

Reports in the Transfer Pricing Folder

Report Name

Advertising Expense as a Percentage of Sales Analysis
 Berry Ratio Analysis
 Gross Profit Margin Analysis
 Markup Analysis
 Operating Profit Margin Analysis
 Ratio Analysis

Report File Name

CADV
 CBERRY
 CGPM
 CMARKUP
 COPM
 CTPRATIO



Advertising Expense as a Percentage of Sales Analysis (CADV)

Description

This report provides a comparison among industry participants of advertising expense as an indicator of industry structure and comparison.

ADVERTISING EXPENSE AS % OF SALES ANALYSIS								
Company Name	Year	Adv. Exp.	Current Year Sales	Adv/Sales	Decile BreakDown	Year	Adv.Exp	1 Year Ago Sales
RALST PURIN	Y99	740.800	4,720.500	15.7%	1.000	Y98	696.400	4,653.300
WRIGLEY(WM)	Y99	303.220	2,061.602	14.7%	1.000	Y98	291.344	2,004.719
HERSHEY CP	Y99	560.743	3,970.924	14.1%	2.000	Y98	657.214	4,435.615
UNILEVR CMB	Y99	5,686.415	43,595.309	13.0%	2.000	Y98	5,759.763	44,895.000
SARA LEE	Y99	2,012.000	20,012.000	10.1%	3.000	Y98	1,972.000	20,011.000
KELLOGG CO	Y99	674.100	6,984.200	9.7%	3.000	Y98	695.300	6,762.100
PEPSICO INC	Y99	1,800.000	20,367.000	8S8%	4.000	Y98	1,900.000	22,348.000
HORMEL FOOD	Y99	273.200	3,357.757	8S1%	4.000	Y98	246.100	3,261.045
CADBRY SCHW	Y99	544.255	6,946.115	7S8%	5.000	Y98	@NA	6,827.457
BESTFOODS	Y99	661.000	8,637.000	7.7%	6.000	Y98	719.000	8,374.000
QUAKER OATS	Y99	345.900	4,725.200	7.3%	6.000	Y98	281.900	4,842.500
TYSON CL A	Y99	300.600	7,362.900	4.1%	7.000	Y98	294.200	7,414.100
HEINZ (HJ)	Y99	374.000	9,407.949	4.0%	7.000	Y98	373.900	9,299.610
KEEBLER	Y99	87.300	2,667.771	3.3%	8.000	Y98	87.200	2,226.480
NABISCO GR	Y99	250.000	8,268.000	3.0%	8.000	Y98	637.000	17,037.000
NABISCO A	Y99	250.000	8,268.000	3.0%	9.000	Y98	226.000	8,400.000
FLOWERS IND	Y99	111.200	4,236.010	2.6%	9.000	Y98	108.400	3,776.461
INTL HOM FD	Y99	53.399	2,144.420	2.5%	10.000	Y98	64.781	1,699.600
SUIZA FOODS	Y99	43.500	4,481.999	1.0%	10.000	Y98	28.900	3,320.940
Count	19	19	19	19	19	19	18	19
Min	Y99	43.500	2,061.602	1.0%	1.000	Y98	28.900	1,699.600
Max	Y99	5,686.415	43,595.309	15.7%	10.000	Y98	5,759.763	44,895.000
Average	Y99	793.244	9,063.929	7.4%	5.526	Y98	834.411	9,557.312
Std. Dev.	Y45	1,264.598	9,546.623	4.5%	2.945	Y45	1,311.615	10,149.499
Geo. Mean	Y99	378.076	6,441.431	5.9%	4.505	Y98	379.841	6,445.348

Adv/Sales	Year	Adv.Exp	2 Years Ago Sales	Adv/Sales	3 Yr Avg. Adv/Sales
15.0%	Y97	646.600	4,486.800	14.4%	15.0%
14.5%	Y97	279.689	1,937.021	14.4%	14.6%
14.8%	Y97	653.988	4,302.236	15.2%	14.7%
12.8%	Y97	5,939.000	48,721.000	12.2%	12.7%
9.9%	Y97	1,937.000	19,734.000	9.8%	9.9%
10.3%	Y97	780.400	6,830.100	11.4%	10.5%
8.5%	Y97	1,800.000	20,917.000	8.6%	8.6%
7.5%	Y97	190.100	3,256.551	5.8%	7.2%
@NA	Y97	@NA	6,932.194	@NA	@NC
8.6%	Y97	689.000	8,400.000	8.2%	8.1%
5.8%	Y97	292.700	5,015.700	5.8%	6.3%
4.0%	Y97	233.200	6,355.700	3.7%	3.9%
4.0%	Y97	363.100	9,209.284	3.9%	4.0%
3.9%	Y97	67.600	2,065.184	3.3%	3.5%
3.6%	Y97	603.000	17,057.000	3.5%	3.4%
2.7%	Y97	223.000	8,734.000	2.6%	2.8%
2.9%	Y97	@NA	1,437.713	@NA	2.7%
3.8%	Y97	63.675	1,222.434	5.2%	3.8%
0.9%	Y97	@NA	1,794.876	@NA	0.9%
18	19	16	19	16	18
0.9%	Y97	63.675	1,222.434	2.6%	0.9%
15.0%	Y97	5,939.000	48,721.000	15.2%	15.0%
7.4%	Y97	922.628	9,389.936	8.0%	7.4%
4.5%	Y45	1,400.481	10,936.031	4.3%	4.5%
5.9%	Y97	456.775	5,756.672	6.8%	5.9%

Berry Ratio Analysis (CBERRY)

Description

This report compares industry participants' cost structure and provides summary statistics for comparing against a target company.

BERRY RATIO ANALYSIS										
Company Name	Year	Sales	Current Year COGS	SG&A	COGS-FN	Berry Ratio	Berry Fractiles	Year	Sales	1 Year Ago COGS
MAY DEPARTMENT STORES CO	Y99	14,224.000	9,259.000	2,686.000	BD	1.85	0.950	Y98	13,413.000	8,785.000
99 CENTS ONLY STORES	Y99	359.958	218.496	80.089		1.77	0.900	Y98	323.273	199.618
BJS WHOLESALE CLUB INC	Y99	4,206.247	3,679.162	303.074	BD	1.74	0.850	Y98	3,552.181	3,113.163
DOLLAR TREE STORES INC	Y99	1,197.960	746.463	259.917		1.74	0.800	Y98	918.807	571.012
ROSS STORES INC	Y99	2,468.638	1,702.342	472.822		1.62	0.750	Y98	2,182.361	1,513.889
DOLLAR GENERAL CORP	Y99	3,887.964	2,726.773	748.489	BD	1.55	0.700	Y98	3,220.989	2,262.000
KOHL'S CORP	Y99	4,557.112	3,014.073	1,006.241		1.53	0.650	Y98	3,681.763	2,447.301
SEARS ROEBUCK & CO	Y99	41,071.000	27,212.000	9,289.000		1.49	0.600	Y98	41,322.000	27,257.000
COSTCO WHOLESALE CORP	Y99	27,456.031	23,945.389	2,394.625	BD	1.47	0.550	Y98	24,269.877	21,183.377
FEDERATED DEPT STORES	Y99	18,181.000	10,443.000	5,302.000		1.46	0.500	Y98	16,178.000	9,616.000
SAKS INC	Y99	6,423.819	4,178.246	1,556.466		1.44	0.450	Y98	6,219.893	4,244.306
TARGET CORP	Y99	33,702.000	23,029.000	7,490.000		1.42	0.400	Y98	30,951.000	23,140.000
FAMILY DOLLAR STORES	Y99	2,751.181	1,833.442	651.272		1.41	0.350	Y98	2,361.930	1,588.656
DILLARDS INC -CL A	Y99	8,921.237	5,837.649	2,200.697		1.40	0.300	Y98	8,011.724	5,286.077
NORDSTROM INC	Y99	5,233.253	3,166.042	1,481.040	BD	1.40	0.250	Y98	5,135.029	3,164.837
WAL-MART STORES	Y99	165,013.000	127,289.000	27,040.000	BD	1.40	0.200	Y98	137,634.000	106,853.000
NEIMAN-MARCUS GROUP INC	Y99	2,599.221	1,675.790	678.096	BD	1.36	0.150	Y98	2,421.147	1,543.505
ITO YOKADO CO LTD -ADR	Y99	29,308.227	18,743.100	8,000.654		1.32	0.100	Y98	26,085.900	16,272.625
K MART CORP	Y99	35,925.000	27,332.000	6,523.000	BD	1.32	0.050	Y98	33,674.000	25,648.000
CONSOLIDATED STORES CORP	Y99	4,700.217	2,663.042	1,766.293	BD	1.15	0.000	Y98	4,193.712	2,407.347
PENNEY (J C) CO	Y99	32,823.000	30,829.000	@CF	@CF	@CF	@NA	Y98	31,380.000	29,225.000
Count	21	21	21	20	9	20	20	21	21	21
Min	Y99	359.958	218.496	80.089	@NC	1.15	0.000	Y98	323.273	199.618
Max	Y99	165,013.000	127,289.000	27,040.000	@NC	1.85	0.950	Y98	137,634.000	106,853.000
Average	Y99	21,190.955	15,691.572	3,996.489	@NC	1.49	0.475	Y98	18,910.980	14,110.558
Std. Dev.	Y45	34,765.389	26,928.388	5,988.129	@NC	0.17	0.288	Y45	29,381.540	22,886.813
Geo. Mean	Y98	8,625.509	5,901.088	1,673.736	@NC	1.48	@NC	Y98	7,712.968	5,331.194

SG&A	COGS-FN	Berry Ratio	Year	Sales	2 Years Ago COGS	SG&A	COGS-FN	Berry Ratio	3 yr Avg Berry Ratio
2,516.000	BD	1.84	Y97	12,685.000	8,320.000	2,375.000	BD	1.84	1.84
73.941		1.67	Y97	230.855	146.797	49.850		1.69	1.71
262.830	BD	1.67	Y97	3,226.474	2,834.877	233.525	BD	1.68	1.70
204.160		1.70	Y97	635.473	397.116	143.438		1.66	1.70
411.284		1.63	Y97	1,988.692	1,388.098	374.119		1.61	1.62
616.613	BD	1.56	Y97	2,627.325	1,846.690	506.592	BD	1.54	1.55
826.550		1.49	Y97	3,060.065	2,046.468	697.382		1.45	1.49
9,605.000		1.46	Y97	41,296.000	26,769.000	9,886.000		1.47	1.48
2,102.910	BD	1.47	Y97	21,874.404	19,132.158	1,914.207	BD	1.43	1.46
4,484.000		1.46	Y97	16,059.000	8,991.000	5,137.000	BD	1.38	1.43
1,481.761		1.33	Y97	3,637.333	2,495.245	836.180		1.37	1.38
5,035.000		1.55	Y97	27,757.000	20,790.000	4,532.000		1.54	1.50
572.431		1.35	Y97	1,994.973	1,350.158	493.909		1.31	1.36
1,979.212		1.38	Y97	6,816.909	4,447.977	1,629.721		1.45	1.41
1,405.270	BD	1.40	Y97	4,960.203	3,136.088	1,322.929	BD	1.38	1.39
22,363.000	BD	1.38	Y97	117,958.000	91,804.000	19,308.000	BD	1.35	1.38
618.471	BD	1.42	Y97	2,256.891	1,445.038	571.051	BD	1.42	1.40
7,210.475		1.36	Y97	23,717.039	14,983.708	6,317.677		1.38	1.35
6,245.000	BD	1.29	Y97	32,183.000	24,492.000	6,136.000	BD	1.25	1.29
1,498.696	BD	1.19	Y97	4,055.302	2,286.270	1,385.682	BD	1.28	1.21
@CF		@CF	Y97	31,219.000	28,082.000	@CF		@CF	@NC
20	9	20	21	21	21	20	10	20	20
73.941	@NC	1.19	Y97	230.855	146.797	49.850	@NC	1.25	1.21
22,363.000	@NC	1.84	Y97	117,958.000	91,804.000	19,308.000	@NC	1.84	1.84
3,475.630	@NC	1.48	Y97	17,154.235	12,723.080	3,192.513	@NC	1.47	1.48
5,051.502	@NC	0.16	Y45	25,654.619	19,963.250	4,522.396	@NC	0.15	0.16
1,465.963	@NC	1.47	Y97	6,729.307	4,644.724	1,271.392	@NC	1.47	1.47

Gross Profit Margin Analysis (CGPM)

Description

This report provides an estimate of product markup using sales and cost of goods sold data as an estimate for price and cost of units sold.

GROSS PROFIT MARGIN ANALYSIS										
Company Name	Year	Sales	Current Year COGS	GPM	GPM Decile	SG&A in COGS	COGS-FN	Year	Sales	1 Year Ago COGS
BANDAG	Y99	1,012.665	566.162	44.1%	2.000		BD	Y98	1,059.669	596.956
GOODYR TIRE	Y99	12,880.600	9,323.500	27.6%	4.000		BD	Y98	12,626.300	8,764.400
COOPER TIRE	Y99	2,196.343	1,687.497	23.2%	7.000		BD	Y98	1,876.125	1,443.590
CHINA TIRE	Y99	316.716	267.839	15.4%	9.000		BD	Y98	321.295	256.451
Count	4	4	4	4	4		4	4	4	4
Min	Y99	316.716	267.839	15.4%	2.000	@NC	@NC	Y98	321.295	256.451
Max	Y99	12,880.600	9,323.500	44.1%	9.000	@NC	@NC	Y98	12,626.300	8,764.400
Average	Y99	4,101.581	2,961.249	27.6%	5.500	@NC	@NC	Y98	3,970.847	2,765.349
Std. Dev.	Y45	5,112.918	3,711.185	10.5%	2.693	@NC	@NC	Y45	5,027.398	3,490.421
Geo. Mean	Y99	1,735.574	1,242.823	25.7%	4.738	@NC	@NC	Y98	1,685.206	1,179.718

GPM	SG&A	COGS-FN	Year	Sales	2 Years Ago COGS	GPM	SG&A in COGS	COGS-FN	3 Yr Avg GPM
43.7%		BD	Y97	822.523	445.530	45.8%		BD	44.5%
30.6%		BD	Y97	13,065.300	9,177.600	29.8%		BD	29.3%
23.1%		BD	Y97	1,813.005	1,403.968	22.6%		BD	22.9%
20.2%		BD	Y97	327.354	267.637	18.2%		BD	18.0%
4		4	4	4	4	4		4	4
20.2%	@NC	@NC	Y97	327.354	267.637	18.2%	@NC	@NC	18.0%
43.7%	@NC	@NC	Y97	13,065.300	9,177.600	45.8%	@NC	@NC	44.5%
29.4%	@NC	@NC	Y97	4,007.045	2,823.684	29.1%	@NC	@NC	28.7%
9.1%	@NC	@NC	Y45	5,257.069	3,693.807	10.5%	@NC	@NC	10.0%
28.1%	@NC	@NC	Y97	1,589.172	1,113.339	27.4%	@NC	@NC	27.1%

Markup Analysis (CMARKUP)

Description

This report provides an estimate of product markup using sales and cost of goods sold data as an estimate for price and cost of units sold.

MARKUP ANALYSIS										
Company Name	Year	Sales	Current Year COGS	Markup	SG&A in COGS	COGS-FN	Year	Sales	1 Year Ago COGS	Markup
ABERCROMBIE & FITCH -CL A	Y99	1,042.056	548.752	189.9%		BD	Y98	815.804	450.907	180.9%
AMERN EAGLE OUTFITTERS INC	Y99	832.104	475.596	175.0%			Y98	587.600	353.089	166.4%
BURLINGTON COAT FACTORY WRHS	Y98	1,988.513	1,278.717	155.5%			Y97	1,758.368	1,126.975	156.0%
FACTORY 2-U INC	Y99	421.391	264.103	159.6%		BD	Y98	338.223	217.847	155.3%
FILENES BASEMENT CORP	Y98	588.539	442.732	132.9%		BD	Y97	554.321	409.702	135.3%
GAP INC	Y99	11,635.398	6,360.704	182.9%		BD	Y98	9,054.462	5,013.473	180.6%
GOODYS FAMILY CLOTHING INC	Y99	1,180.930	851.521	138.7%		BD	Y98	1,091.084	789.928	138.1%
NORDSTROM INC	Y99	5,233.253	3,166.042	165.3%		BD	Y98	5,135.029	3,164.837	162.3%
PACIFIC SUNWEAR CALIF INC	Y99	436.808	269.893	161.8%		BD	Y98	321.125	202.411	158.6%
ROSS STORES INC	Y99	2,468.638	1,702.342	145.0%			Y98	2,182.361	1,513.889	144.2%
STAGE STORES INC	Y99	1,121.567	654.186	171.4%		BD	Y98	1,173.547	805.764	145.6%
STEIN MART INC	Y99	1,034.561	763.488	135.5%		BD	Y98	897.821	666.789	134.6%
TJX COMPANIES INC	Y99	8,795.347	6,459.007	137.0%		BD	Y98	7,949.101	5,820.884	136.6%
Count	13	13	13	13		10	13	13	13	13
Min	Y98	421.391	264.103	132.9%	@NC	@NC	Y97	321.125	202.411	134.6%
Max	Y99	11,635.398	6,459.007	189.9%	@NC	@NC	Y98	9,054.462	5,820.884	180.9%
Average	Y98	2,829.162	1,784.391	157.7%	@NC	@NC	Y97	2,450.680	1,579.730	153.4%
Std. Dev.	0.361	3,423.198	2,101.800	18.2%	@NC	@NC	0.361	2,858.564	1,807.159	15.5%
Geo. Mean	Y98	1,565.203	998.890	156.7%	@NC	@NC	Y97	1,344.815	880.908	152.7%



3 Years Ago COGS	Markup	SG&A in COGS	COGS-FN	Year	Sales	4 Years Ago COGS	Markup	SG&A in COGS	COGS-FN	5 Yr Avg Markup
199.847	167.8%		BD	Y95	235.659	146.761	160.6%		BD	174.1%
227.648	143.4%			Y95	296.563	206.101	143.9%			155.9%
1,060.212	149.5%			Y94	1,468.440	956.887	153.5%			153.5%
168.228	149.9%		BD	Y95	179.820	115.285	156.0%		BD	155.5%

Notes

Operating Profit Margin Analysis (COPM)

Description

This report displays a comparison of operating revenue and costs among industry participants.

Operating Profit Margin Analysis										
Company Name	Year	Sales	COGS	Current Year SG&A	Depr	OPM Bef Dep	OPM Aft Depr	Year	Sales	COGS
AT&T CORP	Y99	62,391.000	29,071.000	13,516.000	7,439.000	31.7%	19.8%	Y98	53,223.000	25,678.000
BELLSOUTH CORP	Y99	25,224.000	13,796.000	@CF	4,671.000	45.3%	26.8%	Y98	23,123.000	7,080.000
BROADWING INC	Y99	1,131.100	508.700	282.100	181.000	30.1%	14.1%	Y98	885.100	380.200
CENTURYTEL INC	Y99	1,676.669	819.784	@CF	348.816	51.1%	30.3%	Y98	1,577.085	768.720
GTE CORP	Y99	25,336.000	10,954.000	4,405.000	3,757.000	39.4%	24.6%	Y98	25,473.000	10,741.000
NTL INC	Y99	1,584.134	816.294	602.862	791.322	10.4%	-39.5%	Y98	747.015	397.170
QWEST COMMUNICATION INTL INC	Y99	13,182.000	7,478.000	@CF	2,367.000	43.3%	25.3%	Y98	12,378.000	7,001.000
QWEST COMMUNICATION INTL-OLD	Y99	3,927.600	2,159.100	1,009.300	404.100	19.3%	9.0%	Y98	2,242.700	1,408.600
SBC COMMUNICATIONS INC	Y99	49,489.000	29,338.000	@CF	8,553.000	40.7%	23.4%	Y98	28,777.000	16,452.000
SPRINT FON GROUP	Y99	17,016.000	7,724.000	4,233.000	2,129.000	29.7%	17.2%	Y98	16,016.900	7,601.000
VERIZON COMMUNICATIONS	Y99	33,174.000	18,231.000	@CF	6,221.000	45.0%	26.3%	Y98	31,565.900	17,687.000
WILLIAMS COMMUNICATIONS GRP	Y99	2,022.996	1,573.987	587.042	132.437	-6.8%	-13.4%	Y98	1,733.469	1,294.583
WORLDCOM INC	Y99	37,120.000	15,951.000	8,935.000	4,354.000	33.0%	21.2%	Y98	17,678.000	8,416.000
Count		13	13	13	8	13	13	13	13	13
Min	Y99	1,131.100	508.700	282.100	132.437	-6.8%	-39.5%	Y98	747.015	380.200
Max	Y99	62,391.000	29,338.000	13,516.000	8,553.000	51.1%	30.3%	Y98	53,223.000	25,678.000
Average	Y99	21,021.115	10,647.759	4,196.288	3,180.667	31.7%	14.2%	Y98	16,570.782	8,061.944
Std. Dev.	Y45	19,301.780	9,819.172	4,482.946	2,796.487	15.5%	18.9%	Y45	15,204.267	7,547.109
Geo. Mean	Y99	10,204.495	5,284.194	1,970.067	1,587.740	@NC	@NC	Y98	7,813.528	3,931.758

1 Year Ago SG&A	Depr	OPM Bef Depr	OPM Aft Depr	Year	Sales	COGS	2 Years Ago SG&A	Depr	OPM Bef Depr	OPM Aft Depr	3 YrAvg OPM Bef Depr	3 YrAvg OPM Aft Depr		
12,695.000	4,629.000	28.1%	19.4%	Y97	51,319.000	25,622.000	14,902.000	3,827.000	21.0%	13.6%	27.0%	17.6%		
5,782.000	4,357.000	44.4%	25.5%	Y97	20,633.000	6,254.000	4,967.000	3,964.000	45.6%	26.4%	45.1%	26.2%		
204.000	111.100	34.0%	21.4%	Y97	1,756.800	941.500	288.700	185.400	30.0%	19.4%	31.4%	18.3%		
@CF	328.554	51.3%	30.4%	Y97	901.521	474.256	@CF	159.495	47.4%	29.7%	49.9%	30.1%		
4,821.000	3,820.000	38.9%	23.9%	Y97	23,260.000	9,203.000	4,560.000	3,886.000	40.8%	24.1%	39.7%	24.2%		
315.153	267.501	4.6%	-31.2%	Y97	491.775	325.231	185.605	152.361	-3.9%	-34.9%	3.7%	-35.2%		
@CF	2,199.000	43.4%	25.7%	Y97	10,319.000	5,983.000	@CF	2,126.000	42.0%	21.4%	42.9%	24.1%		
539.600	201.700	13.1%	4.1%	Y97	696.703	561.770	91.190	20.262	6.3%	3.4%	12.9%	5.5%		
@CF	5,177.000	42.8%	24.8%	Y97	24,856.000	9,154.000	5,476.000	4,330.000	41.1%	23.7%	41.6%	24.0%		
3,741.000	1,915.100	29.2%	17.2%	Y97	14,873.900	7,451.000	3,225.200	1,726.300	28.2%	16.6%	29.0%	17.0%		
@CF	5,830.200	44.0%	25.5%	Y97	30,367.900	17,433.801	@CF	5,567.400	42.6%	24.3%	43.9%	25.3%		
521.859	87.081	-4.8%	-9.8%	Y97	@NA	@NA	@NA	@NA	@NA	@NA	-5.8%	-11.6%		
4,312.000	2,200.000	28.0%	15.6%	Y97	7,351.354	3,791.599	1,540.428	920.721	27.5%	14.9%	29.5%	17.2%		
9	13	13*911(067.400)-2838(16.6%)-3820.276429.5(3(29.51s)-g1,870.721)-2838(3764)-1798(372727 CF)57404.000										111.100	3(29-4.8%)-2843	8-9.8%

Ratio Analysis (CTPRATIO)

Description

This report provides a comparison of industry participants' operating performance and typical transfer pricing ratios.

RATIO ANALYSIS									
Company Name	Company Ticker	Year	Gross Profit Margin	SG&A in COGS	COGN-FN	Op Margin Bef Depr	Return on Avg Assets	Berry Ratio	Markup
BUILDING MATERIALS HLDG CP	BMHC	Y99	26.2%		BD	5.5%	5.6%	1.26	135.5%
CALLOWAYS NURSERY INC	CLWY	Y99	49.3%			5.6%	1.9%	1.13	197.1%
DIY HOME WAREHOUSE INC	3DIYH	Y99	28.7%		BD	1.1%	-2.7%	1.04	140.3%
FASTENAL CO	FAST	Y99	54.4%		BD	19.3%	23.0%	1.55	219.2%
GARDEN.COM INC	GDEN	Y99	26.9%		BD	-356.8%	-83.4%	0.07	136.8%
HECHINGER CO -CL A	9668B	Y98	20.2%		BD	1.4%	-6.2%	1.08	125.4%
HOME CENTERS (DIY) LTD	HOMEF	Y98	35.8%			7.1%	4.7%	1.25	155.7%
HOME DEPOT INC	HD	Y99	30.9%		BD	11.1%	15.2%	1.56	144.7%
HOMEBASE INC	HBI	Y99	23.5%		BD	3.3%	1.5%	1.16	130.7%
HUGHES SUPPLY INC	HUG	Y99	22.5%			5.4%	5.3%	1.32	129.1%
LOWES COS	LOW	Y99	27.5%			9.5%	8.8%	1.53	138.0%
NATIONAL HOME CENTERS INC	NHCI	Y99	21.5%			2.5%	3.3%	1.13	127.5%
PAYLESS CASHWAYS	3PCSH	Y99	26.4%			2.8%	-1.0%	1.12	135.8%
RIVERSIDE GROUP INC	3RSGI	Y98	24.3%			3.0%	-7.2%	1.14	132.1%
SHERWIN-WILLIAMS CO	SHW	Y99	48.0%		BD	14.6%	7.5%	1.44	192.5%
TRACTOR SUPPLY CO	TSCO	Y99	26.3%			6.0%	6.3%	1.30	135.8%
TREND-LINES INC -CL A	TRNDQ	Y99	32.7%		BD	2.4%	-3.8%	1.08	148.6%
WICKES INC	WIKS	Y99	23.4%			3.4%	2.4%	1.17	130.5%
WOLOHAN LUMBER CO	WLHN	Y99	22.7%			2.9%	4.2%	1.15	129.3%
Count	19	19	19		9	19	19	19	19
Min	@NC	Y98	20.2%	@NC	@NC	-356.8%	-83.4%	0.07	125.4%
Max	@NC	Y99	54.4%	@NC	@NC	19.3%	23.0%	1.56	219.2%
Average	@NC	Y98	30.1%	@NC	@NC	-13.1%	-0.8%	1.18	146.6%
Std. Dev.	@NC	0.365	9.7%	@NC	@NC	81.1%	20.7%	0.31	25.9%
Geo. Mean	@NC	Y98	28.8%	@NC	@NC	@NC	@NC	1.06	144.6%

Advertising Exp/Sales	R&D/ Sales	Debt/ Equity	Receivable Turnover	Inventory Valuation	Inventory Turnover	Accounts Receivable	Avg.Collection Period
0.2%	@NA	86.8%	10.0	Average Cost	9.3	45.771	36.1
4.7%	0.0%	100.1%	300.5	First In, First Out (FIFO)	2.5	3.356	1.2
1.1%	0.0%	15.5%	195.9	First In, First Out (FIFO)	3.3	4.573	1.8
@NA	0.0%	0.0%	8.0	First In, First Out (FIFO)	2.8	19.325	45.2
199.5%	@NA	0.7%	@NC	Average Cost	11.6	2.051	0.0
0.7%	0.0%	324.3%	371.7	Last In, First Out (LIFO)	2.7	326.916	1.0
0.9%	0.0%	53.3%	6.7	First In, First Out (FIFO)	4.1	32.592	53.9
@NA	0.0%	6.3%	72.8	First In, First Out (FIFO)	5.4	1,993.000	4.9
@NA	0.0%	25.5%	60.8	Average Cost	3.3	108.823	5.9
0.2%	0.0%	102.6%	8.1	Average Cost	5.1	239.810	44.4
0.4%	0.0%	40.0%	109.0	First In, First Out (FIFO)	4.7	1,566.946	3.3
@NA	0.0%	155.4%	12.6	Average Cost	6.1	6.491	28.5
1.1%	0.0%	246.2%	1,796.1	Last In, First Out (LIFO)	3.8	51.480	0.2
@NA	@NA	934.0%	15.7	First In, First Out (FIFO)	9.9	0.335	23.0
5.3%	0.5%	44.0%	8.3	Last In, First Out (LIFO)	3.8	458.919	43.5
1.3%	0.0%	41.9%	111.5	Last In, First Out (LIFO)	2.7	59.764	3.2
@NA	0.0%	300.2%	12.0	Average Cost	1.3	70.265	30.0
@NA	0.0%	716.3%	10.6	First In, First Out (FIFO)	7.4	53.190	34.0
0.9%	0.0%	17.3%	9.6	Last In, First Out (LIFO)	8.1	12.467	37.4
12	16	19	18	19	19	19	19
0.2%	0.0%	0.0%	6.7	@NC	1.3	0.335	0.0
199.5%	0.5%	934.0%	1,796.1	@NC	11.6	1,993.000	53.9
18.0%	0.0%	169.0%	173.3	@NC	5.2	266.109	20.9
54.8%	0.1%	247.1%	407.3	@NC	2.8	537.366	18.8
1.4%	@NC	@NC	37.1	@NC	4.5	40.487	@NC

Notes