

ONLINE BUSINESS DATABASES

EXPANDING YOUR SCOPE OF TARGET COMPANIES

Business databases are an excellent way to expand your field of companies to explore, as well as to research companies. Area libraries, including the Billington Library on the Johnson County Community College campus, have hard copies, as well as online business databases.

TO ACCESS THE ONLINE BUSINESS DATABASES AT JCCC - Computers in the Community Career Resource Center, 229CC, are available M&W from 8am-5pm and F from 8am-2pm, and may be used to access the JCCC online databases, as well as the Internet. JCCC provides on-site access to the Sorkins Directory, as well as other directories. JCCC does not subscribe to ReferenceUSA.

TO ACCESS THE ONLINE BUSINESS DATABASES THROUGH THE JOHNSON COUNTY LIBRARY - A valid Johnson County library card with a Personal Identification Number (PIN) is required. State or county residency is not a determining factor in obtaining a JC library card. JC Library provides off-site access to ReferenceUSA. The Central Resource Library is the only library branch in the Johnson County library system with the online Sorkins Directory. Sorkins Directory cannot be accessed off site.

ReferenceUSA

AVAILABLE ONLINE - OFF-SITE ACCESSIBILITY - CUSTOM SEARCH OPTION

To access ReferenceUSA online, follow these steps:

1. Go to **www.jocolibrary.org**.
2. Click on **Research**.
3. Click on the 'Popular Databases' drop down menu and select **ReferenceUSA**.
4. Enter your **Johnson County Library card number and PIN**.
5. Click **Authenticate**.
6. Under Reference USA Databases, click on **U.S. Businesses**.
7. To enter search and sorting criteria, click on **Custom Search**.
8. Select the desired criteria categories and click on **Create Search Form**.
9. Enter the specific criteria you want to use and click on **Search Now**.

Searches may be done using a number of criteria such as: industry, zip code, area code, number of employees, company name, sales volume, county, state, SIC Code, etc. Information displayed includes such things as: address, phone number, web site, annual sales, number of employees, credit rating, year established, parent company, Fortune 1000 ranking, and more.

SORKINS DIRECTORY

The Sorkins Directory database is only accessible onsite on JCCC campus. To access Sorkins Directory online, follow these steps:

1. Go to **http://library.jccc.edu**.
2. Under the Resources section, click on **Databases**.
3. Under the Find Databases section, click on the letter '**\$**'.
4. Click on **Sorkins Online**.
5. Click on **Combination**.
6. Enter the specific criteria you want to use and click on **Search**.

JCCC BILLINGTON LIBRARY

To find out databases available at Johnson County Community College, go to <http://library.jccc.net/> and click on databases.

Some databases are only available with a current ID card or available only to current faculty and staff. Some databases can be accessed onsite only while some are accessible off campus as well.

MANUFACTURING ONLINE DATABASE

Fellow jobclubber, Bob Mueller, forwarded this valuable online database on March 29, 2007

List of the Top US & International Manufacturing Companies

www.industryweek.com/research/iw1000/2006/IW06Enter.asp

SEARCH THE 2006 IW 1000: You can elect to see the entire database, or limit your search by selecting from the following search variables: Company Name • Location • Industry • IW 1000 Rank • Revenue Growth % • Total Revenues \$M

OTHER BUSINESS DIRECTORIES

DUN'S BUSINESS RANKINGS • www.dnb.com

Ranks top 8,000 businesses by sales and by number of employees for the whole U.S., each state, each industry, and according to type of ownership (public or private). Lists businesses' divisions cross-referenced with their headquarters. Also lists top executives.

HOOVER'S HANDBOOK OF AMERICAN BUSINESS • www.hoovers.com

Profiles 500 major companies, nonprofit organizations, and governmental units. Each entry gives brief history and current overview, brief financial information, names of officers, address of headquarters, telephone numbers, various rankings for the organization, and its competition.

AMERICA'S CORPORATE FAMILIES AND INTERNATIONAL AFFILIATES

Volume I covers more than 9,000 U.S. parent companies and their 45,000 domestic divisions and subsidiaries. Volume II lists 1,700 U.S. parent companies with over 13,000 Canadian or foreign subsidiaries and 2,500 parent companies with more than 6,000 U.S. subsidiaries.

DIRECTORY OF CORPORATE AFFILIATIONS

Shows "Who Owns Whom," listing about 4,000 American parent companies, with their divisions, subsidiaries, and affiliates. Also lists the parent companies along with their addresses, telephone numbers, SIC numbers, etc. Contains geographic index & SIC index and corporate personnel index.

DIRECTORY OF AMERICAN FIRMS OPERATING IN FOREIGN COUNTRIES

This work includes over 3,000 American companies that control more than 22,500 subsidiaries and affiliates in 122 foreign countries. Volume 1 lists American firms and in what countries they operate. Volumes 2 and 3 list foreign operations by country.

DIRECTORY OF FOREIGN FIRMS OPERATING IN THE UNITED STATES

Covers nearly 1,600 foreign firms & more than 2,500 businesses which they own in the U.S. Part One lists foreign firms by country. Part Two is an alphabetical listing of foreign firms. Part Three lists American affiliates. Entries include name, address, phone & fax, contact person & industry.

THE DIRECTORY OF U.S. CORPORATIONS

Reprint of "The Fortune 500" and "The Service 500" rankings, which also appear in Fortune Magazine each year (usually in April or May). Ranks firms by sales, profits, assets, stockholders' equity, etc.

MARKETING ECONOMICS KEY PLANTS

Covers 40,000 plants with 100+ employees. Volume 1 lists plants by SIC code number. Lists plants by state and county within nine regions. Entries give name, address, telephone number, SIC number, and number of employees.

MILLION DOLLAR DIRECTORY

For each of the approximately 160,000 companies listed gives officers and directors, products or services, SIC numbers, approximate sales & number of employees. Main listing is alphabetical, but other volumes list companies geographically & by SIC code number. Company must have a net worth of over \$500K to qualify for inclusion.

POLK'S BANK DIRECTORY: NORTH AMERICAN EDITION

Covers national, state, mutual savings, stock savings, private, and trust company banks. Banks and their branches are listed by state and city. Main entries list name, address, officers and directors, abbreviated statement of condition, telephone and fax numbers, locations of other offices and branches, and holding company name.

REFERENCE BOOK OF CORPORATE MANAGERMENTS

Covers officers & directors of more than 12,000 firms. Listing gives Dun's number, company name, address, SIC number, name of principal officers & directors, etc. First 3 volumes list firms in alphabetical order. Fourth volume gives firms by state & SIC #. Also has alphabetical listing of officers & executives.

STANDARD & POOR'S REGISTER OF CORPORATIONS, DIRECTORS, AND EXECUTIVES

Lists ~55,000 corporations w/ address, officers, stock exchange, annual sales, # of employees, description of principal products. Lists directors & executives. Divided into SIC code index, SIC code listing, geographic index, corp. family index, obituary section, new individual additions & new company additions.

THOMAS FOOD INDUSTRY REGISTER

Lists firms in supermarket chains, convenience stores, wholesalers/distributors, foodservice operators, brokers/manufacturing agents, importers, exporters, warehouses & transporters & manufacture food products & equipment. Lists names, address, phone & company officials, etc. for 45,000 US firms.

THOMAS REGISTER OF AMERICAN MANUFACTURES • <http://www2.thomasregister.com>

A comprehensive directory of American manufacturing firms. Primary listing is by product or service, then by state and city. Includes an alphabetical index of 145,000 companies, a listing of trade names, and a selection of 2,000 company catalogs.

AMERICAN MANUFACTURERS DIRECTORY

Listed are over 200,000 manufacturers (w/10+ employees) compiled from the Yellow Pages. Lists companies by city and state, and large companies by city. Listings give name, address, telephone number, employee size, executive name, SIC number, and sales volume.

WARD'S BUSINESS DIRECTORY OF PRIVATE AND PUBLIC COMPANIES

Covers 90,000 companies in the U.S. List firms alphabetically, giving name, address, telephone number, sales, number of employees, type of company, business description, zip code etc. Also includes 1,000 largest private firms, 1,000 largest public firms & 1,000 largest employers.

WORLDSCOPE FINANCIAL AND SERVICE COMPANY PROFILES

Explains how to find information about industries or companies, how to analyze international financial statements, and summarizes foreign accounting practices. It also gives country-wide and worldwide company rankings.

WORLDSCOPE INDUSTRIAL COMPANY PROFILES

Covers over 3,000 industrial companies from 24 countries.