

**AVISTA CORP.  
RESPONSE TO REQUEST FOR INFORMATION**

JURISDICTION: Washington  
CASE NO: UE-991606  
              UG-991607  
REQUESTER: WUTC  
TYPE: Data Request  
DUE DATE:  
REQUEST NO.: 337

DATE PREPARED: 6/22/2000  
  
WITNESS: Don Falkner  
RESPONDER: Don Falkner  
DEPT: Rates  
TELEPHONE: (509) 495-4326  
FIELD AUDIT: \_\_\_ Yes X No

**REQUEST:**

Referring to the statement that "Confusion due to the Washington Water Power name occurred...in national publications where our utility has even been listed as a water utility." Include the name and time of the publication and a copy of the page or pages where the error occurred.

**RESPONSE:**

Copies of the publication (or publications) have not been retained in Company files. As with all requests, this will be treated as an ongoing request and if a copy is located, it will be provided.

<b>WUTC</b>		
DOCKET NO. <u>UE-991606</u>		
FIELD # <u>283</u>		
ADMIT <input checked="" type="checkbox"/>	W/D <input type="checkbox"/>	REJECT <input type="checkbox"/>

**AVISTA CORP.  
RESPONSE TO REQUEST FOR INFORMATION**

JURISDICTION:	Washington	DATE PREPARED:	7/10/2000
CASE NO:	UE-991606	WITNESS:	Don Falkner
	UG-991607	RESPONDER:	Don Falkner
REQUESTER:	WUTC	DEPT:	Rates
TYPE:	Data Request	TELEPHONE:	(509) 495-4326
DUE DATE:		FIELD AUDIT:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
REQUEST NO.:	337-Supplemental		

**REQUEST:**

Referring to the statement that "Confusion due to the Washington Water Power name occurred...in national publications where our utility has even been listed as a water utility." Include the name and time of the publication and a copy of the page or pages where the error occurred.

**RESPONSE:**

This supplements the Company's original response to Staff Request No. 337. Please find attached selected pages from two separate magazine articles. A copy of the publication in question was obtained through a search of a local library. The article was found in Fortune magazine, the April 27, 1998 issue and the error was on page F-66. As it turns out, instead of being listed as "a water utility," Washington Water Power was listed under the "Miscellaneous" category versus the appropriate "Utilities, Gas and Electric" category. The original testimony has been corrected through the Company's Errata sheets.

It should be noted that the Fortune article is a listing of the top 1,000 companies ranked within industries. Only 10 companies, or 1% of the total companies, Washington Water Power included, were relegated to the Miscellaneous category. The other 9 companies included in the Miscellaneous category ran the gamut from a funeral services company to a shipping company to a ship building company to a tax services company. The Utilities category listed 71 companies including PacifiCorp (#12) and Puget Sound Energy (#52). Our ranking, had we correctly been included in the Utility category, would have been 61.

Finally, the 1999 Fortune article that again ranked the top 1,000 companies ranked within industries, dated April 26, 1999, correctly listed our company in the Utilities, Gas and Electric category. The difference in 1999 was we were listed ~~in the~~ under the Avista name.

<b>WUTC</b>		
DOCKET NO. <u>UE-991606</u>		
EXHIBIT # <u>283</u>		
ADMIT	W/D	REJECT
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

FORTUNE **1** THOUSAND

# RANKED WITHIN INDUSTRIES

Not satisfied with merely knowing the ins and outs of the top 500 corporations? Here's an even bigger statistical feast—the top 1,000 companies, divided into 61 different industry groups. Everything from aerospace to trucking is represented, and a quick look reveals who was hot—and who was not—in the economy last year. The booming stock market, for example, lifted median profits at securities companies by 25%, and a strong labor market helped boost earnings at temporary help companies by 53%. Weak commodity prices, though, pushed down earnings of forest and paper products makers by 59%.

REVENUES PROFFITS PROFITIS AS % OF... EARNINGS/SHARE TOTAL RETURN TO INVESTORS EMPLOYEES

INDUSTRY RANK	1,000 RANK	% change from 1996	% change from 1996	REVENUES			ASSETS			STOCK- HOLDERS' EQUITY			EARN- INGS/ SHARE			TOTAL RETURN TO INVESTORS			EMPLOYEES	% change from 1996
				\$ mil.	Rank	1996 Rank	% Rank	% Rank	% Rank	% Rank	1987-87 annual rate	1987-87 annual rate	1997	% Rank	% Rank	% Rank	No.	Rank		
<b>1 ADVERTISING, MARKETING 13 COMPANIES</b>																				
CENDANT																				
INTERPUBLIC GROUP																				
OMKIDOM GROUP																				
TOTAL																				
<b>2 AEROSPACE 13 COMPANIES</b>																				
BOEING																				
LOCKHEED MARTIN																				
UNITED TECHNOLOGIES																				
ALLIEDSIGNAL																				
TEXTRON																				
NORTHROP GRUMMAN																				
GENERAL DYNAMICS																				
B.F. GOODRICH																				
GULFSTREAM AEROSPACE																				
SUNDRAM																				
SEQUA																				
COLTEC INDUSTRIES																				
ALLIANT TECHSYSTEMS																				
TOTAL																				
MEDIAN																				

REVENUES PROFFITS PROFITIS AS % OF... EARNINGS/SHARE TOTAL RETURN TO INVESTORS EMPLOYEES

INDUSTRY RANK	1,000 RANK	% change from 1996	% change from 1996	REVENUES			ASSETS			STOCK- HOLDERS' EQUITY			EARN- INGS/ SHARE			TOTAL RETURN TO INVESTORS			EMPLOYEES	% change from 1996
				\$ mil.	Rank	1996 Rank	% Rank	% Rank	% Rank	% Rank	1987-87 annual rate	1987-87 annual rate	1997	% Rank	% Rank	% Rank	No.	Rank		
<b>3 AIRLINES 13 COMPANIES</b>																				
AMR																				
DELTA AIR LINES																				
NWA																				
US AIRWAYS GROUP																				
CONTINENTAL AIRLINES																				
SOUTHWEST AIRLINES																				
TWA																				
AMERICA WEST HOLDINGS																				
ALASKA AIR GROUP																				
TOTAL																				
MEDIAN																				

<b>4 APPAREL 13 COMPANIES</b>																				
NIKE																				
VF																				
WEBER INTERNATIONAL																				
LIZ CLAIBORNE																				
FRUIT OF THE LOOM																				
NINE WEST GROUP																				
L'ORÉAL																				
WARNACO GROUP																				
JONES APPAREL GROUP																				
RUSSELL																				
TOTAL																				
MEDIAN																				

<b>5 BEVERAGES 8 COMPANIES</b>																				
PEPSICO																				
COCA-COLA																				
COCA-COLA ENTERPRISES																				
ANHEUSER-BUSCH																				
WHITMAN																				
ADOLPH COORS																				
BROWN-FORMAN																				
CALANDAIGUA BRANDS																				
TOTAL																				
MEDIAN																				

<b>6 BUILDING MATERIALS, GLASS 10 COMPANIES</b>																				
OWENS-ILLINOIS																				
OWENS CORNING																				
CORNING																				
USG																				
ARMSTRONG WORLD IND.																				
JOHN MANVILLE																				
TOTAL																				
MEDIAN																				

<b>7 CHEMICALS 10 COMPANIES</b>																				
E.I. DU PONT DE NEMOURS																				
DOW CHEMICAL																				



# FORTUNE 1 THOUSAND RANKED WITHIN INDUSTRIES

Industry no. RANK	1,000 revenues rank	REVENUES		PROFITS		PROFITS AS % OF...			EARN-INGS/ SHARE	TOTAL RETURN TO INVESTORS			EMPLOYEES										
		\$ mil.	% change from 1996	\$ mil.	% change from 1996	REVENUES % Rank	ASSETS % Rank	STOCK-HOLDERS' EQUITY % Rank		1987-87		1997 % Rank	No.	% change from 1996									
										annual rate % Rank	annual rate % Rank												
44	N.Y. STATE ELECTRIC & GAS	598	2,130	3	185	37	4	27	9	26	4	30	9	52	—	13	42	74	3	3,968	47	(4)	
45	PINNACLE WEST CAPITAL	619	1,995	10	236	30	30	8	12	8	3	33	12	32	(2)	47	8	61	38	19	7,230	29	(1)
46	NICOR	622	1,993	8	128	47	(6)	45	6	45	5	3	17	2	7	5	20	6	23	45	3,300	54	0
47	MIDAMER. ENERGY HLDGS.	639	1,922	(9)	135	45	3	28	7	41	3	38	10	45	—	—	—	—	48	10	3,830	50	1
48	TECO ENERGY	654	1,872	27	202	33	1	34	11	13	5	5	14	8	5	9	15	25	22	48	5,643	38	29
49	PEPCO	657	1,864	(7)	182	39	(23)	60	10	17	3	50	9	55	(4)	51	9	59	7	64	4,067	46	(5)
50	WISCONSIN ENERGY	676	1,790	1	81	61	(72)	65	3	59	1	61	3	64	(11)	58	13	47	13	59	4,554	44	1
51	BOSTON EDISON	684	1,776	7	145	43	2	31	8	30	4	24	12	27	2	27	16	23	51	6	3,227	55	(4)
52	PUGET SOUND ENERGY	718	1,877	40	123	48	(9)	50	7	39	3	47	8	58	(5)	54	13	41	35	23	3,050	58	47
53	UGI	731	1,642	5	52	65	32	6	3	60	2	53	14	9	1	34	16	22	39	17	6,437	32	1
54	SCANA	766	1,523	1	221	31	3	30	15	3	4	17	12	31	3	23	15	28	19	54	4,545	45	6
55	KEYSPAN ENERGY	782	1,478	3	115	50	(7)	46	8	33	5	16	12	29	3	13	16	21	28	33	2,813	61	(16)
56	OGE ENERGY	785	1,472	6	133	46	(1)	36	9	22	5	12	13	16	1	32	15	29	39	18	2,809	62	2
57	HAWAIIAN ELEC. IND.	791	1,464	4	88	56	10	17	6	49	1	63	11	41	2	24	12	52	21	52	3,872	48	10
58	CONECTIV	806	1,424	30	106	52	(9)	49	7	37	4	31	11	37	0	38	11	56	23	43	3,196	57	26
59	AES	811	1,411	69	185	36	48	2	13	5	2	57	13	20	—	—	—	101	1	10,000	17	75	
60	DPL	830	1,356	6	181	40	5	25	13	4	5	6	14	7	5	10	18	8	25	39	2,378	65	(5)
61	AGL RESOURCES	863	1,288	8	77	59	1	33	6	48	4	25	12	25	3	18	13	44	2	69	3,035	59	3
62	PEOPLES ENERGY	871	1,274	6	98	53	(5)	41	8	34	5	2	14	10	5	7	17	16	22	46	2,888	60	(6)
63	NATIONAL FUEL GAS	875	1,266	5	115	51	10	18	9	21	5	7	13	22	6	6	17	14	23	44	2,524	64	(11)
64	DQE	899	1,219	(0)	199	34	11	16	16	2	4	18	13	14	8	4	23	4	27	35	3,465	52	(9)
65	ONEOK	929	1,162	(5)	59	63	12	13	5	55	5	13	13	17	12	2	23	3	40	16	1,800	68	(4)
66	PUBLIC SERVICE OF N.M.	950	1,135	29	81	58	12	15	7	40	4	32	10	49	(0)	41	5	63	25	42	2,789	63	2
67	ATLANTIC ENERGY	970	1,102	12	74	60	27	9	7	42	3	49	9	51	(3)	50	12	50	35	22	1,450	70	(5)
68	WASHINGTON GAS LIGHT	991	1,056	9	82	57	1	35	8	32	5	4	13	13	5	8	18	10	43	13	2,070	66	(9)
69	OGLETHORPE POWER	994	1,048	(5)	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	170	71	(41)
70	COMMONWLTH. ENERGY SYS.	997	1,042	3	50	66	(16)	58	5	56	3	34	11	36	4	12	18	13	51	7	1,727	69	45
71	ROCHESTER GAS & ELEC.	999	1,037	(2)	95	55	(2)	38	9	20	4	20	12	28	—	—	18	12	93	2	1,958	67	(8)
	TOTAL		272,831		15,428																527,299		
	MEDIAN		2,734	6	188		(0)		8	3	11				1		14		27		8,290		(8)

INDUSTRIES

## 59 WASTE MANAGEMENT COMPANIES

1	WASTE MANAGEMENT	165	8,273	(10)	(1,176)	3	(712)	2	(13)	3	(0)	3	(87)	3	—	5	1	(14)	3	58,900	1	(1)	
2	BROWNING-FERRIS IND.	273	5,783	0	265	2	—	—	5	2	4	2	10	2	1	1	5	2	44	1	40,000	2	(7)
3	USA WASTE	510	2,614	99	267	1	712	1	10	1	4	1	10	1	—	—	—	—	23	2	17,700	3	81
	TOTAL		17,670		(844)																118,800		

## 60 WHOLESALERS 86 COMPANIES

1	INGRAM MICRO	79	16,582	38	194	4	75	8	1	27	4	23	19	11	—	—	—	—	27	18	12,000	12	33
2	SUPERVALU	80	16,552	0	175	7	5	28	1	29	4	21	13	16	8	18	12	23	52	9	36,514	3	(0)
3	FLEMING	86	15,373	(7)	25	31	(5)	33	0	43	1	43	2	42	(10)	26	(4)	30	(22)	39	39,700	2	(4)
4	SYSCO	94	14,455	8	303	2	9	26	2	15	9	9	22	7	17	7	22	7	42	13	32,000	4	5
5	MCKESSON	105	13,479	(2)	134	10	(1)	31	1	31	3	33	11	26	—	—	—	—	97	3	13,300	10	18
6	BERGEN BRUNSWIG	133	11,660	17	82	13	11	25	1	35	3	30	13	19	14	10	22	8	85	4	5,100	26	4
7	CARDINAL HEALTH	145	10,968	24	181	6	62	10	2	20	8	13	14	15	20	5	40	1	29	17	11,000	13	129
8	AMERISOURCE HEALTH	198	7,816	41	45	24	28	18	1	36	3	32	318	1	—	—	—	—	21	22	3,525	38	22
9	ARROW ELECTRONICS	200	7,764	19	164	8	(19)	35	2	14	5	18	12	21	—	—	25	5	21	21	9,394	15	19
10	BINDLEY-WESTERN	212	7,312	37	24	35	32	16	0	41	2	38	7	37	19	6	16	15	60	8	1,200	51	32
11	UNISOURCE	220	7,108	—	59	18	—	—	1	32	2	37	6	39	—	—	—	—	(20)	41	14,200	8	—
12	TECH DATA	224	7,057	53	89	12	57	14	1	26	4	20	13	18	24	2	31	2	42	14	5,875	27	48
13	GENUINE PARTS	271	6,005	5	342	1	4	29	6	3	12	4	18	12	9	17	11	24	18	24	24,500	6	1
14	AVNET	290	5,381	4	183	5	(3)	32	3	8	7	11	12	20	21	4	13	22	14	27	9,400	14	(1)
15	IKON OFFICE SOLUTIONS	307	5,128	(54)	130	11	(38)	37	3	11	2	36	9	33	(1)	23	15	16	(45)	45	41,000	1	(5)
16	CHS ELECTRONICS	320	4,756	156	48	23	288	3	1	30	2	35	7	34	—	—	—	—	50	10	4,300	34	87
17	MICROAGE	335	4,446	26	25	32	88	6	1	37	3	34	10	27	9	16	18	13	(25)	40	4,400	32	52
18	NASH FINCH	338	4,392	30	(1)	46	(10)	42	(0)	46	(0)	46	(1)	46	—	—	4	28	(7)	33	12,182	11	33

CONTINUED

# FORTUNE 1 THOUSAND RANKED WITHIN INDUSTRIES

Industry no. RANK	1,000 revenues rank	REVENUES		PROFITS		PROFITS AS % OF ...			EARN-INGS/ SHARE	TOTAL RETURN TO INVESTORS		EMPLOYEES										
		\$ mil.	% change from 1996	\$ mil.	% change from 1996	REVENUES % Rank	ASSETS % Rank	STOCK-HOLDERS' EQUITY % Rank		1987-87 annual rate % Rank	1987-87 annual rate % Rank	1997 % Rank	No.	% change from 1996								
W.W. GRAINGER	355	4,137	17	232	3	11	24	6	4	12	6	18	14	18	23	20	13,951	9	(4)			
MERISEL	368	4,049	(27)	(16)	48	—	—	(0)	48	(2)	48	(12)	48	—	184	1	2,000	46	0			
INACOM	377	3,896	26	29	29	57	13	1	34	3	29	9	32	9	15	15	17	(30)	42	4,200	35	46
RYKOFF-SEXTON	415	3,477	94	16	40	—	—	0	38	1	41	5	40	(3)	25	—	—	—	—	8,500	16	57
RICHFOOD HOLDINGS	420	3,412	5	59	17	61	11	2	19	10	8	23	6	—	—	18	25	—	—	5,151	25	5
GRAYBAR ELECTRIC	431	3,338	11	53	21	19	20	2	22	5	15	21	8	12	11	—	—	—	—	7,122	18	0
OWENS & MINOR	462	3,117	3	24	34	88	7	1	33	3	25	9	31	8	19	20	10	43	12	3,319	40	7
ACE HARDWARE	482	2,907	6	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4,685	29	8
U.S. OFFICE PRODUCTS	491	2,838	304	57	19	555	2	2	16	3	27	6	38	—	—	(14)	35	—	—	17,000	7	108
ANIXTER INTERNATIONAL	495	2,805	13	45	25	25	19	2	21	3	28	9	30	—	—	6	27	2	29	6,300	21	13
SCIENCE APPLICATIONS INTL.	504	2,888	(12)	72	14	13	23	3	10	6	14	11	25	11	13	—	—	—	—	32,000	4	42
ROUNDY'S	511	2,611	1	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5,071	28	(7)
INTL. MULTIFOODS	516	2,596	3	3	44	(88)	40	0	44	0	44	1	45	(24)	29	9	25	61	7	7,178	17	1
UNITED STATIONERS	522	2,558	11	2	45	(93)	41	0	45	0	45	1	44	(20)	28	21	9	147	2	5,500	23	12
SPARTAN STORES	533	2,475	(2)	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3,100	42	3
VANSTAR	585	2,179	21	30	28	74	9	1	24	4	22	18	13	—	—	—	(54)	46	—	6,000	22	46
FISHER SCIENTIFIC INTL.	586	2,175	1	(31)	49	(183)	43	(1)	49	(3)	49	(9)	47	—	—	2	30	—	—	6,800	19	3
SAFEGUARD SCIENTIFICS	624	1,985	(6)	22	39	8	27	1	28	3	31	10	28	4	22	30	3	5	28	4,600	30	(0)
ADAMS RES. & ENERGY	626	1,963	31	6	42	2	30	0	42	5	16	20	9	9	14	19	11	18	23	512	55	27
CERTIFIED GROCERS (CALIF.)	636	1,927	(1)	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2,400	43	0
INTELLIGENT ELECTRONICS	709	1,701	(52)	(50)	50	—	—	(3)	50	(24)	50	(55)	49	—	—	14	21	(30)	43	1,646	49	(42)
U.S. FOODSERVICE	713	1,692	36	22	38	58	12	1	25	4	19	10	29	—	—	—	—	—	—	3,700	37	42
HUGHES SUPPLY	734	1,631	19	37	27	31	17	2	13	5	17	11	23	7	21	14	19	23	19	4,500	31	2
PIONEER-STANDARD ELEC.	771	1,509	37	23	37	(8)	34	2	23	4	24	11	24	44	1	23	6	17	26	2,066	45	2
CELLSTAR	781	1,483	56	54	20	—	—	4	7	11	7	33	3	—	—	—	—	—	—	1,300	53	9
SMART & FINAL	794	1,453	12	7	41	(73)	39	0	39	1	40	3	41	—	—	—	(15)	36	—	5,205	24	14
AVATEX	809	1,414	(74)	(279)	51	—	—	(20)	51	(176)	51	—	—	—	—	(17)	31	(8)	32	133	56	(95)
TLC BEATRICE INTL. HLDGS.	813	1,405	(37)	160	9	716	1	11	1	34	1	55	2	—	—	—	—	—	—	1,800	47	(62)
UNITED GROCERS	851	1,307	7	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1,800	47	(10)
VIKING OFFICE PRODUCTS	864	1,286	22	70	16	16	22	5	5	15	3	20	10	—	—	—	(18)	37	—	3,228	41	14
CDW COMPUTER CENTERS	868	1,277	38	51	22	48	15	4	6	19	2	26	4	—	—	—	(12)	34	—	978	54	32
VWR SCIENTIFIC	885	1,245	11	24	33	246	4	2	18	3	26	7	35	(2)	24	18	12	69	5	2,195	44	5
MARSHALL INDUSTRIES	918	1,185	2	40	26	(21)	36	3	9	7	10	11	22	21	3	14	20	(2)	31	1,482	50	(2)
HANDLEMAN	919	1,181	4	5	43	—	—	0	40	1	42	2	43	(15)	27	(8)	29	(20)	38	3,500	39	(8)
APPLIED INDUSTRIAL TECH.	932	1,160	1	27	30	16	21	2	12	7	12	13	17	16	8	17	14	47	11	4,101	36	(1)
AIRGAS	935	1,159	38	23	36	(41)	38	2	17	2	39	7	36	16	9	27	4	(36)	44	6,400	20	23
DI GIORGIO	979	1,072	2	(3)	47	(243)	44	(0)	47	(1)	47	—	—	—	—	—	—	—	—	1,156	52	3
KAMAN	996	1,045	10	71	15	199	5	7	2	12	5	24	5	8	20	7	26	30	16	4,318	33	—
TOTAL		247,580		3,987																473,483		
MEDIAN		2,748	11	40	14	1	3	11	8	15	18	8	15	18	18	8	15	18	8	4,878	8	

## 61 MISCELLANEOUS

SERVICE CORP. INTL.	534	2,468	8	334	1	26	3	14	1	3	5	12	4	13	1	20	2	32	6	23,327	1	10
CALENERGY	568	2,271	294	(84)	10	(191)	9	(4)	10	(1)	10	(11)	9	—	—	31	1	(14)	9	4,275	6	(3)
H&R BLOCK	635	1,930	14	48	4	(73)	7	2	5	3	7	5	7	(5)	4	15	5	58	3	4,690	5	(5)
NEWPORT NEWS SHIPBLDG.	677	1,788	(4)	44	5	(20)	5	2	6	3	6	16	1	—	—	—	—	71	1	18,400	2	—
GATX	711	1,699	20	(51)	9	(150)	8	(3)	9	(1)	9	(8)	8	—	—	18	3	54	4	6,000	4	0
WASHINGTON WATER POWER	856	1,302	38	115	2	38	1	9	2	5	2	15	2	5	2	16	4	39	5	3,210	7	(3)
ALEXANDER & BALDWIN	870	1,275	3	81	3	25	4	6	3	5	1	11	5	(2)	3	6	7	13	7	2,930	8	(1)
DEL WEBB	917	1,186	13	38	6	—	—	3	4	4	4	13	3	—	—	15	6	61	2	2,500	9	9
DYNCORP	942	1,150	13	7	8	(49)	6	1	8	2	8	—	—	—	—	—	—	—	—	14,960	3	(7)
HUB GROUP	986	1,064	41	10	7	35	2	1	7	4	3	9	6	—	—	—	—	11	8	1,248	10	19
TOTAL		18,133		542																81,346		

CONTINUED

FORTUNE 1 THOUSAND RANKED WITHIN INDUSTRIES

Table with columns: Industry no., RANK, REVENUES (1,000 revenues rank, \$ mil., % change from 1997), PROFITS (\$ mil., Rank, % change from 1997), PROFITS AS % OF... (REVENUES, ASSETS, STOCK-HOLDERS' EQUITY), EARNINGS/SHARE (1988-98 annual growth, 1988-98 annual rate, 1998), TOTAL RETURN TO INVESTORS (1988, 1998), EMPLOYEES (No., Rank, % change from 1997). Rows include POLARIS INDUSTRIES, TOTAL, and MEDIAN.

58 TRUCKING 9 COMPANIES

Table with columns: Rank, Company Name, REVENUES, PROFITS, PROFITS AS % OF..., EARNINGS/SHARE, TOTAL RETURN TO INVESTORS, EMPLOYEES. Rows include CNF TRANSPORTATION, YELLOW, ROADWAY EXPRESS, CONSOL. FREIGHTWAYS, C.H. ROBINSON WORLDWIDE, J.B. HUNT TRANSPORT SVCS, USFREIGHTWAYS, ARKANSAS BEST, LANDSTAR SYSTEM, TOTAL, and MEDIAN.

59 UTILITIES, GAS AND ELECTRIC 64 COMPANIES

Table with columns: Rank, Company Name, REVENUES, PROFITS, PROFITS AS % OF..., EARNINGS/SHARE, TOTAL RETURN TO INVESTORS, EMPLOYEES. Rows include PG&E CORP., DUKE ENERGY, TEXAS UTILITIES, UTILICORP UNITED, ENTERGY, HOUSTON INDUSTRIES, SOUTHERN, EDISON INTERNATIONAL, PACIFICORP, UNICOM, CONSOLIDATED EDISON, FPL GROUP, COLUMBIA ENERGY GROUP, AMERICAN ELECTRIC POWER, DOMINION RESOURCES, PUBLIC SVC. ENTER. GROUP, CINERGY, FIRSTENERGY, LG&E ENERGY, SEMPRA ENERGY, CENTRAL & SOUTH WEST, PECO ENERGY, CMS ENERGY, GPU, DTE ENERGY, MARKETSPAN, NIAGARA MOHAWK POWER, PP&L RESOURCES, NORTHEAST UTILITIES, AVISTA CORP., FLORIDA PROGRESS, NEW CENTURY ENERGIES, CNG, BG&E, AMEREN, CAROLINA POWER & LIGHT, CONECTIV, NIPSCO INDUSTRIES, and NORTHERN STATES POWER.

INDUSTRIES

# FORTUNE 1 THOUSAND RANKED WITHIN INDUSTRIES

Industry no. RANK	1,000 revenues rank	REVENUES		PROFITS		PROFITS AS % OF...			EARN-INGS/ SHARE	TOTAL RETURN TO INVESTORS			EMPLOYEES	
		\$ mil.	% change from 1997	\$ mil.	% change from 1997	REVENUES % Rank	ASSETS % Rank	STOCK-HOLDERS' EQUITY % Rank		1988-98 annual growth % Rank	1988-98 annual rate % Rank	1998 % Rank	No.	% change from 1997
40	ALLEGHENY ENERGY	542	2,576	9	(12) 57	(104) 54	(0) 57	(0) 57	(1) 57	—	14 25	12 30	4,817	42 (2)
41	ENERGY EAST	558	2,499	17	194 35	5 28	8 31	4 18	11 27	1 27	17 8	65 3	4,027	45 1
42	ILLINOVA	567	2,431	(3)	(1,383) 64	—	(57) 64	(20) 64	(119) 64	—	7 59	(3) 52	3,955	47 8
43	NEW ENGLAND ELEC. SYS.	570	2,421	(3)	190 37	(14) 47	8 29	4 23	12 21	—	15 20	19 18	3,540	53 (24)
44	AES	575	2,398	70	311 23	68 7	13 4	3 35	17 1	—	—	2 47	10,700	15 7
45	INTERSTATE ENERGY	624	2,131	132	97 49	58 8	5 47	2 51	6 53	(5) 45	10 51	4 45	6,352	35 192
46	PINNACLE WEST CAPITAL	625	2,131	7	243 30	3 33	11 7	4 28	11 28	50 1	13 28	3 46	7,333	32 1
47	MCN	634	2,087	(5)	(279) 62	(286) 58	(13) 62	(6) 63	(35) 63	—	13 29	(51) 64	2,986	57 (7)
48	PEPCO	638	2,064	11	226 32	24 16	11 8	3 31	11 32	(2) 40	10 52	9 35	3,716	51 (9)
49	WESTERN RESOURCES	646	2,034	(5)	59 54	(88) 53	3 52	1 54	3 54	(9) 48	11 49	(19) 62	2,402	63 (0)
50	WISCONSIN ENERGY	661	1,980	11	188 39	210 2	10 18	4 29	10 42	(1) 35	12 47	15 26	5,180	40 12
51	TECO ENERGY	667	1,958	5	207 34	2 36	11 10	5 5	14 9	5 6	14 21	5 41	3,470	39 (3)
52	PUGET SOUND ENERGY	682	1,807	14	170 40	34 10	9 21	4 25	12 24	(1) 39	13 41	(1) 51	3,257	55 7
53	ONEOK	712	1,835	58	102 48	72 6	6 42	4 16	9 49	11 2	20 2	(8) 58	3,211	56 78
54	SCANA	782	1,632	7	223 33	1 39	14 2	4 15	12 22	4 11	14 23	13 29	4,637	43 3
55	BEC ENERGY	787	1,623	(9)	141 44	(2) 44	9 23	4 12	12 19	4 9	18 6	14 27	2,919	58 (10)
56	OGE ENERGY	791	1,618	10	166 41	25 15	10 13	6 2	16 3	2 15	13 30	11 32	2,768	61 (1)
57	HAWAIIAN ELECTRIC INDS.	842	1,488	2	85 50	(2) 43	6 41	1 53	10 35	(1) 34	10 53	5 43	3,722	50 1
58	NICOR	849	1,465	(26)	116 46	(9) 46	8 28	5 6	15 5	3 12	16 16	4 44	3,300	54 0
59	DPL	886	1,380	2	189 38	4 31	14 1	5 7	14 10	3 13	18 5	19 19	2,062	64 (13)
60	AGL RESOURCES	903	1,339	4	81 52	5 29	6 40	4 17	12 20	2 22	13 39	19 17	2,791	60 (8)
61	DQE	934	1,270	4	114 47	(43) 51	9 20	2 48	8 51	2 23	19 4	30 10	3,986	46 15
62	MONTANA POWER	939	1,254	22	166 42	29 13	13 3	8 1	14 8	8 5	20 3	88 1	2,906	59 0
63	PUBLIC SERVICE OF N.M.	940	1,252	10	83 51	2 37	7 38	3 32	9 43	—	6 60	(11) 59	2,717	62 (3)
64	NATIONAL FUEL GAS	943	1,248	(1)	23 56	(80) 52	2 54	1 55	3 56	(10) 49	15 18	(4) 53	3,944	48 56
	TOTAL		306,153		15,843								527,148	
	MEDIAN		3,582	8	225	5	7	3	11	1	13	11	7,138	1

INDUSTRIES

60 WASTE MANAGEMENT 4 COMPANIES														
1	WASTE MANAGEMENT	129	12,703	386	(771) 4	(389) 2	(6) 3	(3) 3	(18) 3	—	34 1	19 1	67,676	1 282
2	BROWNING-FERRIS INDS.	332	4,746	(18)	339 1	28 1	7 1	7 1	24 1	2 1	3 2	(21) 3	26,000	2 (35)
3	ALLIED WASTE INDUSTRIES	800	1,576	80	(223) 3	(54,239) 3	(14) 4	(6) 4	(24) 4	—	—	1 2	9,500	4 78
4	SAFETY-KLEEN	979	1,185	85	0 2	—	0 2	0 2	0 2	(48) 2	(10) 3	(28) 4	11,500	3 158
	TOTAL		20,210		(655)								114,676	
	MEDIAN		3,161	72	(111)	(389)	(3)	(2)	(9)	(23)	3	(10)	18,750	116

61 WHOLESALERS 58 COMPANIES														
1	INGRAM MICRO	55	22,034	33	245 4	27 20	1 30	4 23	14 9	—	—	21 11	14,256	9 19
2	MCKESSON HBOC	59	20,857	33	155 7	16 24	1 34	3 31	11 26	4 22	31 2	47 5	13,700	10 3
3	SUPERVALU	86	17,201	4	231 6	32 17	1 25	6 11	19 7	9 14	12 18	37 6	38,018	3 4
4	CARDINAL HEALTH	93	15,918	18	247 3	34 16	2 24	6 7	15 15	21 3	39 1	52 4	11,200	14 2
5	SYSCO	97	15,328	6	297 2	(2) 30	2 17	8 5	22 5	13 10	20 9	22 10	33,400	4 4
6	FLEMING	101	15,088	(2)	(511) 53	(2,111) 46	(3) 53	(15) 53	(90) 49	—	(9) 29	(22) 32	38,100	2 (4)
7	BERGEN BRUNSWIG	114	13,720	18	3 43	(98) 40	0 44	0 44	0 42	(24) 27	22 8	87 3	5,400	35 8
8	TECH DATA	145	11,529	63	129 12	44 13	1 29	3 25	13 18	22 2	29 3	4 16	8,045	21 59
9	AMERISOURCE HEALTH	188	8,575	10	51 21	11 27	1 38	3 27	67 1	—	—	12 12	3,100	44 (12)
10	CHS ELECTRONICS	189	8,546	80	46 24	(6) 31	1 39	1 43	5 38	—	—	(1) 21	6,800	26 58
11	ARROW ELECTRONICS	197	8,345	7	148 11	(11) 33	2 21	4 21	10 29	7 16	23 7	(18) 28	9,700	16 3
12	BINDLEY WESTERN	217	7,623	4	19 36	(19) 36	0 42	1 42	6 37	7 17	25 5	113 1	1,386	54 16
13	UNISOURCE	225	7,417	4	(232) 52	(485) 45	(3) 52	(12) 52	(33) 47	—	—	(45) 40	13,400	11 (8)
14	GENUINE PARTS	252	6,614	10	356 1	4 28	5 2	10 4	17 10	7 19	11 19	1 19	32,000	6 31
15	AVNET	275	5,916	10	151 8	(17) 34	3 12	6 13	12 25	18 12	12 16	(7) 24	8,700	18 (7)
16	IKON OFFICE SOLUTIONS	291	5,829	10	(83) 51	(184) 42	(1) 49	(1) 47	(8) 45	—	(1) 27	(89) 46	42,800	1 4
17	MICROAGE	297	5,520	24	(8) 46	(133) 41	(0) 45	(1) 45	(3) 43	—	13 15	2 17	6,100	27 39
18	U.S. FOODSERVICE	298	5,507	225	(47) 48	(311) 44	(1) 48	(3) 49	(8) 46	—	—	33 7	11,000	15 197
19	MERISEL	343	4,553	12	19 37	—	0 40	2 37	12 23	(11) 26	(9) 30	(46) 42	2,700	47 35
20	SCIENCE APPLICATIONS INTL.	347	4,477	67	148 9	106 7	3 7	6 9	15 16	16 7	—	—	32,100	5 0

CONTINUED

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# FORTUNE 1 THOUSAND RANKED WITHIN INDUSTRIES

Industry no. RANK	1,000 revenues rank	REVENUES		PROFITS		PROFITS AS % OF ...			EARN-INGS/ SHARE	TOTAL RETURN TO INVESTORS		EMPLOYEES												
		\$ mil. 1997	% change from 1997	\$ mil. Rank	% change from 1997	REVENUES % Rank	ASSETS % Rank	STOCK-HOLDERS' EQUITY % Rank		1988-98 annual growth % Rank	1988-98 annual rate % Rank	1998 % Rank	No. Rank	% change from 1997										
21	W.W. GRAINGER	357	4,341	5	239	5	3	29	5	1	11	2	19	8	10	13	13	14	(13)	26	12,967	12	(7)	
22	INACOM	363	4,258	8	43	25	45	12	1	31	4	20	10	28	7	15	4	26	(47)	44	5,600	31	33	
23	NASH FINCH	372	4,160	(5)	(62)	50	—	—	(1)	50	(7)	51	(39)	48	—	—	(2)	28	(21)	31	11,508	13	(6)	
24	MERITOR AUTOMOTIVE	397	3,836	—	147	10	—	—	4	4	7	6	55	2	—	—	—	—	—	2	18	16,900	7	—
25	GRAYBAR ELECTRIC	404	3,744	12	60	17	12	25	2	23	5	15	20	6	20	5	—	—	—	—	—	7,900	22	11
26	U.S. OFFICE PRODUCTS	419	3,804	27	67	14	17	23	2	19	3	32	5	39	—	—	—	—	(95)	47	15,362	8	(18)	
27	RICHFOOD HOLDINGS	462	3,204	(6)	55	20	(8)	32	2	22	6	8	17	12	—	—	24	6	(26)	33	9,479	17	84	
28	ACE HARDWARE	467	3,120	7	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4,672	39	(0)
29	ANIXTER INTERNATIONAL	473	3,084	10	66	16	45	11	2	15	5	16	16	13	21	4	8	22	(23)	19	6,000	29	(5)	
30	OWENS & MINOR	474	3,082	(1)	20	34	(17)	35	1	37	3	30	13	20	7	20	16	12	10	13	2,661	48	(20)	
31	UNITED STATIONERS	480	3,059	20	58	19	2,418	1	2	18	5	17	16	14	16	8	19	10	8	14	6,100	27	11	
32	WESCO INTERNATIONAL	485	3,025	—	(8)	45	—	—	(8)	46	(1)	46	—	—	—	—	—	—	—	—	—	5,500	32	—
33	VANSTAR	508	2,839	30	36	28	20	22	1	26	3	26	17	11	—	—	—	—	(18)	29	7,100	24	18	
34	INTL. MULTIFOODS	531	2,612	1	20	35	620	3	1	33	2	35	6	35	(3)	25	7	23	(6)	22	6,807	25	(5)	
35	ROUNDY'S	539	2,579	(1)	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5,193	36	2
36	SPARTAN STORES	560	2,489	1	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2,000	45	(6)
37	ENTEX INFORMATION SVCS.	564	2,457	(1)	18	38	1,075	2	1	35	2	34	—	—	—	—	—	—	—	—	—	8,200	19	3
38	HUGHES SUPPLY	576	2,396	47	59	18	61	10	2	14	5	14	13	19	7	18	11	20	(15)	27	5,500	32	22	
39	SAFEGUARD SCIENTIFICS	590	2,276	16	110	13	412	5	5	3	10	3	33	3	30	1	27	4	(12)	25	5,120	37	11	
40	FISHER SCIENTIFIC INTL.	597	2,252	4	(50)	49	—	—	(2)	51	(4)	50	—	—	—	—	—	—	—	—	—	7,300	23	7
41	CELLSTAR	657	1,996	35	14	41	(73)	39	1	36	2	39	8	33	—	—	—	—	(31)	34	1,100	57	0	
42	ADAMS RES. & ENERGY	662	1,974	1	2	44	(69)	38	0	43	2	38	8	34	(8)	24	7	24	(59)	45	565	58	10	
43	HENRY SCHEIN	678	1,922	27	16	39	—	—	1	32	2	40	4	41	—	—	—	—	28	8	6,000	29	20	
44	CERTIFIED GROCERS (CALIF.)	716	1,832	(5)	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2,200	51	(8)
45	CDW COMPUTER CENTERS	746	1,733	36	66	15	29	19	4	5	19	1	24	4	—	—	—	—	84	2	1,537	52	57	
46	PIONEER-STANDARD ELEC.	763	1,885	12	30	31	31	18	2	20	3	28	12	21	15	9	14	13	(38)	37	2,333	49	13	
47	SMART & FINAL	772	1,662	14	(9)	47	(230)	43	(1)	47	(1)	48	(5)	44	—	—	—	—	(46)	41	5,447	34	5	
48	BRIGHTPOINT	784	1,629	57	20	33	(21)	37	1	28	3	29	8	32	—	—	—	—	(1)	20	1,500	53	122	
49	METALS USA	835	1,499	195	42	26	593	4	3	10	4	19	12	22	—	—	—	—	(36)	35	4,000	41	48	
50	APPLIED IND. TECH.	838	1,491	29	30	32	11	26	2	16	5	18	10	27	5	21	5	25	(47)	43	5,061	38	23	
51	MARSHALL INDUSTRIES	851	1,461	23	48	22	21	21	3	8	6	12	12	24	11	11	12	17	(18)	30	2,278	50	62	
52	AIRGAS	859	1,448	25	41	27	74	9	3	9	2	33	9	30	19	6	17	11	(36)	36	8,100	20	27	
53	RELIANCE STEEL	898	1,353	41	48	23	39	15	4	6	6	10	14	17	—	—	—	—	(7)	23	3,500	43	27	
54	YVR SCIENTIFIC	900	1,350	8	34	29	41	14	3	13	4	22	9	31	3	23	10	21	(38)	38	2,734	46	25	
55	CENTRAL GARDEN & PET	921	1,295	54	34	30	91	8	3	11	4	24	6	36	—	—	—	—	(45)	39	4,280	40	68	
56	PSS WORLD MEDICAL	925	1,289	87	16	40	265	6	1	27	2	36	4	40	—	—	—	—	—	7	15	4,800	41	54
57	UNITED GROCERS	967	1,198	(11)	N.A.	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1,200	56	(33)
58	DI GIORGIO	969	1,197	12	4	42	—	—	0	41	2	41	—	—	—	—	—	—	—	—	—	1,229	55	6
TOTAL			300,808		2,676																	541,468		
MEDIAN			3,083	12	41	16	1	3	12	9	13	(7)										8,000		

INDUSTRIES

## 62 MISCELLANEOUS 12 COMPANIES

1	CENDANT	282	5,832	19	540	1	—	—	9	4	3	8	11	7	—	—	30	1	(44)	10	35,000	2	3	
2	SERVICE CORP. INTL.	505	2,875	16	342	3	3	7	12	2	9	9	11	8	11	2	23	2	5	6	40,028	1	72	
3	H&R BLOCK	675	1,935	0	382	2	721	1	20	1	14	1	29	1	16	1	16	3	2	7	2,660	11	(45)	
4	NEWPORT NEWS SHPBLDG.	697	1,862	9	66	8	—	—	4	9	4	4	28	2	—	—	—	—	32	3	18,290	3	(1)	
5	GATX	737	1,783	4	132	5	—	—	7	6	3	7	18	3	8	3	14	4	7	4	8,000	8	0	
6	BJ SERVICES	817	1,527	4	117	6	9	6	8	5	7	3	13	5	—	—	—	—	(57)	11	8,220	6	(3)	
7	SIMON PROPERTY GROUP	877	1,406	33	167	4	22	4	12	3	1	11	5	9	—	—	—	—	(7)	8	5,563	9	21	
8	ALEXANDER & BALDWIN	916	1,312	3	25	10	(69)	8	2	10	2	10	4	10	(16)	4	0	6	(12)	9	2,331	12	(20)	
9	DYNCORP	948	1,234	7	15	11	103	2	1	11	4	5	—	—	—	—	—	—	—	—	15,660	4	5	
10	UNITED RENTALS	958	1,220	—	13	12	—	—	1	12	1	12	2	11	—	—	—	—	72	1	7,800	7	—	
11	QUINTILES TRANSNATIONAL	974	1,168	46	84	7	51	3	7	7	8	2	17	4	—	—	—	—	40	2	15,100	5	39	
12	DEL WEBB	986	1,178	(1)	43	9	11	5	4	8	3	6	12	6	—	—	7	5	7	5	3,200	10	28	
TOTAL			23,332		1,936																	159,802		

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