEL SYSTEMS INC
SUN MICROSYSTEMS INC

UNITED TECHNOLOGIES CORP

Finance/Accounting

7-ELEVEN INC
 99 CENTS ONLY STORES
 A C MOORE ARTS & CRAFTS
 AARON RENTS INC
 ABBOTT LABORATORIES
 ABERCROMBIE & FITCH CO
 ADELPHIA COMMUNICATIONS CORP
 AES CORPORATION
 AETNA INC
 AFLAC INC
 AGILENT TECHNOLOGIES INC
 ALBERTO-CULVER COMPANY
 ALBERTSON'S INC
 ALLEGHENY ENERGY INC
 ALLERGAN INC
 ALLIANT ENERGY CORP
 ALLSTATE CORPORATION (THE)
 ALLTEL CORP
 ALTERRA HEALTHCARE CORP
 ALTICOR INC
 AMDOCS LTD
 AMERADA HESS CORPORATION
 AMEREN CORP
 AMERICA SERVICE GROUP INC
 AMERICAN EAGLE OUTFITTERS INC
 AMERICAN ELECTRIC POWER COMPANY INC
 AMERICAN EXPRESS CO
 AMERICAN FINANCIAL GROUP INC
 AMERICAN GREETINGS
 AMERICAN HOME PRODUCTS CORP
 AMERICAN INTERNATIONAL GROUP INC
 AMERICAN MANAGEMENT SYSTEMS INC
 AMERICAN RETIREMENT CORP
 AMERICAN SAFETY RAZOR
 AMERICAN STANDARD COMPANIES INC
 AMERICAN WATER WORKS CO
 AMERISOURCEBERGEN CORP
 AMGEN INC
 ANADARKO PETROLEUM CORPORATION
 ANHEUSER BUSCH COS INC
 ANNTAYLOR STORES CORP
 ANTHEM INSURANCE COS INC
 AOL TIME WARNER INC
 AON CORPORATION
 APPLERA CORPORATION
 APRIA HEALTHCARE GROUP INC
 ARCHER DANIELS MIDLAND CO

ASHLAND INC
 AT&T WIRELESS GROUP
 AUTOMATIC DATA PROCESSING INC
 AUTONATION INC
 AVERY DENNISON CORP
 AVON PRODUCTS INC
 BAKER HUGHES INC
 BALL CORP
 BALLY TOTAL FITNESS HOLDING CORPORATION
 BANK OF AMERICA CORP
 BANK OF NEW YORK CO INC (THE)
 BARNES & NOBLE INC
 BAUSCH & LOMB INC
 BAXTER INTERNATIONAL INC
 BEAR STEARNS COS INC (THE)
 BECKMAN COULTER INC
 BECTON DICKINSON & CO
 BED BATH & BEYOND INC
 BELL SOUTH CORP
 BERKSHIRE HATHAWAY INC
 BEST BUY CO INC
 BEVERLY ENTERPRISES INC
 BIG LOTS INC
 BIO RAD LABORATORIES INC
 BIOMET INC
 BISYS GROUP INC (THE)
 BJ SERVICES COMPANY
 BJ'S WHOLESALE CLUB INC
 BLACK & DECKER CORP
 BLOCKBUSTER INC
 BMC SOFTWARE INC
 BOISE CASCADE CORP
 BON-TON STORES INC (THE)
 BOOKS A MILLION INC
 BORDERS GROUP INC
 BOSTON SCIENTIFIC CORP
 BRINKER INTERNATIONAL INC
 BRISTOL MYERS SQUIBB CO
 BROWN SHOE COMPANY INC
 BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
 CABLEVISION SYSTEMS CORP
 CAMPBELL SOUP CO
 CAPITAL ONE FINANCIAL CORP
 CARDINAL HEALTH INC
 CARMAX GROUP
 CASEY'S GENERAL STORES INC
 CASUAL MALE CORP
 CATO CORP (THE)
 CBRL GROUP INC
 CENTEX CORP

CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC

DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC

GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC

INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC

MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO

PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC

SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC

TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION

XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Human Resources/Other
7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION

APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)

CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTEXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION

DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)

GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC

IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC

MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC

PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP

SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC

TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
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VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC

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ZIONS BANCORP

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ALBERTO-CULVER COMPANY
ALBERTSON'S INC
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ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
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AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANNTAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION

APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
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BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
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BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP

CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTExACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC

DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC

GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC

ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC

MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC

PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC

SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
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TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP

TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
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TXU CORPORATION
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US BANCORP
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VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC

WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Training
7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
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ALBERTO-CULVER COMPANY
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ANN TAYLOR STORES CORP
ANTHEM INSURANCE COS INC

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ASHLAND INC
AT&T WIRELESS GROUP
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AUTONATION INC
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BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
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BIOMET INC
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BLOCKBUSTER INC
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BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
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BRINKER INTERNATIONAL INC
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BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
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CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
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CASUAL MALE CORP

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DILLARD'S INC
DISCOUNT AUTO PARTS INC
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DOLLAR TREE STORES INC
DOMINION RESOURCES INC

DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FRED'S INC
GADZOOKS INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP

GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC

ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION

MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC

PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC

SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION

UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Sales/Marketing

Advertising Professionals
7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC

AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTICOR INC
AMDOCS LTD
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERISOURCEBERGEN CORP
AMGEN INC
ANHEUSER BUSCH COS INC
ANN TAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP
AVON PRODUCTS INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP

BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION
CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP

CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC

FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HANCOCK FABRICS INC

HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HE BUTT GROCERY COMPANY
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC
ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS

LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES

NORTHERN TRUST CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC

RELIANT RESOURCES INC
RENT-A-CENTER INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TJX COMPANIES INC (THE)

TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC

YORK INTERNATIONAL CORP
ZIONS BANCORP

Commercial/Industrial
ABBOTT LABORATORIES
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
AMDOCS LTD
AMERADA HESS CORPORATION
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AVERY DENNISON CORP
BAKER HUGHES INC
BALL CORP
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC

BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BLACK & DECKER CORP
BMC SOFTWARE INC
BOISE CASCADE CORP
BOSTON SCIENTIFIC CORP
BRISTOL MYERS SQUIBB CO
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHEMED CORP
CHEVRONTXACO CORPORATION
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CITIGROUP INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DAVITA INC

DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DOMINION RESOURCES INC
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FANNIE MAE
FEDEX CORPORATION
FIFTH THIRD BANCORP
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
GANNETT CO INC
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GENTIVA HEALTH SERVICES INC

GENZYME CORP
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GPU INC
GRANT PRIDECO INC
GUIDANT CORP
H J HEINZ CO
HALLIBURTON COMPANY
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTUIT INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JEFFERSON-PILOT CORPORATION
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KROLL INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LEAR CORP
LEGG MASON INC

LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LINCOLN NATIONAL CORPORATION
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
MANPOWER INC
MARSH & MCLENNAN COS INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAYTAG CORP
MBNA CORP
MCDERMOTT INTERNATIONAL
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MERCK & CO INC
MERRILL LYNCH & CO INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
NABORS INDUSTRIES INC
NASH FINCH COMPANY
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ORACLE CORP
OWENS & MINOR INC
PATTERSON DENTAL CO
PAYCHEX INC
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PFIZER INC

PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
REVLON INC
ROCKWELL AUTOMATION
SAFECO CORP
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEWART INFORMATION SVCS CORP

STRYKER CORP
SUN MICROSYSTEMS INC
SUNOCO INC
SUNTRUST BANKS INC
SYSCO CORP
TECO ENERGY INC
TMP WORLDWIDE INC
TORCHMARK CORP
TOTAL SYSTEM SERVICES INC
TRANSOCEAN SEDCO FOREX
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VERIZON COMMUNICATIONS
VIACOM INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WHIRLPOOL CORP
WILLIAMS COMPANIES INC (THE)
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Marketing Professionals

7-ELEVEN INC
99 CENTS ONLY STORES

A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABBOTT LABORATORIES
ABERCROMBIE & FITCH CO
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
ALLSTATE CORPORATION (THE)
ALLTEL CORP
ALTERRA HEALTHCARE CORP
ALTICOR INC
AMDOCS LTD
AMERADA HESS CORPORATION
AMEREN CORP
AMERICA SERVICE GROUP INC
AMERICAN EAGLE OUTFITTERS INC
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN EXPRESS CO
AMERICAN FINANCIAL GROUP INC
AMERICAN GREETINGS
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN MANAGEMENT SYSTEMS INC
AMERICAN RETIREMENT CORP
AMERICAN SAFETY RAZOR
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
AMERISOURCEBERGEN CORP
AMGEN INC
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
ANN TAYLOR STORES CORP
ANTHEM INSURANCE COS INC
AOL TIME WARNER INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
AUTONATION INC
AVERY DENNISON CORP

AVON PRODUCTS INC
BAKER HUGHES INC
BALL CORP
BALLY TOTAL FITNESS HOLDING CORPORATION
BANK OF AMERICA CORP
BANK OF NEW YORK CO INC (THE)
BARNES & NOBLE INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BEAR STEARNS COS INC (THE)
BECKMAN COULTER INC
BECTON DICKINSON & CO
BED BATH & BEYOND INC
BELLSOUTH CORP
BERKSHIRE HATHAWAY INC
BEST BUY CO INC
BEVERLY ENTERPRISES INC
BIG LOTS INC
BIO RAD LABORATORIES INC
BIOMET INC
BISYS GROUP INC (THE)
BJ SERVICES COMPANY
BJ'S WHOLESALE CLUB INC
BLACK & DECKER CORP
BLOCKBUSTER INC
BMC SOFTWARE INC
BOISE CASCADE CORP
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BOSTON SCIENTIFIC CORP
BRINKER INTERNATIONAL INC
BRISTOL MYERS SQUIBB CO
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CAPITAL ONE FINANCIAL CORP
CARDINAL HEALTH INC
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CBRL GROUP INC
CENTEX CORP
CENTURYTEL INC
CHARLES RIVER LABORATORIES CORP
CHARMING SHOPPES INC
CHEMED CORP
CHEVRONTXACO CORPORATION

CHICO'S FAS INC
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CINERGY CORPORATION
CIRCUIT CITY STORES INC
CITIGROUP INC
CLAIRE'S STORES INC
CLOROX CO (THE)
CMS ENERGY CORP
CNA FINANCIAL CORPORATION
COCA COLA CO
COCA COLA ENTERPRISES INC
COLE NATIONAL CORPORATION
COLGATE PALMOLIVE CO
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
COUNTRYWIDE CREDIT INDUSTRIES INC
COVANCE INC
COVENTRY HEALTH CARE INC
COX COMMUNICATIONS INC
COX ENTERPRISES INC
CR BARD INC
CRAWFORD & COMPANY
CROWN CORK & SEAL CO INC
D&B
DADE BEHRING INC
DANAHER CORP
DARDEN RESTAURANTS INC
DAVITA INC
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DENTSPLY INTERNATIONAL INC
DIEBOLD INC
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DOMINION RESOURCES INC
DRESS BARN INC (THE)
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP

EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
EL PASO CORP
ELECTRONIC ARTS INC
ELECTRONIC DATA SYSTEMS CORP
ELECTRONICS BOUTIQUE HOLDINGS CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
EQUIFAX INC
ESTEE LAUDER COS INC
EXELON CORPORATION
EXPRESS SCRIPTS INC
EXXON MOBIL CORPORATION
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FANNIE MAE
FEDERATED DEPARTMENT STORES INC
FEDEX CORPORATION
FIFTH THIRD BANCORP
FINISH LINE INC (THE)
FIRST AMERICAN CORP
FIRST DATA CORP
FIRST HEALTH GROUP CORP
FIRSTENERGY CORPORATION
FISERV INC
FISHER SCIENTIFIC INTERNATIONAL INC
FLEETBOSTON FINANCIAL CORPORATION
FLEMING COMPANIES INC
FLUOR CORP
FMC CORPORATION
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
FRANKLIN RESOURCES INC
FREDDIE MAC
FRED'S INC
GADZOOKS INC
GANNETT CO INC
GAP INC (THE)
GART SPORTS COMPANY
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP

GENTIVA HEALTH SERVICES INC
GENZYME CORP
GERALD STEVENS INC
GILLETTE CO (THE)
GOLDEN WEST FINANCIAL CORP
GOLDMAN SACHS GROUP INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GPU INC
GRANT PRIDECO INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUIDANT CORP
GUITAR CENTER INC
H & R BLOCK INC
H J HEINZ CO
HALLIBURTON COMPANY
HANCOCK FABRICS INC
HARBORSIDE HEALTHCARE CORP
HARTE HANKS COMMUNICATIONS INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HASTINGS ENTERTAINMENT INC
HCA INC
HE BUTT GROCERY COMPANY
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HERSHEY FOODS CORP
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HONEYWELL INTERNATIONAL INC
HORMEL FOODS CORP
HOUSE2HOME INC
HOUSEHOLD INTERNATIONAL INC
HSBC BANK USA
HUGHES SUPPLY INC
HUMANA INC
HUNTINGTON BANCSHARES INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
IMS HEALTH INC
INGLES MARKETS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTIMATE BRANDS INC
INTUIT INC

ISLE OF CAPRI CASINOS INC
ITT INDUSTRIES INC
IVAX CORPORATION
J P MORGAN CHASE & CO INC
JACOBS ENGINEERING GROUP INC
JACOBSON STORES INC
JEFFERSON-PILOT CORPORATION
JO ANN STORES INC
JOHN H HARLAND CO
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KELLY SERVICES INC
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYCORP
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
KROLL INC
L L BEAN INC
LABORATORY CORP OF AMERICA HOLDINGS
LANDAMERICA FINANCIAL GROUP
LANDS END INC
LEAR CORP
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LIMITED INC (THE)
LINCOLN NATIONAL CORPORATION
LINENS N THINGS INC
LIZ CLAIBORNE INC
LOCKHEED MARTIN CORP
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
LORAL SPACE & COMMUNICATIONS LTD
LOWE'S COS INC
MANOR CARE INC
MANPOWER INC
MARSH & MCLENNAN COS INC
MARY KAY INC
MASCO CORP
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MAY DEPARTMENT STORES COMPANY (THE)
MAYTAG CORP

MBNA CORP
MCDERMOTT INTERNATIONAL
MCDONALD'S CORP
MCKESSON CORPORATION
MEDQUIST INC
MEDTRONIC INC
MELLON FINANCIAL CORP
MEN'S WEARHOUSE INC (THE)
MERCK & CO INC
MERRILL LYNCH & CO INC
MICHAELS STORES INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
MORGAN STANLEY DEAN WITTER & CO
MORRISON MANAGEMENT SPECIALISTS INC
MOTHERS WORK INC
NABORS INDUSTRIES INC
NACCO INDUSTRIES INC
NASH FINCH COMPANY
NATIONAL HEALTHCARE CORP
NATIONWIDE FINANCIAL SERVICES INC
NBTY INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NEW YORK LIFE INSURANCE CO
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORDSTROM INC
NORTHEAST UTILITIES
NORTHERN TRUST CORP
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
OCULAR SCIENCES INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
ORACLE CORP
O'REILLY AUTOMOTIVE INC
OUTBACK STEAKHOUSE INC
OWENS & MINOR INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PATTERSON DENTAL CO
PAYCHEX INC
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PEPSICO INC

PERKINELMER INC
PERRIGO CO
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PIER 1 IMPORTS INC
PINKERTON'S INC
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PNC FINANCIAL SERVICES GROUP INC
PPL CORPORATION
PRINCIPAL FINANCIAL GROUP (THE)
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PROGRESSIVE CORP
PRUDENTIAL FINANCIAL
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PUBLIX SUPER MARKETS INC
PULTE HOMES INC
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
QWEST COMMUNICATIONS INTERNATIONAL INC
RADIOSHACK CORPORATION
RATIONAL SOFTWARE CORP
RAYMOND JAMES FINANCIAL INC
RECREATIONAL EQUIPMENT INC
REGIS CORP
REHABCARE GROUP INC
RELIANT ENERGY INC
RELIANT RESOURCES INC
RENT-A-CENTER INC
RES CARE INC
RESTORATION HARDWARE INC
REVLON INC
ROCKWELL AUTOMATION
ROSS STORES INC
SAFECO CORP
SAFEWAY INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY

SERVICEMASTER CO
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SIX FLAGS INC
SMART & FINAL INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SONIC AUTOMOTIVE INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
SPARTAN STORES INC
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STANDARD REGISTER CO (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STARBUCKS CORPORATION
STATE FARM INSURANCE COMPANIES
STATE STREET CORP
STEIN MART INC
STEWART INFORMATION SVCS CORP
STRYKER CORP
SUN MICROSYSTEMS INC
SUNGLASS HUT INTERNATIONAL INC
SUNOCO INC
SUNRISE ASSISTED LIVING INC
SUNTRUST BANKS INC
SUPERVALU INC
SYSCO CORP
TALBOTS INC (THE)
TARGET CORPORATION
TECO ENERGY INC
TENET HEALTHCARE CORPORATION
TJX COMPANIES INC (THE)
TMP WORLDWIDE INC
TORCHMARK CORP
TOSCO CORP
TOTAL SYSTEM SERVICES INC
TOYS R US INC
TRACTOR SUPPLY COMPANY
TRANSOCEAN SEDCO FOREX
TRIAD HOSPITALS INC
TRICON GLOBAL RESTAURANTS INC
TXU CORPORATION

TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNITEDHEALTH GROUP INC
UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
US BANCORP
US ONCOLOGY INC
USA NETWORKS INC
USAA
USX CORPORATION
UTILICORP UNITED INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VERIZON COMMUNICATIONS
VIACOM INC
VILLAGE SUPER MARKET INC
W R BERKLEY CORPORATION
W W GRAINGER INC
WACHOVIA CORP
WACKENHUT CORPORATION (THE)
WALGREEN CO
WAL-MART STORES INC
WASHINGTON MUTUAL INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC
WEIS MARKETS INC
WELLPOINT HEALTH NETWORKS INC
WELLS FARGO & CO
WENDYS INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WET SEAL INC (THE)
WHIRLPOOL CORP
WILD OATS MARKETS INC
WILLIAMS COMPANIES INC (THE)
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP
ZIONS BANCORP

Retail Sales
7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
AARON RENTS INC
ABERCROMBIE & FITCH CO
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALTICOR INC
AMERICAN EAGLE OUTFITTERS INC
ANNTAYLOR STORES CORP
AT&T WIRELESS GROUP
AUTONATION INC
AVON PRODUCTS INC
BARNES & NOBLE INC
BED BATH & BEYOND INC
BEST BUY CO INC
BIG LOTS INC
BJ'S WHOLESALE CLUB INC
BLOCKBUSTER INC
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CHARMING SHOPPES INC
CHICO'S FAS INC
CIRCUIT CITY STORES INC
CLAIRE'S STORES INC
COLE NATIONAL CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DRESS BARN INC (THE)
ELECTRONICS BOUTIQUE HOLDINGS CORP
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FEDERATED DEPARTMENT STORES INC
FINISH LINE INC (THE)
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FRED'S INC
GADZOOKS INC

GAP INC (THE)
GART SPORTS COMPANY
GERALD STEVENS INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCHALKS INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUITAR CENTER INC
HANCOCK FABRICS INC
HASTINGS ENTERTAINMENT INC
HE BUTT GROCERY COMPANY
HOLLYWOOD ENTERTAINMENT CORP
HOME DEPOT INC
HOUSE2HOME INC
INGLES MARKETS INC
INTIMATE BRANDS INC
JACOBSON STORES INC
JO ANN STORES INC
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
L L BEAN INC
LANDS END INC
LIMITED INC (THE)
LINENS N THINGS INC
LONGS DRUG STORES CORPORATION
LOWE'S COS INC
MARY KAY INC
MAY DEPARTMENT STORES COMPANY (THE)
MEN'S WEARHOUSE INC (THE)
MICHAELS STORES INC
MOTHERS WORK INC
NACCO INDUSTRIES INC
NORDSTROM INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
O'REILLY AUTOMOTIVE INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PIER 1 IMPORTS INC
PITTSTON CO
PUBLIX SUPER MARKETS INC

RADIOSHACK CORPORATION
RECREATIONAL EQUIPMENT INC
RENT-A-CENTER INC
RESTORATION HARDWARE INC
ROSS STORES INC
SAFEWAY INC
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SMART & FINAL INC
SONIC AUTOMOTIVE INC
SPARTAN STORES INC
SPORTS AUTHORITY INC (THE)
SPRINT PCS GROUP
STANDEX INTERNATIONAL CORP
STAPLES INC
STEIN MART INC
SUNGLASS HUT INTERNATIONAL INC
SUPERVALU INC
TALBOTS INC (THE)
TARGET CORPORATION
TJX COMPANIES INC (THE)
TOSCO CORP
TOYS R US INC
TRACTOR SUPPLY COMPANY
UNITED RETAIL GROUP INC
UNITED STATES CELLULAR CORP
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VILLAGE SUPER MARKET INC
WALGREEN CO
WAL-MART STORES INC
WEIS MARKETS INC
WET SEAL INC (THE)
WILD OATS MARKETS INC
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC

Sales Trainees
7-ELEVEN INC
99 CENTS ONLY STORES
A C MOORE ARTS & CRAFTS
ABERCROMBIE & FITCH CO
ALBERTO-CULVER COMPANY
ALBERTSON'S INC
ALTICOR INC
AMERICAN EAGLE OUTFITTERS INC
ANN TAYLOR STORES CORP
AUTONATION INC

AVON PRODUCTS INC
BARNES & NOBLE INC
BED BATH & BEYOND INC
BEST BUY CO INC
BIG LOTS INC
BJ'S WHOLESALE CLUB INC
BON-TON STORES INC (THE)
BOOKS A MILLION INC
BORDERS GROUP INC
BROWN SHOE COMPANY INC
BURLINGTON COAT FACTORY WAREHOUSE CORPORATION
CARMAX GROUP
CASEY'S GENERAL STORES INC
CASUAL MALE CORP
CATO CORP (THE)
CHARMING SHOPPES INC
CHICO'S FAS INC
CIRCUIT CITY STORES INC
CLAIRE'S STORES INC
COLE NATIONAL CORPORATION
COST PLUS INC
COSTCO WHOLESALE CORP
DILLARD'S INC
DISCOUNT AUTO PARTS INC
DOLLAR GENERAL CORPORATION
DOLLAR TREE STORES INC
DRESS BARN INC (THE)
ELECTRONICS BOUTIQUE HOLDINGS CORP
FACTORY 2 U STORES INC
FAMILY DOLLAR STORES INC
FEDERATED DEPARTMENT STORES INC
FINISH LINE INC (THE)
FOODARAMA SUPERMARKETS INC
FOOTSTAR INC
FRED'S INC
GADZOOKS INC
GAP INC (THE)
GART SPORTS COMPANY
GERALD STEVENS INC
GOODYEAR TIRE & RUBBER COMPANY (THE)
GOODY'S FAMILY CLOTHING INC
GOTTSCALKS INC
GREAT ATLANTIC & PACIFIC TEA COMPANY INC (THE)
GROUP 1 AUTOMOTIVE INC
GUESS? INC
GUITAR CENTER INC
HANCOCK FABRICS INC
HE BUTT GROCERY COMPANY
HOME DEPOT INC
HOUSE2HOME INC

INGLES MARKETS INC
INTIMATE BRANDS INC
JACOBSON STORES INC
JO ANN STORES INC
KMART CORPORATION
KOHL'S CORP
KROGER CO (THE)
L L BEAN INC
LANDS END INC
LIMITED INC (THE)
LINENS N THINGS INC
LONGS DRUG STORES CORPORATION
LOWE'S COS INC
MARY KAY INC
MAY DEPARTMENT STORES COMPANY (THE)
MEN'S WEARHOUSE INC (THE)
MICHAELS STORES INC
MOTHERS WORK INC
NACCO INDUSTRIES INC
NORDSTROM INC
OFFICE DEPOT INC
OFFICEMAX INC
ONE PRICE CLOTHING STORES INC
O'REILLY AUTOMOTIVE INC
PACIFIC SUNWEAR OF CALIFORNIA INC
PANTRY INC (THE)
PAYLESS SHOESOURCE INC
PENN TRAFFIC COMPANY (THE)
PEP BOYS-MANNY MOE & JACK (THE)
PETCO ANIMAL SUPPLIES INC
PETSMART INC
PIER 1 IMPORTS INC
PITTSTON CO
PUBLIX SUPER MARKETS INC
RADIOSHACK CORPORATION
RECREATIONAL EQUIPMENT INC
RESTORATION HARDWARE INC
ROSS STORES INC
SAFEWAY INC
SHERWIN WILLIAMS COMPANY (THE)
SHOE CARNIVAL INC
SHOPKO STORES INC
SMART & FINAL INC
SONIC AUTOMOTIVE INC
SPARTAN STORES INC
SPHERION CORPORATION
SPORTS AUTHORITY INC (THE)
STANDEX INTERNATIONAL CORP
STAPLES INC
STEIN MART INC

SUNGLASS HUT INTERNATIONAL INC
SUPERVALU INC
TALBOTS INC (THE)
TARGET CORPORATION
TJX COMPANIES INC (THE)
TOSCO CORP
TOYS R US INC
TRACTOR SUPPLY COMPANY
UNITED RETAIL GROUP INC
VALUE CITY DEPARTMENT STORES INC
VENATOR GROUP INC
VILLAGE SUPER MARKET INC
WALGREEN CO
WAL-MART STORES INC
WEIS MARKETS INC
WET SEAL INC (THE)
WILD OATS MARKETS INC
WILLIAMS SONOMA INC
WILSONS THE LEATHER EXPERTS INC
WINN DIXIE STORES INC

Technical/Scientific

Engineers-Electrical
ADELPHIA COMMUNICATIONS CORP
AES CORPORATION
AGILENT TECHNOLOGIES INC
ALLEGHENY ENERGY INC
ALLIANT ENERGY CORP
ALLTEL CORP
AMDOCS LTD
AMERADA HESS CORPORATION
AMEREN CORP
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN STANDARD COMPANIES INC
AMERICAN WATER WORKS CO
ANADARKO PETROLEUM CORPORATION
ANHEUSER BUSCH COS INC
AOL TIME WARNER INC
APPLERA CORPORATION
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AT&T WIRELESS GROUP
AUTOMATIC DATA PROCESSING INC
BAKER HUGHES INC
BECKMAN COULTER INC
BECTON DICKINSON & CO
BELLSOUTH CORP
BIO RAD LABORATORIES INC
BJ SERVICES COMPANY

BLACK & DECKER CORP
BMC SOFTWARE INC
CABLEVISION SYSTEMS CORP
CAMPBELL SOUP CO
CENTURYTEL INC
CHEVRONTXACO CORPORATION
CINERGY CORPORATION
CMS ENERGY CORP
COCA COLA CO
COCA COLA ENTERPRISES INC
COMCAST CORP
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COX COMMUNICATIONS INC
CR BARD INC
DADE BEHRING INC
DANAHER CORP
DELL COMPUTER CORPORATION
DELPHI AUTOMOTIVE SYSTEMS CORP
DIEBOLD INC
DOMINION RESOURCES INC
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
ECHOSTAR COMMUNICATIONS CORP
EDISON INTERNATIONAL
EDWARDS LIFESCIENCES CORP
ELECTRONIC ARTS INC
ENERGY EAST CORPORATION
ENTERGY CORP
EXELON CORPORATION
EXXON MOBIL CORPORATION
FIRSTENERGY CORPORATION
FLUOR CORP
FORD MOTOR CO
FORTUNE BRANDS INC
FOX ENTERTAINMENT GROUP INC
FPL GROUP
GANNETT CO INC
GENERAL DYNAMICS
GENERAL ELECTRIC CO
GENERAL MILLS INC
GENERAL MOTORS CORP
GPU INC
GRANT PRIDECO INC
GUIDANT CORP
H J HEINZ CO
HALLIBURTON COMPANY

HERSHEY FOODS CORP
HORMEL FOODS CORP
IMS HEALTH INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
INTUIT INC
ITT INDUSTRIES INC
JOHNSON CONTROLS INC
KELLOGG CO
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYSPAN CORPORATION
LEAR CORP
LOCKHEED MARTIN CORP
LORAL SPACE & COMMUNICATIONS LTD
MAYTAG CORP
MCDERMOTT INTERNATIONAL
MEDTRONIC INC
MICROSOFT CORP
MOHAWK INDUSTRIES INC
NABORS INDUSTRIES INC
NCR CORPORATION
NETWORK ASSOCIATES INC
NIAGARA MOHAWK HOLDINGS INC
NISOURCE INC
NORTHEAST UTILITIES
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION
ORACLE CORP
PEPSICO INC
PERKINELMER INC
PG&E CORPORATION
PHILLIPS PETROLEUM COMPANY
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PPL CORPORATION
PROGRESS ENERGY INC
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
QWEST COMMUNICATIONS INTERNATIONAL INC
RATIONAL SOFTWARE CORP
RELIANT ENERGY INC
RELIANT RESOURCES INC
ROCKWELL AUTOMATION
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SBC COMMUNICATIONS INC
SCANA CORPORATION

SCHLUMBERGER LIMITED
SCIENTIFIC ATLANTA INC
SEMPRA ENERGY
SIEBEL SYSTEMS INC
SIGMA ALDRICH CORP
SMITH INTERNATIONAL INC
SOUTHERN COMPANY (THE)
SPRINT PCS GROUP
ST JUDE MEDICAL INC
STRYKER CORP
SUN MICROSYSTEMS INC
SUNOCO INC
TECO ENERGY INC
TRANSOCEAN SEDCO FOREX
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED STATES CELLULAR CORP
UNITED TECHNOLOGIES CORP
UNOCAL CORPORATION
USA NETWORKS INC
USX CORPORATION
UTILICORP UNITED INC
VERIZON COMMUNICATIONS
VIACOM INC
WEATHERFORD INTERNATIONAL INC
WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WHIRLPOOL CORP
WILLIAMS COMPANIES INC (THE)
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC
YORK INTERNATIONAL CORP

Engineers-Other

ABBOTT LABORATORIES
AES CORPORATION
AGILENT TECHNOLOGIES INC
ALLEGHENY ENERGY INC
ALLERGAN INC
ALLIANT ENERGY CORP
AMERADA HESS CORPORATION
AMEREN CORP
AMERICAN ELECTRIC POWER COMPANY INC
AMERICAN HOME PRODUCTS CORP
AMERICAN SAFETY RAZOR
AMERICAN WATER WORKS CO
AMGEN INC
ANADARKO PETROLEUM CORPORATION

ANHEUSER BUSCH COS INC
APPLERA CORPORATION
ARCHER DANIELS MIDLAND CO
ASHLAND INC
AVERY DENNISON CORP
BAKER HUGHES INC
BALL CORP
BECKMAN COULTER INC
BECTON DICKINSON & CO
BIO RAD LABORATORIES INC
BJ SERVICES COMPANY
BOISE CASCADE CORP
BRISTOL MYERS SQUIBB CO
CAMPBELL SOUP CO
CHARLES RIVER LABORATORIES CORP
CHEVRONTExaco CORPORATION
CINERGY CORPORATION
CLOROX CO (THE)
CMS ENERGY CORP
COCA COLA CO
COCA COLA ENTERPRISES INC
COLGATE PALMOLIVE CO
CONAGRA INC
CONOCO INC
CONSOLIDATED EDISON INC
COOPER CAMERON CORPORATION
COVANCE INC
CR BARD INC
CROWN CORK & SEAL CO INC
DADE BEHRING INC
DELPHI AUTOMOTIVE SYSTEMS CORP
DELUXE CORP
DIEBOLD INC
DOMINION RESOURCES INC
DTE ENERGY COMPANY
DUKE ENERGY CORP
DYNEGY INC
EDISON INTERNATIONAL
EL PASO CORP
ELI LILLY & CO
ENERGY EAST CORPORATION
ENTERGY CORP
ESTEE LAUDER COS INC
EXELON CORPORATION
EXXON MOBIL CORPORATION
FEDEX CORPORATION
FIRSTENERGY CORPORATION
FLUOR CORP
FMC CORPORATION
FORD MOTOR CO

FORTUNE BRANDS INC
FPL GROUP
GANNETT CO INC
GENENTECH INC
GENERAL DYNAMICS
GENERAL MILLS INC
GENERAL MOTORS CORP
GENZYME CORP
GILLETTE CO (THE)
GPU INC
GRANT PRIDECO INC
GUIDANT CORP
H J HEINZ CO
HALLIBURTON COMPANY
HENRY SCHEIN INC
HERSHEY FOODS CORP
HORMEL FOODS CORP
HUGHES SUPPLY INC
ICN PHARMACEUTICALS INC
ILLINOIS TOOL WORKS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
INTERSTATE BAKERIES CORP
ITT INDUSTRIES INC
IVAX CORPORATION
JOHN H HARLAND CO
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
KBHOME
KELLOGG CO
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
KEYSPAN CORPORATION
KIMBERLY CLARK CORP
LEAR CORP
LOCKHEED MARTIN CORP
MASCO CORP
MCDERMOTT INTERNATIONAL
MEDTRONIC INC
MERCK & CO INC
MOHAWK INDUSTRIES INC
NABORS INDUSTRIES INC
NBTY INC
NIAGARA MOHAWK HOLDINGS INC
NIKE INC
NISOURCE INC
NORTHEAST UTILITIES
NORTHROP GRUMMAN CORP
NORTHWESTERN PUBLIC SERVICE COMPANY
OCCIDENTAL PETROLEUM CORPORATION

OCULAR SCIENCES INC
PEPSICO INC
PERKINELMER INC
PERRIGO CO
PFIZER INC
PG&E CORPORATION
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PINNACLE WEST CAPITAL CORPORATION
PITNEY BOWES INC
PITTSTON CO
PPL CORPORATION
PROCTER & GAMBLE CO
PROGRESS ENERGY INC
PUBLIC SERVICE ENTERPRISE GROUP INCORPORATED
PULTE HOMES INC
QUINTILES TRANSNATIONAL CORP
RELIANT ENERGY INC
RELIANT RESOURCES INC
REVLON INC
SANTA FE INTERNATIONAL CORPORATION
SARA LEE CORP
SCANA CORPORATION
SCHERING-PLOUGH CORP
SCHLUMBERGER LIMITED
SEMPRA ENERGY
SIGMA ALDRICH CORP
SIX FLAGS INC
SMITH INTERNATIONAL INC
SOLA INTERNATIONAL INC
SOUTHERN COMPANY (THE)
SOUTHWEST AIRLINES CO
ST JUDE MEDICAL INC
STANDARD REGISTER CO (THE)
STRYKER CORP
SUN MICROSYSTEMS INC
SUNOCO INC
TECO ENERGY INC
TRANSOCEAN SEDCO FOREX
TXU CORPORATION
TYSON FOODS INC
UGI CORP
ULTRAMAR DIAMOND SHAMROCK CORPORATION
UNITED PARCEL SERVICE INC
UNITED TECHNOLOGIES CORP
UNOCAL CORPORATION
USX CORPORATION
UTILICORP UNITED INC
WASTE MANAGEMENT INC
WEATHERFORD INTERNATIONAL INC

WEST PENN POWER COMPANY
WESTERN RESOURCES INC
WILLIAMS COMPANIES INC (THE)
WISCONSIN ENERGY CORPORATION
XCEL ENERGY INC

Health/Lab
ABBOTT LABORATORIES
AETNA INC
AFLAC INC
ALLERGAN INC
ALLSTATE CORPORATION (THE)
ALTERRA HEALTHCARE CORP
AMERICA SERVICE GROUP INC
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMERICAN RETIREMENT CORP
AMGEN INC
ANTHEM INSURANCE COS INC
AON CORPORATION
APPLERA CORPORATION
APRIA HEALTHCARE GROUP INC
BAUSCH & LOMB INC
BAXTER INTERNATIONAL INC
BECKMAN COULTER INC
BECTON DICKINSON & CO
BEVERLY ENTERPRISES INC
BIO RAD LABORATORIES INC
BIOMET INC
BOSTON SCIENTIFIC CORP
BRISTOL MYERS SQUIBB CO
CHARLES RIVER LABORATORIES CORP
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CNA FINANCIAL CORPORATION
COVANCE INC
COVENTRY HEALTH CARE INC
CR BARD INC
DADE BEHRING INC
DAVITA INC
DENTSPLY INTERNATIONAL INC
EDWARDS LIFESCIENCES CORP
ELI LILLY & CO
FIRST HEALTH GROUP CORP
GENENTECH INC
GENTIVA HEALTH SERVICES INC
GENZYME CORP
GUIDANT CORP
HARBORSIDE HEALTHCARE CORP

HARTFORD FINANCIAL SERVICES GROUP INC (THE)
HCA INC
HEALTH MANAGEMENT ASSOCIATES INC
HEALTH NET INC
HEALTHSOUTH CORP
HENRY SCHEIN INC
HUMANA INC
ICN PHARMACEUTICALS INC
IVAX CORPORATION
JEFFERSON-PILOT CORPORATION
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
KELLY SERVICES INC
KROLL INC
LABORATORY CORP OF AMERICA HOLDINGS
LIBERTY MUTUAL INSURANCE COMPANIES
LIFEPOINT HOSPITALS INC
LINCOLN NATIONAL CORPORATION
LOEWS CORPORATION
LONGS DRUG STORES CORPORATION
MANOR CARE INC
MARSH & MCLENNAN COS INC
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MEDTRONIC INC
MERCK & CO INC
NATIONAL HEALTHCARE CORP
NBTY INC
NEW YORK LIFE INSURANCE CO
OCULAR SCIENCES INC
PERKINELMER INC
PERRIGO CO
PFIZER INC
PHARMACIA
PRINCIPAL FINANCIAL GROUP (THE)
PRUDENTIAL FINANCIAL
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
REHABCARE GROUP INC
RES CARE INC
SCHERING-PLOUGH CORP
SOLA INTERNATIONAL INC
ST JUDE MEDICAL INC
ST PAUL COMPANIES INC (THE)
STATE FARM INSURANCE COMPANIES
STRYKER CORP
SUNRISE ASSISTED LIVING INC
TENET HEALTHCARE CORPORATION
TORCHMARK CORP
TRIAD HOSPITALS INC
UNITEDHEALTH GROUP INC

UNITRIN INC
UNIVERSAL HEALTH SERVICES INC
UNUMPROVIDENT CORP
US ONCOLOGY INC
USAA
W R BERKLEY CORPORATION
WALGREEN CO
WELLPOINT HEALTH NETWORKS INC

Math/Other
ABBOTT LABORATORIES
AETNA INC
AFLAC INC
AGILENT TECHNOLOGIES INC
ALLSTATE CORPORATION (THE)
AMERICAN FINANCIAL GROUP INC
AMERICAN HOME PRODUCTS CORP
AMERICAN INTERNATIONAL GROUP INC
AMGEN INC
ANTHEM INSURANCE COS INC
AON CORPORATION
BAKER HUGHES INC
BEAR STEARNS COS INC (THE)
BERKSHIRE HATHAWAY INC
BRISTOL MYERS SQUIBB CO
CHARLES RIVER LABORATORIES CORP
CHEVRONTXACO CORPORATION
CHUBB CORPORATION (THE)
CIGNA CORP
CINCINNATI FINANCIAL CORP
CNA FINANCIAL CORPORATION
CONOCO INC
COVANCE INC
DELPHI AUTOMOTIVE SYSTEMS CORP
DYNEGY INC
ELI LILLY & CO
EXXON MOBIL CORPORATION
FORD MOTOR CO
FRANKLIN RESOURCES INC
GENENTECH INC
GENERAL DYNAMICS
GENERAL ELECTRIC CAPITAL CORPORATION
GENERAL ELECTRIC CO
GENERAL MOTORS CORP
GENZYME CORP
GOLDMAN SACHS GROUP INC
HARTFORD FINANCIAL SERVICES GROUP INC (THE)
ICN PHARMACEUTICALS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP

ITT INDUSTRIES INC
IVAX CORPORATION
JEFFERSON-PILOT CORPORATION
JOHN HANCOCK FINANCIAL SERVICES INC
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
LEGG MASON INC
LEHMAN BROTHERS HOLDINGS INC
LIBERTY MUTUAL INSURANCE COMPANIES
LINCOLN NATIONAL CORPORATION
LOCKHEED MARTIN CORP
LOEWS CORPORATION
MARSH & MCLENNAN COS INC
MASSACHUSETTS MUTUAL LIFE INSURANCE CO
MEDTRONIC INC
MERCK & CO INC
MERRILL LYNCH & CO INC
MICROSOFT CORP
MORGAN STANLEY DEAN WITTER & CO
NATIONWIDE FINANCIAL SERVICES INC
NEW YORK LIFE INSURANCE CO
NORTHROP GRUMMAN CORP
ORACLE CORP
PFIZER INC
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PRINCIPAL FINANCIAL GROUP (THE)
PRUDENTIAL FINANCIAL
QUINTILES TRANSNATIONAL CORP
RAYMOND JAMES FINANCIAL INC
SCHERING-PLOUGH CORP
ST PAUL COMPANIES INC (THE)
STATE FARM INSURANCE COMPANIES
SUN MICROSYSTEMS INC
TORCHMARK CORP
UNITED TECHNOLOGIES CORP
UNITRIN INC
UNOCAL CORPORATION
UNUMPROVIDENT CORP
USAA
W R BERKLEY CORPORATION

Petroleum or Chemical Engineers
AMERADA HESS CORPORATION
ANADARKO PETROLEUM CORPORATION
BAKER HUGHES INC
BJ SERVICES COMPANY
CHEVRONTXACO CORPORATION
CONOCO INC

COOPER CAMERON CORPORATION
DUKE ENERGY CORP
DYNEGY INC
EXXON MOBIL CORPORATION
HALLIBURTON COMPANY
KERR-MCGEE CORPORATION
KEY ENERGY GROUP INC
NABORS INDUSTRIES INC
OCCIDENTAL PETROLEUM CORPORATION
PHILLIPS PETROLEUM COMPANY
PITTSTON CO
SANTA FE INTERNATIONAL CORPORATION
SCHLUMBERGER LIMITED
SMITH INTERNATIONAL INC
TRANSOCEAN SEDCO FOREX
UNOCAL CORPORATION
USX CORPORATION
WEATHERFORD INTERNATIONAL INC
WILLIAMS COMPANIES INC (THE)

Scientists/Research
ABBOTT LABORATORIES
AGILENT TECHNOLOGIES INC
ALLERGAN INC
AMERICAN HOME PRODUCTS CORP
AMGEN INC
APPLERA CORPORATION
BAUSCH & LOMB INC
BECTON DICKINSON & CO
BIO RAD LABORATORIES INC
BIOMET INC
BOSTON SCIENTIFIC CORP
BRISTOL MYERS SQUIBB CO
CHARLES RIVER LABORATORIES CORP
CLOROX CO (THE)
COLGATE PALMOLIVE CO
CONOCO INC
COVANCE INC
CR BARD INC
DADE BEHRING INC
EDWARDS LIFESCIENCES CORP
ELI LILLY & CO
ESTEE LAUDER COS INC
EXXON MOBIL CORPORATION
FLUOR CORP
FORD MOTOR CO
GENENTECH INC
GENERAL DYNAMICS
GENERAL MOTORS CORP
GENZYME CORP

GILLETTE CO (THE)
GUIDANT CORP
HENRY SCHEIN INC
ICN PHARMACEUTICALS INC
INTEL CORP
INTERNATIONAL BUSINESS MACHINES CORP
ITT INDUSTRIES INC
IVAX CORPORATION
JOHNSON & JOHNSON
JOHNSON CONTROLS INC
LABORATORY CORP OF AMERICA HOLDINGS
LOCKHEED MARTIN CORP
MEDTRONIC INC
MERCK & CO INC
NBTY INC
NORTHROP GRUMMAN CORP
PERKINELMER INC
PFIZER INC
PHARMACIA
PHILLIPS PETROLEUM COMPANY
PROCTER & GAMBLE CO
QUEST DIAGNOSTICS INC
QUINTILES TRANSNATIONAL CORP
REVLON INC
SCHERING-PLOUGH CORP
ST JUDE MEDICAL INC
SUN MICROSYSTEMS INC
UNITED TECHNOLOGIES CORP

INDEX OF FIRMS BY RANK OF 2000 SALES

(rank of 1 is highest)

Rank	Company Name	2000 Sales
1	EXXON MOBIL CORPORATION	\$232,748,000
2	GENERAL MOTORS CORP	\$184,632,000
3	FORD MOTOR CO	\$170,064,000
4	WAL-MART STORES INC	\$165,013,000
5	GENERAL ELECTRIC CO	\$129,853,000
6	CHEVRONTEXACO CORPORATION	\$118,676,000
7	CITIGROUP INC	\$111,826,000
8	INTERNATIONAL BUSINESS MACHINES	\$88,396,000
9	GENERAL ELECTRIC CAPITAL CORP	\$66,177,000
10	VERIZON COMMUNICATIONS	\$64,707,000
11	J P MORGAN CHASE & CO INC	\$60,065,000
12	BANK OF AMERICA CORP	\$57,772,000
13	SBC COMMUNICATIONS INC	\$51,476,000
14	DUKE ENERGY CORP	\$49,318,000
15	EL PASO CORP	\$49,268,000
16	STATE FARM INSURANCE COMPANIES	\$47,863,100
17	MORGAN STANLEY DEAN WITTER & CO	\$45,448,000
18	KROGER CO (THE)	\$45,352,000
19	MERRILL LYNCH & CO INC	\$44,872,000
20	FANNIE MAE	\$44,088,000
21	AMERICAN INTERNATIONAL GROUP INC	\$42,426,000
22	MERCK & CO INC	\$40,363,200
23	PROCTER & GAMBLE CO	\$39,951,000
24	USX CORPORATION	\$39,914,000
25	CONOCO INC	\$38,737,000
26	HOME DEPOT INC	\$38,434,000
27	CARDINAL HEALTH INC	\$38,349,900
28	ALBERTSON'S INC	\$37,478,000
29	MCKESSON CORPORATION	\$36,687,000
30	KMART CORPORATION	\$35,925,000
31	BERKSHIRE HATHAWAY INC	\$33,976,000
32	INTEL CORP	\$33,726,000
33	TARGET CORPORATION	\$33,702,000
34	GOLDMAN SACHS GROUP INC	\$33,000,000
35	COSTCO WHOLESALE CORP	\$32,164,296
36	SAFEWAY INC	\$31,976,900
37	JOHNSON & JOHNSON	\$30,129,000
38	FREDDIE MAC	\$29,969,000
39	UNITED PARCEL SERVICE INC	\$29,771,000
40	PFIZER INC	\$29,574,000
41	DYNEGY INC	\$29,445,000
42	RELIANT ENERGY INC	\$29,339,400

43	DELPHI AUTOMOTIVE SYSTEMS CORP	\$29,139,000
44	ALLSTATE CORPORATION (THE)	\$29,134,000
45	UTILICORP UNITED INC	\$28,974,900
46	WELLS FARGO & CO	\$27,568,000
47	AETNA INC	\$26,818,900
48	UNITED TECHNOLOGIES CORP	\$26,583,000
49	PRUDENTIAL FINANCIAL	\$26,544,000
50	LEHMAN BROTHERS HOLDINGS INC	\$26,447,000
51	PG&E CORPORATION	\$26,232,000
52	BELLSOUTH CORP	\$26,151,000
53	CONAGRA INC	\$25,534,600
54	LOCKHEED MARTIN CORP	\$25,329,000
55	DELL COMPUTER CORPORATION	\$25,265,000
56	HONEYWELL INTERNATIONAL INC	\$25,023,000
57	TOSCO CORP	\$24,545,200
58	WACHOVIA CORP	\$24,246,000
59	AMERICAN EXPRESS CO	\$23,675,000
60	MICROSOFT CORP	\$22,956,000
61	FLEETBOSTON FINANCIAL CORPORATION	\$22,608,000
62	TXU CORPORATION	\$22,009,000
63	NEW YORK LIFE INSURANCE CO	\$21,996,000
64	LOEWS CORPORATION	\$21,337,800
65	WALGREEN CO	\$21,206,900
66	UNITEDHEALTH GROUP INC	\$21,122,000
67	PHILLIPS PETROLEUM COMPANY	\$20,835,000
68	AUTONATION INC	\$20,609,600
69	COCA COLA CO	\$20,458,000
70	PEPSICO INC	\$20,438,000
71	SUPERVALU INC	\$20,339,079
72	VIACOM INC	\$20,043,700
73	CIGNA CORP	\$19,994,000
74	RELIANT RESOURCES INC	\$19,791,900
75	SYSCO CORP	\$19,303,300
76	ELECTRONIC DATA SYSTEMS CORP	\$19,226,800
77	ARCHER DANIELS MIDLAND CO	\$18,612,400
78	FEDEX CORPORATION	\$18,256,900
79	BRISTOL MYERS SQUIBB CO	\$18,216,000
80	PHARMACIA	\$18,144,000
81	FEDERATED DEPARTMENT STORES INC	\$17,716,000
82	SARA LEE CORP	\$17,511,000
83	JOHNSON CONTROLS INC	\$17,154,600
84	ULTRAMAR DIAMOND SHAMROCK CORP	\$17,061,100
85	HCA INC	\$16,670,000
86	QWEST COMMUNICATIONS INTL INC	\$16,610,000
87	LOWE'S COS INC	\$15,905,595
88	WASHINGTON MUTUAL INC	\$15,767,000
89	SUN MICROSYSTEMS INC	\$15,721,000

90	CNA FINANCIAL CORPORATION	\$15,614,000
91	MASSACHUSETTS MUTUAL LIFE INS CO	\$15,340,400
92	COCA COLA ENTERPRISES INC	\$14,750,000
93	HARTFORD FINANCIAL SERVICES GROUP	\$14,703,000
94	PUBLIX SUPER MARKETS INC	\$14,575,031
95	FLEMING COMPANIES INC	\$14,443,800
96	GOODYEAR TIRE & RUBBER COMPANY	\$14,417,100
97	SUNOCO INC	\$14,300,000
98	MCDONALD'S CORP	\$14,243,000
99	LEAR CORP	\$14,072,800
100	KIMBERLY CLARK CORP	\$13,982,000
101	MAY DEPARTMENT STORES COMPANY	\$13,866,000
102	ABBOTT LABORATORIES	\$13,745,900
103	WINN DIXIE STORES INC	\$13,697,547
104	AMERICAN ELECTRIC POWER COMPANY	\$13,694,000
105	OCCIDENTAL PETROLEUM CORPORATION	\$13,574,000
106	LIBERTY MUTUAL INSURANCE COS	\$13,470,000
107	AMERICAN HOME PRODUCTS CORP	\$13,262,754
108	BEST BUY CO INC	\$12,494,023
109	WASTE MANAGEMENT INC	\$12,492,000
110	ANHEUSER BUSCH COS INC	\$12,261,800
111	AMERADA HESS CORPORATION	\$11,993,000
112	HOUSEHOLD INTERNATIONAL INC	\$11,960,900
113	HALLIBURTON COMPANY	\$11,944,000
114	TOYS R US INC	\$11,862,000
115	EDISON INTERNATIONAL	\$11,717,000
116	AMERISOURCEBERGEN CORP	\$11,645,000
117	GAP INC (THE)	\$11,635,398
118	XCEL ENERGY INC	\$11,591,800
119	OFFICE DEPOT INC	\$11,569,696
120	TENET HEALTHCARE CORPORATION	\$11,414,000
121	ELI LILLY & CO	\$10,862,200
122	MANPOWER INC	\$10,842,800
123	AGILENT TECHNOLOGIES INC	\$10,773,000
124	CIRCUIT CITY STORES INC	\$10,599,400
125	HUMANA INC	\$10,514,000
126	AT&T WIRELESS GROUP	\$10,448,000
127	WILLIAMS COMPANIES INC (THE)	\$10,398,000
128	GENERAL DYNAMICS	\$10,356,000
129	WHIRLPOOL CORP	\$10,325,000
130	BEAR STEARNS COS INC (THE)	\$10,276,600
131	MARSH & MCLENNAN COS INC	\$10,157,000
132	GREAT ATLANTIC & PACIFIC TEA CO	\$10,151,334
133	ORACLE CORP	\$10,130,128
134	SOUTHERN COMPANY (THE)	\$10,066,000
135	SCHLUMBERGER LIMITED	\$10,034,700
136	ENTERGY CORP	\$10,016,100

137	ILLINOIS TOOL WORKS INC	\$9,983,600
138	FLUOR CORP	\$9,970,200
139	US BANCORP	\$9,965,500
140	SCHERING-PLOUGH CORP	\$9,815,000
141	LIMITED INC (THE)	\$9,766,200
142	AFLAC INC	\$9,720,000
143	UNUMPROVIDENT CORP	\$9,432,300
144	CONSOLIDATED EDISON INC	\$9,431,400
145	H J HEINZ CO	\$9,407,900
146	COLGATE PALMOLIVE CO	\$9,357,900
147	7-ELEVEN INC	\$9,346,000
148	DOMINION RESOURCES INC	\$9,260,000
149	WELLPOINT HEALTH NETWORKS INC	\$9,228,958
150	GILLETTE CO (THE)	\$9,225,000
151	HEALTH NET INC	\$9,076,600
152	CMS ENERGY CORP	\$8,998,000
153	NIKE INC	\$8,995,100
154	STAPLES INC	\$8,936,809
155	DILLARD'S INC	\$8,921,237
156	UNOCAL CORPORATION	\$8,914,000
157	PRINCIPAL FINANCIAL GROUP (THE)	\$8,884,900
158	TJX COMPANIES INC (THE)	\$8,795,347
159	ANTHEM INC	\$8,771,000
160	SUNTRUST BANKS INC	\$8,619,000
161	ST PAUL COMPANIES INC (THE)	\$8,608,000
162	FOX ENTERTAINMENT GROUP INC	\$8,589,000
163	USAA	\$8,550,000
164	KEYCORP	\$8,471,000
165	ASHLAND INC	\$8,436,000
166	CINERGY CORPORATION	\$8,422,000
167	COMCAST CORP	\$8,218,600
168	HE BUTT GROCERY COMPANY	\$8,200,000
169	MBNA CORP	\$7,868,900
170	COX ENTERPRISES INC	\$7,824,000
171	BOISE CASCADE CORP	\$7,806,700
172	AOL TIME WARNER INC	\$7,703,000
173	PNC FINANCIAL SERVICES GROUP INC	\$7,623,000
174	NORTHROP GRUMMAN CORP	\$7,618,000
175	AMERICAN STANDARD COMPANIES INC	\$7,598,400
176	JOHN HANCOCK FINANCIAL SERVICES INC	\$7,598,100
177	EXELON CORPORATION	\$7,499,000
178	BANK OF NEW YORK CO INC (THE)	\$7,486,000
179	AON CORPORATION	\$7,375,000
180	CROWN CORK & SEAL CO INC	\$7,289,000
181	CHUBB CORPORATION (THE)	\$7,251,500
182	MASCO CORP	\$7,243,000
183	TYSON FOODS INC	\$7,158,000

184	ROCKWELL AUTOMATION	\$7,151,000
185	SEMPRA ENERGY	\$7,143,000
186	NORTHWESTERN PUBLIC SERVICE CO	\$7,132,100
187	SAFECO CORP	\$7,118,400
188	TRICON GLOBAL RESTAURANTS INC	\$7,093,000
189	FPL GROUP	\$7,082,000
190	ALLTEL CORP	\$7,067,000
191	FIRSTENERGY CORPORATION	\$7,029,000
192	KELLOGG CO	\$6,954,700
193	BAXTER INTERNATIONAL INC	\$6,896,000
194	LINCOLN NATIONAL CORPORATION	\$6,851,500
195	PUBLIC SERVICE ENTERPRISE GROUP	\$6,848,000
196	EXPRESS SCRIPTS INC	\$6,786,900
197	PROGRESSIVE CORP	\$6,771,000
198	GENERAL MILLS INC	\$6,700,200
199	AES CORPORATION	\$6,691,000
200	SPRINT PCS GROUP	\$6,341,000
201	AUTOMATIC DATA PROCESSING INC	\$6,287,512
202	CAMPBELL SOUP CO	\$6,267,000
203	GANNETT CO INC	\$6,222,300
204	HSBC BANK USA	\$6,150,000
205	SONIC AUTOMOTIVE INC	\$6,052,476
206	NISOURCE INC	\$6,030,700
207	CENTEX CORP	\$6,008,100
208	MELLON FINANCIAL CORP	\$5,979,000
209	SERVICEMASTER CO	\$5,970,600
210	NCR CORPORATION	\$5,959,000
211	STATE STREET CORP	\$5,921,000
212	NORTHEAST UTILITIES	\$5,876,600
213	FORTUNE BRANDS INC	\$5,844,500
214	FIRST DATA CORP	\$5,705,200
215	ANADARKO PETROLEUM CORPORATION	\$5,686,000
216	PPL CORPORATION	\$5,683,000
217	AVON PRODUCTS INC	\$5,673,700
218	SOUTHWEST AIRLINES CO	\$5,649,600
219	DTE ENERGY COMPANY	\$5,597,000
220	CAPITAL ONE FINANCIAL CORP	\$5,424,300
221	BAKER HUGHES INC	\$5,233,800
222	SHERWIN WILLIAMS COMPANY (THE)	\$5,211,600
223	GPU INC	\$5,196,300
224	NORDSTROM INC	\$5,149,266
225	KEYSPAN CORPORATION	\$5,121,500
226	MEDTRONIC INC	\$5,016,300
227	W W GRAINGER INC	\$4,977,044
228	BLOCKBUSTER INC	\$4,960,100
229	OFFICEMAX INC	\$4,847,000
230	ITT INDUSTRIES INC	\$4,829,400

231	RADIOSHACK CORPORATION	\$4,794,700
232	INTIMATE BRANDS INC	\$4,632,000
233	USA NETWORKS INC	\$4,601,500
234	BLACK & DECKER CORP	\$4,560,800
235	KOHL'S CORP	\$4,557,112
236	NIAGARA MOHAWK HOLDINGS INC	\$4,539,300
237	KELLY SERVICES INC	\$4,487,300
238	CABLEVISION SYSTEMS CORP	\$4,411,048
239	ESTEE LAUDER COS INC	\$4,366,800
240	FIFTH THIRD BANCORP	\$4,276,000
241	VENATOR GROUP INC	\$4,263,000
242	MAYTAG CORP	\$4,247,500
243	HERSHEY FOODS CORP	\$4,221,000
244	BJ'S WHOLESALE CLUB INC	\$4,206,247
245	HEALTHSOUTH CORP	\$4,195,100
246	PULTE HOMES INC	\$4,159,100
247	KERR-MCGEE CORPORATION	\$4,121,000
248	PROGRESS ENERGY INC	\$4,118,900
249	NASH FINCH COMPANY	\$4,015,541
250	ALLEGHENY ENERGY INC	\$4,012,000
251	CLOROX CO (THE)	\$3,989,000
252	GOLDEN WEST FINANCIAL CORP	\$3,957,400
253	KBHOME	\$3,930,900
254	FMC CORPORATION	\$3,925,500
255	YORK INTERNATIONAL CORP	\$3,897,400
256	AVERY DENNISON CORP	\$3,893,500
257	DOLLAR GENERAL CORPORATION	\$3,887,964
258	PITNEY BOWES INC	\$3,880,900
259	AMEREN CORP	\$3,856,000
260	PITTSTON CO	\$3,834,100
261	AMERICAN FINANCIAL GROUP INC	\$3,817,300
262	DANAHER CORP	\$3,777,800
263	SPHERION CORPORATION	\$3,740,823
264	DARDEN RESTAURANTS INC	\$3,701,300
265	PINNACLE WEST CAPITAL CORPORATION	\$3,690,200
266	HORMEL FOODS CORP	\$3,675,100
267	LONGS DRUG STORES CORPORATION	\$3,672,413
268	BALL CORP	\$3,664,700
269	AMGEN INC	\$3,629,400
270	BECTON DICKINSON & CO	\$3,618,300
271	GROUP 1 AUTOMOTIVE INC	\$3,586,146
272	NORTHERN TRUST CORP	\$3,548,100
273	INTERSTATE BAKERIES CORP	\$3,522,900
274	COX COMMUNICATIONS INC	\$3,506,900
275	OWENS & MINOR INC	\$3,503,600
276	BARNES & NOBLE INC	\$3,486,000
277	SCANA CORPORATION	\$3,433,000

278	QUEST DIAGNOSTICS INC	\$3,421,200
279	JACOBS ENGINEERING GROUP INC	\$3,418,900
280	WISCONSIN ENERGY CORPORATION	\$3,354,700
281	MOHAWK INDUSTRIES INC	\$3,255,800
282	JEFFERSON-PILOT CORPORATION	\$3,238,000
283	NATIONWIDE FINANCIAL SERVICES INC	\$3,170,300
284	FAMILY DOLLAR STORES INC	\$3,132,639
285	LIZ CLAIBORNE INC	\$3,104,100
286	SHOPKO STORES INC	\$3,061,700
287	SPARTAN STORES INC	\$3,050,282
288	HUGHES SUPPLY INC	\$2,994,900
289	BORDERS GROUP INC	\$2,968,400
290	ENERGY EAST CORPORATION	\$2,959,500
291	FIRST AMERICAN CORP	\$2,934,300
292	BIG LOTS INC	\$2,933,690
293	ADELPHIA COMMUNICATIONS CORP	\$2,909,400
294	NACCO INDUSTRIES INC	\$2,871,300
295	SMITH INTERNATIONAL INC	\$2,761,000
296	PAYLESS SHOESOURCE INC	\$2,730,100
297	ECHOSTAR COMMUNICATIONS CORP	\$2,715,220
298	BOSTON SCIENTIFIC CORP	\$2,664,000
299	BEVERLY ENTERPRISES INC	\$2,628,260
300	FISHER SCIENTIFIC INTERNATIONAL INC	\$2,622,300
301	COVENTRY HEALTH CARE INC	\$2,604,910
302	HUNTINGTON BANCSHARES INC	\$2,602,100
303	GUIDANT CORP	\$2,548,700
304	TORCHMARK CORP	\$2,515,900
305	WACKENHUT CORPORATION (THE)	\$2,505,100
306	PINKERTON'S INC	\$2,500,000
307	PENN TRAFFIC COMPANY (THE)	\$2,484,023
308	ROSS STORES INC	\$2,468,638
309	H & R BLOCK INC	\$2,451,900
310	PANTRY INC (THE)	\$2,432,300
311	ALLIANT ENERGY CORP	\$2,405,000
312	PEP BOYS-MANNY MOE & JACK (THE)	\$2,394,533
313	HENRY SCHEIN INC	\$2,381,700
314	MANOR CARE INC	\$2,380,600
315	WESTERN RESOURCES INC	\$2,368,500
316	FRANKLIN RESOURCES INC	\$2,340,100
317	CINCINNATI FINANCIAL CORP	\$2,331,000
318	TECO ENERGY INC	\$2,295,100
319	STRYKER CORP	\$2,289,400
320	ALBERTO-CULVER COMPANY	\$2,247,200
321	UNIVERSAL HEALTH SERVICES INC	\$2,242,444
322	FOOTSTAR INC	\$2,237,100
323	WENDYS INTERNATIONAL INC	\$2,236,900
324	BURLINGTON COAT FACTORY	\$2,226,200

325	AMERICAN GREETINGS	\$2,175,200
326	STARBUCKS CORPORATION	\$2,169,218
327	BRINKER INTERNATIONAL INC	\$2,159,800
328	PETSMART INC	\$2,110,316
329	WEIS MARKETS INC	\$2,061,000
330	CARMAX GROUP	\$2,014,984
331	EQUIFAX INC	\$1,965,881
332	UNITRIN INC	\$1,953,200
333	LABORATORY CORP OF AMERICA	\$1,919,300
334	INGLES MARKETS INC	\$1,916,200
335	ZIONS BANCORP	\$1,915,300
336	OUTBACK STEAKHOUSE INC	\$1,906,000
337	BECKMAN COULTER INC	\$1,886,900
338	MICHAELS STORES INC	\$1,882,522
339	MCDERMOTT INTERNATIONAL	\$1,877,800
340	COUNTRYWIDE CREDIT INDUSTRIES INC	\$1,870,900
341	SMART & FINAL INC	\$1,863,895
342	BED BATH & BEYOND INC	\$1,857,500
343	CENTURYTEL INC	\$1,845,900
344	WEATHERFORD INTERNATIONAL INC	\$1,814,300
345	LANDAMERICA FINANCIAL GROUP	\$1,802,400
346	SIEBEL SYSTEMS INC	\$1,795,384
347	W R BERKLEY CORPORATION	\$1,781,300
348	CBRL GROUP INC	\$1,772,712
349	BAUSCH & LOMB INC	\$1,772,400
350	UGI CORP	\$1,761,700
351	DIEBOLD INC	\$1,743,608
352	GENENTECH INC	\$1,736,400
353	BMC SOFTWARE INC	\$1,719,200
354	UNITED STATES CELLULAR CORP	\$1,716,600
355	SCIENTIFIC ATLANTA INC	\$1,715,410
356	RAYMOND JAMES FINANCIAL INC	\$1,698,600
357	PERKINELMER INC	\$1,695,267
358	DOLLAR TREE STORES INC	\$1,688,105
359	VALUE CITY DEPARTMENT STORES INC	\$1,670,176
360	QUINTILES TRANSNATIONAL CORP	\$1,659,900
361	FISERV INC	\$1,653,606
362	CASEY'S GENERAL STORES INC	\$1,653,500
363	RENT-A-CENTER INC	\$1,601,614
364	BROWN SHOE COMPANY INC	\$1,594,131
365	HEALTH MANAGEMENT ASSOCIATES INC	\$1,577,800
366	LINENS N THINGS INC	\$1,572,576
367	ALLERGAN INC	\$1,562,600
368	BJ SERVICES COMPANY	\$1,555,400
369	HOUSE2HOME INC	\$1,525,275
370	GENTIVA HEALTH SERVICES INC	\$1,506,600
371	SPORTS AUTHORITY INC (THE)	\$1,492,860

372	REVLON INC	\$1,491,600
373	DAVITA INC	\$1,486,302
374	WILLIAMS SONOMA INC	\$1,460,000
375	IMS HEALTH INC	\$1,424,400
376	ELECTRONIC ARTS INC	\$1,420,011
377	D&B	\$1,417,600
378	LANDS END INC	\$1,416,886
379	NABORS INDUSTRIES INC	\$1,409,300
380	LEGG MASON INC	\$1,399,600
381	COOPER CAMERON CORPORATION	\$1,386,700
382	JO ANN STORES INC	\$1,381,500
383	APPLERA CORPORATION	\$1,371,000
384	AMERICAN WATER WORKS CO	\$1,351,000
385	US ONCOLOGY INC	\$1,324,200
386	TALBOTS INC (THE)	\$1,308,658
387	HOLLYWOOD ENTERTAINMENT CORP	\$1,296,200
388	TMP WORLDWIDE INC	\$1,291,700
389	AMERICAN MANAGEMENT SYSTEMS INC	\$1,279,300
390	STANDARD REGISTER CO (THE)	\$1,265,838
391	DELUXE CORP	\$1,262,700
392	TRIAD HOSPITALS INC	\$1,235,500
393	PIER 1 IMPORTS INC	\$1,231,100
394	TRANSOCEAN SEDCO FOREX	\$1,229,500
395	LORAL SPACE & COMMUNICATIONS LTD	\$1,224,111
396	STEIN MART INC	\$1,206,624
397	CHARMING SHOPPES INC	\$1,205,522
398	MARY KAY INC	\$1,200,000
399	MEN'S WEARHOUSE INC (THE)	\$1,186,748
400	DADE BEHRING INC	\$1,184,000
401	GOODY'S FAMILY CLOTHING INC	\$1,180,930
402	ST JUDE MEDICAL INC	\$1,178,800
403	REGIS CORP	\$1,142,993
404	AMDOCS LTD	\$1,118,300
405	CR BARD INC	\$1,098,800
406	SIGMA ALDRICH CORP	\$1,096,300
407	INTUIT INC	\$1,093,825
408	ANNTAYLOR STORES CORP	\$1,084,500
409	PATTERSON DENTAL CO	\$1,045,900
410	WEST PENN POWER COMPANY	\$1,045,600
411	COLE NATIONAL CORPORATION	\$1,040,426
412	ABERCROMBIE & FITCH CO	\$1,030,858
413	APRIA HEALTHCARE GROUP INC	\$1,014,201
414	BALLY TOTAL FITNESS HOLDING CORP	\$1,007,100
415	SIX FLAGS INC	\$1,007,000
416	PETCO ANIMAL SUPPLIES INC	\$990,300
417	HARTE HANKS COMMUNICATIONS INC	\$960,800
418	STEWART INFORMATION SVCS CORP	\$935,500

419	BIOMET INC	\$923,600
420	O'REILLY AUTOMOTIVE INC	\$890,421
421	DENTSPLY INTERNATIONAL INC	\$889,800
422	COVANCE INC	\$868,087
423	FOODARAMA SUPERMARKETS INC	\$866,240
424	RES CARE INC	\$865,800
425	CLAIRE'S STORES INC	\$846,898
426	WILD OATS MARKETS INC	\$838,131
427	AMERICAN EAGLE OUTFITTERS INC	\$832,104
428	EDWARDS LIFESCIENCES CORP	\$804,000
429	VILLAGE SUPER MARKET INC	\$803,360
430	ICN PHARMACEUTICALS INC	\$800,300
431	IVAX CORPORATION	\$793,400
432	GUITAR CENTER INC	\$785,671
433	GUESS? INC	\$779,217
434	TRACTOR SUPPLY COMPANY	\$759,037
435	GENZYME CORP	\$752,483
436	NETWORK ASSOCIATES INC	\$745,700
437	PERRIGO CO	\$744,300
438	ELECTRONICS BOUTIQUE HOLDIN	\$730,400
439	PAYCHEX INC	\$728,100
440	BIO RAD LABORATORIES INC	\$725,884
441	NBTY INC	\$720,900
442	JOHN H HARLAND CO	\$720,700
443	BON-TON STORES INC (THE)	\$713,614
444	CRAWFORD & COMPANY	\$712,200
445	RECREATIONAL EQUIPMENT INC	\$698,300
446	GART SPORTS COMPANY	\$680,995
447	FRED'S INC	\$665,777
448	CASUAL MALE CORP	\$665,456
449	DRESS BARN INC (THE)	\$656,174
450	ISLE OF CAPRI CASINOS INC	\$646,700
451	KEY ENERGY GROUP INC	\$637,700
452	STANDEX INTERNATIONAL CORP	\$637,049
453	SUNGLASS HUT INTERNATIONAL INC	\$635,603
454	CATO CORP (THE)	\$605,033
455	TOTAL SYSTEM SERVICES INC	\$601,293
456	DISCOUNT AUTO PARTS INC	\$598,258
457	FINISH LINE INC (THE)	\$585,963
458	SANTA FE INTERNATIONAL CORP	\$584,000
459	RATIONAL SOFTWARE CORP	\$572,200
460	BISYS GROUP INC (THE)	\$571,400
461	LIFEPPOINT HOSPITALS INC	\$557,100
462	GOTTSCHALKS INC	\$554,193
463	WILSONS THE LEATHER EXPERTS INC	\$543,608
464	SOLA INTERNATIONAL INC	\$543,400
465	WET SEAL INC (THE)	\$524,407

466	FIRST HEALTH GROUP CORP	\$506,741
467	AARON RENTS INC	\$502,900
468	CHEMED CORP	\$500,685
469	GRANT PRIDECO INC	\$498,500
470	ALTERRA HEALTHCARE CORP	\$466,495
471	NATIONAL HEALTHCARE CORP	\$462,400
472	REHABCARE GROUP INC	\$452,400
473	99 CENTS ONLY STORES	\$451,900
474	JACOBSON STORES INC	\$448,075
475	HASTINGS ENTERTAINMENT INC	\$445,425
476	MORRISON MANAGEMENT SPECIALISTS	\$441,100
477	PACIFIC SUNWEAR OF CALIFORNIA INC	\$436,808
478	FACTORY 2 U STORES INC	\$421,400
479	BOOKS A MILLION INC	\$404,057
480	COST PLUS INC	\$402,292
481	UNITED RETAIL GROUP INC	\$382,631
482	AMERICA SERVICE GROUP INC	\$381,946
483	HANCOCK FABRICS INC	\$381,572
484	MOTHERS WORK INC	\$366,283
485	MEDQUIST INC	\$364,149
486	SUNRISE ASSISTED LIVING INC	\$344,800
487	SHOE CARNIVAL INC	\$339,900
488	ONE PRICE CLOTHING STORES INC	\$336,847
489	HARBORSIDE HEALTHCARE CORP	\$322,672
490	AMERICAN SAFETY RAZOR	\$318,800
491	KROLL INC	\$310,600
492	CHARLES RIVER LABORATORIES CORP	\$306,600
493	RESTORATION HARDWARE INC	\$298,902
494	GERALD STEVENS INC	\$267,053
495	A C MOORE ARTS & CRAFTS	\$262,100
496	GADZOOKS INC	\$240,253
497	AMERICAN RETIREMENT CORP	\$206,100
498	OCULAR SCIENCES INC	\$177,000
499	CHICO'S FAS INC	\$155,002

INDEX OF FIRMS BY NUMBER OF EMPLOYEES (2000)

(rank of 1 is highest)

Rank	Company Name	2000 Employees
1	MANPOWER INC	2,719,400
2	WAL-MART STORES INC	1,244,000
3	KELLY SERVICES INC	770,000
4	SPHERION CORPORATION	547,000
5	GENERAL MOTORS CORP	386,000
6	MCDONALD'S CORP	364,000
7	UNITED PARCEL SERVICE INC	359,000
8	FORD MOTOR CO	345,991
9	INTERNATIONAL BUSINESS MACHINES CORP	316,303
10	GENERAL ELECTRIC CO	313,000
11	KROGER CO (THE)	312,000
12	VERIZON COMMUNICATIONS	260,000
13	TARGET CORPORATION	254,000
14	KMART CORPORATION	252,000
15	ALBERTSON'S INC	235,000
16	CITIGROUP INC	230,000
17	HOME DEPOT INC	227,000
18	SBC COMMUNICATIONS INC	215,088
19	FEDEX CORPORATION	215,000
20	DELPHI AUTOMOTIVE SYSTEMS CORP	211,000
21	SAFeway INC	192,000
22	TRICON GLOBAL RESTAURANTS INC	190,000
23	GAP INC (THE)	166,000
24	HCA INC	164,000
25	UNITED TECHNOLOGIES CORP	153,800
26	BANK OF AMERICA CORP	142,724
27	SARA LEE CORP	141,500
28	MAY DEPARTMENT STORES COMPANY (THE)	137,000
29	VIACOM INC	133,830
30	FEDERATED DEPARTMENT STORES INC	129,000
31	DARDEN RESTAURANTS INC	128,900
32	PUBLIX SUPER MARKETS INC	126,000
33	LOCKHEED MARTIN CORP	126,000
34	PINKERTON'S INC	125,000
35	HONEYWELL INTERNATIONAL INC	125,000
36	PEPSICO INC	124,000
37	LIMITED INC (THE)	123,700
38	EXXON MOBIL CORPORATION	123,000
39	ELECTRONIC DATA SYSTEMS CORP	122,000
40	LEAR CORP	121,600
41	WINN DIXIE STORES INC	119,000
42	WELLS FARGO & CO	117,000

43	WALGREEN CO	116,000
44	TENET HEALTHCARE CORPORATION	106,900
45	PROCTER & GAMBLE CO	106,000
46	GOODYEAR TIRE & RUBBER COMPANY (THE)	105,128
47	JOHNSON CONTROLS INC	105,000
48	BELLSOUTH CORP	103,918
49	H & R BLOCK INC	99,400
50	JOHNSON & JOHNSON	98,500
51	BLOCKBUSTER INC	95,800
52	LOWE'S COS INC	94,000
53	HALLIBURTON COMPANY	93,000
54	GENERAL ELECTRIC CAPITAL CORPORATION	90,000
55	PFIZER INC	90,000
56	J P MORGAN CHASE & CO INC	90,000
57	AMERICAN EXPRESS CO	89,000
58	CONAGRA INC	89,000
59	AOL TIME WARNER INC	88,500
60	INTEL CORP	86,100
61	GREAT ATLANTIC & PACIFIC TEA COMPANY	83,000
62	NORTHROP GRUMMAN CORP	80,000
63	STATE FARM INSURANCE COMPANIES	79,300
64	BRINKER INTERNATIONAL INC	78,500
65	COSTCO WHOLESALE CORP	78,000
66	TJX COMPANIES INC (THE)	77,000
67	BEST BUY CO INC	75,000
68	COX ENTERPRISES INC	74,000
69	SERVICEMASTER CO	72,000
70	MERRILL LYNCH & CO INC	72,000
71	WACHOVIA CORP	71,262
72	MERCK & CO INC	69,300
73	INTIMATE BRANDS INC	69,000
74	TOYS R US INC	69,000
75	TYSON FOODS INC	68,000
76	QWEST COMMUNICATIONS INTERNATIONAL	67,000
77	COCA COLA ENTERPRISES INC	67,000
78	KIMBERLY CLARK CORP	66,300
79	WACKENHUT CORPORATION (THE)	65,000
80	BEVERLY ENTERPRISES INC	64,000
81	MORGAN STANLEY DEAN WITTER & CO	62,679
82	SUPERVALU INC	62,100
83	AMERICAN STANDARD COMPANIES INC	61,000
84	WHIRLPOOL CORP	61,000
85	ABBOTT LABORATORIES	60,571
86	SCHLUMBERGER LIMITED	60,000
87	PHARMACIA	59,000
88	DILLARD'S INC	58,796
89	WASTE MANAGEMENT INC	57,000

90	MARSH & MCLENNAN COS INC	57,000
91	PRUDENTIAL FINANCIAL	56,925
92	ILLINOIS TOOL WORKS INC	55,300
93	AMERICAN INTERNATIONAL GROUP INC	55,000
94	KOHL'S CORP	54,000
95	MANOR CARE INC	54,000
96	CHEVRONTXACO CORPORATION	53,621
97	GANNETT CO INC	53,400
98	HEALTHSOUTH CORP	53,216
99	FLEETBOSTON FINANCIAL CORPORATION	53,000
100	ALLSTATE CORPORATION (THE)	52,000
101	AON CORPORATION	51,000
102	HE BUTT GROCERY COMPANY	50,000
103	PITTSTON CO	49,400
104	OUTBACK STEAKHOUSE INC	49,000
105	NORDSTROM INC	49,000
106	CARDINAL HEALTH INC	48,900
107	VENATOR GROUP INC	48,815
108	MASCO CORP	48,600
109	STAPLES INC	48,458
110	AMERICAN HOME PRODUCTS CORP	48,036
111	OFFICE DEPOT INC	48,000
112	MICROSOFT CORP	47,600
113	FLUOR CORP	47,113
114	STARBUCKS CORPORATION	47,000
115	AGILENT TECHNOLOGIES INC	47,000
116	CIRCUIT CITY STORES INC	46,700
117	H J HEINZ CO	45,800
118	BIG LOTS INC	45,676
119	BERKSHIRE HATHAWAY INC	45,000
120	CBRL GROUP INC	44,750
121	WENDYS INTERNATIONAL INC	44,000
122	BRISTOL MYERS SQUIBB CO	44,000
123	SUN MICROSYSTEMS INC	43,700
124	RADIOSHACK CORPORATION	43,600
125	GENERAL DYNAMICS	43,300
126	CIGNA CORP	43,200
127	SIX FLAGS INC	43,081
128	BAXTER INTERNATIONAL INC	43,000
129	SYSCO CORP	43,000
130	AVON PRODUCTS INC	43,000
131	ORACLE CORP	42,927
132	ITT INDUSTRIES INC	42,000
133	ROCKWELL AUTOMATION	41,200
134	AUTOMATIC DATA PROCESSING INC	41,000
135	REGIS CORP	41,000
136	AETNA INC	40,700

137	DELL COMPUTER CORPORATION	40,000
138	BARNES & NOBLE INC	39,000
139	AMERICAN GREETINGS	38,700
140	COLGATE PALMOLIVE CO	38,300
141	LIBERTY MUTUAL INSURANCE COMPANIES	37,000
142	COCA COLA CO	36,900
143	ELI LILLY & CO	35,700
144	GILLETTE CO (THE)	35,200
145	COMCAST CORP	35,000
146	OFFICEMAX INC	35,000
147	CROWN CORK & SEAL CO INC	34,618
148	DOLLAR GENERAL CORPORATION	34,600
149	INTERSTATE BAKERIES CORP	34,000
150	7-ELEVEN INC	33,400
151	MICHAELS STORES INC	33,000
152	NCR CORPORATION	32,960
153	FAMILY DOLLAR STORES INC	31,200
154	AUTONATION INC	31,000
155	USX CORPORATION	30,892
156	BORDERS GROUP INC	30,000
157	RES CARE INC	30,000
158	WASHINGTON MUTUAL INC	30,000
159	UNITEDHEALTH GROUP INC	30,000
160	LOEWS CORPORATION	29,700
161	FLEMING COMPANIES INC	29,567
162	SOUTHWEST AIRLINES CO	29,274
163	AT&T WIRELESS GROUP	29,000
164	EXELON CORPORATION	29,000
165	US BANCORP	28,949
166	SCHERING-PLOUGH CORP	28,100
167	SUNTRUST BANKS INC	28,000
168	HOUSEHOLD INTERNATIONAL INC	28,000
169	FORTUNE BRANDS INC	27,800
170	PAYLESS SHOESOURCE INC	27,700
171	ALLTEL CORP	27,257
172	FIRST DATA CORP	27,000
173	QUEST DIAGNOSTICS INC	27,000
174	AES CORPORATION	26,606
175	HARTFORD FINANCIAL SERVICES GROUP	26,600
176	AMERICAN ELECTRIC POWER COMPANY INC	26,376
177	DOLLAR TREE STORES INC	26,200
178	SHERWIN WILLIAMS COMPANY (THE)	26,095
179	MEDTRONIC INC	26,050
180	SOUTHERN COMPANY (THE)	26,021
181	MELLON FINANCIAL CORP	25,800
182	ASHLAND INC	25,800
183	UNIVERSAL HEALTH SERVICES INC	25,600

184	TOSCO CORP	25,500
185	BOISE CASCADE CORP	25,257
186	BECTON DICKINSON & CO	25,000
187	MBNA CORP	25,000
188	PNC FINANCIAL SERVICES GROUP INC	24,900
189	MAYTAG CORP	24,657
190	YORK INTERNATIONAL CORP	24,600
191	BAKER HUGHES INC	24,500
192	CABLEVISION SYSTEMS CORP	24,463
193	WILLIAMS COMPANIES INC (THE)	24,100
194	MOHAWK INDUSTRIES INC	24,005
195	DANAHER CORP	24,000
196	CAMPBELL SOUP CO	24,000
197	ANHEUSER BUSCH COS INC	23,725
198	BLACK & DECKER CORP	23,600
199	PITNEY BOWES INC	23,335
200	PEP BOYS-MANNY MOE & JACK (THE)	23,136
201	DUKE ENERGY CORP	23,000
202	MCKESSON CORPORATION	23,000
203	ARCHER DANIELS MIDLAND CO	22,834
204	NIKE INC	22,700
205	GOLDMAN SACHS GROUP INC	22,627
206	JO ANN STORES INC	22,300
207	KEYCORP	22,142
208	LONGS DRUG STORES CORPORATION	22,100
209	BURLINGTON COAT FACTORY	22,000
210	USAA	22,000
211	WILLIAMS SONOMA INC	22,000
212	HOLLYWOOD ENTERTAINMENT CORP	21,695
213	FOOTSTAR INC	21,600
214	GENTIVA HEALTH SERVICES INC	21,300
215	PG&E CORPORATION	20,850
216	USA NETWORKS INC	20,780
217	WEIS MARKETS INC	20,700
218	CLAIRE'S STORES INC	20,500
219	PETSMART INC	20,450
220	FIRST AMERICAN CORP	20,346
221	ULTRAMAR DIAMOND SHAMROCK CORP	20,000
222	SHOPKO STORES INC	20,000
223	SPRINT PCS GROUP	20,000
224	ESTEE LAUDER COS INC	19,900
225	ROSS STORES INC	19,800
226	CHARMING SHOPPES INC	19,750
227	PROGRESSIVE CORP	19,490
228	VALUE CITY DEPARTMENT STORES INC	19,300
229	CAPITAL ONE FINANCIAL CORP	19,247
230	CNA FINANCIAL CORPORATION	19,100

231	HEALTH MANAGEMENT ASSOCIATES INC	19,000
232	COX COMMUNICATIONS INC	19,000
233	BALLY TOTAL FITNESS HOLDING CORPORATION	18,975
234	BANK OF NEW YORK CO INC (THE)	18,861
235	LABORATORY CORP OF AMERICA HOLDINGS	18,850
236	JACOBS ENGINEERING GROUP INC	18,800
237	EDISON INTERNATIONAL	18,530
238	QUINTILES TRANSNATIONAL CORP	18,219
239	NABORS INDUSTRIES INC	17,980
240	AVERY DENNISON CORP	17,900
241	STATE STREET CORP	17,604
242	CONOCO INC	17,600
243	PRINCIPAL FINANCIAL GROUP (THE)	17,473
244	NACCO INDUSTRIES INC	17,200
245	PENN TRAFFIC COMPANY (THE)	17,100
246	TXU CORPORATION	16,540
247	W W GRAINGER INC	16,192
248	PROGRESS ENERGY INC	16,000
249	XCEL ENERGY INC	15,812
250	ADELPHIA COMMUNICATIONS CORP	15,735
251	HERSHEY FOODS CORP	15,700
252	RELIANT ENERGY INC	15,633
253	DOMINION RESOURCES INC	15,600
254	HUMANA INC	15,600
255	TRANSOCEAN SEDCO FOREX	15,600
256	TRIAD HOSPITALS INC	15,500
257	ALBERTO-CULVER COMPANY	15,300
258	KELLOGG CO	15,200
259	EL PASO CORP	15,000
260	BED BATH & BEYOND INC	15,000
261	FMC CORPORATION	14,802
262	ANTHEM INC	14,800
263	BJ'S WHOLESALE CLUB INC	14,700
264	PIER 1 IMPORTS INC	14,600
265	NISOURCE INC	14,418
266	ALTERRA HEALTHCARE CORP	14,400
267	STEIN MART INC	14,400
268	INGLES MARKETS INC	14,300
269	HSBC BANK USA	14,200
270	ENTERGY CORP	14,100
271	GPU INC	14,100
272	FISERV INC	14,000
273	REHABCARE GROUP INC	14,000
274	ABERCROMBIE & FITCH CO	13,900
275	FIRSTENERGY CORPORATION	13,830
276	COLE NATIONAL CORPORATION	13,800
277	CASEY'S GENERAL STORES INC	13,794

278	BOSTON SCIENTIFIC CORP	13,720
279	NASH FINCH COMPANY	13,537
280	CONSOLIDATED EDISON INC	13,464
281	CENTEX CORP	13,368
282	SAFECO CORP	13,000
283	SPARTAN STORES INC	13,000
284	KEYSPAN CORPORATION	13,000
285	ICN PHARMACEUTICALS INC	12,700
286	RENT-A-CENTER INC	12,554
287	DIEBOLD INC	12,544
288	PERKINELMER INC	12,500
289	BAUSCH & LOMB INC	12,400
290	CHUBB CORPORATION (THE)	12,400
291	UNUMPROVIDENT CORP	12,400
292	PHILLIPS PETROLEUM COMPANY	12,400
293	SUNOCO INC	12,300
294	FIFTH THIRD BANCORP	12,246
295	EQUIFAX INC	12,200
296	HORMEL FOODS CORP	12,200
297	DAVITA INC	12,200
298	LINENS N THINGS INC	12,200
299	COUNTRYWIDE CREDIT INDUSTRIES INC	12,090
300	STRYKER CORP	12,084
301	PETCO ANIMAL SUPPLIES INC	12,000
302	ISLE OF CAPRI CASINOS INC	12,000
303	MEN'S WEARHOUSE INC (THE)	12,000
304	BROWN SHOE COMPANY INC	11,900
305	WEATHERFORD INTERNATIONAL INC	11,900
306	PPL CORPORATION	11,893
307	MCDERMOTT INTERNATIONAL	11,800
308	NEW YORK LIFE INSURANCE CO	11,800
309	NATIONAL HEALTHCARE CORP	11,700
310	FOX ENTERTAINMENT GROUP INC	11,700
311	CMS ENERGY CORP	11,652
312	LEHMAN BROTHERS HOLDINGS INC	11,300
313	SEMPRA ENERGY	11,232
314	BEAR STEARNS COS INC (THE)	11,201
315	BALL CORP	11,200
316	TALBOTS INC (THE)	11,100
317	GENERAL MILLS INC	11,001
318	ECHOSTAR COMMUNICATIONS CORP	11,000
319	HEALTH NET INC	11,000
320	CLOROX CO (THE)	11,000
321	SPORTS AUTHORITY INC (THE)	11,000
322	WELLPOINT HEALTH NETWORKS INC	10,900
323	O'REILLY AUTOMOTIVE INC	10,808
324	PUBLIC SERVICE ENTERPRISE GROUP INC	10,709

325	AMERICAN FINANCIAL GROUP INC	10,600
326	ST PAUL COMPANIES INC (THE)	10,500
327	PANTRY INC (THE)	10,428
328	GOODY'S FAMILY CLOTHING INC	10,300
329	WISCONSIN ENERGY CORPORATION	10,191
330	D&B	10,100
331	MORRISON MANAGEMENT SPECIALISTS INC	10,000
332	ALTICOR INC	10,000
333	SUNRISE ASSISTED LIVING INC	9,947
334	SMITH INTERNATIONAL INC	9,892
335	IMS HEALTH INC	9,891
336	AMERADA HESS CORPORATION	9,891
337	FPL GROUP	9,838
338	LANDS END INC	9,800
339	AMERICAN EAGLE OUTFITTERS INC	9,799
340	HUNTINGTON BANCSHARES INC	9,693
341	BECKMAN COULTER INC	9,520
342	TMP WORLDWIDE INC	9,500
343	NORTHERN TRUST CORP	9,466
344	SONIC AUTOMOTIVE INC	9,400
345	KEY ENERGY GROUP INC	9,300
346	BJ SERVICES COMPANY	9,265
347	NORTHEAST UTILITIES	9,260
348	GUIDANT CORP	9,252
349	SUNGLASS HUT INTERNATIONAL INC	9,174
350	APRIA HEALTHCARE GROUP INC	9,172
351	DTE ENERGY COMPANY	9,144
352	WILD OATS MARKETS INC	9,080
353	ANNTAYLOR STORES CORP	9,000
354	BON-TON STORES INC (THE)	9,000
355	CATO CORP (THE)	9,000
356	FINISH LINE INC (THE)	8,960
357	WET SEAL INC (THE)	8,901
358	HARTE HANKS COMMUNICATIONS INC	8,849
359	OCCIDENTAL PETROLEUM CORPORATION	8,791
360	MEDQUIST INC	8,700
361	LANDAMERICA FINANCIAL GROUP	8,639
362	JOHN HANCOCK FINANCIAL SERVICES INC	8,503
363	AMERICAN MANAGEMENT SYSTEMS INC	8,500
364	HOUSE2HOME INC	8,500
365	SCIENTIFIC ATLANTA INC	8,420
366	AMDOCS LTD	8,400
367	CINERGY CORPORATION	8,362
368	LIZ CLAIBORNE INC	8,300
369	GOTTSCHALKS INC	8,300
370	NORTHWESTERN PUBLIC SERVICE CO	8,300
371	WESTERN RESOURCES INC	8,300

372	UTILICORP UNITED INC	8,228
373	CR BARD INC	8,100
374	HARBORSIDE HEALTHCARE CORP	8,100
375	MASSACHUSETTS MUTUAL LIFE INSURANCE	8,000
376	REVLON INC	8,000
377	COVANCE INC	7,900
378	ALLIANT ENERGY CORP	7,882
379	CRAWFORD & COMPANY	7,825
380	LINCOLN NATIONAL CORPORATION	7,820
381	DELUXE CORP	7,800
382	STANDARD REGISTER CO (THE)	7,717
383	US ONCOLOGY INC	7,716
384	HUGHES SUPPLY INC	7,700
385	FRED'S INC	7,620
386	NIAGARA MOHAWK HOLDINGS INC	7,600
387	AMERICAN RETIREMENT CORP	7,600
388	CHEMED CORP	7,591
389	DRESS BARN INC (THE)	7,500
390	DADE BEHRING INC	7,500
391	UNITRIN INC	7,500
392	FISHER SCIENTIFIC INTERNATIONAL INC	7,400
393	SIEBEL SYSTEMS INC	7,389
394	AMEREN CORP	7,342
395	BMC SOFTWARE INC	7,330
396	COOPER CAMERON CORPORATION	7,300
397	PAYCHEX INC	7,300
398	AMGEN INC	7,300
399	NBTY INC	7,300
400	PINNACLE WEST CAPITAL CORPORATION	7,200
401	PACIFIC SUNWEAR OF CA LIFORNIA INC	7,100
402	SOLA INTERNATIONAL INC	7,080
403	RECREATIONAL EQUIPMENT INC	7,000
404	CASUAL MALE CORP	6,977
405	ZIONS BANCORP	6,915
406	CENTURYTEL INC	6,860
407	UNOCAL CORPORATION	6,800
408	CARMAX GROUP	6,745
409	FRANKLIN RESOURCES INC	6,500
410	HANCOCK FABRICS INC	6,500
411	DISCOUNT AUTO PARTS INC	6,460
412	LIFEPOINT HOSPITALS INC	6,450
413	HENRY SCHEIN INC	6,250
414	HASTINGS ENTERTAINMENT INC	6,245
415	WILSONS THE LEATHER EXPERTS INC	6,240
416	SIGMA ALDRICH CORP	6,218
417	GERALD STEVENS INC	6,200
418	ALLERGAN INC	6,181

419	DENTSPLY INTERNATIONAL INC	6,150
420	GOLDEN WEST FINANCIAL CORP	6,103
421	INTUIT INC	6,100
422	AMERICA SERVICE GROUP INC	6,000
423	TECO ENERGY INC	5,872
424	GROUP 1 AUTOMOTIVE INC	5,830
425	IVAX CORPORATION	5,800
426	DYNEGY INC	5,778
427	ENERGY EAST CORPORATION	5,721
428	SMART & FINAL INC	5,640
429	STEWART INFORMATION SVCS CORP	5,627
430	ALLEGHENY ENERGY INC	5,600
431	APPLERA CORPORATION	5,544
432	SANTA FE INTERNATIONAL CORPORATION	5,500
433	FOODARA MA SUPERMARKETS INC	5,500
434	JOHN H HARLAND CO	5,445
435	SCANA CORPORATION	5,426
436	FACTORY 2 U STORES INC	5,397
437	LEGG MASON INC	5,380
438	EXPRESS SCRIPTS INC	5,259
439	UNITED STATES CELLULAR CORP	5,250
440	UNITED RETAIL GROUP INC	5,200
441	PULTE HOMES INC	5,200
442	STANDEX INTERNATIONAL CORP	5,200
443	GART SPORTS COMPANY	5,100
444	AMERICAN WATER WORKS CO	5,050
445	AFLAC INC	5,015
446	EDWARDS LIFESCIENCES CORP	5,000
447	BOOKS A MILLION INC	5,000
448	ELECTRONICS BOUTIQUE HOLDINGS CORP	5,000
449	ST JUDE MEDICAL INC	4,951
450	WEST PENN POWER COMPANY	4,923
451	UGI CORP	4,874
452	RAYMOND JAMES FINANCIAL INC	4,818
453	NATIONWIDE FINANCIAL SERVICES INC	4,800
454	TOTAL SYSTEM SERVICES INC	4,606
455	GENENTECH INC	4,459
456	GADZOOKS INC	4,458
457	TORCHMARK CORP	4,458
458	W R BERKLEY CORPORATION	4,426
459	KERR-MCGEE CORPORATION	4,426
460	GENZYME CORP	4,400
461	JACOBSON STORES INC	4,300
462	BISYS GROUP INC (THE)	4,300
463	ONE PRICE CLOTHING STORES INC	4,200
464	RELIANT RESOURCES INC	4,100
465	FANNIE MAE	4,100

466	GUESS? INC	4,100
467	BIO RAD LABORATORIES INC	4,093
468	99 CENTS ONLY STORES	4,044
469	TRACTOR SUPPLY COMPANY	4,000
470	L L BEAN INC	4,000
471	AARON RENTS INC	3,900
472	RATIONAL SOFTWARE CORP	3,899
473	PATTERSON DENTAL CO	3,853
474	VILLAGE SUPER MARKET INC	3,850
475	FIRST HEALTH GROUP CORP	3,825
476	GRANT PRIDECO INC	3,825
477	COST PLUS INC	3,760
478	AMERISOURCEBERGEN CORP	3,700
479	LORAL SPACE & COMMUNICATIONS LTD	3,700
480	MOTHERS WORK INC	3,628
481	FREDDIE MAC	3,600
482	MARY KAY INC	3,600
483	GUITAR CENTER INC	3,525
484	ELECTRONIC ARTS INC	3,500
485	KBHOME	3,500
486	ANADARKO PETROLEUM CORPORATION	3,500
487	CHARLES RIVER LABORATORIES CORP	3,500
488	NETWORK ASSOCIATES INC	3,461
489	A C MOORE ARTS & CRAFTS	3,339
490	PERRIGO CO	3,314
491	RESTORATION HARDWARE INC	3,200
492	COVENTRY HEALTH CARE INC	3,150
493	CINCINNATI FINANCIAL CORP	3,106
494	JEFFERSON-PILOT CORPORATION	3,000
495	BIOMET INC	2,990
496	SHOE CARNIVAL INC	2,850
497	OWENS & MINOR INC	2,763
498	CHICO'S FAS INC	2,750
499	OCULAR SCIENCES INC	2,556
500	AMERICAN SAFETY RAZOR	2,516
501	KROLL INC	2,506