

COMMERCIAL BANKING

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Washington Fed	\$462	\$91	254.5%
2	New York Comm. Bancorp	\$876	\$203	186.0%
3	Golden West Financial	\$3,842	\$965	182.1%
4	W Holding	\$469	\$84	170.6%
5	Hudson City Bancorp	\$807	\$140	167.6%
6	Flagstar Bancorp	\$969	\$253	149.6%
7	Trustco Bank Corp./NY	\$167	\$44	146.2%
8	Oriental Financial Group	\$191	\$43	144.5%
9	Dime Community Bancshares	\$194	\$40	141.3%
10	North Fork Bancorporation	\$1,255	\$361	139.7%
11	East West Bancorp	\$211	\$57	135.0%
12	International Bancshares	\$445	\$112	131.7%
13	Firstfed Financial Corp./CA	\$253	\$50	119.5%
14	Quaker City Bancorp	\$109	\$22	116.6%
15	ITLA Capital Corp.	\$131	\$28	116.4%
16	Frontier Financial Corp./WA	\$148	\$39	112.5%
17	S&T Bancorp	\$188	\$42	110.0%
18	Park National Corp.	\$320	\$86	106.2%
19	Corus Bankshares	\$187	\$41	105.9%
20	Westamerica Bancorporation	\$269	\$74	103.4%

CONSTRUCTION

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	HomeFed Corp.	\$148	\$62	511.6%
2	American Real Estate Partners	\$231	\$39	278.0%
3	NVR	\$3,687	\$392	153.2%
4	W.P. Carey & Co.	\$163	\$62	140.7%
5	St. Joe	\$761	\$40	115.3%
6	Perini Corp.	\$1,374	\$41	102.0%
7	Fluor Corp.	\$8,806	\$126	94.1%
8	William Lyon	\$898	\$51	62.2%
9	Hovnanian Enterprises	\$3,202	\$191	59.6%
10	Lennar Corp.	\$8,908	\$501	50.9%
11	Standard Pacific Corp.	\$2,360	\$115	50.5%
12	Toll Brothers	\$2,774	\$142	49.2%
13	Meritage Corp.	\$1,471	\$66	45.2%
14	M/I Homes	\$1,070	\$50	38.9%
15	Technical Olympic USA	\$1,688	\$70	34.7%
16	Sterling Construction	\$170	\$4	34.6%
17	Orleans Homebuilders	\$388	\$14	31.7%
18	Granite Construction	\$1,844	\$43	28.6%
19	D.R. Horton	\$8,728	\$255	27.9%
20	Pulte Homes	\$9,049	\$259	27.1%

CONSUMER PRODUCTS

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Altria Group	\$60,704	\$8,305	65.9%
2	UST	\$1,698	\$314	65.6%
3	Kimberly-Clark Corp.	\$14,348	\$1,459	61.4%
4	Matthews International	\$459	\$43	48.6%
5	Emerson Radio	\$348	\$22	45.9%
6	Clorox	\$4,144	\$470	44.2%
7	Colgate-Palmolive	\$9,903	\$1,377	41.8%
8	Procter & Gamble	\$43,373	\$5,098	39.2%
9	Gillette	\$9,252	\$1,285	37.5%
10	Maxwell Shoe	\$225	\$14	36.4%
11	Weyco Group	\$216	\$17	34.1%
12	WD-40	\$238	\$24	33.1%
13	Mattel	\$4,960	\$526	32.2%
14	Yankee Candle	\$509	\$53	31.6%
15	Church & Dwight	\$1,057	\$64	31.2%
16	K-Swiss	\$429	\$31	29.1%
17	Chromecraft Revington	\$184	\$8	28.9%
18	Delta Apparel	\$130	\$3	26.2%
19	Hillenbrand Industries	\$2,103	\$150	26.2%
20	Boyd's Collection Ltd.	\$113	\$9	23.7%

DISTRIBUTION

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Empire Resources	\$184	\$2	25.1%
2	SCP Pool Corp.	\$1,156	\$30	13.2%
3	Noland Co.	\$472	\$12	13.0%
4	Aceto Corp.	\$271	\$2	4.9%
5	Catalina Lighting	\$202	\$1	4.6%
6	Chronimed	\$436	\$2	3.9%
7	Wesco Intl.	\$3,287	\$14	2.8%
8	Applied Industrial Tech.	\$1,464	\$9	2.5%
9	Kaman Corp.	\$894	\$5	2.3%
10	Moore Handley	\$151	\$0.265	2.0%
11	Amcon Distributing	\$600	\$1	1.7%
12	Watsco	\$1,233	\$4	1.7%
13	DXP Enterprises	\$151	\$1	1.6%
14	Advanced Marketing	\$912	-\$1	-1.0%
15	MSC Industrial Direct	\$845	-\$3	-1.0%
16	Valley National Gases	\$151	-\$1	-1.2%
17	Hughes Supply	\$3,066	-\$10	-1.7%
18	Industrial Distribution	\$483	-\$2	-1.8%
19	Daisytek Intl.	\$1,185	-\$2	-1.9%
20	Central Steel & Wire	\$437	-\$7	-5.6%

**DIVERSIFIED FINANCIAL SERVICES**

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Washington REIT	\$164	\$44	840.2%
2	Prentiss Properties Trust	\$359	\$46	417.5%
3	Catellus Development Corp.	\$535	\$204	365.6%
4	Delta Financial Corp.	\$110	\$66	280.8%
5	Moody's Corp.	\$1,247	\$363	178.3%
6	Arden Realty	\$414	\$25	135.5%
7	Trizec Properties	\$857	\$43	109.8%
8	Reckson Associates Realty	\$470	\$32	99.0%
9	Waddell & Reed Financial	\$457	\$28	72.0%
10	Equifax	\$1,225	\$146	53.0%
11	Paychex	\$1,099	\$205	46.5%
12	National Processing	\$480	\$8	32.9%
13	Dun & Bradstreet Corp.	\$1,386	\$171	29.6%
14	Encore Capital Group	\$118	\$6	26.5%
15	E-Loan	\$154	\$7	22.9%
16	Bisys Group	\$958	\$15	8.7%
17	Interactive Data Corp.	\$443	\$3	2.1%
18	NCO Group	\$754	-\$35	-12.5%
19	Leucadia National Corp.	\$556	-\$35	-21.8%
20	E*Trade Financial Corp.	\$2,015	-\$471	-98.8%

**ENERGY**

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Chesapeake Energy Corp.	\$1,717	\$166	700.7%
2	Valero LP	\$181	\$47	618.7%
3	Apache Corp.	\$4,199	\$731	527.7%
4	Stone Energy Corp.	\$508	\$78	527.4%
5	Houston Exploration	\$493	\$95	487.7%
6	Encore Acquisition	\$220	\$44	478.2%
7	Evergreen Resources	\$215	\$58	396.5%
8	Kinder Morgan Energy	\$6,624	\$548	364.6%
9	Devon Energy Corp.	\$7,352	\$979	318.7%
10	Denbury Resources	\$394	\$35	316.3%
11	Kaneb Pipeline Partners	\$570	\$75	299.0%
12	Petroleum Development	\$199	\$14	289.9%
13	Patina Oil & Gas Corp.	\$399	\$59	234.6%
14	Burlington Resources	\$4,311	\$926	222.5%
15	Comstock Resources	\$235	\$25	221.3%
16	Newfield Exploration	\$1,017	\$133	216.3%
17	Berry Petroleum	\$180	\$29	210.1%
18	Enterprise Products Part.	\$5,346	\$70	187.7%
19	Pogo Producing	\$1,162	\$194	187.1%
20	Energy Transfer Partners	\$571	\$26	184.7%

**FOOD & BEVERAGE**

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Aramark Corp.	\$9,448	\$203	175.8%
2	Ruby Tuesday	\$914	\$79	175.5%
3	Sonic Corp.	\$447	\$46	129.2%
4	Champps Entertainment	\$181	\$12	127.6%
5	Lancaster Colony Corp.	\$1,107	\$103	103.5%
6	Brinker Intl.	\$3,285	\$120	91.2%
7	Ryan's Restaurant Group	\$807	\$37	88.5%
8	Sanderson Farms	\$872	\$34	83.8%
9	Applebee's Intl.	\$990	\$81	83.4%
10	Anheuser-Busch Cos.	\$14,147	\$2,074	83.0%
11	Outback Steakhouse	\$2,744	\$85	81.4%
12	Frisch's Restaurants	\$235	\$10	79.6%
13	Bob Evans Farms	\$1,091	\$69	70.5%
14	Total Entertainment Rest.	\$122	\$6	70.0%
15	CEC Entertainment	\$655	\$48	60.3%
16	Panera Bread	\$356	\$18	59.4%
17	Yum Brands	\$8,380	\$570	58.6%
18	Wendy's Intl.	\$3,149	\$153	58.5%
19	Hershey Foods Corp.	\$4,173	\$443	54.3%
20	Starbucks Corp.	\$4,076	\$129	52.7%

**HEALTHCARE**

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Caremark Rx	\$9,067	\$263	136.9%
2	Lare Holdings	\$1,147	\$211	82.1%
3	America Service Group	\$549	\$12	78.4%
4	Davita	\$2,016	\$145	74.2%
5	Renal Care Group	\$1,005	\$79	70.9%
6	American Healthways	\$165	\$12	70.8%
7	LifePoint Hospitals	\$907	\$61	68.5%
8	Priority Healthcare	\$1,462	\$47	60.9%
9	Cardinal Health	\$56,737	\$1,271	57.0%
10	Coventry Health Care	\$4,535	\$226	41.7%
11	Horizon Health Corp.	\$166	\$7	41.0%
12	Laboratory Corp. of America	\$2,939	\$254	39.0%
13	St. Jude Medical	\$1,933	\$313	35.9%
14	United Surgical Partners Intl.	\$431	\$13	35.5%
15	American HomePatient	\$341	\$10	35.4%
16	Select Medical Corp.	\$1,397	\$34	35.2%
17	Curative Health Services	\$215	\$12	30.7%
18	US Oncology	\$1,966	\$20	29.5%
19	Centene Corp.	\$770	\$24	27.7%
20	Odyssey HealthCare	\$274	\$21	24.8%

INSURANCE

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Jefferson-Pilot Corp.	\$3,573	\$264	177.0%
2	Metropolitan Health	\$144	\$6	142.9%
3	Chubb Corp.	\$11,461	\$187	108.0%
4	First Health Group Corp.	\$894	\$151	95.2%
5	Berkshire Hathaway	\$63,859	\$4,488	82.3%
6	Express Scripts	\$13,295	\$233	60.7%
7	Corvel Corp.	\$283	\$15	59.0%
8	Oxford Health Plans	\$5,452	\$336	58.4%
9	Sierra Health Services	\$1,485	\$79	57.2%
10	ChoicePoint	\$796	\$57	40.8%
11	UnitedHealth Group	\$28,823	\$1,634	33.5%
12	AmeriGroup Corp.	\$1,622	\$61	32.8%
13	Independence Holding	\$181	\$15	30.6%
14	WellPoint Health	\$20,360	\$899	27.4%
15	Wesco Financial Corp.	\$614	\$71	25.6%
16	HealthExtras	\$384	\$6	24.5%
17	Health Net	\$11,065	\$276	24.1%
18	National Medical Health	\$573	\$6	15.8%
19	MIM Corp.	\$589	\$7	15.7%
20	Humana	\$12,211	\$152	8.3%

MANUFACTURING

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Eagle Materials	\$427	\$33	590.0%
2	Newmont Mining Corp.	\$3,214	\$394	160.5%
3	Superior Industries Intl.	\$840	\$30	131.4%
4	Freeport McMoRan	\$2,212	\$92	105.5%
5	Gulf Island Fabrication	\$204	\$5	105.4%
6	Ball Corp.	\$4,977	\$215	96.9%
7	Raven Industries	\$121	\$9	87.0%
8	Motorcar Parts of America	\$168	\$9	83.4%
9	Southern Peru Copper	\$798	\$32	80.4%
10	Herley Industries	\$110	\$14	78.2%
11	Winnebago Industries	\$845	\$27	74.2%
12	Strattec Security Corp.	\$197	\$14	71.1%
13	United Defense Industries	\$2,053	\$136	70.6%
14	Engineered Support Systems	\$573	\$43	67.0%
15	Alliant Techsystems	\$2,172	\$124	62.2%
16	AAON	\$149	\$9	59.0%
17	Starcraft Corp.	\$192	\$11	58.7%
18	American Axle & Mfg.	\$3,683	\$109	56.7%
19	Sturm Ruger & Co.	\$148	\$11	53.5%
20	Graco	\$535	\$79	51.0%

MEDIA & ENTERTAINMENT

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Carmike Cinemas	\$493	\$93	607.6%
2	UnitedGlobalCom	\$1,892	\$1,513	284.6%
3	Journal Register	\$406	\$65	124.8%
4	Cedar Fair	\$510	\$77	109.3%
5	International Speedway Corp.	\$574	\$82	98.1%
6	Harte Hanks	\$945	\$72	90.2%
7	Valassis Communications	\$917	\$97	80.9%
8	Marvel Enterprises	\$348	\$80	73.7%
9	Speedway Motorsports	\$405	\$41	70.1%
10	McClatchy	\$1,099	\$112	56.9%
11	Gannett	\$6,711	\$558	53.4%
12	Gray Television	\$295	\$4	42.3%
13	Churchill Downs	\$424	\$12	35.3%
14	Courier Corp.	\$202	\$12	32.8%
15	McGraw-Hill Cos.	\$4,828	\$521	29.9%
16	Dow Jones & Co.	\$1,548	\$156	28.9%
17	Catalina Marketing Corp.	\$471	\$35	28.1%
18	Monarch Casino & Resort	\$116	\$9	27.9%
19	Tribune	\$5,595	\$358	26.2%
20	Harrah's Entertainment	\$4,323	\$214	22.3%

PHARMACEUTICALS

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Par Pharmaceuticals Cos.	\$662	\$92	117.1%
2	Mylan Laboratories	\$1,269	\$221	85.2%
3	American Pharma. Partners	\$351	\$51	66.3%
4	Merck & Co.	\$22,486	\$5,965	63.6%
5	Albany Molecular Research	\$196	\$25	61.4%
6	Forest Laboratories	\$2,207	\$542	58.9%
7	Barr Pharmaceuticals	\$903	\$133	54.0%
8	Abbott Laboratories	\$19,681	\$2,272	37.0%
9	Eli Lilly & Co.	\$12,583	\$2,152	33.6%
10	Covance	\$974	\$48	33.5%
11	Johnson & Johnson	\$41,862	\$6,262	33.3%
12	Watson Pharmaceuticals	\$1,458	\$134	31.8%
13	Bristol-Myers Squibb	\$20,894	\$2,572	30.8%
14	Amgen	\$8,356	\$964	26.7%
15	Nutraceutical International	\$125	\$9	21.7%
16	Kos Pharmaceuticals	\$283	\$43	20.6%
17	Chattem	\$234	\$22	19.4%
18	Perrigo	\$826	\$29	19.4%
19	Medicis Pharmaceuticals	\$248	\$18	17.5%
20	Usana Health Sciences	\$200	\$21	17.1%

TECHNOLOGY

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Cincinnati Bell	\$1,558	\$1,076	314.7%
2	EasyLink Services Corp.	\$101	\$51	103.9%
3	GTECH Holdings Corp.	\$979	\$138	99.2%
4	Syntel	\$180	\$26	92.6%
5	International Game Tech.	\$2,128	\$297	77.7%
6	First Data Corp.	\$8,400	\$990	72.0%
7	Talk America Holdings	\$383	\$74	63.4%
8	MEMC Electronic Materials	\$781	\$50	55.4%
9	Tyler Technologies	\$145	\$18	48.0%
10	Digital Insight Corp.	\$154	\$27	46.2%
11	Boston Communications	\$103	\$12	43.2%
12	Multimedia Games	\$369	\$17	40.7%
13	Key Tronic Corp.	\$131	\$5	40.6%
14	Western Digital Corp.	\$2,719	\$101	39.6%
15	Cray	\$237	\$29	37.6%
16	BellSouth Corp.	\$22,635	\$1,585	36.4%
17	IMS Health	\$1,382	\$125	35.5%
18	Dell	\$35,404	\$1,210	34.5%
19	Alliance Gaming Corp.	\$408	\$39	32.9%
20	Pitney Bowes	\$4,577	\$432	31.6%

SERVICES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	MoneyGram Intl.	\$1,572	\$58	461.1%
2	VSE Corp.	\$134	\$1	355.3%
3	Maritrans	\$138	\$17	199.9%
4	MedQuist	\$486	\$40	160.5%
5	Corrections Corp. of America	\$1,037	\$63	156.9%
6	General Maritime Corp.	\$454	\$25	110.5%
7	Choice Hotels Intl.	\$386	\$67	106.4%
8	Overseas Shipholding Group	\$454	\$36	89.9%
9	GEO Group	\$617	\$35	89.2%
10	Waste Connections	\$564	\$48	87.5%
11	US Airways Group	\$6,846	\$1,434	87.1%
12	Venturi Partners	\$495	\$82	84.9%
13	Exponent	\$140	\$7	80.9%
14	Stericycle	\$453	\$54	77.9%
15	Charles River Labs Intl.	\$614	\$69	77.4%
16	Expeditors Intl. of WA	\$2,625	\$72	76.6%
17	Weight Watchers Intl.	\$944	\$140	74.6%
18	Multi-Color Corp.	\$100	\$5	73.0%
19	Strayer Education	\$146	\$31	71.4%
20	VCA Antech	\$545	\$25	67.6%

SCIENCE

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	ICU Medical	\$107	\$21	84.0%
2	Techne Corp.	\$145	\$30	75.6%
3	InVision Technologies	\$416	\$38	52.8%
4	Varian Medical Systems	\$1,042	\$110	49.0%
5	Merit Medical Systems	\$136	\$16	46.5%
6	Cytoc Corp.	\$303	\$54	44.1%
7	Medical Action Industries	\$105	\$8	43.4%
8	Biomet	\$1,390	\$238	42.8%
9	Cooper Cos.	\$412	\$68	40.6%
10	Diagnostic Products Corp.	\$381	\$57	40.6%
11	Medtronic	\$7,665	\$1,202	38.5%
12	Idexx Labs	\$476	\$54	38.0%
13	Waters Corp.	\$958	\$121	37.4%
14	Becton Dickinson & Co.	\$4,528	\$525	36.4%
15	Arrow Intl.	\$380	\$40	35.7%
16	Zimmer Holdings	\$1,901	\$275	32.7%
17	Analogic Corp.	\$472	\$41	32.5%
18	Dentsply Intl.	\$1,571	\$161	32.1%
19	Baxter Intl.	\$8,916	\$719	30.6%
20	Steris Corp.	\$972	\$79	27.9%

RETAIL

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Rent-A-Center	\$2,228	\$137	205.0%
2	First Cash Financial Services	\$144	\$15	101.7%
3	Movie Gallery	\$692	\$45	94.7%
4	AutoZone	\$5,457	\$500	31.1%
5	Deb Shops	\$318	\$18	27.3%
6	Sears Roebuck & Co.	\$41,124	\$2,993	27.3%
7	Factory Card Outlet & Party	\$227	\$18	26.2%
8	Ross Stores	\$3,531	\$133	23.2%
9	TJX Cos.	\$11,981	\$441	22.9%
10	Buckle	\$401	\$17	20.4%
11	Pier 1 Imports	\$1,780	\$105	19.8%
12	Abercrombie & Fitch	\$1,596	\$68	19.7%
13	Cato Corp.	\$748	\$30	17.8%
14	Tuesday Morning Corp.	\$823	\$35	16.5%
15	Cash America Intl.	\$438	\$6	15.6%
16	BJ's Wholesale Club	\$5,860	\$61	15.0%
17	Family Dollar Stores	\$4,750	\$169	15.0%
18	Fastenal	\$995	\$51	14.3%
19	Monro Muffler Brake	\$258	\$11	14.0%
20	America's Car-Mart	\$145	\$8	13.9%