

BY: JENNIFER REINGOLD

With assistance from crack governance specialists Glass, Lewis & Co. LLC, we've chosen Circuit City's W. Alan McCollough as this month's candidate to power down.

Circuit City Stores

CEO: W. Alan McCollough **Tenure:** 5 years

Five-Year Record

Total Shareholder Return*: -50.4%

Peer Index Return*: 12.8%

S&P 500 Index Return*: -15.6%

Total CEO Pay*: \$12.2 million

McCollough charged up investors early in fiscal 2004 by revamping Circuit City's Web site and relocating some poor-performing stores, prompting the retailer's shares to rally. Then he watched Best Buy eat his lunch (and dinner) with better real estate and more-loyal customers. In January, Circuit City's stock dropped 8% on news of lousy same-store December sales. Now 26 out of 30 analysts surveyed by Thomson First Call rate it a hold or worse.

*Data from Glass, Lewis & Co. and FactSet Research Systems for five years ending January 5, 2005.

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JENNIFER REINGOLD

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