

Companies International CD-ROM



Gain a clear picture of companies of all sizes around the world

Companies International is a powerful database containing contact and financial information on the world's major businesses, as well as crucial information on small to medium-sized firms actively engaged in international trade. This information is verified and updated semiannually from thousands of annual reports, 10K reports, letters and phone interviews.

Company profiles cover more than 118,000 public and privately held U.S. firms, as well as 20,000 companies in the Commonwealth of Independent States; more than 15,000 companies in Mexico and Canada; 10,000 Japanese firms; and thousands of companies from more than 180 nations around the world. Your patrons will also find updated and new member information on many of the nearly 300 world trade centers, as well as current entries and new listings of international research organizations.

Companies International gives you the facts you need up front

With *Companies International*, your patrons don't have to make any assumptions about the best companies, whom to contact within them or how they could affect their bottom line. With its financial and business information, your patrons have everything they need to:

- Analyze the competition — find information that enables them to quickly identify the leaders in each industry
- Prospect new clients — target prospective buyers, distributors and service companies in your geographic area or around the world (search by city, state, province, postal code, country or area code)
- Contact executives or consultants — target specific industries or world regions for networking and establishing potential trading partners. Entries include the name of key contacts along with an address and phone number
- Acquire new companies — evaluate the financial standing, size, sales/employees ratio, years in service and other key features of 300,000 companies
- Target companies for investment — by identifying companies that meet your revenue requirements

Concise and comprehensive

Company profiles covered in *Companies International* contain the following vital contact and financial information (when applicable):

- Company address, phone and fax
- Company type
- 4-digit SIC codes or international Harmonized Systems product codes
- Revenue and revenue type
- Number of employees
- Year founded
- Import/export information
- Stock Exchange
- Ticker symbol
- Officer names and titles
- Other valuable data

Windows™* format simplifies research

With *Companies International*, your patrons have a variety of search options from which to choose. Windows menus and onscreen prompts make it easy for first-time users to search and retrieve company information based on: company name; product or industry; location; fielded data or any combination of criteria.

“Although there are other CD-ROM company directories, Companies International stands out in its breadth of coverage.”

— JENNY E. UPMAN, LIBRARIAN, FOSTER SWIFT, COLLINS & SMITH

NEW RELEASE



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Take the guesswork out of global business decisions with *Companies International*

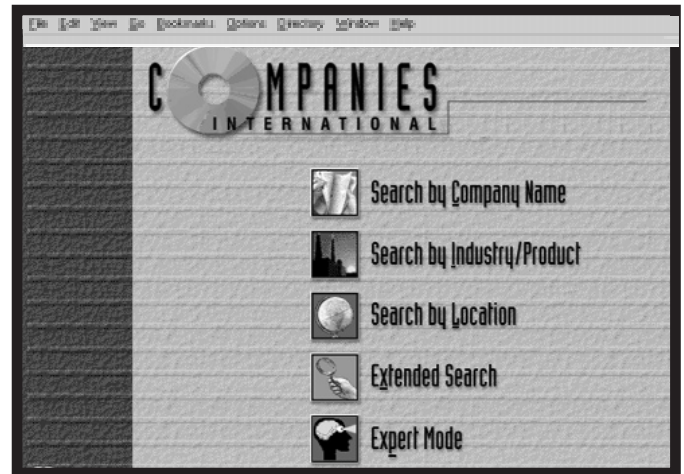
Special features

A special feature of *Companies International* is the exchange rate table, giving your patrons the ability to convert revenue figures from foreign currencies to U.S. dollars with a click of a button.

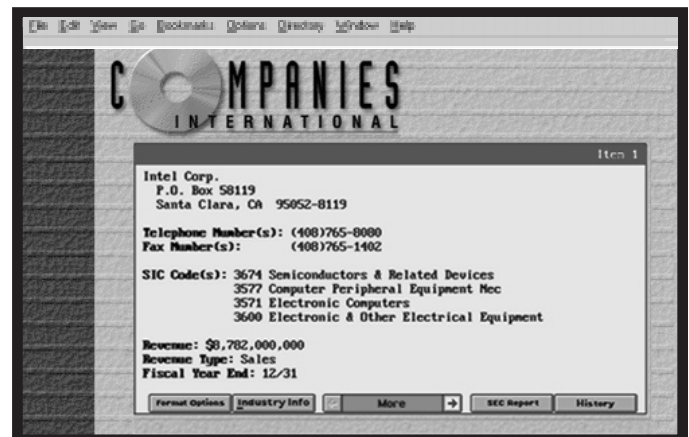
Companies International also offers the option of dividing the database for faster searching: you can select either the *Ward's Business Directory* or the *World Business Directory* database. You can select only the *Ward's* database for examining records that are from American companies, or choose the *World* database when targeting international companies.

Availability

Companies International is available in CD-ROM format. To further explore *Companies International*, go to www.galegroup.com. For additional product or pricing information, call your Gale Group Representative at 1-800-877-GALE.



▲ A wide range of search options offer flexibility in researching thousands of U.S. and international companies



▲ *Companies International* contains vital contact and financial information, including: Company name and phone number; annual revenue and revenue type; import/export information; officer names and titles; SIC Codes; and ticker symbol and stock exchange information are also provided for all companies listed

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Call your Gale Group Representative for more information: 1-800-877-GALE

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