

Using Bloomberg to get the Data you need

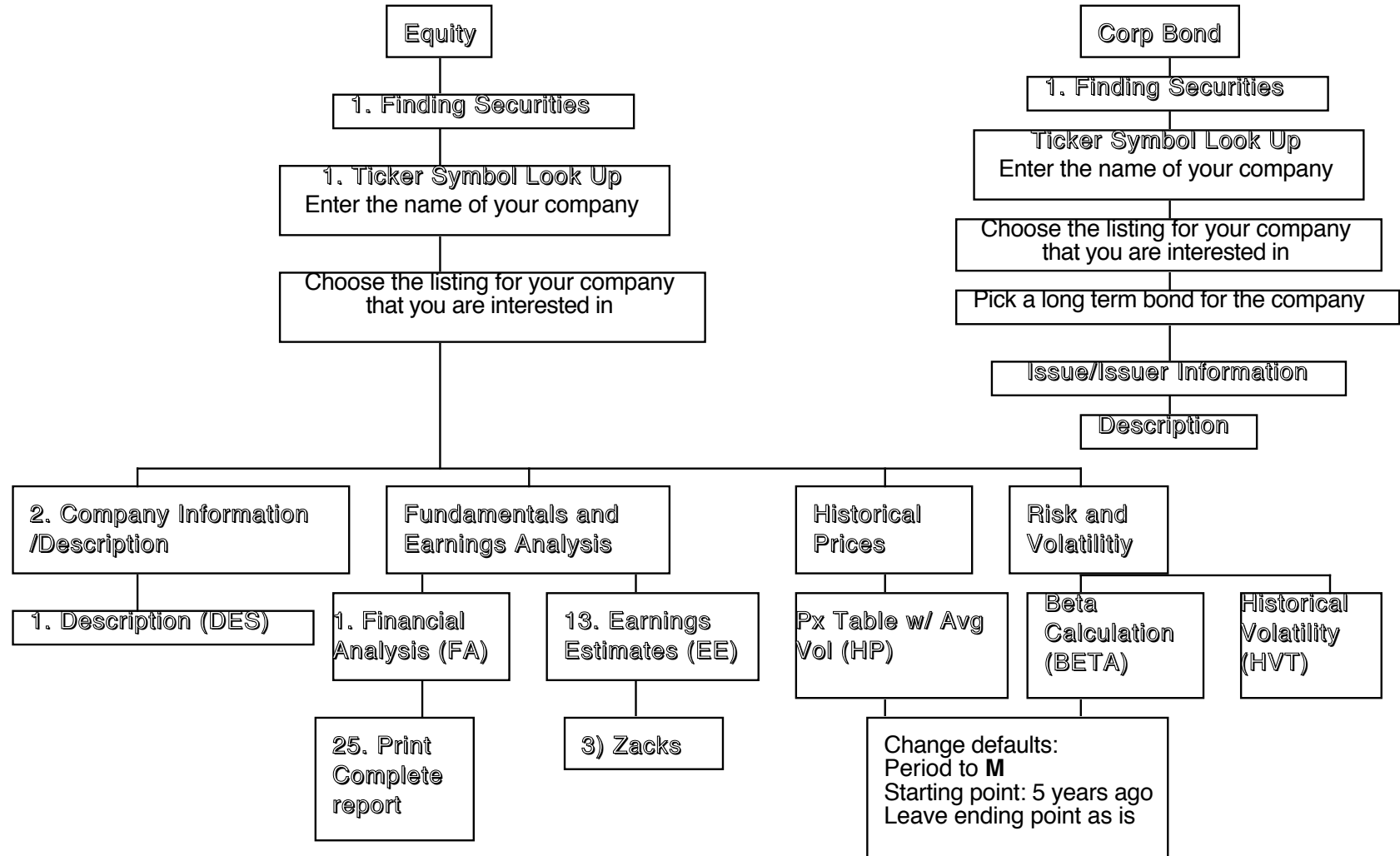
Contents of Package

1. Getting information on your company	Pages 3- 30
2. Getting information on comparable companies	Pages 31- 34
3. Getting macro economic information	Pages 35- 44

Using Bloomberg to get information on your company

To get all other information

To get ratings information



Shadow: Indicates menu choices on Bloomberg
 Regular font: Indicates input that you have to provide or change

WHERE TO FIND THE DATA

This is a listing of all of the financial data that you will need to analyze your company and where exactly on the Bloomberg output you will find the data. Once you have identified what you would like to look up, use the item number and go to the specified page number on Bloomberg to look it up.

<i>Item</i>	<i>Input</i>	<i>In Bloomberg</i>	<i>Page Number</i>	<i>Used in this spreadsheet</i>
1	Beta	Equity: Beta Calculation	29	Capstr, Dividend, Valuation
2	Current EPS	Equity: Description	8	Valuation
3	Payout Ratio	Equity: Description	10	Valuation
4	Total Debt	Equity: Description	16	Capstr, Dividend, Valuation
5	Book Value of Equity	Equity: Description	16	CapStr, Valuation
6	Number of Shares Outstanding	Equity: Description	8	CapStr, Valuation
7	Tax Rate	Equity: Description	10	CapStr, Valuation
8	Non-Cash Working Capital	Equity: Description	16	Valuation
9	Capital Expenditures	Equity: Description	17	CapStr, Valuation
10	Depreciation	Equity: Description	17	CapStr, Valuation
11	EPS - 5 years ago	Financial Analysis	12	Valuation
12	Analyst Projection for Growth	Equity: Earnings Estimates	26	Valuation
13	Interest Expenses	Equity: Description	15	CapStr, Valuation
14	Net Sales/ Revenues	Equity: Description	15	Valuation
15	Current Price	Equity: Description	8	Risk, CapStr, Valuation

16	EBIT/Operating Income	Equity: Description	15	CapStr
17	Bond Rating	Corp Bond: Description	30	CapStr
18	Past 10 years Net Income	Equity: Financial Analysis	25	Dividends
19	Past 10 years Depreciation	Equity: Financial Analysis	25	Dividends
20	Past 10 years Chg in non-cash Work. Cap.	Equity: Financial Analysis	25	Dividends
21	Past 10 years Dividends	Equity: Financial Analysis	25	Dividends
22	Past 10 years Equity Buybacks	Equity Financial Analysis	25	Dividends
23	Past 10 years Cap Ex	Equity: Financial Analysis	25	Dividends
24	Average Debt Ratio 10 years	Equity Financial Analysis	21	Dividends
25	Past 10 years BV of Equity	Equity Financial Analysis	24	Dividends
26	Return on Stock	Equity: Financial Analysis	18	Dividends
27	Operating Income past 10 years	Equity: Financial Analysis	22	DebtDesign
28	Stock Price: Last 60 months	Equity: Px Table	27	Risk
29	Value of Firm: Last 10 years	Equity:: Financial Analysis	21	Dividends
30	EBITDA for last 10 years	Equity: Financial Analysis	21	
31	Alpha (Intercept)	Beta Calculation	29	
32	R squared	Beta Calculation	29	
33	Standard Error of Beta	Beta Calculation	29	

Instructions for Getting Bloomberg Data

- Pick **Equity**
 - Choose **1. Finding Securities**
 - Choose **Ticker Symbol Look up**
 - Enter the name of your company. You will get all of the equity listings that the company has. Choose the one that you are interested in. For instance, if you look up Nestle, you will get Nestle's local listings in Switzerland (Registered and Bearer Stock) as well as all of Nestle's ADR listings around the world. You might have to work through the listings by trial and error until you get the listing that has all of the financial information that you want.
 - Once you are in equity screen for your company,
 - Type **HDS**: Print page 1 off
 - Choose **Description (DES)**: Print all 10 pages off; Ignore beta on first page.
 - Choose **Financial Analysis (FA)**:
 - Choose **Print Full Report**
 - Choose **Earnings Estimates (EE)**
 - Choose **Zacks**
 - Print off first page
 - If you do not have a beta, pick **Beta Calculations (BETA)**
 - Using the tab button, you can change the period to **M**
 - Using the tab button, you can change the range to a 5-year range
 - Using the tab button, you can also change the market index.
-
- Go back to the main menu (out of equity). Pick **Corp Bond**.
 - Enter the name of your company

- You will get a list of corporate bonds issued by your company, if any.
- Choose a long term bond (preferable without special features like convertibility) from the list.
- Choose **Description**

<HELP> for explanation, <MENU> for similar functions.
 Type # <GO> to access detailed information.

dgp Equity HDS

Security Holders

PAGE 1

HWP		US		HEWLETT-PACKARD		
Client Name	Portfolio Name	Source	Held	Pct Outstd	Latest Change	Filing Date
1)PACKARD (DAVID &		PROXY	126M	12.33		12/98
2)HEWLETT (WILLIAM		13(G)	69,032M	6.78		11/98
3)FIDELITY MGT&RES	FIDELITY MANAGEMENT	13F-TECH	34,136M	3.35	5,154M	9/99
4)BARCLAYS GLOBAL	BARCLAYS BANK PLC	13F-TECH	30,417M	2.99	-530M	9/99
5)BANK OF AMERICA	BANKAMERICA CORP (NA	13F-TECH	28,458M	2.79	24,465M	9/99
6)STATE FARM INS	STATE FARM MUTUAL AU	13F-TECH	20,599M	2.02	7,200	9/99
7)STATE ST BK&TST	STATE STREET CORPORA	13F-TECH	18,766M	1.84	983,675	9/99
8)BANKERS TRUST	TAUNUS CORP (BANKERS	13F-TECH	15,113M	1.48	-618M	9/99
9)VANGUARD GROUP	THE VANGUARD GROUP I	13F-TECH	14,218M	1.40	393,300	9/99
10)REGENTS UNIV CA	THE REGENTS OF THE U	13F-TECH	13,630M	1.34		9/99
11)VENTURE ADVISERS	DAVIS SELECTED ADVIS	13F-TECH	13,098M	1.29	-968M	9/99
12)MONTAG & CALDWEL	MONTAG & CALDWELL IN	13F-TECH	10,152M	1.00	-2,187M	9/99
13)CAPITAL RSCH MGM	CAPITAL RESEARCH & M	13F-TECH	10,020M	.98	-2,855M	9/99
14)PUTNAM INVEST	THE PUTNAM MANAGEMEN	13F-TECH	9,912M	.97	2,509M	9/99
15)TIAA CREF INVMNT	TIAA-CREF INVESTMENT	13F-TECH	7,981M	.78	72,600	9/99

To search for institutional portfolios based on your criteria, type PSRT **GO**

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10

DELAY 13:16 Vol 2,936,000 Op 73 T Hi 74^{1/8} B Lo 72^{7/8} M ValTrd 216.874m Equity D E S

DESCRIPTION

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H W P U S

HEWLETT-PACKARD CO.

11) CN All News/Research
12) HH Hoover's Handbook

Computers-Micro

CUSIP 428236103

B15
Current Price

Hewlett-Packard Company designs, manufactures, and services products and systems for measurement, computation, and communications. The Company's products include computers, calculators, workstations, printers, disc and tape drives, and medical diagnostic and monitoring devices. Hewlett-Packard sells its products around the world.

STOCK DATA				DIVIDENDS - Quarterly				
1:GPO	Current Price	USD	→ 83 ^{3/8}	9:DVD	Indicated Gross Yld		.86%	
	52Wk High	5/13/1998 USD	83 ^{3/8}		Dividend Growth 5YR		21.16%	
	52Wk Low	10/ 8/1998 USD	47 ^{1/8}		Ex-Date	Type	Amt	
	YTD Chng (8.33%)	USD	5 ^{1/8}		12/21/98	Reg. Cash USD	.16	
2:TRA	1 Yr Total Return		14.72%	EARNINGS				
3:CH1	Shares Out as of 7/98	1037.117M			Trailing 12mo EPS	\$	2.840	
	Market Cap	76745.66M		9:EE	Est EPS	10/1999 \$	3.403	
Float	826.17M	Short Int	8.792M	10:GE	P/E	26.06	Est P/E	21.75
4:BETA	Beta vs. SPX		.95	LT Growth	15.06	Est. PER	1.48	
5:OCM	Options avail & Stk Marginable							

B6
Shares outstanding

B2
Trailing 12-month
EPS

Page

DG48 Equity D E S

Hit 1 <GO> for a more detailed company management profile (MGMT).

H W P U S

HEWLETT-PACKARD CO.

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3000 HANOVER ST BLDG 20 PALO ALTO, CA 94304 UNITED STATES LEWIS E PLATT ROBERT P WAYMAN EDWARD W BARNHOLT "NED" JOEL S BIRNBAUM S T JACK BRIGHAM III ANN M LIVERMORE	T:650-857-1501 http://www.hp.com TR AG Harris Trust and Saving Bank # OF EMPLOYEES 121,900 CHAIRMAN/PRESIDENT/CEO EXEC VP:FINANCE & ADMIN/CFO EXEC VP:MEASUREMENT ORG SENIOR VP:RESEARCH & DEV SENIOR VP:CORP AFFAIRS HEAD:ENTERPRISE COMPUTING	F:650-857-3258
Type Common Stock PRIMARY EXCHANGE New York COUNTRY United States FISCAL YEAR END OCTOBER SIC Code 3571 ELEC COMPUTER VALOREN 938718 SVM Code 275927 WPK Number 851301 SEDOL 2424006 Sicovam 945762 ISIN US4282361033	:MGT MEMBER DOW JONES INDUS. S&P 500 INDEX S&P 100 INDEX TRIB WORLD INDEX NYSE COMPOSITE I AMEX INSTITUTION AMEX COMPUTER TE MORGAN STAN. CYC CBOE TECHNOLOGY S&P INDUSTRIALS	TICKER INDU SPX OEX TRIB NYA XII XCI CYC TXX SPXI
		WEIGHT 3.182%
		.744%
		1.621%
		.961%
		.699%
		1.182%
		4.970%
		3.353%
		2.885%
		.931%

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Page
Hit 1 <GO> for more detailed financial analysis (FA).

DG48 Equity D E S

R A T I O S

Page 3

B3
Payout Ratio

HWP US

HEWLETT-PACKARD CO.

FY END OCT 1997

* = Trailing 12 month

~ = Last Quarter Q3:1998

ISSUE DATA		PER SHARE DATA		CASH FLOW ANALYSIS	
Price	\$ 74	*Trailing 12m EPS	2.84	Cashflow/net inc	1.39
*P/E	26.06	*Trailing 12m DPS	.60	Payout ratio	17.06%
*Div Yld	.84%	Book value/share	16.70	Csh gen/Csh req	1.51
Price/Book	4.43	Sales/share	40.58	Dvd coverage	5.86
Price/Sales	1.82	Cashflow/share	4.09	Cash-oper/sales	10.07%
Price/Cashflow	18.10	Shares out	1037.12	Eff int. rate	4.73%
Market cap.	76746.66	FCF/share	1.88		
Price/FCF	39.44				

GROWTH POTENTIAL		PROFITABILITY		STRUCTURE	
EPS Yr change	19.92%	Operating margin	10.12%	Current ratio	1.75
Cap Yr change	13.21%	Pretax margin	10.39%	Quick ratio	1.08
BVPS Yr change	17.11%	Return on assets	10.49%	Debt to assets	12.86%
R & D to sales	7.18%	Return on equity	21.08%	T debt/Com eqty	24.73%
Retention rate	82.94%	Return on cap.	16.91%	A/R turnover	5.61
Sales Yr change	11.65%	Asset turnover	1.44	Inv. turnover	4.30
Employ Yr change	8.84%	Fin. leverage	2.01	Gross margin	33.98%
Asset Yr change	14.62%	Eff tax rate		EBIT/total inter	20.18

Currency: US DOLLAR

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B7
Marginal tax rate
Use 36% if < 36%
Use 50% if > 50%

Page

DG48 Equity D E S

SHAREHOLDER INFORMATION
HEWLETT-PACKARD CO.

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LATEST PUBLIC OFFERING

Date of offering	1/78		
Shares offered	1.05M	Split Adj:	33.60M
Share Price	\$ 68.00	Split Adj:	2.13
Lead Manager	MORGAN STANLEY		
Type	Common Stock		

INSIDER TRADING

Net \$ Value Buys and Sells As Of 12/17/98 (1985 - Present In Dollars)		
Lowest activity	11/98	-118.82MLN
Highest activity	11/90	239804.00
Mean:		-5.43MLN
Most recent 45 days		-122.77MLN

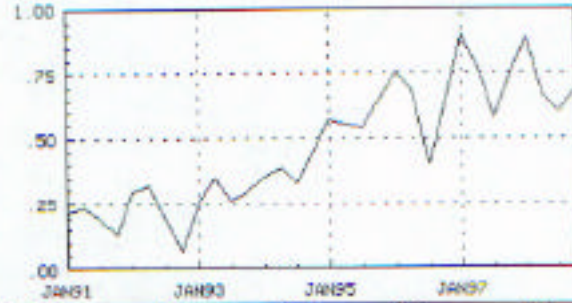
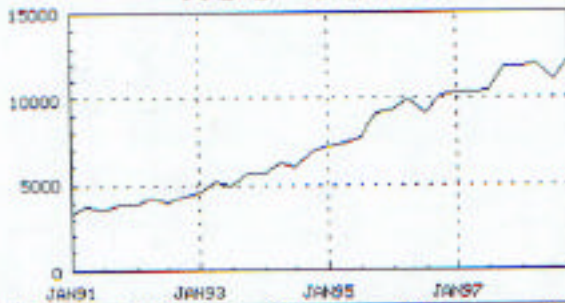
INSTITUTIONAL OWNERSHIP

# of Buyers	542
# of Sellers	514
# of Holders	1,101
Shares Held	527.49MLN
% Shares Out.	50.72
Shares Sold	8.09MLN

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HWP US HEWLETT-PACKARD CO.
Net sales

EPS



YR	Q1	Q2	Q3	Q4
1998	11,816	12,040	10,979	12,226
1997	10,295	10,340	10,471	11,789
1996	9288.0	9880.0	9105.0	10,147
1995	7304.0	7428.0	7739.0	9048.0
1994	5682.0	6254.0	6053.0	7002.0
1993	4573.0	5096.0	4961.0	5687.0
1992	3863.0	4183.0	4040.0	4324.0
1991	3408.0	3730.0	3524.0	3832.0

YR	Q1	Q2	Q3	Q4
1998	.89	.66	.60	.69
1997	.90	.77	.58	.75
1996	.75	.69	.40	.62
1995	.58	.55	.55	.65
1994	.36	.39	.33	.46
1993	.26	.35	.27	.30
1992	.30	.32	.19	.07
1991	.21	.23	.19	.13

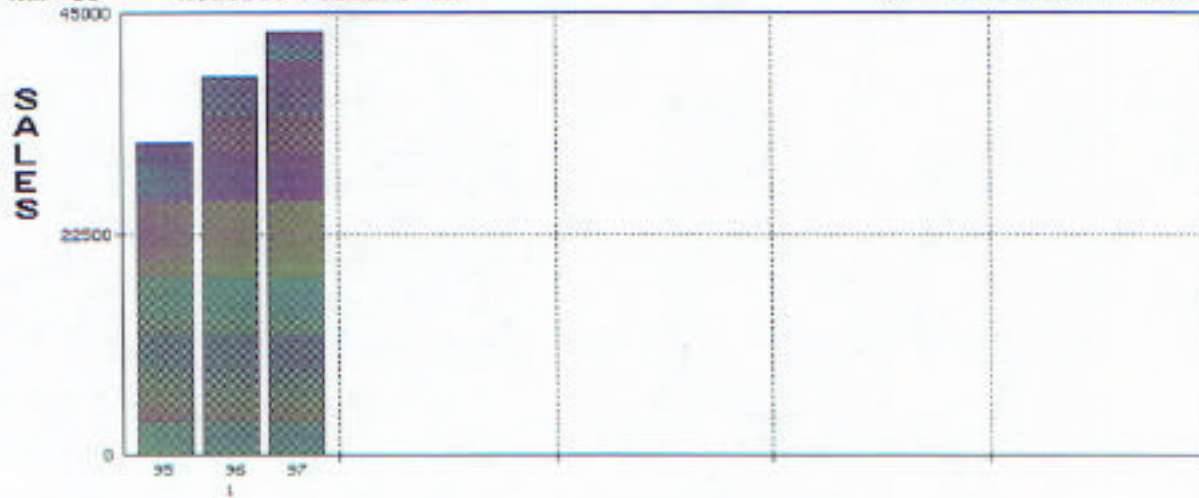
Net sales amounts in mil of USD, per share amounts in USD.

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Quarterly EPS for last 5 years

PRODUCT SEGMENTATION

HWP US Hewlett-Packard CO.

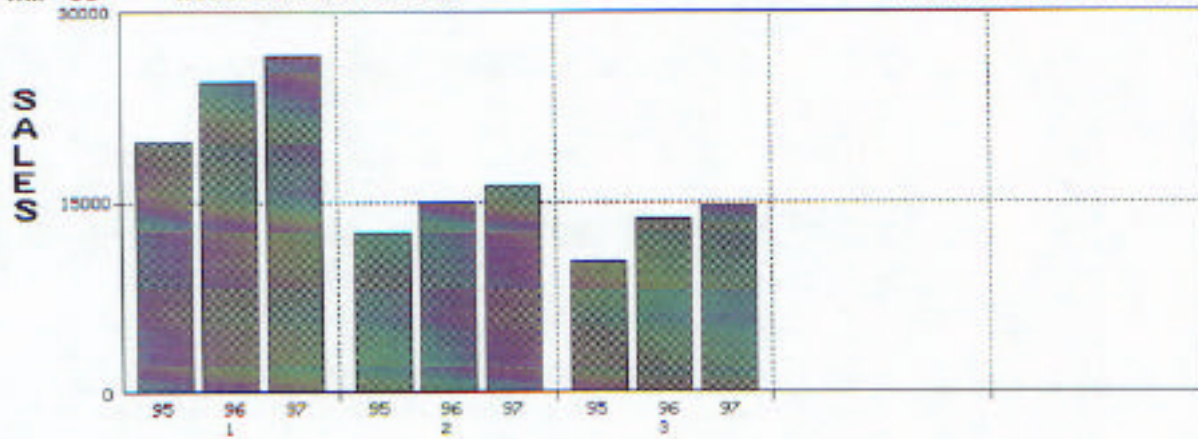


PRODUCT	1995	1996	1997	AVG 2-YR GROWTH
1)ELECTRONIC COMPUTERS	31,519.00	38,420.00	42,895.00	16.77%

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GEOGRAPHIC SEGMENTATION

HWP US Hewlett-Packard CO.



REGION/CNTRY	1995	1996	1997	AVG 2-YR GROWTH
1) UNITED STATES	19,691.00	24,304.00	26,444.00	16.12%
2) EUROPE	12,574.00	14,895.00	16,100.00	13.27%
3) OTHER AREAS	10,197.00	13,597.00	14,685.00	20.67%

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Use most recent financial year for which data is available:

D 348 Equity D E S

Page
Hit 1 <GO> for more income statement information (CH2).
INCOME STATEMENT (Mil of USD) Page 8 /10
HWP US

HEWLETT-PACKARD CO.

	10/1995	10/1996	10/1997	10/1998
Net sales	31519.00	38420.00	42895.00	47061.00
Cost of goods sold	20014.00	25499.00	28319.00	
Sell, gen & adm exp	7937.00	9195.00	10237.00	
Operating inc(loss)	3568.00	3726.00	4339.00	
Interest expense	206.00	327.00	215.00	
For exchange L (G)	.00	.00	.00	
Net non-op L (G)	-270.00	-295.00	-331.00	
Income tax expense	1199.00	1108.00	1336.00	
Reserve charges (cr)	.00	.00	.00	
Income bef XO items	2433.00	2586.00	3119.00	
XO L(G) pretax	.00	.00	.00	
Tax effect on XO items	.00	.00	.00	
Minority interest	.00	.00	.00	
Net income (loss)	2433.00	2586.00	3119.00	2945.00
Tot cash pref. dvd	.00	.00	.00	
Tot cash comm. dvd	358.00	450.00	532.00	
Avg # shares for EPS	1052.00	1052.00	1057.00	1034.00
EPS before XO items	2.32	2.46	2.95	2.85
EPS aft XO items	2.32	2.46	2.95	2.85

B14
Revenues

B16
Operating Income

B13
Interest Expenses

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B8
 Non-cash Working Capital
 = (Inventories+Acc Rec) - (Acc Payable +
 Other ST Liabilities)
 = (8173+6763)-(3185+6808) = 4943
 As % of Revenue = 4943/42895 = 11.52%

Page
 Hit 1 <GO> for more balance sheet information (CH3).
 BALANCE SHEET (Mil of USD) Page 9 /10
 HWP US HEWLETT-PACKARD CO.

	10/1996	10/1997		10/1996	10/1997
Cash & near cash	2885.00	3072.00	Accounts payable	2375.00	3185.00
Marketable sec	442.00	1497.00	ST borrowings	2125.00	1226.00
Acct & notes rec	7126.00	8173.00	Other ST liab	6123.00	6808.00
Inventories	6401.00	6763.00	Cur liabilities	10623.00	11219.00
Other cur assets	1137.00	1442.00	LT borrowings	2579.00	3158.00
Current assets	17991.00	20947.00	Other LT liab	1059.00	1217.00
LT inv't & LT rec			Noncur liabilities	3638.00	4375.00
Depr fixed assets	9723.00	11308.00	Total liabilities	14261.00	15594.00
Non-depr fixed ass	475.00	468.00	Preferred equity	.00	.00
Accum depreciation	4662.00	5464.00	Minority interest	.00	.00
Net fixed assets	5536.00	6312.00	Share cap & APIC	1014.00	1187.00
Other assets	4172.00	4490.00	Retained earnings	12424.00	14968.00
Total assets	27699.00	31749.00	Shareholder equity	13438.00	16155.00
Shares out	1014.12	1041.04	Tot liab & equity	27699.00	31749.00
			ST part of LT debt	.00	254.00
			# treasury shares	.00	.00
			Amt treasury stock	.00	.00

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B4
 Debt = ST Borrowings + LT
 Borrowings = 1226+3158 = 4384

B5
 Book Value of
 Equity

Page

DG48 Equity D E S

Hit 1 <GO> for more cash flow information (CH6).

CASH FLOW SUMMARY

(Mil of USD)

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H W P U S

HEWLETT-PACKARD CO.

	10/1994	10/1995	10/1996	10/1997
Net income (loss)	1599.00	2433.00	2586.00	3119.00
Deprec & amort	1006.00	1139.00	1297.00	1556.00
Other non-cash adj	-99.00	-322.00	-378.00	-481.00
Chg in non-cash wc	-282.00	-1637.00	-49.00	127.00
Cashflow-operating act	2224.00	1613.00	3456.00	4321.00
Disp of fixed asst	291.00	294.00	316.00	333.00
Capital expenditures	-1257.00	-1601.00	-2201.00	-2338.00
Sale LT invest	47.00	.00	.00	.00
Purchase LT invest	-332.00	-308.00	-734.00	.00
Other investing acts	-359.00	440.00	444.00	-1007.00
Cashflow-investing act	-1610.00	-1175.00	-2175.00	-3012.00
Dividends paid	-280.00	-358.00	-450.00	-532.00
Inc(dec) ST borrow	250.00	755.00	-1137.00	-1194.00
Increase: LT borrow	64.00	434.00	1989.00	1182.00
Decrease: LT borrow	-159.00	-332.00	-41.00	-273.00
Inc capital stock	300.00	361.00	363.00	419.00
Dec capital stock	-325.00	-686.00	-1089.00	-724.00
Other financing acts	4.00	4.00	-4.00	.00
Cashflow-financing act	-146.00	178.00	-369.00	-1122.00
Net changes in cash	468.00	616.00	912.00	187.00

B10
Deprec & Amort

B9
Capital Expenditure

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Price Ratio Analysis

		Price 73.88	Current	12/98	12/97	12/96	12/95	12/94	12/93	12/92	12/91	12/90	3Q Grw	5Q Grw
P/E	HI	25.66	28.60	26.35	23.17	22.71	18.87	25.94	25.15	19.00	11.36	8.10	1.48	
	LO	24.03	16.23	18.47	14.38	14.26	13.77	15.08	13.54	9.76	8.13	5.71	2.40	
	CL	25.99	24.05	20.79	20.47	18.09	16.27	16.99	20.02	18.83	10.42	10.14	7.47	
P/Book	HI	4.36	4.57	4.98	4.68	4.38	2.71	2.79	2.84	2.07	2.06	4.41	14.37	
	LO	4.09	2.82	3.44	2.97	2.47	1.98	1.97	1.62	1.15	.95	6.06	8.62	
	CL	4.42	4.09	4.02	3.79	3.61	2.56	2.35	2.34	1.97	1.22	4.30	12.58	
P/Sales	HI	1.60	1.88	1.83	1.77	1.72	1.11	1.25	1.43	1.00	.63	3.02	10.53	
	LO	1.50	1.06	1.27	1.11	.98	.82	.86	.80	.55	.45	3.64	5.21	
	CL	1.63	1.50	1.52	1.38	1.40	1.04	.98	1.08	.98	.58	2.53	9.52	
P/CF	HI	17.31	21.61	16.84	45.44	31.40	19.43	15.03	15.09	12.04	10.53	3.36	14.75	
	LO	16.21	11.18	9.72	13.00	9.99	10.75	11.76	8.23	7.18	7.54	6.66	8.64	
	CL	17.31	16.23	14.88	15.28	27.25	11.68	17.49	13.74	9.15	9.66	-12.50	12.51	
Div Yld	HI	.89	1.21	.96	1.06	1.15	1.43	1.33	1.36	1.36	1.59	2.91	-5.8	
	LO	.88	.70	.72	.71	.75	1.04	.92	.62	.82	.79	-2.29	-4.32	
	CL	.85	.51	.87	.92	.90	1.15	1.20	1.14	.88	1.32	.54	-4.97	
P/EBITDA	HI	12.88	14.69	13.89	11.88	11.28	8.21	18.36	10.68	7.87	4.90	3.32	8.92	
	LO	12.86	8.31	9.63	7.67	6.66	6.07	6.56	5.85	4.21	3.51	3.03	5.83	
	CL	12.88	12.07	11.05	10.44	9.37	7.33	7.39	8.49	7.80	4.49	8.84	10.68	

Stock Performance

B26
Past Stock Returns
=% Change + Dividend Yield

		Current	12/98	12/95	12/94	12/93	12/92	12/91	3Y AvGr	5Y AvGr		
Price	OP	68.375	62.563	51.500	42.000	24.969	19.625	17.469	14.831	7.93	22.8	34.9
	HI	72.938	82.375	72.938	57.688	48.313	25.625	21.313	21.350	14.34	36.8	36.8
	LO	68.250	47.063	48.125	36.813	24.500	17.969	16.494	12.563	7.46	28.8	28.8
	CL	73.875	68.313	62.375	50.250	41.875	24.969	18.750	17.469	14.21	30.1	30.3
% Change		8.1	9.5	24.1	20.0	67.7	26.4	13.1	22.9	78.	11.5	11.5
Shares		1037.1	NA	1041.0	1014.1	1019.9	1019.3	1010.9	1003.3	1006.	.7	.7
Mkt cap		76617.0	NA	64935.0	50959.7	42708.7	25450.8	18944.3	17526.3	14306.	18.2	38.2

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Act Ratios/Growth Potential

\$s in \$	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Inv. turnover	4.30	4.11	3.89	3.89	3.85	3.75	3.60	3.46	3.56	3.72	NA	3.45	2.78
Inventory turn-day	64.83	89.05	93.79	93.83	94.78	97.47	101.38	105.41	102.62	98.28	NA	-3.28	-2.72
A/R turnover	5.61	5.54	5.36	5.41	5.27	5.07	4.95	4.92	5.32	5.55	NA	1.21	2.05
A/R turnover-day	65.09	66.02	68.11	67.45	69.21	72.19	73.77	74.16	68.65	65.95	NA	-1.16	-2.03
Gr fixed asst tu	3.90	4.06	3.78	3.23	2.88	2.61	2.52	2.51	2.56	2.18	NA	6.84	8.58
Net fixed asst t	7.24	7.50	6.97	5.87	5.19	4.65	4.43	4.34	4.40	4.06	NA	7.60	9.32
EPS Yr change	19.92	6.26	50.81	32.04	33.24	15.56	-1.31	-13.07	4.76	34.40	NA	62.97	59.78
BVPS Yr change	17.11	14.15	19.20	15.66	12.65	3.46	10.85	13.75	18.41	- .86	-100.00	5.74	61.28
Asset Yr change	14.62	13.40	24.84	16.92	22.36	14.42	5.07	13.10	28.21	-3.38	NA	3.31	7.98
Payout ratio	17.06	17.40	14.71	17.51	19.37	20.77	15.89	13.80	10.25	8.46	9.12	.10	-3.21
Working Capital	32.03	39.15	23.74	27.05	30.29	-2.56	28.35	3.97	.76	-28.38	-100.28	11.49	261.11
Tot Cap Exp Grw	6.22	37.48	27.37	-10.53	36.14	19.72	-9.74	11.44	32.25	27.81	-39.95	104.45	53.49
Depreciation Chg	NA	NA	NA	NA	NA	7.39	13.73	16.75	18.41	3.22	-100.03	NM	NM
Cashflow/share g	24.44	114.26	-28.19	89.39	-11.56	-17.82	87.64	56.98	-37.74	-17.89	-100.00	98.37	126.71
FCF/share grw	57.26	10358.33	-98.77	-457.57	-202.48	-63.26	-527.27	-57.89	-313.11	-66.53	-100.00	NM	NM

Profitability

\$s in \$	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Gross margin	33.98	33.63	36.50	38.02	40.33	44.19	45.78	47.15	48.81	50.85	53.21	-3.60	-5.06
Sales Yr change	11.65	21.89	26.12	23.01	23.81	13.22	9.53	11.21	21.04	21.52	NA	-16.48	5.46
Net inc growth	20.61	6.29	52.16	35.85	134.39	-27.28	2.17	-10.86	1.59	26.71	NA	61.76	127.17
Operating margin	10.12	9.70	11.32	10.20	9.25	8.56	8.35	8.78	10.19	11.03	11.89	.32	3.87
Pretax margin	10.33	9.61	11.52	9.70	8.78	8.07	7.78	7.98	9.67	11.62	11.89	3.44	5.90
Eff tax rate	29.99	29.99	33.01	34.01	33.99	33.51	33.01	30.02	27.98	28.55	33.06	-4.03	-2.12
Profit margin	7.27	6.73	7.73	6.40	5.79	3.35	5.21	5.58	6.97	8.30	7.96	5.29	19.90
Return on assets	10.45	9.92	11.06	8.81	7.73	6.86	6.46	6.88	9.25	10.21	NA	7.01	9.52
Return on equity	21.08	20.46	22.36	17.35	14.70	7.43	11.08	12.52	16.61	17.08	NA	7.81	27.83
Return on cap.	16.91	16.63	17.94	14.00	12.16	6.82	9.87	10.98	14.46	15.08	NA	7.51	23.17

ROE Decomposition

Percent	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Return on equity	21.08	20.46	22.36	17.35	14.70	7.43	11.08	12.52	16.61	17.08	.00	7.81	27.81
Tax burden	.70	.70	.67	.66	.66	.41	.67	.70	.72	.71	.00	2.01	13.06
Interest burden	192.67	99.14	101.79	95.06	94.89	94.37	93.14	90.88	94.97	105.35	100.00	2.68	1.75
EBIT margin	.10	.10	.11	.10	.09	.09	.08	.09	.10	.11	.00	.32	3.87
Asset turnover	144.31	147.41	143.29	137.68	133.51	127.84	124.05	123.27	132.71	122.96	.00	1.62	2.48
Fin. leverage	2.01	2.06	2.02	1.97	1.90	1.74	1.71	1.82	1.80	1.67	.00	.70	3.00

Debt Factors

As in \$	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Debt to assets	13.81	16.98	15.87	15.41	17.07	13.20	11.60	17.86	18.01	11.85	13.1	-2.9	2.17
T debt/Com eqty	27.14	35.81	32.75	30.38	33.57	24.12	19.11	31.98	33.33	20.54	21.2	-2.6	4.37
LT debt/Com eqty	19.55	19.19	5.60	5.51	7.04	5.67	2.59	2.18	8.70	8.65	1.7	82.0	50.96
Total debt to E&D	.74	.94	.82	.85	1.05	.87	.76	1.18	1.08	.64	.8	-3.2	-1.70
Com eqty/assets	50.88	48.51	48.47	50.73	50.85	54.74	60.71	55.84	54.05	57.69	61.7	.1	-1.36
Com eqty/Tot Cap	78.66	74.67	75.33	76.70	74.87	80.57	83.96	75.77	78.00	82.96	82.4	.9	-3.8
Tot debt/Tot cap	21.34	25.93	24.67	23.30	25.13	19.43	16.04	24.23	25.00	17.04	17.5	-2.2	3.06
LT debt/Tot cap	15.38	14.32	4.12	4.23	5.87	4.57	2.17	1.66	6.53	7.37	1.4	81.6	49.10
CFO/Debt	98.56	73.47	41.60	73.74	39.97	71.20	111.74	39.26	27.33	88.40	99.3	22.3	21.56

Per Share Data

	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Cashflow/share	4.09	3.29	1.53	2.14	1.13	1.27	1.55	.83	.53	.85	1.03	36.83	37.67
FCF/share	1.88	1.19	.01	.93	-.26	.25	.69	-.16	-.38	.18	.54	NM	NM
Sales/share	60.58	36.52	29.96	23.99	20.06	16.24	14.49	13.69	12.63	10.10	7.86	20.20	20.20
Op income per share	4.11	3.54	3.39	2.45	1.86	1.39	1.21	1.20	1.29	1.11	.93	24.87	24.87
Pretax income	4.21	3.51	3.45	2.33	1.74	1.31	1.13	1.09	1.22	1.17	.93	27.31	27.31
Cont inc per share	2.95	2.46	2.31	1.54	1.16	.87	.75	.76	.88	.84	.63	28.47	28.47
Book value/share	15.52	13.25	11.61	9.74	8.42	7.47	7.22	6.52	5.73	4.84	4.88	15.75	15.75
EPS before XO items	2.95	2.46	2.32	1.53	1.16	.87	.75	.76	.88	.84	.63	28.46	28.46
EPS aft XO items	2.95	2.46	2.32	1.53	1.16	.55	.75	.76	.88	.84	.63	44.47	44.47
Avg # shares for EP	1057.00	1052.00	1052.00	1041.55	1012.92	1010.40	1000.57	966.54	941.88	973.03	1029.00	.91	.91
Fully diluted EPS	2.95	2.46	2.32	1.53	1.16	.55	.75	.76	.88	.84	.63	44.47	44.47
# shs fully diluted	1057.00	1052.00	1052.00	1041.55	1012.92	1010.40	1000.57	966.54	941.88	973.03	1029.00	.91	.91
EPS Yr change	19.92	6.26	50.81	32.04	33.24	15.56	-1.31	-13.07	4.76	34.40	NA	59.78	59.78
Cash/Share	4.39	3.28	2.56	2.43	1.63	1.03	1.11	1.10	.97	.99	2.57	34.86	34.86

Employee Data

Thousands: (Yrly Only)	10/97	10/96	3Yr AvgGr	5Yr AvgGr
# OF EMPLOYEES	111900.00	112000.00	NA	NA
Employ Yr change	8.84	NA	NA	NA
Net inc/Employees	25.59	23.09	NA	NA
Sales/Employees	151.89	343.04	NA	NA
Assets/Employees	260.45	247.31	NA	NA

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B29
Firm Value = Market Capitalization +
ST Debt +LT Debt

Total Market Value

In Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Market cap.	64154.21	44748.18	47234.58	24941.19	18605.99	14265.62	12671.68	6346.31	11347.50	11828.01	12894.71	42.50	38.39
Preferred equity	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	MM	MM
ST debt + LT debt	4384.00	4704.00	3877.00	3016.00	2857.00	1809.00	1389.00	2035.00	1815.00	931.00	1067.00	14.36	21.31
Other liabilities	1217.00	1059.00	981.00	864.00	690.00	682.00	453.00	450.00	412.00	344.00	288.00	12.14	12.56
Cash & equivalents	4569.00	3127.00	2616.00	2478.00	1644.00	1035.00	1120.00	1077.00	925.00	932.00	2645.00	23.36	35.93
Total market value	65186.21	47184.18	49476.58	26143.19	20508.99	15721.62	13393.68	7754.21	12648.50	12171.01	11604.71	40.44	36.05
EBITDA	5895.00	5023.00	4707.00	3555.00	2725.00	2077.00	1834.00	1728.00	1674.00	1457.00	1304.00	18.83	23.63
Tot mkt val/EBITDA	11.06	9.39	10.51	7.41	7.53	7.57	7.30	4.49	7.56	8.35	8.86		9.36

B30
Market Value- Last
10 years

Liquidity Analysis

Quotient	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Cash ratio	.41	.31	.24	.30	.24	.20	.28	.24	.25	.36	NA	13.48	16.81
Current ratio	1.87	1.69	1.48	1.52	1.49	1.51	1.65	1.47	1.53	1.76	NA	7.34	4.57
Tot debt/Tot cap	.21	.26	.25	.23	.25	.19	.16	.24	.25	.17	NA	-2.24	3.06
Cash&equiv/Cur asst	21.81	18.49	16.11	19.81	16.06	13.48	16.68	16.54	16.16	20.43	NA	4.69	13.31
R/E turnover-days	65.09	66.02	68.11	67.45	69.21	72.19	73.77	74.16	68.65	65.95	NA	-1.16	-2.03
Invntry turn-days	84.83	89.09	93.79	91.83	94.78	97.47	101.38	105.41	102.62	98.28	NA	-3.28	-2.72
Invntry to cash-day	149.93	155.11	161.90	161.28	161.99	169.66	175.15	179.56	171.27	164.23	NA	-2.38	-2.43
Op funds/Cur liab	.39	.35	.33	.31	.27	.28	.30	.26	.32	.42	NA	7.70	7.12
Op funds/LT debt	1.37	1.44	5.38	4.66	1.82	3.30	6.44	8.36	2.56	2.77	NA	-20.86	-2.37
Op funds/Tot debt	.99	.79	.92	.85	.66	.78	.87	.67	.67	1.16	NA	6.64	6.63

Leverage Analysis

Quotient	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Assets/Equity	1.97	2.06	2.06	1.97	1.97	1.83	1.65	1.79	1.85	1.73	1.62	-.03	1.56
LT debt/Tot cap	15.38	14.22	4.22	4.23	5.87	4.57	2.17	1.66	6.53	7.17	1.45	81.65	49.10
Tot debt/Eq mkt val	.07	.11	.08	.12	.15	.13	.11	.32	.16	.08	.08	-13.01	-7.84
Tot debt/Tot cap	21.34	25.93	24.67	23.30	25.13	19.43	16.04	24.23	25.00	17.04	17.52	-2.24	3.06
Debt to assets	13.81	16.98	15.87	15.41	17.07	13.20	11.60	17.86	18.01	11.85	13.13	-2.91	2.17
Total debt	4384.00	4704.00	3877.00	3016.00	2857.00	1809.00	1389.00	2035.00	1815.00	931.00	1067.00	14.36	21.31
Shares out	1041.04	1014.12	1019.93	1039.31	1010.85	1003.30	1006.19	974.34	950.58	936.87	1029.00	.72	.75

B24
Average Market
D/E Ratio

Fixed Charge Coverage

Quotient	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
EBIT/int expense	20.18	11.39	17.32	16.45	15.53	14.63	9.31	6.76	9.63	14.08	.00	16.07	12.06
EBIT/total interest	20.18	11.39	17.32	16.45	15.53	14.63	9.31	6.76	9.62	14.08	NA	16.07	12.06
EBITDA-cap exp/int	16.54	8.63	15.08	14.83	10.91	10.89	7.48	4.49	6.48	10.51	NA	16.88	17.35
Total debt/EBITDA	.74	.94	.82	.85	1.05	.87	.76	1.18	1.08	.64	.82	-3.27	-1.70
EBITDA/Total Intere	27.42	15.36	22.85	22.94	22.52	21.64	14.11	10.05	13.29	18.92	NA	15.12	10.26
CFO/Debt	.99	.73	.42	.74	.40	.71	1.12	.39	.27	.88	.99	22.39	21.56

Capital Source Analysis

Net Change	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
ST borrowings	-899.00	-1089.00	745.00	279.00	806.00	183.00	-695.00	555.00	802.00	-440.00	979.00	-32.20	35.69
LT borrowings	579.00	1916.00	116.00	-120.00	143.00	137.00	49.00	-335.00	82.00	304.00	88.00	559.54	306.23
Other liabilities	1653.00	846.00	2086.00	1257.00	976.00	1077.00	318.00	183.00	420.00	350.00	2044.00	33.97	24.26
Inc in liabilities	1333.00	1673.00	2947.00	1416.00	2024.00	1457.00	-320.00	403.00	1304.00	214.00	3111.00	14.86	9.55
% of total	32.91	51.13	60.64	50.02	66.67	86.68	-56.75	30.53	58.82	-77.82	.00	-10.02	-15.63
Reinvested earnings	2587.00	2136.00	2075.00	1319.00	949.00	366.00	635.00	637.00	744.00	747.00	584.00	27.12	55.93
External equity fin	130.00	-537.00	-162.00	96.00	63.00	-136.00	271.00	380.00	169.00	-1236.00	5022.00	-125.34	-35.46
Increased equity	2717.00	1599.00	1913.00	1415.00	1012.00	230.00	906.00	917.00	913.00	-489.00	.00	29.57	93.70
% of total	67.09	48.87	39.36	49.98	33.33	13.32	156.75	69.47	41.18	177.82	.00	13.39	48.08

Income Statement Summary

Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Net sales	42895.00	38420.00	33519.00	24991.00	20317.00	16410.00	14494.00	13233.00	11899.00	9831.00	8090.00	19.89	21.30
Cost of goods sold	28319.00	25499.00	20014.00	15490.00	12123.00	9158.00	7858.00	6993.00	6091.00	4832.00	3785.00	22.56	25.56
Sell. gen & adm exp	10237.00	9195.00	7937.00	6952.00	6315.00	5848.00	5426.00	5078.00	4596.00	3915.00	3363.00	13.78	11.88
Operating inc(loss)	4339.00	3726.00	3568.00	2549.00	1879.00	1404.00	1210.00	1162.00	1212.00	1084.00	962.00	20.29	26.07
Interest expense	215.00	327.00	296.00	155.00	121.00	96.00	130.00	172.00	126.00	77.00	.00	19.13	22.31
Net non-op L (G)	-331.00	-295.00	-270.00	-29.00	-25.00	-17.00	-47.00	-66.00	-65.00	-135.00	.00	-284.17	-183.11
FX expense	1336.00	1108.00	1199.00	824.00	606.00	444.00	372.00	317.00	322.00	326.00	318.00	19.50	26.19
FX items	3119.00	2586.00	2431.00	1599.00	1177.00	881.00	755.00	739.00	829.00	816.00	644.00	26.35	29.70
Pretax	.00	.00	.00	.00	.00	544.00	.00	.00	.00	.00	.00	NM	NM
Interest	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Income (loss)	3119.00	2586.00	2431.00	1599.00	1177.00	549.00	755.00	739.00	829.00	816.00	644.00	26.35	45.86
Pretax income	4339.00	3726.00	3568.00	2549.00	1879.00	1404.00	1210.00	1162.00	1212.00	1084.00	962.00	20.29	26.07
Tot cash pref. dvd	4455.00	3694.00	3632.00	2423.00	1783.00	1325.00	1127.00	1056.00	1151.00	1142.00	962.00	24.07	17.82
Tot cash com. dvd	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Reinvested earnings	532.00	450.00	358.00	280.00	228.00	183.00	120.00	102.00	85.00	69.00	60.00	23.93	23.83
Depreciation exp.	2587.00	2136.00	2075.00	1319.00	949.00	366.00	635.00	637.00	744.00	747.00	584.00	27.12	55.93
R & D expenditures	NA	NA	NA	NA	NA	596.00	555.00	488.00	418.00	353.00	342.00	NM	NM
	3078.00	2718.00	2302.00	2027.00	1761.00	1620.00	1463.00	1367.00	1269.00	1056.00	901.00	14.96	13.74

B27
Operating Income:
Last 10 years

Income Statement: Common Size

% of Total Revenue	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Net sales	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	.00	.00
Cost of goods sold	66.02	66.37	61.50	61.98	59.67	55.81	54.22	52.85	51.19	49.15	46.79	2.15	3.45
Sell. gen & adm exp	23.87	23.93	23.18	27.82	31.08	35.64	37.44	38.37	38.63	39.82	41.32	-4.91	-7.60
Operating inc(loss)	10.12	9.70	11.32	10.20	9.25	8.56	8.35	8.78	10.19	11.03	11.89	.32	3.87
Interest expense	.50	.85	.65	.62	.60	.59	.90	1.30	1.06	.78	.00	-1.84	.09
Net non-op L (G)	-.77	-.77	-.86	-.12	-.12	-.10	-.32	-.50	-.55	-1.37	.00	-216.16	-134.71
Income tax expense	1.11	2.88	1.80	3.30	2.98	2.71	2.57	2.40	2.71	3.32	3.93	-.27	3.99
Income bef FX items	7.27	6.73	7.72	6.40	5.79	5.37	5.21	5.58	6.97	8.30	7.96	5.29	6.84
FX L(G) pretax	.00	.00	.00	.00	.00	3.32	.00	.00	.00	.00	.00	NM	NM
Minority interest	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Net income (loss)	7.27	6.73	7.72	6.40	5.79	3.35	5.21	5.58	6.97	8.30	7.96	5.29	19.90
EBIT	10.12	9.70	11.32	10.20	9.25	8.56	8.35	8.78	10.19	11.03	11.89	.32	3.87
Pretax income	10.39	9.61	11.52	9.70	8.78	8.07	7.78	7.98	9.67	11.62	11.89	3.44	-.58
Tot cash pref. dvd	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Tot cash com. dvd	1.24	1.17	1.14	1.12	1.12	1.12	.83	.77	.71	.70	.74	3.46	2.17
Reinvested earnings	6.03	5.56	6.58	5.28	4.67	2.23	4.38	4.81	6.25	7.60	7.22	5.89	28.02
Depreciation exp.	.00	.00	.00	.00	.00	3.63	3.83	3.69	3.51	3.59	4.23	NM	NM
R & D expenditures	7.18	7.07	7.30	8.11	8.67	9.87	10.09	10.33	10.64	10.74	11.14	-3.89	-6.06

Income Statement: Trend Analysis

± Change	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Net sales	11.65	21.89	26.12	23.81	23.81	13.22	9.53	11.21	21.04	21.52	NA	-16.48	5.46
Cost of goods sold	11.06	27.41	29.21	27.77	32.38	16.54	12.37	14.81	26.06	27.66	NA	-20.22	4.17
Sell, gen & adm exp	11.33	15.85	14.17	10.89	7.99	7.78	6.85	10.49	17.39	17.11	NA	7.94	10.56
Operating inc(loss)	16.45	4.43	39.98	35.66	33.83	16.03	4.13	-4.13	11.81	12.68	NA	64.90	62.22
Interest expense	-34.25	58.74	32.90	28.10	26.04	-26.15	-24.42	36.51	63.64	77.00	NA	-20.90	28.95
Net non-op L (G)	-12.20	-9.26	-831.01	-16.00	-47.04	63.83	28.79	-1.54	51.85	-135.00	NA	NM	NM
Income tax expense	20.58	-7.59	45.51	35.37	16.49	19.35	17.35	-1.55	-1.23	2.52	NA	93.65	73.61
Income bef XO items	20.61	6.29	52.16	35.85	33.60	16.69	2.17	-10.86	1.59	26.71	NA	61.76	58.66
XO L(G) pretax	.00	.00	.00	.00	-100.00	544.00	.00	.00	.00	.00	NA	NM	-118.38
Minority interest	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NA	NM	NM
Net income (loss)	20.61	6.29	52.16	35.85	114.39	-27.28	2.17	-10.86	1.59	26.71	NA	61.76	127.17
EBIT	16.45	4.43	39.98	35.66	33.83	16.03	4.13	-4.13	11.81	12.68	NA	64.90	62.22
Pretax income	20.60	1.71	49.90	35.89	34.57	17.57	6.72	-8.25	.79	18.71	NA	349.75	27.72
Tot cash pref. dvd	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NA	NM	NM
Tot cash comm. dvd	18.22	25.70	27.86	22.81	24.59	52.50	17.65	20.00	23.19	15.00	NA	-4.90	-15.02
Reinvested earnings	21.11	3.94	57.32	38.99	159.29	-42.36	-.31	-14.38	-.40	27.91	NA	190.12	194.17
Depreciation exp.	.00	.00	.00	.00	-100.00	7.39	13.73	16.75	18.41	3.22	NA	NM	NM
R & D expenditures	13.25	18.07	13.57	15.11	8.70	10.73	7.02	7.72	20.17	17.20	NA	-1.23	10.19

Assets

Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvGr	5Y AvGr
Cash & near cash	3072.00	2885.00	1973.00	1357.00	889.00	641.00	625.00	1077.00	906.00	814.00	2645.00	32.70	37.89
Marketable sec	1497.00	442.00	643.00	1121.00	755.00	394.00	495.00	.00	20.00	118.00	NA	54.93	60.98
Acct & notes rec	8173.00	7126.00	6735.00	5028.00	4208.00	3497.00	2976.00	2883.00	2494.00	1982.00	1561.00	18.15	18.85
Inventories	6763.00	6401.00	6013.00	4273.00	3691.00	2605.00	3273.00	2092.00	1947.00	1476.00	1117.00	17.61	23.06
Other cur assets	1442.00	1137.00	875.00	730.00	693.00	542.00	347.00	458.00	364.00	170.00	167.00	25.54	21.97
Current assets	20947.00	17991.00	16239.00	12509.00	10236.00	7679.00	6716.00	6510.00	5731.00	4562.00	5490.00	19.01	22.51
Gross fixed assets	11776.00	10198.00	8747.00	7938.00	7527.00	6592.00	5961.00	5565.00	4982.00	4330.00	3919.00	14.08	12.38
Accum depreciation	5464.00	4462.00	4036.00	3610.00	3347.00	2943.00	2616.00	2364.00	2089.00	1814.00	1591.00	14.84	13.22
Net fixed assets	6312.00	5336.00	4711.00	4328.00	4180.00	3649.00	3345.00	3201.00	2893.00	2516.00	2328.00	13.46	11.69
LT inv't & LT rec	NA	NA	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Other assets	4490.00	4172.00	3477.00	2730.00	2320.00	2372.00	1912.00	1684.00	1451.00	780.00	315.00	18.32	14.09
Total assets	31749.00	27699.00	24427.00	19567.00	16736.00	13700.00	11973.00	11395.00	10075.00	7858.00	8133.00	17.62	18.39

Assets (Common Size)

% of Total:	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Cash & near cash	9.68	10.42	8.08	6.94	5.31	4.68	5.22	9.45	8.99	10.36	12.52	12.77	16.48
Marketable sec	4.72	1.60	2.63	5.73	4.51	2.88	4.13	.00	.20	1.50	NA	34.02	17.18
Acct & notes rec	25.74	25.73	27.57	25.70	25.14	25.53	24.86	25.30	24.75	25.22	19.19	.22	.27
Inventories	21.10	23.11	24.62	21.84	22.05	19.01	18.98	18.36	19.33	18.81	13.73	-.41	2.76
Other cur assets	4.54	4.10	3.58	3.73	4.14	3.96	2.90	4.02	3.61	2.16	2.05	7.08	3.20
Current assets	65.98	64.95	66.48	63.93	61.16	56.05	56.09	57.13	56.88	58.06	67.50	1.09	3.38
Gross fixed assets	37.09	36.82	35.81	40.57	44.97	48.12	49.79	48.84	49.45	55.10	48.19	-2.72	-4.90
Accum depreciation	17.21	16.83	16.52	18.45	20.00	21.48	21.85	20.75	20.73	23.08	19.56	-2.11	-4.20
Net fixed assets	19.88	19.99	19.29	22.12	24.98	26.64	27.94	28.09	28.71	32.02	28.62	-3.23	-5.47
LT inv't & LT rec	NA	NA	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	-999997.0
Other assets	14.14	15.06	14.23	13.95	13.86	17.31	15.97	14.78	14.40	9.93	3.87	.58	-3.51
Total assets	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	.00	.00

Asset Utilization

Sales to:	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Cash & near cash	15.32	13.96	13.32	15.98	18.42	22.85	25.60	23.19	12.29	13.13	12.08	3.06	-.69
Marketable sec	31.44	28.65	86.92	49.02	22.29	26.91	41.65	29.28	NA	594.95	83.31	NA	6.67
Acct & notes rec	5.76	5.25	5.19	4.68	4.97	4.83	4.69	4.87	4.59	4.77	4.96	5.18	7.42
Inventories	6.96	6.34	6.00	5.24	5.85	5.50	6.30	6.38	6.33	6.11	6.65	7.24	9.96
Other cur assets	32.64	29.75	33.79	36.02	34.23	29.32	30.28	41.77	28.89	32.69	57.83	48.44	-2.82
Current assets	2.25	2.05	2.34	3.94	2.00	1.98	2.14	2.16	2.03	2.08	2.15	1.47	5.21
Gross fixed assets	4.00	3.64	3.77	3.60	3.15	2.70	2.49	2.43	2.38	2.39	2.27	2.06	3.65
Accum depreciation	8.61	7.85	8.34	7.81	6.92	6.07	5.58	5.54	5.60	5.70	5.42	5.08	3.50
Net fixed assets	7.46	6.80	6.94	6.69	5.77	4.86	4.50	4.33	4.13	4.11	3.91	3.48	3.79
LT inv't & LT rec	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NM
Other assets	10.48	9.55	9.21	9.06	9.15	8.76	6.92	7.58	7.86	8.20	12.60	25.68	5.01
Total assets	1.48	1.35	1.39	1.29	1.28	1.21	1.20	1.21	1.16	1.18	1.25	.59	4.87

Liabilities

Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Y AvgGr	5Y AvgGr
Accounts payable	3185.00	2375.00	2422.00	1465.00	1223.00	925.00	686.00	660.00	642.00	460.00	364.00	32.46	29.89
ST borrowings	1226.00	2125.00	3214.00	2465.00	2190.00	1384.00	1201.00	1896.00	1341.00	539.00	979.00	-15.34	4.99
Other ST liab	6808.00	6123.00	5308.00	4295.00	3455.00	2785.00	2176.00	1887.00	1760.00	1590.00	1392.00	16.71	19.70
Cur liabilities	11219.00	10623.00	10944.00	8230.00	6868.00	5094.00	4063.00	4443.00	3743.00	2589.00	2735.00	11.88	18.06
LT borrowings	3158.00	2579.00	663.00	547.00	667.00	425.00	188.00	139.00	474.00	392.00	88.00	110.88	74.32
Other LT liab	1217.00	1059.00	981.00	864.00	690.00	682.00	453.00	450.00	412.00	344.00	288.00	12.14	12.56
Total liabilities	15594.00	14261.00	12588.00	9641.00	8225.00	6201.00	4704.00	5032.00	4629.00	3325.00	3111.00	17.73	20.61
Preferred equity	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Minority interest	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Total common equity	16155.00	13438.00	11839.00	9926.00	8511.00	7499.00	7269.00	6363.00	5446.00	4533.00	5022.00	17.67	16.62
Shareholder equity	16155.00	13438.00	11839.00	9926.00	8511.00	7499.00	7269.00	6363.00	5446.00	4533.00	5022.00	17.67	16.62
Tot liab & equity	31749.00	27699.00	24427.00	19567.00	16736.00	13700.00	11973.00	11395.00	10075.00	7858.00	8133.00	17.62	18.39

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Book Value of
Equity: Last 10
years

Liabilities (Common Size)

% of Total:	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Yr AvgGr	5Y AvgGr
Accounts payable	10.01	8.57	9.92	7.43	7.31	6.75	5.73	5.79	6.37	5.85	4.48	11.94	9.31
ST borrowings	3.86	7.67	13.36	12.62	13.09	10.10	10.03	16.64	13.31	6.86	12.04	-29.03	-12.22
Other ST liab	21.44	22.11	21.75	21.95	20.64	20.33	18.17	16.56	17.47	20.23	17.32	-.76	1.12
Cur liabilities	35.34	38.35	44.80	42.04	41.04	37.18	31.93	38.99	37.15	32.95	33.63	-5.25	-.58
LT borrowings	9.95	9.31	2.71	2.88	3.99	3.10	1.57	1.22	4.70	4.99	1.08	82.32	49.12
Other LT liab	3.83	3.82	4.02	4.42	4.12	4.98	3.78	3.95	4.03	4.38	3.54	-4.53	-4.73
Total liabilities	49.12	51.49	51.53	49.27	49.35	45.26	39.29	44.16	45.95	42.31	38.25	-.03	1.75
Preferred equity	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Minority interest	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	NM	NM
Total common equity	50.88	48.51	48.47	50.73	50.85	54.74	60.71	55.84	54.05	57.69	61.75	.17	-1.36
Shareholder equity	50.88	48.51	48.47	50.73	50.85	54.74	60.71	55.84	54.05	57.69	61.75	.17	-1.36
Tot liab & equity	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	.00	.00

B19
Deprec & Amort:
Last 10 years

B18
Net Income: Last 10 years

Cash Flow: Operations

Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Yr AvgGr	5Y AvgGr
Net income (loss)	3119.00	2586.00	2433.00	2559.00	1177.00	549.00	755.00	739.00	829.00	816.00	644.00	26.35	45.86
Deprec & amort	1556.00	1297.00	1139.00	1066.00	846.00	673.00	624.00	566.00	462.00	373.00	342.00	15.63	18.34
Other non-cash adj	-481.00	-378.00	-322.00	-59.00	-51.00	228.00	7.00	35.00	-187.00	-228.00	106.00	-89.96	-97.28
Chg in non-cash ac	127.00	-49.00	-1637.00	-282.00	-830.00	-162.00	166.00	-541.00	-608.00	-338.00	-32.00	-72.77	-139.34
Cashflow-operating	4321.00	3456.00	1633.00	2224.00	1142.00	1288.00	1552.00	799.00	496.00	823.00	1060.00	37.27	39.05
PCF/share	1.88	1.15	.01	-.33	-.26	-.25	.69	-.16	-.38	.18	.54	NM	NM
Cashflow/share	4.03	3.28	1.11	1.11	1.27	1.55	.83	.83	.83	.83	.83	36.83	37.67

B21
Dividends Paid: Last 10 years

B20
Change in WC (A negative sign indicates an increase in WC)

CashFlow: Financing

Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Yr AvgGr	5Y AvgGr
Dividends paid	-532.00	-450.00	-358.00	-280.00	-228.00	-183.00	-120.00	-102.00	-85.00	-69.00	-60.00	-23.93	-23.83
Inc(dec) ST borrow	-1194.00	-1137.00	755.00	250.00	807.00	186.00	-350.00	212.00	799.00	-465.00	750.00	-17.87	42.25
Increase: LT borrow	1182.00	1989.00	434.00	64.00	387.00	309.00	131.00	90.00	31.00	30.00	.00	298.62	167.53
Decrease: LT borrow	-273.00	-41.00	-332.00	-159.00	-228.00	-79.00	-428.00	-101.00	-95.00	-117.00	.00	-254.10	-196.24
Inc capital stock	419.00	363.00	361.00	300.00	308.00	293.00	261.00	220.00	223.00	211.00	191.00	12.10	7.77
Dec capital stock	-724.00	-1089.00	-686.00	-325.00	-314.00	-530.00	-79.00	.00	-140.00	-1569.00	-220.00	-67.78	-49.52
Other financing act	.00	-4.00	4.00	4.00	-22.00	-2.00	5.00	19.00	15.00	30.00	-14.00	-100.00	-270.45
Cashflow-financing	-1122.00	-369.00	178.00	-146.00	710.00	-6.00	-590.00	338.00	748.00	-1969.00	647.00	-96.48	NM
Net changes in cash	187.00	912.00	616.00	468.00	248.00	16.00	452.00	171.00	.00	.00	.00	.06	107.78

B22
Net Stock Buybacks: Dec Capital Stock - Inc Capital Stock

Cash Flow: Investing

Millions	10/97	10/96	10/95	10/94	10/93	10/92	10/91	10/90	10/89	10/88	10/87	3Yr AvgGr	5Y AvgGr
Disp of fixed asst	333.00	316.00	294.00	291.00	215.00	183.00	163.00	159.00	120.00	107.00	73.00	4.63	13.35
Capital expenditure	-2338.00	-2201.00	-1601.00	-1257.00	-1405.00	-1032.00	-862.00	-955.00	-857.00	-648.00	-507.00	-23.69	-23.55
Sale LT invest	.00	.00	.00	47.00	22.00	4.00	145.00	6.00	.00	.00	.00	NM	281.82
Purchase LT invest	.00	-734.00	-308.00	-332.00	-22.00	-53.00	-394.00	-157.00	.00	.00	.00	-72.77	-403.28
Other investing act	-1007.00	444.00	440.00	-352.00	-414.00	-168.00	-466.00	-19.00	-415.00	270.00	-48.00	-34.44	-25.82
Cashflow-investing	-3012.00	-2175.00	-1175.00	-1610.00	-1804.00	-1265.00	-1414.00	-966.00	-1152.00	-271.00	-482.00	-50.20	-35.54

B23
Capital Expenditures: Last 10 years

<HELP> for explanation.

DG48 Equity E E

EARNINGS ESTIMATES

PAGE 1 OF 5

HEWLETT PACKARD
WALL STREET ESTIMATES

01/02/99

	MEAN	HIGH	LOW	NUMBER	MEAN CHG
				EST	LAST MNTH
					(\$)
FISC YR END 9910	3.31	3.55	3.15	24	-0.01
FISC YR END 0010	3.83	4.10	3.50	9	0.00
QUARTER END 9901	0.82	0.88	0.77	21	-0.01
QUARTER END 9904	0.77	0.85	0.69	16	0.00
NEXT 5 YR GRTH (%)	14.71	18.00	7.00	19	-0.11

ALL ESTIMATES ARE FOR DILUTED EPS FROM CONTINUING OPERATIONS

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Princeton:609-279-3000 Singapore:226-3000 Sydney:2-9777-6686 Tokyo:3-3201-8900 Sao Paulo:11-3248-4300
0261-4-0 08-Jan-99 13:43:35

B12
Analyst Estimate of
expected growth

B28
Month-end Stock Prices

2

Equity H P

Comp / CLOSE / PRICE
HEWLETT-PACKARD CO. (HWP US)

PRICE 73¹/₈ N
HI 75³/₈
AVE 50.768
LOW 24³/₈

Page 1 / 2
\$ DELAYED
ON 4/30/98
VL 74.92MLN
ON 12/30/94

Range 12/30/94 to 12/31/98
USD

Period Monthly
Market Trade

DATE	PRICE	VOLUME	DATE	PRICE	VOLUME	DATE	PRICE	VOLUME
12/98	68 ⁵ / ₁₆	57.3MLN	12/97	62 ³ / ₈	63.2MLN	12/96	50 ¹ / ₈	54.3MLN
11/98	62 ³ / ₁₆	86.1MLN	11/97	61 ¹ / ₈	51.6MLN	11/96	53 ⁷ / ₈	72.4MLN
10/98	60 ¹ / ₄	72.5MLN	10/97	61 ⁵ / ₈	62.4MLN	10/96	44 ¹ / ₈	69.9MLN
9/98	52 ¹⁵ / ₁₆	68.8MLN	9/97	69 ⁹ / ₁₆	55.1MLN	9/96	48 ³ / ₄	64.6MLN
8/98	48 ⁹ / ₁₆	83.3MLN	8/97	61 ¹ / ₂	59.5MLN	8/96	43 ³ / ₄	67.8MLN
7/98	55 ¹ / ₂	78.7MLN	7/97	70	75.9MLN	7/96	44	142MLN
6/98	59 ⁷ / ₈	77MLN	6/97	56	62.6MLN	6/96	49 ¹¹ / ₁₆	79.6MLN
5/98	62 ⁵ / ₁₆	101MLN	5/97	51 ¹ / ₂	90.2MLN	5/96	53 ³ / ₄	98.8MLN
4/98	H75 ³ / ₈	83.1MLN	4/97	52 ¹ / ₂	74.9MLN	4/96	52 ¹ / ₈	65.6MLN
3/98	63 ³ / ₈	58.7MLN	3/97	53 ³ / ₈	64.1MLN	3/96	47 ¹ / ₁₆	99.5MLN
2/98	67	70.2MLN	2/97	56 ¹ / ₈	76.1MLN	2/96	50 ¹ / ₈	94.5MLN
1/98	60 ¹ / ₈	54.9MLN	1/97	52 ⁵ / ₈	54MLN	1/96	42 ³ / ₈	104MLN

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0261-4-0 08-Jan-99 13:40:25

<HELP> for explanation.

DG48 Equity H P

Comp / C L O S E / P R I C E

HEWLETT-PACKARD CO. (HWP US)

PRICE 73¹/₈

Page 2 / 2

\$ DELAYED

HI 75³/₈

ON 4/30/98

AVE 50.768

VL 74.92MLN

LOW 24³/₂

ON 12/30/94

Range 12/30/94 to 12/31/98

Period M Monthly

USD

Market T Trade

DATE	PRICE	VOLUME	DATE	PRICE	VOLUME	DATE	PRICE	VOLUME
12/95	41 ¹ / ₈	99.7MLN	12/94	L24 ¹ / ₂	72.2MLN			
11/95	41 ¹ / ₂	95.3MLN						
10/95	46 ⁵ / ₁₆	82.3MLN						
9/95	41 ¹ / ₁₆	61.9MLN						
8/95	40	88MLN						
7/95	38 ¹ / ₁₆	55.4MLN						
6/95	37 ¹ / ₄	58.6MLN						
5/95	33	78.2MLN						
4/95	33 ¹ / ₁₆	53.4MLN						
3/95	30 ³ / ₃₂	83.6MLN						
2/95	28 ³ / ₄	74.9MLN						
1/95	25 ¹ / ₈	72.6MLN						

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 Princeton:609-279-3000 Singapore:226-3000 Sydney:2-9777-8686 Tokyo:3-3201-9900 Sao Paulo:11-3048-4500
 0261-4-0-08-Jan-99 13:40:24

<HELP> for explanation.

DG48 Equity BETA

HISTORICAL BETA

Number of points may be insufficient for an accurate beta.

HWP

US

HEWLETT-PACKARD CO.

Relative Index

SPX

S&P 500 INDEX

* Identifies latest observation

Period

Range 1/31/94 To 12/31/98

Market Trade

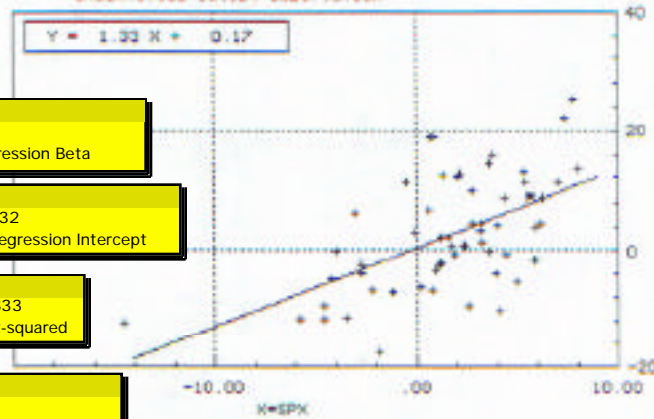
ADJ BETA	1.22
RAW BETA	1.33
Alpha (Intercept)	.17
R2 (Correlation)	.32
Std Dev of Error	7.83
Std Error of Beta	.26
Number of Points	59

B1
Regression Beta

B32
Regression Intercept

B33
R-squared

B34
Std Error of Beta



Adj beta = (0.67) * Raw Beta + (0.33) * 1.0

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-8695 Tokyo: 3-3201-8900 Sao Paulo: 11-3048-4500
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1

DG48 Corp D E S

<Page> For More Information On This Security.

SECURITY DISPLAY

PAGE 1/3

HEWLETT-PACKARD HWP 7.9 11/15/03 NOT PRICED

SECURITY INFORMATION	
CPN FREQ	SEMI-AN
CPN TYPE	FIXED
MTY/REFUND TYP	NORMAL
CALC TYP (1)	STREET CONVENTION
DAY COUNT (5)	30/360
MARKET ISS	PRIV PLACEMENT
COUNTRY/CURR	USA /USD
COLLATERAL TYP	DEBENTURES
AMT ISSUED	150,000 (M)
AMT OUTSTAND	150,000 (M)
MIN PC/INC	1,000/ 1,000
PAR AMT	1,000.00
LEADMGR/UWRTR	CS FIRST BOSTON
EXCHANGE	UNKNOWN

ISSUER INFORMATION	
NAME	HEWLETT-PACKARD FINANCE
TYPE	FINANCIAL

IDENTIFICATION #'s		REDEMPTION INFO	
CUSIP	428239AB3	MATURITY DT	11/15/03
MLNUM	A9511	REFUNDING DT	11/15/03
		NEXT CALL DT	
		WORKOUT DT	11/15/03
		RISK FACTOR	3.9581

ISSUANCE INFO	
ANNOUNCE DT	11/15/91
1ST SETTLE DT	11/22/91
1ST CPN DT	5/15/92
INT ACCRUE DT	11/22/91
PRICE @ ISSUE	99.697

RATINGS	
MOODY	Aa2
S & P	AA+
COMP	AA2
DCR	NA
FI	NA

B17 Bond Rating

NOTES NO PROSPECTUS

144A. CO ACQ'D CONVEX COMPUTER CORP EFF 12/95.

DATA ON COMPARABLE COMPANIES

I. Getting data on related companies

- Pick **Equity**
- Choose **1. Finding Securities**
- Choose **Ticker Symbol Look up**
- Enter the name of your company
- Once you are in equity screen for your company, enter
- **Fundamentals and Earnings Analysis**
- Choose **Relative Value (RV)**: You can modify the data that is printed out.

1 Choose the number of the desired option or <MENU> to return to your report. DGP2 Equity R V
 D E F A U L T → 1 of 2
 Computers-Micro ↓ 1 of 3

Ticker	Name	REPORT # 1	a	30 Day Relative
S E L E C T I O N S for R V				
- H I N T -				
You can choose options #2,3,4,5,6,or 7 directly from your report page!				
			.8750	50.361
AAPL	APPL	2) Customize your data selections.	.689	33.252
ADSO	ADAP	3) Customize the format of your report.	.530	51.836
AALR	ADVA	(change report name and more!)	1.166	48.749
AQS	AMER	4) Customize your report COLORS.	.916	60.211
ACTI	APPL	5) SORT or RANK data on your report.	.A.	42.854
ASTA	AST	6) List all 20 of your reports by	.390	52.429
BITWS	BITW	report name w/ option to PRINT.	.670	46.302
CBULF	COMM	7) PRINT your current report.	.A.	N.A.
CPQ	COMP	8) Customize your group of securities.	.942	48.875
CICC	COMP	9) List all of your custom groups.	.A.	46.345
DGN	DATA		1.778	57.146
DNTK	DAUP		.A.	51.278
DELL	DELL	*3 to return to your report.	1.437	57.652

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 Princeton:609-279-3000 Singapore:226-3000 Sydney:2-777-8600 Tokyo:3-3201-8900 Washington DC:202-434-1800
 g261-4-0 09-Jan-97 15:19:55

II. Using Bloomberg to get Sector Data or to Screen Stocks

- Start with this screen by typing “ESRCH”

```

EQUITY SEARCH MAIN MENU
Enter name of search criteria set:
1) Begin Search          2) Save Criteria        3) Clear Criteria Set
4) Sec Type .....
5) SIC/Misc .....
6) Index Members .....
7) Industry Groups .... All Industry Groups
8) Exchanges ..... All Exchanges
9) Countries ..... All Countries
10) States & Provinces . All States/Provinces
11) Earnings/Dvd .....
12) Fundamental Data ...
13) Price Data .....
14) Technical Data .....
15) Sort/Display ..... No sort
                        Price/Earn ,Price/Bk Val,Price/Sales ,
                        Last Net DPS,12Div Gr Yld,Equity and ...
16) Create a Portfolio .
```

- Pick the industry group you want to analyze or collect data from

B L O O M B E R G E C O N O M I C S E C T O R S

1	BASIC MATERIALS	27	BEVERAGES	52	SAVINGS&LOANS	=====
2	CHEMICALS	28	COMMERCIAL SERVICES	53	VENTURE CAPITAL	78 UTILITIES
3	FOREST PRODUCTS&PAPER	29	COSMETICS/PERSONAL CARE	=====	=====	79 ELECTRIC
4	IRON/STEEL	30	FOOD	54	INDUSTRIAL	80 ENERGY-ALTERNATE SOURCES
5	METALS-DIVERSIFIED	31	HEALTH CARE	55	BUILDING MATERIALS	81 GAS
6	MINING	32	HOUSEHOLD PRODUCTS/WARES	56	ELECTRICAL COMPO&EQUIP	82 TELEPHONE
=====	=====	33	PHARMACEUTICALS	57	ELECTRONICS	83 WATER
7	CONSUMER, CYCLICAL	34	TOBACCO	58	ENGINEERING&CONSTRUCTION	
8	ADVERTISING	=====	=====	59	ENVIRONMENTAL CONTROL	
9	AIRLINES	35	DIVERSIFIED	60	HAND/MACHINE TOOLS	
10	APPAREL	36	HOLDING COMPANIES-DIVERS	61	MACHINERY-CONSTR&MINING	
11	AUTO MANUFACTURERS	=====	=====	62	MACHINERY-DIVERSIFIED	
12	AUTO PARTS&EQUIPMENT	37	ENERGY	63	METAL FABRICATE/HARDWARE	
13	ENTERTAINMENT	38	COAL	64	MISCELLANEOUS MANUFACTUR	
14	FOOD SERVICE	39	OIL&GAS PRODUCERS	65	PACKAGING&CONTAINERS	
15	HOME BUILDERS	40	OIL&GAS SERVICES	66	SHIPBUILDING	
16	HOME FURNISHINGS	41	PIPELINES	67	TRANSPORTATION	
17	LEISURE TIME	=====	=====	68	TRUCKING&LEASING	
18	LODGING	42	FINANCIAL	=====	=====	
19	MEDIA	43	BANKS	69	TECHNOLOGY	
20	MISC DISTRIB/WHOLESALE	44	CLOSED-END FUNDS	70	AEROSPACE/DEFENSE	
21	RETAIL	45	COUNTRY FUNDS-CLOSED-END	71	BIOTECHNOLOGY	
22	STORAGE/WAREHOUSING	46	DIVERSIFIED FINAN SERV	72	COMPUTERS	
23	TEXTILES	47	INSURANCE	73	OFFICE/BUSINESS EQUIP	
24	TOYS/GAMES/HOBBIES	48	INVESTMENT COMPANIES	74	SEMICONDUCTORS	
=====	=====	49	PRIV REAL ESTATE SECUR	75	SOFTWARE	
25	CONSUMER, NON-CYCLICAL	50	REITS	76	TELECOMMUNICATIONS	
26	AGRICULTURE	51	REAL ESTATE	77	TELECOMMUNICATION EQUIP	

- Pick the market that you want to analyze

E Q U I T Y E X C H A N G E S

1	NORTH AMERICA	26	SO&CENT AMERIC	52	DENM/COPENHAGEN	79	EBS	129	BOTSWANA/GABARO
2	BARBDS/BRIDGETN	27	ARGENTINA	53	FINLND/HELSINKI	80	SWISS CONTRB	105	EASTERN EUROPE
3	BERMUDA/BSE	28	BUENOS COMERC	54	FRANCE/PARIS	81	U.K./LONDON	106	CYPRUS/MICOSIA
4	CANADA	29	BUENOS ELEC	55	GERMANY	82	U.K./LOND INTL	107	CZECH RP/PRAGUE
5	ALBERTA	30	BRAZIL	56	BERLIN	83	PACIFIC RIM	108	HUNGRY/BUDAPEST
6	MONTREAL	31	SAO PAULO	57	BREMEN	84	AUSTRALIA/ASX	109	POLAND/WARSAW
7	TORONTO	32	RIO DE JANERO	58	DUSSELDORF	85	HONG KONG	110	RUSSIA
8	VANCOUVER	33	CHILE	59	FRANKFURT	86	INDON/JAKARTA	111	SLOVAKIA/BRATIS
9	JAMAICA/KINGSTN	34	SANT COMERC	60	HAMBURG	87	JAPAN	112	SLOVENIA/LJUBLJ
10	MEXICO/MSE	35	SANT ELEC	61	IBIS	88	BROKERS BRKR	113	TURKEY/ISTANBUL
11	TRIN/PORT SPAIN	36	COLOMBIA	62	HANNOVER	89	FUKUOKA	114	CENTRAL ASIA
12	UNITED STATES	37	BOGOTA	63	MUNICH	90	JASDAQ	115	BANGLADSH/DHAKA
13	AMERICAN	38	MEDELLIN	64	STUTTGART	91	HIROSHIMA	116	INDIA
14	BOSTON	39	OCCIDENTE	65	GREECE/ATHENS	92	KYOTO	117	BOMBAY
15	CINCINNATI	40	CST RICA/S JOSE	66	ICELAND/REYKJAV	93	NAGOYA	118	DELHI
16	MID-WEST	41	ECUADOR	67	IRELAND/DUBLIN	94	NIIGATA	119	NATIONAL
17	NASD INTERNL	42	QUITO	68	ITALY/MILAN	95	OSAKA	120	NAPAL/KATMANDU
18	NASD (SIAC)	43	QUAYAQUIL	69	LUXEMBOURG	96	SAPPORO	121	SRI LAN/COLOMBO
19	NASDAQ N-MKT	44	PANAMA CITY	70	MALTA/VALETTA	97	TOKYO	122	PAKISTN/KARACHI
20	NASDAQ SM-CP	45	PARAGUAY/ASUNCN	71	NETH./AMSTERDAM	98	MALAY/KUALA LUM	123	MAURIT/PT LOUIS
21	NEW YORK	46	PERU/LIMA	72	NETH./EOE WARRNT	99	N ZEALAND/NZSE	124	CHINA
22	OTC BULLETIN	47	URUG/MONTEVIDEO	73	NORWAY/OSLO	100	PHILIP/MANILA	125	SHANGHAI
23	PACIFIC	48	VENEZ/CARACAS	74	OFF SHORE	101	SINGAPORE	126	SHENZHEN
24	PHILADELPHIA	=====	=====	75	PORTUGAL/LISBON	102	S.KOREA/SEOUL	=====	=====
25	PINK SHEETS	49	WESTERN EUROPE	76	SPAIN/MADRID	103	TAIWAN/TAIPEI	127	AFRICA/MIDEAST
=====	=====	50	AUSTRIA/VIENNA	77	SWED/STOCKHOLM	104	THAILND/BANGKOK	128	BAHRAIN/MANAMA
=====	=====	51	BELG/BRUSSELS	78	SWITZERLAND				

- Pick the data you want in your dataset

15 DG15 Equity E S R C
 Hit <GO> to enter, <TAB> to change, or <MENU> for main menu. Page 1 of 2

D I S P L A Y C R I T E R I A				S O R T	
T-Tkr/Price, N-Name, I-Ind Grp, C-Cusip, D-Sedol				Sort #(with *) or (A-D)	
K-Kanji, S-Tkr/SIC/State	1-Current or 2-Close Prc	A-Ticker, B-Name, C-State, or D-SIC			
Criteria	3	106	107	51	53 105 102
Val, Net, Cur	P-%	V	V	V	V
					A-Asc or D-Desc
<u>EARNINGS</u>	58	Last Div type	111*Bk Val/Share	√209*MTD Change	
1 *12 Mnth EPS	59	*Split date	<u>LAST TRADE</u>	√210*QTD Change	
2 *EPS Growth	60	Split Ratio	151 Bid Price	√211*YTD Change	
3 *P/E	61	Div Frequency	152 Ask Price	<u>HISTORICAL</u>	
4 *Rel P/E	62	Div Pay Date	153 Open Price	251*52 Week High	
5 %Earnings	63	Div Record Date	154 High Price	252*52 Week Low	
6 *Est. EPS	<u>OTHER FUNDAMENTAL</u>		155 Low Price	253 52 Wk High Date	
7 *Est. EPS %chnng	101	*Shares Out	156 Volume	254 52 Wk Low Date	
8 *Est. P/E	!102	*Market Value	<u>PRICE/PRICE CHANGE</u>	255*5 Day Avg Vol	
<u>DIVIDENDS</u>	103	*Net Income	!201*Price	256 Prv 5Dy Avg Vol	
51 Last Net DPS	104	*Sales	√202 1 Day Change	257 20 Day Avg Vol	
52 *12Mon Gross DPS	105	*Equity	√203*2 Day Change	258*5/20 Vo %Change	
53 *12 Gross Dv Yld	106	*Prc/Bk Value	√204*5 Day Change	<PAGE> for	
54 Gr Ind Dvd Yld	107	*Prc/Sales	√205*1 Mnth Change	<u>HISTORIC TECH</u>	
55 *Rel Gr Dvd Yld	108	*Return on Eqty	√206*3 Mnth Change	<u>RISK, RETURN,</u>	
56 *DPS Growth	109	Payout Ratio	√207*6 Mnth Change	or <u>WARRANTS</u>	
57 *Ex-Date	110	*Sales/Share	√208*1 Year Change	* Sortable field	
Net & Percent change avail., ! Currency Adj. avail., otherwise actual Value.					

Warning: This is not the friendliest interface in the world. You will often find yourself building elaborate criteria for 20 minutes and then losing them all because you hit the menu button twice instead of once. I would suggest saving the criteria under Save Set as you go along and assigning the criteria set a name. I would also suggest adding the company name to your data set - the default is only the ticker symbols, which are tough to expand, and keeping your data sets manageable with 3-4 variables.

Getting Historical Macroeconomic Information

