

American Yellow Pages

The American Yellow Pages CD-ROM contains virtually every yellow page listing in the U.S. It allows you to quickly locate a business anywhere in the US, and you can also search through a Yellow Page Heading within a [City](#) , [State](#) , [County](#) , or [ZIP Code](#) . You will see how easy it is to obtain a specific list of companies from the database of 10 Million U.S. businesses that are contained on the CD-ROM.

After you locate the desired companies, you can download or print the company information. The following topics will help you navigate through the program. We recommend reading [Entering Search Criteria](#) to learn how to begin.

For additional help, click on these topics:

[Connecting to American Business Lists Online](#)
[Other Services Available](#)
[Registering and Reordering](#)
[Setting Options](#)
[Exiting American Yellow Pages](#)
[Help on a Specific Item](#)

If you have a question about any feature on the screen, select the Help Button and move the question mark to the area in question. Then click the left button on the mouse. Help will appear.

For Help on Help, Press F1.

How to Search in the Total US

The program will automatically search the entire US for a particular company name, if no geography is specified. Just select the Enter key or click on the Search button.

A total US search is not available when searching Yellow Page Headings or SIC Codes.

HINT: Click on the Industry Counts button to obtain an estimate of the number of businesses for any Yellow Page category. You will see how they are distributed by state. Use this handy feature to look for concentrations of businesses before actually initiating your searches!

Company Profile



Each record in the database contains a company profile consisting of: Company Name, the complete address, telephone number and fax number, the Standard Industrial Classifications of the company, the size of the ad that they displayed in the yellow pages, and the number of years that they have been in the yellow pages.

The Size of Ad Codes are as follows:

A = Regular Listing

B = Bold Face Listing

C = In-column Advertisement

D = Display Advertisement

[Printing Selections](#)

[Dial](#)

[Voice](#)

[View First Record](#)

[View Next Record](#)

[View Previous Record](#)

[View Last Record](#)

[Go To Record](#)

Entering Search Criteria

It is easy to search our database of 10 Million U.S. businesses.

The basics are:

- Enter a **Yellow Page Heading** or a **Company Name**.
- If you enter a **Company Name**, you can search the total US by pressing Enter or selecting the Search button. You also can designate a geography to narrow your search.
- If you enter a **Yellow Page Heading**, you must also specify either a state, county, city or ZIP Code before a search begins.



Once your search criteria is entered, select the Search button (binoculars). You will then see a list of companies that match your selected criteria.

To learn how to select a Yellow Page Heading, click on:

[How to Search on a Yellow Page Heading](#)

To select a particular geography, click on:

[How to Search in a State](#)

[How to Search in a City](#)

[How to Search in a County](#)

[How to Search in a ZIP Code](#)

[How to Search in the Total US](#)

To select a particular company, click on:

[How to Search for a Particular Company](#)

For additional help, click on these topics:

[Displaying Search Results](#)

[Clearing Search Criteria](#)

[Company Profile](#)

[Downloading Selections](#)

[Printing Selections](#)

[U.S. Industry Counts](#)

Yellow Page Heading

Yellow Page Heading:

To select a Yellow Page Heading, click on the Yellow Page Heading arrow button. This will take you to a scrolling list of Yellow Page Headings. These headings are the same categories used for the Standard Industrial Classification, with additional classification for franchises, brands and specialities.

Begin typing the Yellow Page selection and the cursor will take you to the matching, or closest matching category. If you want to see if there are any other Yellow Page Headings with the same word, click on the Next Match button. For instance, if you type the word Computer, the cursor will scroll to Computer Hardware, but there are other occurrences of the word Computer. You can click Next Match to see them.

You may also search the Yellow Page Heading list by typing in a numeric SIC Code.

Highlight the Yellow Page Heading you want to search, and click on Select. This will take you back to the Main Window, and your selection will appear in the Yellow Page Heading input field. Before beginning a search on your selection, you must also enter either a state, city, county or ZIP Code (see below).

To further narrow your search geographically, select the following:

[How to Search in a State](#)

[How to Search in a City](#)

[How to Search in a County](#)

[How to Search in a ZIP Code](#)

[How to Search in the Total US](#)

State Selection

State:

To select a state in which to search, click on the State arrow button. A scrolling list of state abbreviations will appear. Type the abbreviation of the state you want to select. Click OK to select it.

[State Abbreviations](#)

City Selection

City:

To select a city in which to search, first select a state and then click on the city arrow button. A scrolling list of all the cities in the US will appear. You may type in the name of the city and the cursor will highlight that city, or the closest match. Highlight the city you wish to search and click on Select. The city name will appear in the city input field.

[How to Search in a State](#)

County Selection

County:

To select a county in which to search, first select at state and then click on the county arrow button. A scrolling list of all counties in the US will appear. You may type in the name of the county and the cursor will highlight that county, or the closest match. Highlight the county you wish to search and click on Select. The county name will appear in the county input field.

[How to Search in a State](#)

ZIP Code Selection

ZIP Code:

To search in a particular ZIP Code, click on the ZIP Code arrow button. A scrolling list of all ZIP Codes in the US will appear. Type a ZIP Code and click on Select. The ZIP Code will appear in the ZIP Code input field.

Company Name Selection

Company Name:

To search for a particular company, type the name of the company and select Search. This will search the entire US for that company name. If you want to narrow the geography of the search, select a [city](#) , [state](#) , [county](#) , or [ZIP Code](#) .

If you are not sure of the spelling of the company, you may use the wildcard character (*). Enter at least two characters before the wildcard. For instance, you may type ALB* Grill to find Albuquerque Grill.

If you want to view a list of companies that are similar to your selection, you may use the (?) character. Type ALB? Grill and a list of all companies that have ALB... Grill in their name will appear. You can select a record from that list.

HINTS:

- (1) Searches involving * and ? characters are much slower than whole word searches.
- (2) Avoid searching the following common word and phrases: INC, INCORPORATED, CO, COMPANY, CORP, CORPORATION. Not only do they take longer to find, but the the company youre looking for may be listed differently than you imagined.
- (3) Larger companies may be listed in our database as sub-categories of a broader Yellow Page category. Example: Searching the Yellow Page category Department Stores -- Target might be faster than a name search for Target.

[How to Search in a State](#)

[How to Search in a City](#)

[How to Search in a County](#)

[How to Search in a ZIP Code](#)

[How to Search in the Total US](#)

Displaying Search Results



Once your search criteria is entered, select the Search button (binoculars). You will then see a list of companies that match your selected criteria.

Summary Dialog



The list that appears after you select the Binoculars is a summary list of businesses that match the criteria you preferenced. To see the complete address and phone number, select the Magnifying Glass.

[Viewing the Details](#)

[Tagging Records](#)

[Printing Selections](#)

[Downloading Selections](#)

Details



Click on the Magnifying Glass to view the detailed record information.

Tagging Records



Highlight the record you want to tag for printing or downloading. Select the Tag Button, and a check will appear to the left of the record. If you want to untag a record, click on the Tag Button again and the check will disappear.

Printing Selections



You may print up to 100 tagged records at one time. Tag the records by using the Tag command button. And then select Print.

If you are viewing the business details, you can print that individual record by selecting the Print button.

You may want to check your Printer Setup in the Options Menu before you begin printing.

Downloading Selections



You may download up to 100 tagged records at one time. Tag the records by using the Tag Command button. And then select Download.

You will be able to choose a downloading option and a file name.

View First Record

  Record: of 2000  



To go to the first record in the list, click on the First Record button.

View Next Record

  Record: of 2000  



To view the next record in the list, click the Next Record button.

Go To Record



A horizontal navigation control bar with a grey background. On the left, there are two left-pointing arrow buttons. In the center, the text "Record: 1" is displayed next to a small white input field containing the number "1". To the right of the input field, the text "of 2000" is displayed. On the far right, there are two right-pointing arrow buttons.

To go to a particular record, enter the record number in the data control and then press the tab key.

View Previous Record

  Record: of 2000  



To view the previous record in the list, click on the Previous Record button.

View Last Record

  Record: of 2000  



To view the last record in the list, click on the Last Record button.

Close



Click on this button to close the window.

Clear Button



If you want to erase the current selections, simply click on the Clear Button.

Setup Options



To set up your modem, add more inquiries, select the voice option, etc., select this button.

Options Dialog

Select one of the topics below to learn about a specific option:

[Setting Up the Modem](#)

[Reordering](#)

[Registration](#)

[Print Setup](#)

[Voice Options](#)

[Hints](#)

[Tool Tips](#)

Setting Up the Modem



Select the Options command button to set the modem options.

[Modem Command](#)
[Long Distance Code](#)
[Local Area Code](#)
[Dialing Method](#)
[Modem Port](#)
[Baud Rate](#)

Modem Command

If you have a Hayes compatible modem, you will not need to change the default command. If you work in an office, and need to dial 9 to access an outside line, enter 9 then comma, before the \A\P that is already there. The comma causes a slight delay after the '9' is dialed.

Example: 9,\A\P

Long Distance Code

If you operate in an office where it is necessary to supply an authorization code after dialing a long distance number, this number should be entered in the Long Distance Code box. The computer will dial this long distance code for you.

Local Area Code

Specify the area code you will be calling from. This helps the American Yellow Pages to determine whether a long distance call is being made.

Dialing Method

Choose Tone or Pulse dialing (Tone is much more common).

Modem Port

Specify the communications port your modem is on. Normally, external modems are on COM1 and internal modems are on COM2.

Baud Rate

Specify the baud rate at which your modem operates. Consult your owners manual if you are not sure.

Reordering

If you want to reorder more inquiries, select the Add Inquiries button in the Options Menu. Select the number of inquiries you want to add, and then dial the ABI number that is on the screen.

A customer service representative will ask for the code listed on your screen, and will take your credit card number. He/she will return a code to you that you will enter in the input box. Select the Purchase button, and the number of inquiries you have selected will be added to your inquiry count.

Registration

To use American Yellow Pages -- on CD-ROM, you will need to register with American Business Information. If you want to wait to register, the program will run for seven days after the date of installation, but then will become inoperable until you register.

To register, first enter in the 8 digit serial number that is found on the cover of the CD or in the middle of the CD-ROM disc. When you enter that number, your code number will appear. Then dial 1-800-309-5030. This will connect you to our automated registration system.

At the voice prompt, enter in the your code number. You will hear a response code. Enter that response code in the section that says Response Code. Then click on the Register button. You will then be registered with us, and you can begin to use the American Yellow Pages.

Please also leave your name, address and phone number when asked on the automated registration. Providing us with this information will facilitate our future service to you.

Dial



If you want to automatically dial the number, click on this button.

Local / Long Distance

Is this phone number local or long distance?

Voice Options

You may select a female, male, or silent voice options.

Language Options

You may select the Spanish, French or English version of this product.

Hints

You may have hints appear throughout the product. These hints will help you to navigate through the product.

If you want to have the hints appear, simply click on the box beside Hints Enabled. An X will appear in the box. If you do not want the hints, click on the box again and the X will disappear.

Tool Tips

You may have tool tips appear throughout the product. These tool tips will appear when your cursor is on a command button or input box. It will tell you what the button or input box does.

If you want to have the tool tips appear, simply click on the box beside Tool Tips Enabled. An X will appear in the box. If you do not want the tool tips, click on the box again and the X will disappear.

Print Setup

Specify the printer where you want to print, the page orientation, and the paper size and source.

US Industry Counts



To see the number of businesses associated with a particular SIC Code, for every state in the US, select this button.

US Industry Counts Window



These are the number of businesses for the selected SIC Code, per state.

Connecting to American Business Lists Online



American Business Lists Online offers many different services, such as:

COMPANY PROFILES: Obtain detailed background information on a business such as name of owner or CEO, number of employees, estimated sales volume, line of business, ABI credit rating code, and more.

BUSINESS CREDIT REPORTS: Receive in-depth background information about a company, their payment history, and potential public filings. The TRW Business Credit Reports are an affordable way to get credit information on a business...with no contacts or hassles!

BIG BUSINESS & PUBLICLY TRADED BUSINESSES: Access over 150,000 business records that represent over 80% of the total commercial and industrial buying power in the U.S.

GROWING BUSINESSES: Quickly identify over 220,000 businesses that have experienced an employee growth rate of at least 10% in the past year. These businesses can be eager prospects for your products and services.

SMALL BUSINESS OWNERS: Target the small business decision makers. They sign the checks and authorize the purchases. This file of 3.8 million businesses are made up of companies with fewer than 100 employees.

[American Business Lists -- Online Registration](#)

American Business Lists -- Online Registration



To register on American Business Lists Online, dial 1-402-593-4593 to get a account number and password. Enter this information in the appropriate boxes, and select the OK button.

[Online Services](#)

Online Services

To connect to Online Services, follow these instructions:

Select the [CONNECT](#) button to begin dialing the Online service. Once connected, the Online service will ask you to log-in by entering your account number and password.

Once logged-in, you may begin performing searches on businesses using a wide range of search criteria. After selecting a group of records, you may download the records to your PC by selecting the [RECEIVE](#) button.

[Setting Up the Modem](#)

Connecting to Online



To connect to on Online service, click on the Connect button.

Disconnecting from Online



To disconnect from on Online service, click on the Disconnect and Hang-Up button.

Receiving Data from Online



Once you have made an Online search selection and are ready to receive records, select the RECEIVE button to initiate a file transfer. You will then be asked to select one of the following receive methods: X-Modem, Y-Modem, or ASCII Capture and to establish a file name for the download.

NOTE: While X-Modem and Y-Modem downloads will complete automatically, it is up to you to stop an ASCII Capture by selecting the RECEIVE OFF button.

Exit



Click on this button to exit the program.

Help



You can access help for a particular item by pressing Shift-F1 and then clicking on the item you want help on, or by clicking on the Help button.

State Abbreviations



States:

ALABAMA	AL	HAWAII	HI
ALASKA	AK	IDAHO	ID
ARIZONA	AZ	ILLINOIS	IL
ARKANSAS	AR	INDIANA	IN
COLORADO	CO	KANSAS	KS
CONNECTICUT	CT	KENTUCKY	KY
DELAWARE	DE	LOUISIANA	LA
DIST COLUMBIA	DC	MAINE	ME
FLORIDA	FL	MARYLAND	MD
GEORGIA	GA	MASSACHUSETTS	MA
MICHIGAN	MI	OREGON	OR
MINNESOTA	MN	PENNSYLVANIA	PA
MISSISSIPPI	MS	RHODE ISLAND	RI
MISSOURI	MO	SOUTH CAROLINA	SC
MONTANA	MT	SOUTH DAKOTA	SD
NEBRASKA	NE	TENNESSEE	TN
NEVADA	NV	TEXAS	TX
NEW HAMPSHIRE	NH	UTAH	UT
NEW JERSEY	NJ	VERMONT	VT
NEW MEXICO	NM	VIRGINIA	VA
NEW YORK	NY	WASHINGTON	WA
NORTH CAROLINA	NC	WEST VIRGINIA	WV
NORTH DAKOTA	ND	WISCONSIN	WI
OHIO	OH	WYOMING	WY
OKLAHOMA	OK		

Voice



To hear the telephone number again, click on the Voice button.

List Selection Dialog

To make a selection, begin typing and you will see the list scroll to the letters or numbers you have typed. Highlight the selection and click on OK.

If you want to view other entries that contain the word or words you have typed, click on the Next Match button or press the F5 function key.

If you want to clear the previous selection, click on the Clear button.

Download Options

You may download up to 100 records at a time. Type in the location where you want the records to be downloaded in the File Name box.

You may download in Comma Delimited, Fixed Length, or Tab Delimited.

Other Services Available



American Business Information, Inc. compiles and maintains a comprehensive database of information on over 10 million businesses. The database is derived from Yellow Page telephone directories and many other sources, and is telephone-verified to insure accuracy. As a matter of fact, we make over 14 MILLION TELEPHONE CALLS each year! The database includes contact names, SIC Codes, number of employees, sales volume, and other vital marketing information.

We offer a wide range of marketing and reference services based on our business database. The menu below will provide information on our services in an "electronic catalog" format.

[Other CD-ROM Products](#)

[Custom List Products](#)

[State Business Directories](#)

[U.S. Business Directories](#)

[Special Business Directories](#)

[American Business Lists -- Online](#)

[InfoAccess](#)

Other CD-ROM Products

From this comprehensive database, ABI has developed several CD-ROM products that match the particular needs of businesses and consumers. The CD-ROM technology allows the consumer to have access to our database information, right at their fingertips. Select from one of the help topics below for information on a specific product.

[American Yellow Pages -- on CD-ROM](#)

[11 Million Businesses Phone Book -- on CD-ROM](#)

[70 Million Households Phone Book](#)

[9-Digit ZIP Code Directory](#)

[Health & Medical Industry Directory](#)

[Business America -- on CD-ROM](#)

American Yellow Pages -- on CD-ROM

5,000 Telephone Directories - 10 Million U.S. Businesses

It's the one source reference directory you need for business information. Ideal for:

- Sales People -- Looking for leads
- Fund-raisers -- Seeking potential donors
- Job Seekers -- Looking for employers
- Business Owners - Searching for new customers
- Marketing People -- Needing to do research and analysis
- Consumers -- Searching for hard to find companies

Search By:

Type of Business -- using Yellow Page Heading OR SIC Code. Search by City, State, County, or ZIP Code.

Company Name -- even if you don't know where they're located; by City, State, County, ZIP Code, or total U.S.

Now there's a single source for information on any business in the U.S. The American Yellow Pages -- on CD-ROM is the ultimate desktop business reference tool. You can call up a complete company profile which includes: **Company Name, Complete Address, Telephone Number, SIC Code and Yellow Page Descriptions and Franchise/Specialty Information.** Up to 100 profiles can be selected at a time for printing and downloading. It even dials the phone numbers for you!

The information comes from American Business Information, Inc.'s exclusive database -- which is compiled from more than 5,000 Yellow Page Directories and a host of other information sources. We also make more than **14 million phone calls** each year to ensure its accuracy. The result is the most accurate Business Directory available today on CD-ROM.

Only \$149. Please call (402) 593-4595 to order today.

11 Million Businesses Phone Book -- on CD-ROM

Get instant answers to your questions when directory assistance can't help.

- * How many "Holiday Inns" are in Minnesota?
- * What is the phone number for the "Golden Gate Bar and Grill?"
- * What business is using the number (913) 791-7000?
- * Is there a Pizza Hut in ZIP Code 50010?

Search By:

Company Name Across the entire U.S. or narrow the search by City, State or ZIP Code.

Phone Number Enter a phone number and find the company's name instantly!

It's an electronic phone book with virtually every business in the U.S. and Canada on one CD-ROM. Why pay \$.75 or more a call for directory assistance? This desktop reference tool gives you access to phone numbers in seconds, even when the operator can't help. It even dials the phone number for you!

The information comes from American Business Information, Inc.'s exclusive database -- which is compiled from more than 5,000 Yellow Page Directories and a host of other information sources. We also make more than **14 million phone calls** each year to ensure its accuracy. The result is the most accurate CD-ROM phone directory available today.

MS-DOS/Windows Versions included.

Order the 11 MILLION BUSINESSES PHONE BOOK for only \$49 by calling 402-593-4595!

70 Million Households Phone Book

Use this CD-ROM to answer these questions:

- * What's the phone number for a long lost friend or relative? Imagine asking the operator to help find Cousin Millie "somewhere in Wyoming"
- * Find "deadbeats" who owe you money or child support.
- * Help plan a family reunion or track your family tree.
- * Even update your own phone directory ... the possibilities are endless!

Search By:

- Name -- And state, and narrow search further with ZIP or city within state.
- Phone Number -- enter a phone number and up pops the person's name.

The ultimate CD-ROM for your PC ... virtually every listed residential phone number in the U.S. Stop wasting time and money on Directory Assistance. This desktop reference tool gives you access to the phone numbers you need in seconds, at a fraction of the cost!

This national residential directory is the most comprehensive and accurate you can buy. The information is compiled from thousands of telephone directories, then verified using a host of public information sources. The result is a directory with an accuracy rate that is far higher than any other CD-ROM phone book. Not only will you save on directory assistance charges, you'll have capabilities the operator simply can't provide.

MS-DOS/Windows Versions included.

Order the 70 MILLION HOUSEHOLDS PHONE BOOK for only \$69 by calling 402-593-4595!

9-Digit ZIP Code Directory

More than 25 Million ZIP Codes!

Look at what this directory can help you find:

- * What is the ZIP Code for 205 Main Street in Ames, Iowa?
- * How many 5-digit ZIP Codes are in Bridgeport, Connecticut?
- * Is 80521 a valid ZIP Code for Fort Collins, Colorado?
- * What is the ZIP Code for Hope, Arkansas?

Search by:

Address -- Just type in the address and find the 9-digit ZIP Code in seconds.

City & State -- Enter a city or state and find the 3 or 5-Digit ZIP Code/Codes instantly.

ZIP Code -- Type in the ZIP Code to find the city and state.

This CD-ROM lets you access any 9-Digit ZIP Code in the United States. There's no need for bulky print directories or dozens of diskettes cluttering your desk. It's ideal for office, travel and home purposes. Use it to find ZIP Codes for invoices, general correspondence, Federal Express Packages and more. It even shows you the United States Postal Service's Preferred address format, making it indispensable for home or office use!

MS-DOS/Windows Versions included.

Order the 9-DIGIT ZIP CODE DIRECTORY for only \$49 by calling 402-593-4595!

Health & Medical Industry Directory

Use the 1.1 Million Health & Medical Industry Reference Directory to:

- * Look up "Cardiologists" in the Miami area.
- * Find a "Pharmacy" closest to your hotel while on vacation.
- * Locate a nursing home for your grandmother near Naples, Florida.
- * Select a "Health Club" to use during you Dallas business trip.

Search by:

Type of Business -- using Yellow Page headings like "Hospitals" or "Pharmacies".

Professional Specialty -- such as "Cardiologists" or "Orthodontists".

ZIP Code, City or State -- you can define searches by 3 or 5-Digit ZIP Code, City or State.

Business or Professional Name -- Enter the name of the health clinic or doctor you want and the phone number instantly appears.

Use the 1.1 Million Health and Medical Industry Reference Directory to Access:

439,000 Physicians	171,000 Dentists
58,000 Pharmacies	42,000 Psychologists
36,000 Optometrists	26,000 Psychotherapists
18,000 Physical Therapists	17,000 Retirement Homes
12,000 Health Clubs	281,000 Additional Listings

You can choose from more than 60 different health related headings to pin point your search! It's the ultimate tool for locating any Health or Medical related business in the United States or Canada.

MS-DOS/Windows Versions included.

Order the HEALTH & MEDICAL INDUSTRY DIRECTORY for only \$49 by calling 402-593-4595.

Business America -- on CD-ROM

Business America -- on CD-ROM is a very powerful CD-ROM based marketing tool. It is designed to be used for marketing research & analysis, sales territory planning, site evaluation, competitor analysis, profiling companies and lead generation.

There are 10 million businesses on the CD-ROM disc with the following information:

Company Name, Mailing Address

Telephone Number

SIC Code and Descriptions - Primary or secondary searches including franchise or brand information.

Name of the Owner or Manager

Number of Employees

Approximate Sales Volume

Credit Rating Codes

Professional Specialties

Number of Years in Business

Size of Yellow Page Advertisements

Public Company Information - Stock Exchange & Ticker Symbol

For more information call 402-593-4565.

Custom List Products

Business lists are available for your sales prospecting, direct mail and telemarketing programs. Lists may be ordered in the following formats:

- Mailing Labels

- Prospect Lists

- 3 x 5" Prospect Cards

- Magnetic Tape

- Diskettes: For virtually any personal computer

Our business lists include Company Name, Address, Telephone Number, SIC Codes, Name of Owner or Manager, Number of Employees, Annual Sales Volume, and other information.

Lists may be selected by type of business, geographic area, or size of company.

For more information call 402-331-7169.

State Business Directories

You can have a directory of ALL the businesses in a State. Our State Business Directories are indispensable for sales leads, direct mail, credit decisions, telemarketing, job hunting, and market research, or as a general reference. Directories are available for 50 states plus the District of Columbia.

Directories are organized in four sections:

- Alphabetical by City

- Yellow Page Classification

- Major Employers - Companies with over 100 employees, listed by city

- Manufacturing firms by City and SIC Code

These are the only directories of their kind. They contain a wealth of information, including: Company Name, Address, Telephone Number, Owner/Manager's Name, Number of Employees, Annual Sales Volume, Years in Business and Credit Rating Codes.

For more information call 402-593-4600.

U.S. Business Directories

These directories provide listings for a particular type of business. For example, you can buy a directory of "Gift Shops", "New Car Dealers", or "Computer Software Retailers". Over 1,800 different titles are available. If you market nationwide, these directories are an invaluable source of new prospects.

Information includes:

- Company Name and Address
- Telephone Number
- Name of the Owner or Manager
- Number of Employees
- Franchise or Brand Information
- Credit Rating Codes

Directories are arranged alphabetically by City and State. Plus ... customized directories are also available. Use them for Direct Mail, Telemarketing, Sales, Territory Planning or Market Research.

For more information call 402-593-4600.

Special Business Reference Directories

If you want to reach the biggest spenders in Corporate America, these directories are the ideal prospecting tools.

American Manufacturers Directory

Includes over 120,000 manufacturers with 25 or more employees. It is sequenced alphabetically by Company Name, by City, and by SIC Code.

Listings include:

- Complete Address & Telephone Number
- Number of Employees
- Annual Sales Volume
- Key Executive Name
- Up to 3 SIC Codes
- Credit Rating Codes

Ideal for: Direct Mail, Telemarketing, Market Research and Locating Suppliers

American Big Businesses Directory

Includes over 140,000 top U.S. Corporations with 100 or more employees. It is sequenced just like our Manufacturers Directory and lists 277,000 top executives and directors.

Listings include:

- Number of Employees
- Annual Sales Volume
- Credit Rating Codes
- Corporate Linkage
- Publicly Traded Companies
- Number of years in our database

For more information call 402-593-4600.

American Business Lists -- ONLINE

American Business Lists -- ONLINE can provide you with instant access to 11 million businesses in the United States and Canada, right from your own PC!

Whether you want to generate a sales prospect list with complete address and phone information, identify the size and location of your market, or obtain specific information about a company, ONLINE is the tool for you. It's quick and easy, and is accessible 24 hours a day, 7 days a week!

ONLINE offers many different services, such as:

COMPANY PROFILES: Obtain detailed background information about a company, their payment history, and potential public filings. The TRW Business Credit Reports are an affordable way to get credit information on a business...with no contracts or hassles!

BIG BUSINESS & PUBLICLY TRADED BUSINESSES: Access over 150,000 business records that represent over 80% of the total commercial and industrial buying power in the U.S.

GROWING BUSINESSES: Quickly identify over 220,000 businesses that have experienced an employee growth rate of at least 10% in the past year. These businesses can be eager prospects for your products and services.

SMALL BUSINESS OWNERS: Target the small business decision makers! They sign the checks and authorize the purchases. This file of 3.8 million businesses is made up of companies with fewer than 100 employees.

Try the services NOW! Call (402)593-4593 to receive your FREE subscription and \$50 in FREE USAGE

Usage Charges:

- \$1.00 per minute connect time
- .25 per name for listings retrieved
- \$6.00 per Company Profile
- \$29.00 per TRW Business Credit Report

InfoAccess

InfoAccess provides everything you need to know about a business...right over the phone or by fax! Whether you're looking for a business across town or across the country, our Information Specialists can help. We offer 3 unique services that deliver the information you need...now!

Business Credit Reports: The affordable credit management tool. We provide TRW business credit information with no contracts or hassles!

Company Profiles: Detailed background information on a business. Answers questions on company size, credit rating code, lines of business, key executives, and corporate affiliations in an easy-to-read format.

Business Directory Assistance: Helps you find businesses like "a Buick dealer in Sioux Falls," or "a few chiropractors in Tucson," or even "the phone number for Vesuvius Pizza Ovens somewhere in the Midwest". When the phone company operators cant help, turn to Business Directory Assistance.

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