

# Sample Searches

## ***Business & Company Resource Center Sample Searches***

[Business & Company Resource Center](#) brings together a wide variety of global business information, enabling users to efficiently research business case studies, competitive intelligence and career and investment opportunities.

### **Search 1:**

A caller from Los Angeles accessing *Business & Company Resource Center* through the Los Angeles Public Library would like to retrieve human resources-related companies in Los Angeles that had an annual revenue of more than \$100 million.

### **Solution:**

1. Open *Business & Company Resource Center* and go to the "Advanced Search" page.
2. Select "Company Profiles/Products" as the "Content Area."
3. Enter ">100000000" in the first box and select the "Sales/Revenue" index.
4. Enter "Los Angeles" in the second box and select the "City" index.
5. Search for NAICS codes related to human resources companies by using the Industry search page.
6. Enter "541611" in the third box and select the "NAICS Code" index.
7. Click on the "Search" button and you will retrieve two companies.

### **Search 2:**

A sales representative wants to do a demonstration search for a client considering purchasing *Business & Company Resource Center*. The potential customer wants to learn if *Business & Company Resource Center* will retrieve privately-held companies in Houston, Texas, that had annual revenues greater than \$150,000 and less than \$15,000,000.

### **Solution:**

1. Open *Business & Company Resource Center* and go into the "Advanced search" page.
2. Click on "Company Profiles/Products"
3. Enter "Houston" as the city name in the first box.
4. Enter "TX" as the "State/Country" in the second box.
5. Enter ">150000 and <15000000" and select the "Sales/Revenue" index for the third box.
6. Click on the "Search" button and more than 1,300 company profiles matching the above criteria are retrieved.

### **Search 3:**

A caller from the Egan Group using *Business & Company Resource Center* wants to know how to find companies in New York state that manufacture fasteners.

#### **Solution:**

1. Open *Business & Company Resource Center* and go to the "Industry" page.
2. Enter "fastener\*" in the "Enter Industry Description" entry box and click on the "Search Descriptions" button.
3. A SIC code and an NAICS code are retrieved:

SIC: 3965 - Fasteners, Buttons, Needles and Pins

NAICS: 339993 - Fastener, Button, Needle, and Pin Manufacturing

4. Enter the "Advanced Search" page and select the "Company Profiles/Products" index.
5. Enter the NAICS code in the first box and select the "NAICS Code" index.
6. Enter "NY" as "State/Country."
7. Click on the "Search" button and you will retrieve more than 20 companies that fit the desired description.

### **Search 4:**

A librarian from the Central Missouri University Library using *Business & Company Resource Center* wants to know how to retrieve food manufacturing market research reports.

#### **Solution:**

1. Enter *Business & Company Resource Center* and go to the "Industry" page.
2. Enter "food manufacturing" in the "Enter Industry Description:" box.
3. You will receive a list of NAICS codes dealing with various aspects food manufacturing.
4. Click on the "311 - Food Manufacturing" link and you will receive more than 100 market research reports.

### **Search 5:**

A *Business & Company Resource Center* user wants to find stock information for the Archer Daniels Midland company.

#### **Solution:**

1. Open *Business & Company Resource Center* and go to the "Company" search page.

2. Enter "Archer Daniels Midland" in the "Company Name or Ticker Symbol" box and click the "Search" button.
3. Click on the "Archer Daniels Midland Co. (ADM)" link to retrieve the parent company profile.
4. Click on the "Financials" tab to retrieve the stock information and history for this company.