



THE AMERICAN
BUSINESS AWARDSSM

2003 Awards Dinner & Presentation

Wednesday, April 30, 2003

Sheraton New York Hotel & Towers

The sponsors of The 2003 American Business Awards are





Coming in May 2003

The second Stevie™ Awards competition, The 2004 International Business AwardsSM, will be formally announced in May 2003.

Every company in the world will be eligible to compete for Stevie honors in categories such as Best Overall Company, Best Executive, and Best New Product or Service.

The entry deadline will be in September 2003, and the awards will be announced in New York in January 2004.

To be notified when the web site is published and entry forms are available, join the mailing list today at

www.stevieawards.com



Welcome!

This evening's awards dinner and presentation culminates more than a year of work in designing, organizing, promoting, and staging a program that we hoped would become "the business world's own Oscar Awards," as *The New York Post* called it.

The Stevie Awards were created to honor and generate public recognition of the efforts, accomplishments, and positive contributions of companies and business people worldwide. Beginning with the introduction of The American Business AwardsSM in 2002, and The International Business AwardsSM in 2003, our mission is to raise the profile of exemplary companies and individuals among the press, the business community, and the general public.

The 2003 American Business Awards attracted 489 nominations from 321 companies nationwide, in virtually every industry. Those are impressive figures for a first-time program, especially in an environment of such economic uncertainty, and there are many people to thank for helping to make it such a success.

First, I want to thank my family for their encouragement and patience. Second, I thank our sponsors for their support and advice. Third, I thank the members of the Board of Distinguished Judges & Advisors and all of the professionals nationwide who participated in the judging process. And last but not least, I want to thank all of the small American businesses who have helped to bring The Stevie Awards to life, from Access National Bank, which provided the start-up financing, to Aztech Graphics, Corniche Productions, Open-i Media, Pantheon Software, and a host of others.

Enjoy the evening!

Michael Gallagher
President
The Stevie Awards



Your Master of Ceremonies This Evening

Charles Osgood

Dubbed CBS News' poet-in-residence, Charles Osgood has been anchor of CBS News Sunday Morning since 1994. He also anchors and writes The Osgood File, his daily news commentary broadcast on the CBS Radio Network. His commentaries have drawn one of the largest audiences of any network radio feature.

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25
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Miller Heiman is proud to sponsor the inaugural American Business Awards and congratulates all the nominees that have contributed to demonstrating excellence in American business.



STATE OF NEW YORK

GEORGE E. PATAKI
GOVERNOR

April 30, 2003

Dear Friends:

It is a pleasure to send greetings and a warm welcome to all gathered for the *First Annual American Business Awards*.

This evening pays tribute to outstanding businesses from across the country, and it is an honor to have this inaugural celebration here in New York City – the capital of the financial world.

We all acknowledge and value the importance of business, and understand that our future economic prosperity is inextricably linked to your success. For a number of years, New York has worked tirelessly to establish an inviting business climate where companies can prosper, and remains committed to creating jobs and opportunities in this State.

On this special occasion, you bestow deserving recognition on outstanding American companies, from the smallest business to the Fortune 500, and the exceptional individuals who are integral to their day-to-day operation. I join in congratulating the *first American Business Awards* winners as well as the distinguished nominees. Your ideas, vision and entrepreneurial spirit will continue to bring exciting new products and services to a competitive global market, and further our progress as we move forward in rebuilding and strengthening the economy of New York and the entire nation.

Best wishes for an enjoyable and memorable evening.

Very truly yours,

EXECUTIVE CHAMBER STATE CAPITOL ALBANY 12224
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THE CITY OF NEW YORK
OFFICE OF THE MAYOR
NEW YORK, N.Y. 10007

April 30, 2003

Dear Friends:

It is a great pleasure to welcome all those gathered for The American Business Awards.

The City of New York is delighted to host this exciting event honoring individuals, companies, teams, products and corporate media that have played an important role in the business community. On behalf of the City of New York, I congratulate this year's award winners upon receiving this recognition. Their significant contributions on behalf of their industries and to business world as a whole are commendable and I wish them all the very best in their endeavors.

The Stevies are committed to recognizing the nation's best and I commend the Board and sponsors for honoring the achievements of tonight's award recipients. New York City is the "Business Capital of the World" and we thank you for choosing us as the host city for this inaugural year. We hope that while all of our guests are here, you will have the opportunity to take advantage of some of the City's outstanding cultural and social offerings, including our many great restaurants, theater productions and historical landmarks.

You have my best wishes for an enjoyable evening and continued success.

Sincerely,

Michael R. Bloomberg
Mayor



Celebrate Excellence!

We congratulate the 2003
Stevie Award winners and thank
all of the companies that participated.
Selling Power magazine is proud to be
a sponsor of this inaugural presentation
of the award destined to raise the
standards in business and industry.
Read all about the sales award winners
in the next issue of *Selling Power*.

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The Board of Distinguished Judges & Advisors

The participation and counsel of our judges and advisors—all of whom are leaders in the American business community—have helped establish The American Business Awards as the preeminent business awards show. They and their staffs performed the Final Judging.

Peter A. Bordes Jr., *Chairman*, Empire Media

Charles Fombrun, *Director*, The Reputation Institute

Julie Freeman, *President*, International Association of Business Communicators

Robert Granader, *CEO*, MarketResearch.com

Gerhard Gschwandtner, *Publisher*, Selling Power Magazine

Gary Hamel, *Visiting Professor*, London Business School; co-author of “Competing for the Future” and author of “Leading the Revolution”

David Hoffmann, *Chairman & CEO*, DHR International

Lee Jones, *VP/Publisher*, Inc. Magazine

Rich Karlgaard, *Publisher*, Forbes Magazine

Richard Kean, *Executive Director*, Business Marketing Association

Dr. Richard Klimoski, *Dean*, School of Management, George Mason University

Barry C. Melancon, *President & CEO*, AICPA

Bruce Nelson, *Chairman & CEO*, Office Depot

Michael Olson, *President & CEO*, American Society of Association Executives

Don Peppers, *Partner*, Peppers & Rogers Group

Sam Reese, *President & CEO*, Miller Heiman

Ronald A. Rittenmeyer, *Chairman, CEO & President*, Safety-Kleen Inc.

Anthony Robbins, *Chairman & CEO*, The Anthony Robbins Companies

Dr. Martha Rogers, *Partner*, Peppers & Rogers Group

Joyce Rogge, *Senior VP-Marketing*, Southwest Airlines

Dr. William Schulte, *Associate Professor*, Byrd School of Business, Shenandoah University

Drew Schutte, *Publisher*, Wired Magazine

James Spanfeller, *President & CEO*, Forbes.com Inc.

Jeffrey Tarr, *Chairman & CEO*, Hoover’s Inc.

Jonathan Thompson, *VP-Marketing & Communications*, Software & Information Industry Association

Donald Trump, *Chairman, President & CEO*, The Trump Organization



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by focusing on what's next.

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WIRED
WHAT'S NEXT



Preliminary Judges

Cassandra Allen, *Marketing Consultant*, Outsource Marketing, Seattle, WA

Heather Becnel, *Sales Consultant/Business Development Executive*, ComSult, Inc., Baton Rouge, LA

Bruce Bejsovec, *President*, Recondition USA, Inc., Farmingdale, NY

Michael Berman, *Partner*, CPath Solutions, LLC, New York, NY

Lea-Ann Berst, *President*, Sleddogg Marketing, Raleigh, NC

Sherri Bliss, *Program Manager*, PacificCare, Cypress, CA

Jeff Bogart, *Principal*, Bogart Communications, New York, NY

Mark Borman, *VP—Investor Relations*, ADC Telecommunications

Sam Bregande, *Executive Creative Director*, Latorra, Paul & McCann Advertising, Inc., Syracuse, NY

Janeen Bullock, *Partner*, Connect Public Relations, Provo, UT

Angela Clayton, *Marketing Coordinator*, Genesys Conferencing, Inc., Highlands Ranch, CO

Spencer Clements, *President*, William Cole, Inc., Houston, TX

Mark Curtis, *CEO*, Splash Car Washes, Stamford, CT

Daniel Cutchin, *Consultant—Financial Services Industry*, Accenture, Chicago, IL

Jeff Dahltorp, *Director of Global Marketing & Business Development*, IIRC, Fishers, IN

Jordan Darrow, *VP, Investor Relations & Corporate Communications*, PRIMUS Telecommunications Group, Inc., New York, NY

John DeMetro, *Sales & Marketing Manager*, Steffen Publishing, Holland Patent, NY

Kristen des Chatelets, *Chief Marketing Officer*, BDS Marketing, Inc., Irvine, CA

Donna Dyer, *Director of Strategic Marketing*, Creative Productions, Long Beach, CA

Kevin Elliott, *Senior VP*, Hill & Knowlton, Inc., San Francisco, CA

Elisabeth Elman, *Vice President*, TBC, Inc., New York, NY

Jennifer Elwood, *Director*, Andrea Obston Marketing Communications, Bloomfield, CT

John Eyers, *VP Finance*, Trachte Building Systems, Sun Prairie, WI

Ken Faith, *Corporate Manufacturing Engineering Manager*, PACCAR Inc., Bellevue, WA

Jillian Feldman, *Senior Account Executive*, MKPR, New York, NY

Clive Fleissig, *Executive VP & COO*, Brenner International Group, Beverly Hills, CA

John Gallagher, *Associate Professor*, Maryville College, Maryville, TN

Steve Gershik, *Group Manager, Internet Marketing*, Nuance Communications, Menlo Park, CA

Rhett Glauser, *PR Manager*, Altiris Inc., Lindon, UT

Jeffery Goddard, *CEO*, TVA, Studio City, CA

Kolleen Grattan, *Vice President Marketing and Public Relations*, CCMR, Kingston, NY

Cynthia Guzik, *Senior Manager, Human Resources*, Family Heritage Life Insurance Co., Cleveland, OH

Larry Hamilton, *Senior Account Executive*, Pitney Bowes, Sugarland, TX

Valerie Harris, *Maritz*, Inc., Atlanta, GA

Victoria Hofstad, *Vice President*, Citigate, New York, NY

Judah Holstein, *President*, Miracom Computer Corp., Eastchester, NY

Sheryl Hudson, *Senior VP, Media Director*, Sedgwick Rd., Seattle, WA

Joel Jackson, *Senior Consultant*, Martec International, Atlanta, GA

Angela Kellen, *Senior Associate*, MCA, Inc., Mountain View, CA

Colleen Krcelich, *President*, Business Support Solutions, Inc., Bethlehem, PA

Renee Lawrence, *Senior Director, U.S. Operations*, Cable and Wireless, Santa Clara, CA

Jessica Lee, *Sales and Marketing Manager*, ConveneMachine(tm), Minneapolis, MN

Mitch Little, *VP—Worldwide Sales & Applications*, Microchip Technology Inc., Chandler, AZ

Michele Lodin, *CCP PHR, Manager, Compensation*, Advanced Medical Optics, Inc., Santa Ana, CA

Tim McNabb, *Web Administrator*, Thompson Coburn LLP, St. Louis, MO

Steve Miksis, *CPA, Manager*, Linkenheimer LLP, Santa Rosa, CA

Brad Morris, *Information Analyst*, EDS, Plano, TX

Jarrold Moses, *CEO*, Grey Alliance, New York, NY

One' Musel-Gilley, *Director of PR/Corporate Communications*, American IronHorse Motorcycle, Ft. Worth, TX

Neil Myers, *President*, Connect Public Relations, San Francisco, CA

C.R. Nelson, *Director*, Red Ellipsis, Moorestown, NJ

Steve Nelson, *Executive Vice President*, Clear Ink, Berkeley, CA

Mark O'Toole, *Vice President*, The Castle Group, Inc., Boston, MA

Linda Obele, *Senior Account Supervisor*, Mullen Public Relations, Phoenix, AZ

Chukwuka Okafor, *Clinical Research Fellow*, National Institutes of Health, Rockville, MD

Frank Olguin, *Director Special Projects*, Office Depot, Delray Beach, FL

Tamara Oliverio, *Communications*, Valassis, Livonia, MI

Steven Plochocki, *President and CEO*, InSight Health Services Corp., Lake Forest, CA

Laurie Rich, *Director, Advertising and Communication*, MadWaves USA, Inc., Rhinebeck, NY

Jamie Rudolphi, *Assistant Account Executive*, Fleishman Hillard, St. Louis, MO

Vishal Sapra, *Manager*, Teen Freedom Corps, Allendale, NJ

Charles Sciberras, *Managing Director*, International Agency Facilities Ltd, High Wycombe, Bucks, England

Jill Silman, *Vice President*, Meador Staffing Services, The Woodlands, TX

Roger Smith, *VP and Group CTO*, Titan Corp., Orlando, FL

Chris Stanley, *Communications Specialist*, Memphis Light, Gas and Water, Memphis, TN

Angie Torongo, *Public Relations Specialist*, Domino's Pizza LLC, Ann Arbor, MI

Michael Turner, *CEO*, POS International, Inc., Ft. Lauderdale, FL

Wendi Tush, *Managing Director, Consulting Services*, HWH Enterprises, New York, NY

Catherine van Kampen, *Vice President, Management Director*, Foote Cone & Belding, New York, NY

John Vandewalle, *CEO*, iNTouch Consulting, Overland Park, KS

Sherri Walkenhorst, *Senior Partner*, Connect Public Relations, Provo, UT

John Wall, *Director of Marketing*, Tibersoft, Westborough, MA

Michael Weiss, *CEO*, imagistic, Venice, CA

Victoria Wertheimer, *Assistant to the President*, DOAR Communications, Lynbrook, NY

Liz Wilcox, *Business Analyst*, Oracle Corporation, Colorado Springs, CO

Terry Wisner, *Manager-Business & Sales Training*, ACDelco Division, General Motors, Swartz Creek, MI

Kim Zimmermann, *Marketing Manager*, I-many, Edison, NJ



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2003 Finalists

HUMAN RESOURCES

Best Human Resources Team

Domino's Pizza LLC
Splash Car Washes

Domino's Pizza Prep School
The Splash HR/Training Team

Ann Arbor MI
Stamford CT

Best Human Resources Organization

IBM Corporation
Starwood Hotels & Resorts Worldwide, Inc.

Providing Innovative Solutions for a High Performance Workforce
Starwood Hotels Corporate HR Team

Armonk NY
White Plains NY

SUPPORT

Best Support Organization

Novasoft Information Technology Corp.
Oracle Corporation

Novasoft -SAP Support
Oracle—Best Support Organization

Mercerville NJ
Orlando FL

CREATIVE

Best Creative Person

FCB NY

Rick Knief, Senior VP, Group Creative Director,
Foote, Cone & Belding, New York

New York NY

Muzak LLC

Alvin Collis: The Guru of Audio Architecture

Fort Mill SC

Best Creative Team

Amaze Entertainment
Weber Shandwick Worldwide

Amaze Entertainment—KnowWonder Studio
Weber Shandwick Southwest's Visual Communications/
Web Relations Team

Kirkland WA
Irving TX

Best Creative Organization

Brokaw
SAS

Brokaw Creative Organization
SAS Creative Services

Cleveland OH
Cary NC

CORPORATE MEDIA

Best Annual Report

AT&T Wireless
Cell Therapeutics, Inc.
F.N.B. Corporation
Infonet Services Corporation
KV Pharmaceutical Company
Parker Hannifin Corporation
QUALCOMM Inc.
Schlotzsky's, Inc.
Sun Bancorp, Inc.
U.S. Postal Service

2001 AT&T Wireless Annual Report
Cell Therapeutics, Inc. 2001 Annual Report
F.N.B. Corporation 2002 Annual Report
Insights 2002: Infonet Annual Report
KV Pharmaceutical Company Annual Report to Shareholders 2002
Parker Hannifin Corporation 2002 Annual Report
QUALCOMM's 2002 Annual Report
Schlotzsky's, Inc. 2001 Annual Report
Sun Bancorp, Inc. Annual Report
Mail: It's Real - 2002 Annual Report of the U.S.P.S.

Redmond WA
Seattle WA
Naples FL
El Segundo CA
St. Louis MO
Cleveland OH
San Diego CA
Austin TX
Selinsgrove PA
Washington DC

Best Newspaper Ad Campaign

The Port Authority of New York & New Jersey
The Port Authority of New York & New Jersey

Port Authority of NY & NJ—Corporate Commemorative Campaign
Port Authority of NY & NJ—Public Awareness Campaign

New York NY
New York NY

Best TV Ad Campaign

Checkers Drive-In Restaurants, Inc.
Imagistics International
Memphis Light, Gas and Water
The Guild Group

Checkers and Rally's 'You Gotta Eat' Campaign 2002
Imagistics International TV Ad Campaign
MLGW: Hometown Energy
D&B Brand Advertising Campaign

Tampa FL
Stratford CT
Memphis TN
White Plains NY



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2003 Finalists — *Continued*

CORPORATE MEDIA — *Continued*

Best Magazine Ad Campaign

Administaff	Remember When Magazine Campaign	Kingwood	TX
Altiris Inc.	I don't like you, so don't make me come over there	London	UT

Best Radio Ad Campaign

The Guild Group	D&B Brand Advertising Campaign	White Plains	NY
The Marcus Group, Inc.	Roosevelt Care Center Radio Campaign	Secaucus	NJ

Best Online Ad

Dittus Communications	Orchestrating a Masterful Legislative Strategy	Washington	DC
IndyMac Bank	IndyMac Bank e-MITS Demonstration	Pasadena	CA

Best Online Ad Campaign

Goodby Silverstein & Partners	HP Brand Campaign — Online	San Francisco	CA
Wunderman	Start Here. Go Places CPA Student Recruitment Campaign	New York	NY

Best Corporate Web Site

Advanta	Advanta.com — Advanta's Corporate/Customer Web Site	Spring House	PA
CIGNA	myCIGNA.com Personalized Employee Benefits Portal	Philadelphia	PA
EDS	eds.com — Corporate Web Presence for EDS	Plano	TX
Fry, Inc.	Summit Partners	Ann Arbor	MI
General Electric Co.	General Electric's Corporate Web Site	Fairfield	CT
Hewlett-Packard	HP Corporate Web Site	Palo Alto	CA
ICF Consulting	ICF Consulting Corporate Web Site	Fairfax	VA
Infonet Services Corporation	Infonet Corporate Web Site	El Segundo	CA
Kelly Services, Inc.	Kelly Services Corporate Web Site	Troy	MI
Nuance Communications	Nuance Communications Corporate Web Site	Menlo Park	CA
Oxford Health Plans Inc.	Oxford Health Plan Inc.'s Corporate Web Site	Trumbull	CT
Thompson Coburn LLP	Thompson Coburn LLP Firm Website	St. Louis	MO
Weber Shandwick Worldwide	www.lightnlively.com — Defy Age with Kraft Light	Irving	TX

Best Corporate Film or Video

Memphis Light, Gas and Water	MLGW Employees Build Habitat House	Memphis	TN
PacifiCare	Essence of PacifiCare	Cypress	CA

Best Investor Relations Program

BioReliance Corporation	BioReliance vs. Bioterrorism: Managing Volatility and Communicating Long-term Value in a Period of Hype	Rockville	MD
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COMMUNICATIONS

Best Communications Executive

EPI Communications	Joseph E. Criscuoli, V.P. Marketing & Public Relations	Laurel	MD
Global Crossing	Jerry Santos, Senior Vice President of Corporate Communications — Global Crossing	Madison	NJ

Best Communications Team

Dow Corning Corporation	Dow Corning Corporate Integrated Communications Team	Midland	MI
Entergy Corporation	Entergy Hurricane Response Communications Team	New Orleans	LA
Selective Insurance Group, Inc.	Selective Insurance Company's Corporate Communications Team	Branchville	NJ
Verizon Communications	Variations Roll-Out Publicity Campaign	New York	NY

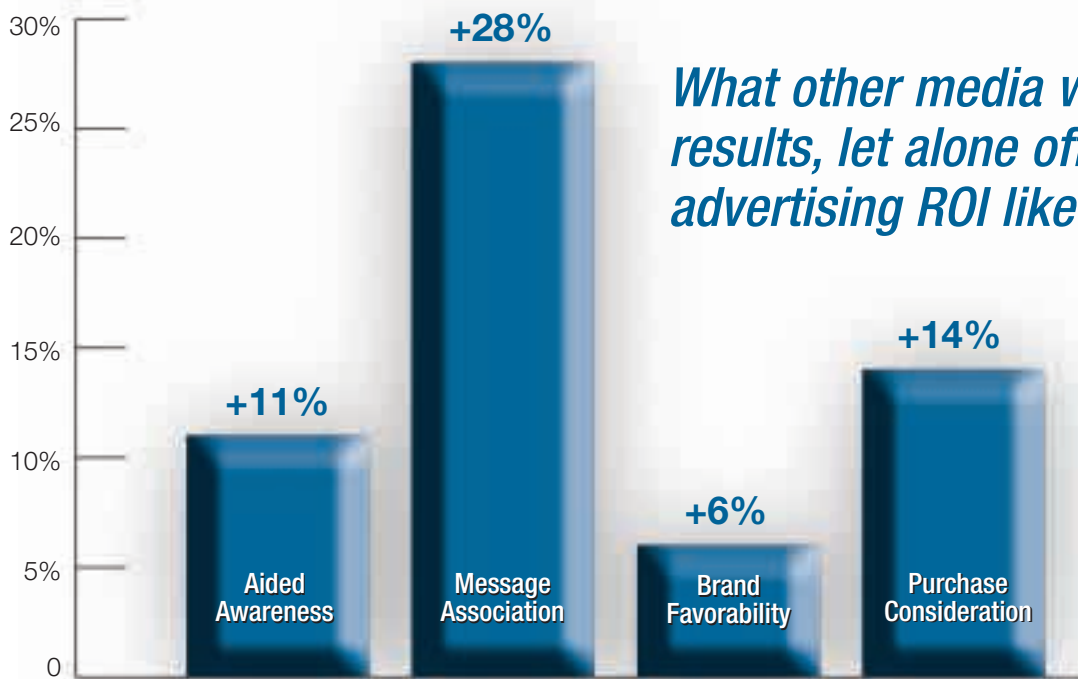


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2003 Finalists — *Continued*

COMMUNICATIONS — *Continued*

Best Communications Organization

Alticor Inc	Alticor Corporate Communications	Ada	MI
Eaton Corporation	The Corporate Communications Team at Eaton Corporation	Cleveland	OH
Global Crossing	Writing a New Chapter: How Global Crossing Corporate Communications Stared Down Bankruptcy and Survived	Madison	NJ
J.D. Edwards	J.D. Edwards Communications Organization	Denver	CO
Memphis Light, Gas and Water	MLGW Corporate Communications Department	Memphis	TN

SALES

Best Salesperson

Boston Business Journal	Christopher McIntosh, #1 Advertising Sales Superstar.	Boston	MA
Ultimate Software	Fred Klein: A modern day David vs. Goliath in the heart of Manhattan	Weston	FL

Best Sales Executive

Cyberonics	David Erinakes, Vice President of Sales	Houston	TX
Muzak LLC	Andrew Yeager, National Sales Account Executive	Fort Mill	SC
Nationwide Financial	Bill Jackson, VP, Nationwide Financial Sales Center	Columbus	OH

Best Sales Team

Genesys Conferencing, Inc.	Genesys Corporate Sales Team: Success In The Face Of Adversity	Highlands Ranch	CO
T-Mobile	T-Mobile Direct Sales National Strategic Accounts Team	Bellevue	WA

Best Sales Organization

John Laing Homes	The John Laing Sales Advantage	Newport Beach	CA
Lionbridge Technologies, Inc.	Lionbridge Technologies' Worldwide Sales Organization	Waltham	MA
Marriott Vacation Ownership, Inc	Marriott Vacation Club International...A Great Place To Work	Orlando	FL
Microchip Technology	Microchip Technology Sales Organization	Chandler	AZ
Nextel Communications	Nextel Communications Sales Organization	Reston	VA
Universal Music Group	Universal Music and Video Distribution	Universal City	CA

MARKETING

Best Marketer

I-many	Lane Butler, VP-Marketing: Developing a Demand-Driven Marketing Organization	Portland	ME
Tibersoft	John Wall, Director of Marketing	Westborough	MA

Best Marketing Executive

Countrywide Financial Corporation	Andrew S. Bielanski, Managing Director, Marketing	Calabasas	CA
Harrah's Entertainment Inc.	Richard Mirman, Chief Marketing Officer	Las Vegas	NV
KB Home	Wendy Marlett, KB Home SVP Marketing	Los Angeles	CA
NYU School of Continuing and Professional Studies	Dorothy Durkin, Associate Dean, Strategic Marketing and Communications	New York	NY
Pharmacia Corporation	Carrie Cox, Executive Vice President and President, Global Prescription Pharmaceutical Business, Pharmacia Corporation	Peapack	NJ

Best Marketing Team

BDS Marketing, Inc.	BDS "Team Motorola" — Retail Services Team	Irvine	CA
FedEx Corporation	fedex.com InSight/Tracking Product Marketing Team	Collierville	TN
I-many	Developing a Demand-Driven Marketing Team	Portland	ME





— **9:30 a.m.**
*Receive reminder
for six-month
follow-up call with
potential client.*

— **9:35 a.m.** *Log in to Hoover's Pro
Plus account. Research
prospect.*

— **9:40 a.m.** *Read new VP's bio.*

— **9:45 a.m.** *Impress contact with extensive
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— **12:15 p.m.** *Win business over lunch. Look like hero.*

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2003 Finalists — *Continued*

MARKETING — *Continued*

Best Marketing Organization

ASSA ABLOY Identification Technology Group (ITG)	ASSA ABLOY ITG Marketing Organization	Irvine	CA
Cognizant Technology Solutions	Cognizant Technology Solutions, Marketing Team	Teaneck	NJ
Harrah's Entertainment Inc.	Harrah's Marketing Organization	Las Vegas	NV
KeyBank	KeyBank's Empowered Marketing Team	Cleveland	OH
Spirit Airlines	Airline Team Comes Together for September 11th Anniversary	Miramar	FL

CUSTOMER SERVICE

Best Customer Service Team

PHH Arval	PHH Arval's Business Activation Team	Hunt Valley	MD
Vignette Corp.	Vignette Corp's Enterprise Account Management Program	Austin	TX

Best Customer Service Organization

APS	APS E-Care Team	Phoenix	AZ
Catalyst International, Inc.	Catalyst International Customer Service Organization	Milwaukee	WI
IntraLinks	IntraLinks Customer Care	New York	NY
PBD Worldwide Fulfillment Services	PBD Worldwide Fulfillment Services: The Fulfillment Company with a Big Heart!	Alpharetta	GA
SAVVIS Communications	SAVVIS Communications Customer Service Organization	Herndon	VA
Timberline Software Corporation	Timberline Client Services Department	Beaverton	OR
Washington Speakers Bureau	Washington Speakers Bureau, Event Coordinating Dept.	Alexandria	VA

PRODUCT DEVELOPMENT

Best Product Development or Engineering Executive

Applied LNG Technologies USA	Ken Kelley, Chief Executive Officer	Amarillo	TX
cs enlign	Christopher Miller, cs enlign Chief Technology Officer	Munhall	PA
Joseph's Lite Cookies	Lawrence Semprevivo, Founder	Deming	NM
Worldspan	Sue Powers, Senior Vice President Worldwide Product Solutions and CIO	Atlanta	GA

Best Product Development Team

Alcoa, Inc	Alcoa — Release Non-Stick Foil Product Development Team	Richmond	VA
Ariba, Inc.	Ariba R&D Team Overcomes Down Economy with Best Ever Year for Product Development	Sunnyvale	CA
FedEx Corporation	FedEx Global Trade Manager Product Development Team	Collierville	TN
McLeodUSA Incorporated	McLeodUSA's Preferred Advantage Enhanced Toll Free Service Development Team	Cedar Rapids	IA
Xerox Corporation	Xerox Corporation's Industrial Design/Human Interface Team	Rochester	NY

Best Product Development Organization

Burger King Corporation	Burger King Product Development Organization	Miami	FL
PACCAR	Technology Research Center, PACCAR ITD	Bellevue	WA
Ultimate Software	Ultimate Software's Product Development Team	Weston	FL



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Inc.

THE MAGAZINE FOR GROWING COMPANIES

GROUNDBREAKER CHANGE-MAKER INFLUENCER RULE-BREAKER LEADER IDEA SEEKER

REWARD-DRIVEN RISK-TAKER CHANGE-MAKER EARLY ADOPTER



2003 Finalists — *Continued*

PRODUCT DEVELOPMENT — *Continued*

Best New Product or Service

Akonix Systems, Inc.	Akonix L7: Makes Public IM Safe, Secure and Manageable	San Diego	CA
Art Technology Group, Inc. (ATG)	ATG6: Commerce, Portal and Relationship Management	Cambridge	MA
Beyond DDB	Tattoo DDB	Chicago	IL
Burger King Corporation	Burger King Chicken WHOPPER Launch	Miami	FL
Centra Software	CentraOne Web Collaboration Powers the Real-time Enterprise	Lexington	MA
ConveneMachine(tm), Inc.	ConveneMachine(tm), Inc. — The Preferred On-Line Management Tool Provider	Minneapolis	MN
Danger, Inc.	Danger hiptop communicator	Palo Alto	CA
Delta Faucet Company	Delta Faucet Company's Monitor 1800 Series Jetted Shower XO	Indianapolis	IN
DOAR Communications Inc.	DOAR Digital Court Facility	Lynbrook	NY
Encorp Inc.	Encorp's Energy Management Center	Windsor	CO
MadWaves USA, Inc.	The MadPlayer from MadWaves	Needham	MA
MarketResearch.com	MarketResearch.com Customer Care Module	New York	NY
Open Harbor, Inc.	Global Trade.....Redefined	San Carlos	CA
Peppercom	Sales Positioning: Understanding What	New York	NY
Shareholder.com	Shareholder.com Puts the Fair in Fair Disclosure	Maynard	MA
Siemens Enterprise Networks	Siemens Enterprise Networks HiPath CorporateConnect	San Jose	CA
Socketware	Accucast version 3	Atlanta	GA
Stellent	Stellent Content Management 6.0	Eden Prairie	MN
ViewSonic Corporation	ViewSonic's airpanel V150 Smart Display	Walnut	CA
Walker Information	Walker SmartLoyalty System	Indianapolis	IN
WebEx	WebEx Meeting Center for Web Meetings	San Jose	CA
Xerox Corporation	Xerox DocuColor iGen3 Digital Production Press	Fairport	NY

BEST FINANCE EXECUTIVE

Bauer Built, Inc.	Larry Weber, CPA, Executive Vice President/CFO	Durand	WI
Healthcare Communications Group	Jeanne F. Beytin, COO	El Segundo	CA
Inforte	Nick Padgett, CFO	Chicago	IL
Massey Energy Company	Donald L. Blankenship, CPA — Chairman/President/CEO	Richmond	VA
Nextel Communications	Paul Saleh, Nextel Executive Vice President and CFO	Reston	VA

BEST EXECUTIVE

ADC	Richard R. Roscitt, Chairman and CEO	Eden Prairie	MN
Allergan, Inc.	David E. I. Pyott, Chairman of the Board, President and CEO	Irvine	CA
Alliance	Jarrold C. Moses, CEO	New York	NY
AMICAS, Inc.	Hamid Tabatabaie, President and CEO, AMICAS, Inc.	Boston	MA
Ask Jeeves, Inc.	Steve Berkowitz, President of Ask Jeeves Web Properties	Emeryville	CA
Atlantic.Net	Manoj "Marty" Puranik, President & CEO	Gainesville	FL
BET	Debra Lee, President & COO	Washington	DC
CACI, International	Jack London, Chairman, President and CEO	Arlington	VA
CCBN	Rob Adler, President	Boston	MA
Countrywide Financial Corporation	Stanford L. Kurland, Executive Managing Director and Chief Operating Officer, Countrywide Financial Corporation and President of Countrywide Home Loans	Calabasas	CA
Devon Energy Corporation	J. Larry Nichols, Chairman, President and Chief Executive Officer	Oklahoma City	OK
DOAR Communications Inc.	Nicholas Croce, President	Lynbrook	NY
Energy East Corporation	Wes von Schack, Chairman, President and CEO of Energy East	Albany	NY



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2003 Finalists — *Continued*

BEST EXECUTIVE — *Continued*

Fannie Mae	Franklin D. Raines, Fannie Mae	Washington	DC
IBM	Carol Kovac, General Manager, IBM Life Sciences	Somers	NY
InSight Health Services Corp.	Steven T. Plochocki, President and Chief Executive Officer	Lake Forest	CA
Joseph's Lite Cookies	Joseph Semprevivo, CEO	Deming	NM
Lee Hecht Harrison	China Miner Gorman, President	Woodcliff Lake	NJ
Linkenheimer LLP CPA's & Advisors	R. John Jones, Managing Partner	Santa Rosa	CA
McLeodUSA Incorporated	Chris A. Davis, Chairman and Chief Executive Officer	Cedar Rapids	IA
Michael A. Pollack Real Estate Investments	Michael A. Pollack, President, Michael A. Pollack Real Estate Investments	Mesa	AZ
Nextel Communications	Tim Donahue, Nextel President and CEO	Reston	VA
NII Holdings, Inc.	Steven Shindler, Chief Executive Officer	Reston	VA
Pharmacia Corporation	Fred Hassan, Chairman and Chief Executive Officer	Peapack	NJ
ReView Video	Martin Karlin, CEO & CTO	Aurora	IL
SAVVIS Communications	Rob McCormick, Chairman & CEO, SAVVIS Communications	Herndon	VA
SFBC International	Dr. Lisa Krinsky, Chairman and President	Miami	FL
TechTarget	TechTarget CEO Greg Strakosch	Needham	MA
Turner South	David Rudolph, General Manager	Atlanta	GA
Universal Health Services	Alan B. Miller, President and CEO	King of Prussia	PA
ViewSonic Corporation	James Chu, Chairman and CEO, ViewSonic Corporation	Walnut	CA
YAS Broadband Ventures LLC	Rouzbeh Yassini, Founder & CEO	Andover	MA

COMPANY & OFFICE

Best Agency, Brokerage, or Satellite Office

Connect PR	Connect Public Relations	Provo	UT
Palio Communications	Palio Communications	Saratoga Springs	NY

Best Franchisee

Carlson Wagonlit Travel	Hewins Travel, a Carlson Wagonlit Travel Franchisee	Minneapolis	MN
Carlson Wagonlit Travel	WTS Travel, a Carlson Wagonlit Travel Franchisee	Minneapolis	MN

Most Innovative Company

American IronHorse Motorcycle Co.	American IronHorse Motorcycle Co.	Fort Worth	TX
Applera Corporation	Applied Biosystems Group	Foster City	CA
Career TEAM, LLC	Untraditional Training Methods in Workforce Development	Hamden	CT
Cognitive Concepts, Inc.	Cognitive Concepts, Inc.	Evanston	IL
Diversa Corporation	Discovery and Evolution of Therapeutic Antibodies	San Diego	CA
FPL Group	FPL Energy: The U.S. Leader in Wind Energy	Juno Beach	FL
Humana Inc.	MOCHA	Louisville	KY
Humanscale	Humanscale	New York	NY
Jagged Peak	Jagged Peak's EDGE	Clearwater	FL
Nighthawk Radiology Services	Team Nighthawk	Coeur D'Alene	ID
Oracle Corporation	Oracle—Most Innovative Company	Orlando	FL
Peterbilt Motors Denton Assembly Plant	Fully Robotic Paint Application	Denton	TX
PRISM Group, Inc.	PRISM Group, Inc.	Albuquerque	NM
Renditions, "Golf's Grand Slam Experience"	Renditions, Golf's Grand Slam Experience	Davidsonville	MD
The Outsource Group, LLC	The Outsource Group, LLC	Walnut Creek	CA
Unicru, Inc.	Leading a Quiet Revolution: Unicru, Inc.	Beaverton	OR
UPS	UPS Worldport—Four Million Square Feet of Innovation	Atlanta	GA
Valassis	Valassis	Livonia	MI





2003 Finalists — *Continued*

COMPANY & OFFICE — *Continued*

Best New Company

ACTAS INTERNATIONAL, INC.
Fine Living

ACTAS INTERNATIONAL, INC.
Fine Living

Tampa FL
Los Angeles CA

Best Business Turnaround

Borland Software Corporation
CCC Information Services Group, Inc.
Demantra
Electronic Consulting Services Inc. (ECS)
Hologic, Inc.
InSight Health Services Corp.
PacifiCare
PRIMUS Telecommunications
Group, Incorporated
Respironics, Inc.

Borland Software Corporation
CCC Accelerates Financial Growth in 2002
Demantra: Demanding Success in an Uncertain Environment
ECS, Inc.
Hologic: Best Business Turnaround
InSight Health Services Corp.
PacifiCare Health Systems
PRIMUS Telecommunications' Three-Pronged Strategy To Survive
The Telecom Meltdown And Emerge As A Stronger Company
Breathing New Life into Respironics, Inc.: CEO Emphasizes
Selling of Solutions Rather than Devices
Waking A Sleepy Industry — Select Comfort Corporation
Up in a Down Economy!

Scotts Valley CA
Chicago IL
Cambridge MA
Reston VA
Bedford MA
Lake Forest CA
Cypress CA
McLean VA
New York NY
Minneapolis MN
Mankato MN

Select Comfort Corporation

Winland Electronics, Inc.

Waking A Sleepy Industry — Select Comfort Corporation
Up in a Down Economy!

Minneapolis MN
Mankato MN

Best Overall Company

Blue Nile Inc.
Boston Communications Group, Inc.
Electronics For Imaging
Family Heritage Life Insurance Company
of America
Fannie Mae
GE Ion Track
KB Home
L. Robert Kimball & Associates
LinkShare Corporation
National Gypsum Company
Octagon Research Solutions, Inc
PACCAR Inc
PIBH
R.R. Donnelley
Raindance Communications
Shamrock Environmental Corporation
Stout Risius Ross
Ultratech Stepper, Inc.
Wisdom Adhesives
WRQ

Blue Nile Inc.
Boston Communications Group, Inc.
Electronics For Imaging
Family Heritage Life Insurance Company of America
Fannie Mae
GE Ion Track, Inc.
KB Home Best Overall Company
L. Robert Kimball & Associates: To Be the Best
LinkShare Corporation
National Gypsum Company
Octagon Research Solutions, Inc
PACCAR Inc — "Building On Strength"
The PIBH Corporation
Leadership Through the Pursuit of Excellence — R.R. Donnelley
Raindance Communications
Shamrock Environmental Corporation
Stout Risius Ross, Inc.
Ultratech Stepper, Inc.
Wisdom Adhesives
WRQ: Access. Integrate. Transform.

Seattle WA
Woburn MA
Foster City CA
Cleveland OH
Washington DC
Wilmington MA
Los Angeles CA
Ebensburg PA
New York NY
Charlotte NC
King of Prussia PA
Bellevue WA
Harrisburg PA
Chicago IL
Louisville CO
Greensboro NC
Southfield MI
San Jose CA
Franklin Park IL
Seattle WA





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BUSINESS AWARDSSM

Credits

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Ticketing: Kevin Gallagher

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