

500

THE COMPANIES THAT MANAGE information best

\$10M - \$50M IN ANNUAL SALES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Great Northern Iron Ore	\$12.0	\$9.7	738%
2	Bowl America	\$29.4	\$2.8	305%
3	Consolidated Tomoka Land	\$34.9	\$12.0	261%
4	Perpetual Savings Bank	\$21.9	\$3.3	247%
5	CPI Aerostructures	\$27.3	\$7.8	246%
6	Precision Auto Care	\$11.9	\$7.8	223%
7	Boots & Coots	\$35.9	\$6.6	219%
8	EDAC Technologies Corp.	\$25.7	\$6.1	214%
9	Comprehensive Care Corp.	\$32.3	\$7.3	211%
10	Plains Resources	\$21.9	\$14.1	202%
11	Royal Gold	\$15.8	\$5.9	183%
12	Panhandle Royalty	\$22.2	\$5.5	176%
13	TenFold Corp.	\$27.7	\$13.0	171%
14	VAALCO Energy	\$36.0	\$7.0	159%
15	First SecurityFed Financial	\$30.8	\$8.0	150%
16	Media Services Group	\$15.8	\$2.9	146%
17	Alico	\$48.3	\$8.7	138%
18	Cygne Designs	\$24.0	\$4.3	138%
19	Lannett	\$42.5	\$8.9	129%
20	3CI Complete Compliance	\$14.1	\$4.3	120%
21	First Keystone Corp.	\$28.3	\$6.5	116%
22	Intergroup Corp.	\$14.1	\$2.1	113%
23	WVS Financial Corp.	\$20.0	\$3.0	112%
24	PopeResources	\$27.3	\$3.1	111%
25	Washington Bank FSB	\$34.5	\$7.3	103%

\$50M - \$100M IN ANNUAL SALES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Entertainment Properties	\$91.6	\$29.7	620.8%
2	Brigham Exploration	\$51.7	\$17.4	385.9%
3	Prima Energy Corp.	\$67.2	\$10.7	321.3%
4	Penn Virginia Resource	\$55.6	\$13.3	190.2%
5	Atlantic Tele-Network	\$83.3	\$12.0	181.1%
6	Castle Dental Centers	\$93.9	\$26.0	152.8%
7	West Bancorporation	\$52.8	\$14.0	150.6%
8	Interinvest Bancshares Corp.	\$53.8	\$6.4	138.3%
9	Pizza Inn	\$58.5	\$3.0	122.5%
10	Lynch Interactive Corp.	\$87.5	\$5.5	121.6%
11	M&F Worldwide Corp.	\$95.7	\$19.3	111.4%
12	Royal Bancshares/Pa.	\$76.0	\$12.4	110.2%
13	Dynacq Healthcare	\$64.9	\$10.4	105.8%
14	Hudson Valley Holding Corp.	\$85.2	\$22.5	95.0%
15	Horizon Financial Corp.	\$57.6	\$10.9	93.1%
16	Landauer	\$64.8	\$13.5	91.2%
17	Citizens & Northern Corp.	\$66.6	\$13.9	88.4%
18	CityBank/Lynnwood, Wash.	\$77.5	\$14.3	88.0%
19	Great Southern Bancorp	\$98.0	\$21.8	87.0%
20	Camden National Corp.	\$83.0	\$17.7	84.3%
21	American Independence	\$55.6	\$7.0	80.0%
22	Bank of Granite Corp.	\$65.1	\$14.8	77.8%
23	Cascade Bancorp	\$54.2	\$13.9	74.5%
24	Suffolk Bancorp	\$82.3	\$19.9	74.5%
25	SM&A Corp.	\$75.6	\$10.4	74.0%

\$100M - \$500M IN ANNUAL SALES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Washington REIT	\$164	\$44	840.2%
2	KCS Energy	\$165	\$55	662.5%
3	Valero LP	\$181	\$47	618.7%
4	Carmike Cinemas	\$493	\$93	607.6%
5	Eagle Materials	\$427	\$33	590.0%
6	HomeFed Corp.	\$148	\$62	511.6%
7	Houston Exploration	\$493	\$95	487.7%
8	Encore Acquisition	\$220	\$44	478.2%
9	Prentiss Properties Trust	\$359	\$46	417.5%
10	Evergreen Resources	\$215	\$58	396.5%
11	VSE Corp.	\$134	\$1	355.3%
12	Denbury Resources	\$394	\$35	316.3%
13	Petroleum Development Corp.	\$199	\$14	289.9%
14	Delta Financial Corp.	\$110	\$66	280.8%
15	American Real Estate Partners	\$231	\$39	278.0%
16	Washington Fed	\$462	\$91	254.5%
17	Patina Oil & Gas Corp.	\$399	\$59	234.6%
18	Comstock Resources	\$235	\$25	221.3%
19	Berry Petroleum	\$180	\$29	210.1%
20	Maritrans	\$138	\$17	199.9%
21	W Holding	\$469	\$84	170.6%
22	MedQuist	\$486	\$40	160.5%
23	Trustco Bank Corp./NY	\$167	\$44	146.2%
24	Oriental Financial Group	\$191	\$43	144.5%
25	Metropolitan Health Networks	\$144	\$6	142.9%

\$500M - \$1B IN ANNUAL SALES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Stone Energy Corp.	\$508.3	\$78.4	527.4%
2	Catellus Development Corp.	\$534.9	\$203.8	365.6%
3	Kaneb Pipeline Partners	\$570.4	\$75.1	299.0%
4	New York Comm. Bancorp	\$875.5	\$202.9	186.0%
5	Energy Transfer Partners	\$571.5	\$25.9	184.7%
6	Ruby Tuesday	\$913.8	\$78.7	175.5%
7	Hudson City Bancorp	\$807.0	\$140.4	167.6%
8	Flagstar Bancorp	\$968.9	\$253.3	149.6%
9	Superior Industries Intl.	\$840.3	\$30.1	131.4%
10	Suburban Propane Partners	\$771.7	\$44.8	122.3%
11	Par Pharmaceutical Cos.	\$661.7	\$91.8	117.1%
12	St. Joe	\$760.6	\$39.7	115.3%
13	Trizec Properties	\$856.6	\$43.1	109.8%
14	Cedar Fair	\$510.0	\$77.1	109.3
15	Kaneb Services	\$865.8	\$30.0	105.7%
16	First Bancorp PR	\$624.5	\$113.3	101.5%
17	GTECH Holdings Corp.	\$978.8	\$137.9	99.2%
18	International Speedway Corp.	\$574.1	\$81.7	98.1%
19	First Health Group	\$893.9	\$151.4	95.2%
20	Movie Gallery	\$692.4	\$45.4	94.7%
21	Harte Hanks	\$944.6	\$72.5	90.2%
22	GEO Group	\$617.5	\$35.1	89.2%
23	Ryan's Restaurant Group	\$806.5	\$37.2	88.5%
24	Waste Connections	\$563.5	\$47.6	87.5%
25	Independence Bank	\$552.9	\$110.1	86.9%

\$1B - \$10B IN ANNUAL SALES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Chesapeake Energy Corp.	\$1,717	\$166	701%
2	Apache Corp.	\$4,199	\$731	528%
3	MoneyGram Intl.	\$1,572	\$58	461%
4	Cincinnati Bell	\$1,558	\$1,076	315%
5	UnitedGlobalCom	\$1,892	\$1,513	285%
6	Burlington Resources	\$4,311	\$926	223%
7	Newfield Exploration	\$1,017	\$133	216%
8	Rent-A-Center	\$2,228	\$137	205%
9	Pogo Producing	\$1,162	\$194	187%
10	Golden West Financial Corp.	\$3,842	\$965	182%
11	Moody's Corp.	\$1,247	\$363	178%
12	Jefferson-Pilot Corp.	\$3,573	\$264	177%
13	Newmont Mining Corp.	\$3,214	\$394	161%
14	Corrections Corp. of America	\$1,037	\$63	157%
15	NVR	\$3,687	\$392	153%
16	North Fork Bancorporation	\$1,255	\$361	140%
17	EOG Resources	\$1,740	\$252	116%
18	Pioneer Natural Resources	\$1,299	\$222	115%
19	XTO Energy	\$1,188	\$118	108%
20	FerrellGas Partners	\$1,222	\$59	107%
21	Freeport-McMoRan	\$2,212	\$92	106%
22	Holly Corp.	\$1,403	\$38	106%
23	Lancaster Colony Corp.	\$1,107	\$103	104%
24	GreenPoint Financial Corp.	\$1,738	\$344	103%
25	Perini Corp.	\$1,374	\$41	102%

\$10B AND UP IN ANNUAL SALES

Rank	Company Name	Net sales (\$M)	IVA* (\$M)	Information productivity %
1	Exxon Mobil Corp.	\$213,199.0	\$16,463.4	114.3%
2	Chubb Corp.	\$11,461.0	\$187.4	108.0%
3	ChevronTexaco Corp.	\$112,937.0	\$4,777.2	95.3%
4	Anheuser-Busch Cos.	\$14,146.7	\$2,073.6	83.0%
5	Berkshire Hathaway	\$63,859.0	\$4,487.7	82.3%
6	Plains All American Pipeline	\$12,589.8	\$40.2	80.5%
7	US Bancorp	\$14,571.0	\$2,079.1	66.0%
8	Altria Groups	\$60,704.0	\$8,305.2	65.9%
9	Merck & Co.	\$22,485.9	\$5,965.0	63.6%
10	ConocoPhillips	\$90,491.0	\$1,758.1	63.5%
11	Kimberly-Clark Corp.	\$14,348.0	\$1,458.9	61.4%
12	Express Scripts	\$13,294.5	\$233.4	60.7%
13	Washington Mutual	\$18,142.0	\$2,969.8	60.7%
14	Cardinal Health	\$56,737.0	\$1,270.8	57.0%
15	Marathon Oil Corp.	\$36,678.0	\$585.3	53.5%
16	Coca-Cola	\$21,044.0	\$3,820.0	51.0%
17	Bank of America Corp.	\$49,006.0	\$6,666.4	49.4%
18	Wells Fargo & Co.	\$31,800.0	\$4,519.9	41.6%
19	Procter & Gamble	\$43,373.0	\$5,097.9	39.2%
20	Kraft Foods	\$31,010.0	\$2,393.6	38.6%
21	Abbott Laboratories	\$19,680.6	\$2,271.8	37.0%
22	General Mills	\$10,506.0	\$878.1	36.5%
23	3M	\$18,232.0	\$1,872.0	36.4%
24	BellSouth Corp.	\$22,635.0	\$1,585.1	36.4%
25	Dow Chemical	\$32,632.0	\$827.4	34.9%

*INFORMATION VALUE-ADDED

SOURCE: STRASSMANN INC.