

D&B - Duns Financial Records Plus®
ONTAP® D&B - Dun's Financial Records Plus® (File 219)**FILE DESCRIPTION**

D&B - Duns Financial Records Plus® (DFR) provides up to three years of comprehensive financial statements for over 2.9 million private and public companies. Depending on the company, information provided may include balance sheet, income statement, and fourteen of the most widely used business ratios for measuring solvency, efficiency, and profitability. DFR also contains company identification data, such as company name, address, primary and secondary SIC codes, DUNS number, and number of employees. Textual paragraphs cover the history and operation background of a firm.

The DFR file is generated from D&B's data on more than ten million U.S. businesses. The data are collected and maintained by a staff of nearly 1,200 business analysts through in-person interviews, and supplemented by large volume mailings and phone interviews.

For companies located, six types of pre-formatted reports are available through use of the REPORT command: Comprehensive Report (CR), Business Background Report (BBR), Payment Analysis Report (PAR), Business Information Report (BIR), Credit Scoring Report (CSR), and Supplier Evaluation Report (SER).

SUBJECT COVERAGE

- Public U.S. companies
 - Private U.S. companies
- Representing --
- commercial establishments
 - industrial establishments
- from all product areas.

File 219, available for **ONline Training And Practice**, includes approximately 154 selected DFR records.

TIPS**USE FILE 519**

to find detailed history and operations, and financial information on over 2.9 million U.S. business establishments.

USE /CO OR CO=

to find companies of interest.

USE THE /FINANCIAL LIMIT

to ensure that records retrieved have financials before typing or printing.

USE FORMAT 19

for full financials.

ORDER SPECIAL REPORTS BY USING THE DN NUMBER:

REPORT DN=00-000-0001/BBR
REPORT DN=00-000-0001/BIR
REPORT DN=00-000-0001/CR
REPORT DN=00-000-0001/CSR
REPORT DN=00-000-0001/PAR
REPORT DN=00-000-0001/SER

DIALOG FILE DATA

Inclusive Dates: Current (File 519)

Update Frequency: Closed (none) (File 219)

Quarterly (reload) (File 519)

File Size: 154 records as of July 2008 (File 219)

3,119,376 records as of October 2008 (File 519)

CONTACT

D&B - Duns Financial Records Plus is produced by D&B, Inc. Questions concerning file content should be directed to:

The Knowledge Center

Dialog

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Cary, NC 97511

Phone: 919-462-8600

Toll Free: 800-335-2564

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SAMPLE RECORD

DIALOG(R)File 519:D&B-Duns Finan.Records Plus(TM)
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 Sample only--not actual data

9999999

/CO, CO=

GORMAN MANUFACTURING CO INC
 GORMAN PRINTING
 492 KOLLER ST

CY=, ST=, ZP=

SAN FRANCISCO CA 94110

TE=

TELEPHONE: 415-555-9664

DN=

DUNS NUMBER: 00-000-0001

P2=,PC=,/DE

PRIMARY SIC: 2752 (COMMERCIAL PRINTING)

S2=,SC=

SECONDARY SIC: 2793 (PHOTO ENGRAVING)

YR=

YEAR STARTED: 1965

ET=,SA=

EMPLOYEES TOTAL: 500 ANNUAL SALES: 1,392,686

EH=

EMPLOYEES HERE: 150

INDUSTRY ASSETS: \$1 MILLION TO \$5 MILLION REGION: WEST

THIS IS:

SF=

A HEADQUARTERS LOCATION
 A SUBSIDIARY

/TX

HISTORY:

12/31/87

LESLIE SMITH, PRES

KEVIN J. HUNT, SEC-TREAS

DIRECTOR(S): THE OFFICER(S)

Incorporated California May 21, 1965. Authorized capital

consists of 200 shares common stock, no par value.

Business started 1965 by principals. 100% of capital stock is

/TX

LESLIE SMITH born 1926 married. Graduated from the University
 of California, Los Angeles, June 1947. 1947-1965 was the general
 manager for Raymor Printing Co., San Francisco, CA.
 1965 formed subject with Kevin J. Hunt.

KEVIN J. HUNT born 1925 married. Graduated from Northwestern
 University, Evanston, IL, in June 1946. 1946-1965 was the
 production manager for Raymor Printing Co., San Francisco, CA.
 1965 formed subject with Leslie Smith.

Related Companies: Through the financial interest of Gorman
 Holding Companies Inc., the Gorman Manufacturing Co Inc. is related
 to two other sister companies (Smith Lettershop Inc, San Diego, CA
 and Gorman Suppliers Inc., Los Angeles, CA). These sister companies
 are also engaged in commercial printing. There are no intercompany
 relations.

/TX

OPERATION:

12/31/97

Subsidiary of Gorman Holding Companies Inc., Los Angeles, CA,
 which operates as a holding company for its underlying subsidiaries.
 Parent company has two other subsidiaries. There are no
 intercompany relations between parent and subject. A consolidated
 financial statement on the parent company, dated Dec 31, 1985
 indicated a fair financial condition.

Commercial printing, engaged in letterpress and screen
 printing. Sells for cash 30% balance net 30 days. Has 1,000
 accounts. Sells to commercial concerns. Territory: Nationwide,
 Nonseasonal.

EMPLOYEES: 500 including officers. 150 employed here.

FACILITIES: Rents 40,000 sq. ft. in 1 story concrete block
 building in good condition. Premises neat.

LOCATION: Industrial section on side street.

BRANCHES: Subject maintains a branch at 1073 Boyden Road, Los Angeles, CA.

PD=, TP=

12/31/01 FISCAL

Industry Norm Comparisons are available in the Comprehensive Report,
 To ORDER SPECIAL REPORTS: Example: REPORT DN=00-000-0001/CR

SAMPLE RECORD (cont'd)

To learn more about the six types of preformatted D&B reports, what the reports contain, applications, key features, sample reports, and more, please see:
<http://support.dialog.com/searchaids/dialog/dnb.shtml>

| FINANCIALS | | % | | COMPANY | |
|-----------------|-----------------------------|-----------|---------|---------|-------|
| | COMPANY | CHANGE | | COMPANY | % |
| | Cash..... | 54,440 | 516.1 | | 4.8 |
| | Accounts Receivable..... | 539,502 | 126.2 | | 47.6 |
| | Notes Receivable..... | --- | --- | | --- |
| | Inventory..... | 364,396 | (11.4) | | 32.1 |
| | Other Current Assets..... | 5,293 | (30.6) | | 0.4 |
| CA= | Total Current Assets..... | 963,631 | 44.6 | | 85.0 |
| PF= | Fixed Assets..... | --- | --- | | --- |
| NC= | Other Non-current Assets.. | 169,763 | 6.4 | | 14.9 |
| TA= | Total Assets..... | 1,133,394 | 37.2 | | 100.0 |
| | Accounts Payable..... | 84,120 | 45.2 | | 7.4 |
| | Bank Loans..... | --- | --- | | --- |
| | Notes Payable..... | --- | --- | | --- |
| | Other Current Liabilities. | 584,871 | 804.9 | | 51.6 |
| LI= | Total Current Liabilities. | 668,991 | 50.7 | | 59.0 |
| LD= | Other Long Term Liab..... | 219,883 | (13.6) | | 19.4 |
| | Deferred Credits..... | --- | --- | | --- |
| SE= | Net Worth..... | 244,520 | 92.0 | | 21.5 |
| LN= | Total Liabilities & Worth. | 1,133,394 | 37.2 | | 100.0 |
| NS= | Net Sales..... | 1,392,686 | --- | | 100.0 |
| GP= | Gross Profit..... | 497,170 | --- | | 35.6 |
| | Net Profit After Tax..... | 117,181 | --- | | 8.4 |
| | Dividends/Withdrawals..... | --- | --- | | --- |
| | Working Capital..... | 294,640 | 32.4 | | --- |
| RATIOS | | | | | |
| | | COMPANY | CHANGE | | |
| (SOLVENCY) | | | | | |
| QR= | Quick Ratio..... | 0.9 | 50.0 | | |
| CR= | Current Ratio..... | 1.4 | (6.6) | | |
| | Curr Liab to Net Worth (%) | 273.6 | (21.5) | | |
| | Curr Liab to Inventory (%) | 183.6 | 70.1 | | |
| LW= | Total Liab to Net Worth (%) | 363.5 | (33.7) | | |
| | Fix Assets to Net Worth (%) | --- | --- | | |
| (EFFICIENCY) | | | | | |
| VT= | Coll Period (days)..... | 141.2 | 78.2 | | |
| | Sales to Inventory..... | 3.8 | 40.7 | | |
| | Assets to Sales (%)..... | 81.4 | 7.9 | | |
| | Sales to Net Working Cap... | 4.7 | (4.0) | | |
| | Acct Pay to Sales (%)..... | 6.0 | 13.2 | | |
| (PROFITABILITY) | | | | | |
| RS= | Return on Sales (%)..... | 8.4 | 133.3 | | |
| RA= | Return on Assets (%)..... | --- | --- | | |
| RQ= | Return on Net Worth (%).... | --- | --- | | |

SEARCH OPTIONS

BASIC INDEX

| SEARCH SUFFIX | DISPLAY CODE | FIELD NAME | INDEXING | SELECT EXAMPLES |
|---------------|--------------|--|----------|----------------------------|
| — | — | All Basic Index Fields | Word | S COMMERCIAL(W)PRINTING |
| /CO | — | Company Name and Trade Name ¹ | Word | S GORMAN(W)MANUF?/CO |
| /DE | — | SIC Description | Word | S COMMERCIAL(W)PRINTING/DE |
| /TX | — | Company History and Operations Text | Word | S KEVIN(W)HUNT/TX |

¹ Searchable in the Basic Index and in the Additional Indexes.

ADDITIONAL INDEXES

| SEARCH PREFIX | DISPLAY CODE | FIELD NAME | INDEXING | SELECT EXAMPLES |
|---------------|--------------|---|----------|---|
| CA= | — | Total Current Assets ² | Numeric | S CA=500000:1999999 |
| CO= | — | Company Name and Trade Name ¹ | Phrase | S CO=GORMAN MANUF? |
| CR= | — | Current Ratio ^{2,7} | Numeric | S CR=0.5:2.5 |
| CY= | — | City | Phrase | S CY=SAN FRANCISCO |
| DN= | — | DUNS Number | Phrase | S DN=00-000-0001 |
| EH= | — | Employees Here ² | Numeric | S EH=<200 |
| EM= | — | Employees Total ² | Numeric | S EM=200:599 |
| GP= | — | Gross Profit ² | Numeric | S GP=400000:599999 |
| LD= | — | Other Long Term Liabilities (including Long Term Debt) ² | Numeric | S LD=100000:249999 |
| LI= | — | Total Current Liabilities ² | Numeric | S LI=500000:9999999 |
| LN= | — | Total Liabilities and Worth ² | Numeric | S LN=1000000:49999999 |
| LW= | — | Total Liabilities/Net Worth ^{2,7} | Numeric | S LW>=300% |
| NC= | — | Other Non-Current Assets ² | Numeric | S NC<200000 |
| NF= | — | Number of Financial Statements Available ³ | Phrase | S NF=1 |
| NS= | — | Net Sales ² | Numeric | S NS=1000000:9999999 |
| P2= | — | 2-digit Primary SIC Code | Phrase | S P2=27 |
| PC= | — | Primary SIC Code | Phrase | S PC=2752 |
| PD= | — | Date of Latest Statement ³ | Phrase | S PD=20011231 |
| PF= | — | Fixed Assets ² | Numeric | S PF=NA |
| QR= | — | Quick Ratio ^{2,7} | Numeric | S QR=0:1.5 |
| RA= | — | Return on Assets ^{2,7} | Numeric | S RA=NA |
| RQ= | — | Return on Net Worth ^{2,7} | Numeric | S RQ=NA |
| RS= | — | Return on Sales ^{2,7} | Numeric | S RS<9% |
| S2= | — | 2-digit SIC Code | Phrase | S S2=27 |
| SA= | — | Annual Sales ² | Numeric | S SA>=1000000 |
| SC= | — | Standard Industrial Classification (SIC) Code | Phrase | S SC=2891 |
| SE= | — | Net Worth ² | Numeric | S SE>=200000 |
| SF= | — | Special Feature ⁴ | Phrase | S SF=SUBSIDIARY |
| ST= | — | State | Phrase | S ST=CA |
| TA= | — | Total Assets ² | Numeric | S TA=1000000:49999999 |
| TE= | — | Telephone Number ⁵ | Phrase | S TE=415 S TE=415-558 S TE=415-558-9274 |
| TP= | — | Type of Latest Statement ³ | Phrase | S TP=FISCAL |
| VT= | — | Sales to Inventory ² | Numeric | S VT=2.5:5 |
| YR= | — | Year Started ⁶ | Phrase | S YR=1965 |
| ZP= | — | Zip Code | Phrase | S ZP=94110 |

² Numeric entries are indexed as complete numbers, rounded down to the two leftmost significant digits. Negative numbers are preceded by a minus sign, e.g., RS=-100. Use numeric operators (:, <, >=, etc.) to search a range of values, e.g., S NS>=750000000 to locate all companies with net sales greater than or equal to \$750,000,000.

³ Up to three years of fiscal or interim data are included for each company. Only data from the latest statement are searchable.

⁴ EXPAND for a complete list of entries.

⁵ Telephone number is searchable at three levels: area code, area code and prefix, and complete telephone number; complete telephone number displays.

⁶ Indicates when the business was established or came under present control or management. (See History & Operations text of each record for further details on year started).

⁷ Comparisons to Industry Norms are contained in the Comprehensive Report. To order a Comprehensive Report, use the Abbreviation CR: REPORT S1/CR/5

SPECIAL FEATURES

For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK, HELP DUP online.

| | | |
|---------------|---|--|
| LIMIT | /FINANCIAL -- Financial Statements Only /FISCAL -- Fiscal Statements Only (refers to latest statement available) | S S3/FINANCIAL S S2/FISCAL |
| SORT | CA, CO, CR, CY, EH, EM, GP, LD, LI, LN, LW, NC, NS, PC, PF, QR, RA, RQ, RS, SA, SE, ST, TA, TE, VT, YR, ZP | SORT S4/ALL/NS,D PRINT S5/3/ALL/PC/QR |
| RANK | All phrase- and numeric-indexed fields in the Additional Indexes can be ranked. | RANK CY S3 |
| RD, ID | Remove duplicates (RD) or identify duplicates (ID,IDO). | RD S5 |

PREDEFINED FORMAT OPTIONS

| NO. | DIALOGWEB FORMAT | RECORD CONTENT |
|-----|------------------|--|
| 1 | -- | DIALOG Accession Number |
| 3 | Medium | Company Name, City, State, Zip Code, DUNS Number, Primary SIC Code, Year Started, Annual Sales, and Special Feature |
| 6 | Short | Company Name, DUNS Number, History/Operation Text Availability Indicator, Date of History/Operation Text, Type and Date of Latest Financial Statement |
| 12 | -- | Company Information and History/Operation Text ¹⁰ |
| 14 | -- | Company Information and Summary Financial Statement ¹⁰ |
| 15 | Full | Full Record |
| 17 | Long | Company Information, History/Operation Text, and Summary Financial Statement ¹⁰ |
| 18 | -- | Company Name, Address, Telephone Number, DUNS Number, Primary SIC Code, Year Started, Annual Sales, Employees Total, Employees Here, and Special Feature |
| 19 | -- | Company Information and Full Financial Statement ¹⁰ |

⁸ Enter the command ?RATES519 to verify current prices before using TYPE, DISPLAY or PRINT commands.

¹⁰ Summary Financials include the following financial fields: CA=, PF=, NC=, TA=, LI=, LD=, SE=, LN=, NS=, GP=, and the following ratio fields: QR=, CR=, LW=, VT=, RS=, RA=, RQ=.

⁹ Company information includes Company Name, Address, Telephone Number, DUNS Number, SIC Codes, Year Started, Employees Total, Employees Here, Annual Sales, Industry Assets, Region, and Special Feature.

OTHER OUTPUT OPTIONS

For an explanation, enter HELP TYPE, HELP UDF, HELP TAG online.

| | | |
|-----------------------------|---|--|
| USER DEFINED FORMATS | Display codes are not available in File 519. | |
| TAG | Output can be displayed with tags identifying each display field. | TYPE S4/12/ALL TAG |
| DIRECT RECORD ACCESS | DIALOG Accession Number | TYPE 0815793/5 DISPLAY 0032789 PRINT 0000987/3 |

FOR ONLINE HELP:

See HELP FIELDS 519 for searchable fields; HELP FORMAT 519 for output formats; HELP LIMIT 519 for limits; HELP RATES 519 for cost information; HELP SORT 519 for sorts.