

Harris Business Profiler

FILE DESCRIPTION

Harris Business Profiler, a directory file produced by Harris InfoSource, contains basic company data, executive names and titles, organization status, and other directory information that profiles more than 710,000 U.S. manufacturing, technology, and service sector establishment locations. Harris has an exclusive relationship with local, state, and national agencies, including the National Association of Manufacturers, so that they can compile information that is normally difficult to obtain.

The Harris database is a rich prospecting source. It includes more than 710,000 American manufacturers, technology, and service-related businesses and multiple decision makers for each company profile. Manufacturers represent the largest, most concentrated group of purchasers in the American economy, spending more than \$1.7 trillion each year on products and services.

SUBJECT COVERAGE

Harris profiles include the following company information:

- Company name
- Street and mailing addresses
- Telephone and fax numbers
- Parent company information
- Product description (in company's own words)
- SIC codes and descriptions
- NAICS codes and descriptions
- Employee counts and changes
- Harris product codes and descriptions
- Harris company and parent codes
- Plant size
- Employee data
- Sales range data
- Date of last record update

TIPS

USE FILE 537

for basic company directory information on manufacturing and service companies located throughout the United States.

USE /CO OR CO=

to find companies of interest.

SELECT CO=AXCELIS TECH?

USE SF=

to find particular types of companies/businesses (EXPAND SF= to get a list of entries).

USE REPORT

to arrange output in easy-to-read tabular format.

REPORT S1/CO,A1,TS/1-10

DIALOG FILE DATA

Inclusive Dates: Current

Update Frequency: Closed

File Size: 996,802 records as of December 2005

CONTACT

Harris Business Profiler is provided by Harris InfoSource. Questions concerning file content should be directed to:

Harris InfoSource

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Twinsburg, OH 44087-1999

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Toll Free: 800-888-5900

Fax: 330-963-3839

SAMPLE RECORD

DIALOG(R)File 537: Harris Business Profiler
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CK= 00039048 3070679
/CO,CO= Axcelis Technologies Inc
Former Name: Eaton Semiconductor Equipment, Fusion Systems Corp
7600 Standish Pl
A1=
CY=,ST=,ZP= Derwood, MD 20855-2744
CN= USA

TE= Telephone: 301-251-0300
Fax: 301-279-0578
Primary Web Address: www.axcelis.com

CX=,MC=,MN= County: Montgomery MSA: 8840 (Washington, DC-MD-VA-WV)

/DE Business: Semiconductor components, integrated circuits & printing equipment

S2=,SC= SIC Codes:
3674 Semiconductors
3555 Printing Trades Machinery & Equipment
3679 Electronic Components, NEC
(. . .)

NC= NAICS Codes:
334413 Semiconductor & Related Device Manufacturing
333293 Printing Machinery & Equipment Manufacturing
334419 Other Electronic Component Manufacturing
(. . .)

PC= 126400 CIRCUITS: Integrated See Also IC's
367400 SEMICONDUCTORS & RELATED DEVICES
367496 SILICON WAFERS
(. . .)

YR= Year Established: 1971
TS= Ticker Symbol: ACLS
SA= Sales: G (\$50MM-99.9MM)

EM= Employees Total: 1717
EH= Employees Here: 300
EG= Employee Growth: -18% (1 year) 0% (2 year) 0% (3 year)
Square Footage: 93000

SF= This is:
an Exporter
a Public Company

PA=,PK= Parent Company Information
Axcelis Technologies Inc (8904681)
55 Cherry Hill Dr
Beverly, MA 01915-1068

LA= Language: ENGLISH
DT= Document Type: COMPANY
Top Executives (6 executives listed)

NM=,PO= Mr Stephen Papst / Controller
Ms Lynn Perkins / Director Purchasing
Ms Carol Barnes / Director Human Relations
(. . .)

PD= Latest Update to Record: 20011001

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
— /CO /DE	— CO DE	— CO (32) —	All Basic Index Fields Company Name ¹ Description of Business and SIC, NAICS, and Harris Descriptions	Word Word Word	S AXCELIS(W)TECH?/CO S INTEGRATED(W)CIRCUITS?/DE

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

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
A1=	A1	A1 (27)	Street Address	Word	S A1=STANDISH
—	A2	A2 (30)	Mailing Address		
—	AZ	AZ (11)	DIALOG Accession Number	Phrase	
CK=	CK	—	Harris Company Number	Phrase	S CK=3070679
CN=	CN	CN (14)	Country Name	Phrase	S CN=USA
CO=	CO	CO (32)	Company Name ¹	Phrase	S CO=AXCELIS TECH?
CX=	CX	CX (17)	County Name	Phrase	S CX=MONTGOMERY
CY=	CY	CY (17)	City	Phrase	S CY=DERWOOD
DT=	DT	DT (10)	Document Type	Phrase	S DT=COMPANY
EG=	EG	EG (10)	Employment Growth	Numeric	S EG<=.2
EH=	EH	EH (12)	Employees Here ²	Numeric	S EH=50:100
EM=	EM	EM (11)	Employees Total ²	Numeric	S EM=>80K
—	FX	—	Fax Number		
LA=	LA	LA (13)	Language	Phrase	S LA=ENGLISH
MC=	MC	MC (7)	Metropolitan Statistical Area (MSA) Code	Phrase	S MC=8840
MN=	MN	MN (22)	Metropolitan Statistical Area (MSA) Name	Phrase	S MN=BOSTON MA
NC=	NC	—	NAICS Code	Phrase	S NC=334413?
—	NE	NE (12)	Number of Executives ²		
NM=	NM	—	Executive Name	Phrase	S NM=PAPST, STEPHEN
PA=	PA	PA (32)	Parent Name	Phrase	S PA=AXCELIS?
PC=	PC	—	Harris Product Codes	Phrase	S PC=126400
PD=	PD	—	Latest Update to Record	Phrase	S PD=20011001
PK=	PK	—	Harris Parent Company Number	Phrase	S PK=8904681
PO=	PO	—	Executive Position	Phrase	S PO=CONTROLLER
PY=	PY	—	Publication Year	Phrase	S PY=2001
S2=	—	—	2-digit SIC Code	Phrase	S S2=20
SA=	SA	SA (17)	Sales ³	Phrase	S SA=G
SC=	SC	—	Standard Industrial Classification (SIC) Code	Phrase	S SC=3674
SF=	FT	FT (16)	Foreign Trade Status	Phrase	S SF=EXPORTER
SF=	LS	LS (16)	Legal Status	Phrase	S SF=PUBLIC
—	SQ	SQ (11)	Square Footage		
ST=	ST	ST (7)	State	Phrase	S ST=MA
TE=	TE	TE (14)	Telephone Area Code	Phrase	S TE=301
TS=	TS	—	Ticker Symbol	Phrase	S TS=ACLS
—	TV	TV (21)	Top Executive		
UD=	—	—	Update	Phrase	S UD=9999
YR=	YR	YR (14)	Year Established	Phrase	S YR=1971
ZP=	ZP	ZP (12)	Postal Code	Phrase	S ZP=20855

² Numeric entries are indexed as complete numbers, rounded down to the two left-most digits. Negative numbers are preceded by a minus sign. Use numeric operators (:,<,>=,etc.) to search range of values, e.g., S BS>=10,000,000 to retrieve all records with base sales of ten million or higher.

³ EXPANding is recommended to verify forms of entry.

SPECIAL FEATURES

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

LIMIT	/NAMES -- At least one executive name available /NOSALES -- No sales data available /SALES -- Sales data available	S S3/NAMES S S5/NOSALES S S4/SALES
SORT	CN, CO, CX, CY, EH, EM, PA, PD, PY, SA, SC, ST, TE, YR, ZP	SORT S5/ALL/ZP
RANK	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK CO S3

PREDEFINED FORMAT OPTIONS

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Full Record excluding Executive Names (includes Top Executive)
3	Medium	Company Name, Harris Company Number, Address, Telephone Number, Description of Business, Product Codes and Descriptions, Parent Company, Top Executive, Number of Executives, and Date of Latest Update to Record
4	--	Company Name, Harris Company Number, Address, Telephone
5	Long	Full Record
6	Short	Company Name, Number of Executives, and Latest Update to Record
8	--	Company Name and Address
9	Full	Full Record
10	--	National Address (excludes country)
20	--	International Address (includes country)
30	--	National Address with Executive Name
40	--	International Address with Executive Name

OTHER OUTPUT OPTIONS

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

REPORT	Output can be displayed in table format. REPORT codes with numerical field lengths in parentheses are listed in the Search Options tables. Default table width is 72 characters; use SET H 132 to set maximum table width.	REPORT S2/CO,EM,SA/ALL
USER DEFINED FORMATS	User-defined formats can be specified using the display codes indicated in the Search Options tables.	TYPE S3/CO,TE/1-5
TAG	TAG can be used for tagged fields.	TYPE S3/5/1-10 TAG
DIRECT RECORD ACCESS	DIALOG Accession Number	TYPE 00100005/5 DISPLAY 0074483/CO,DE PRINT 00301964/9

FOR ONLINE HELP:

See HELP FIELDS 537 for searchable fields; HELP FORMAT 537 for output formats; HELP LIMIT 537 for limits; HELP RATES 537 for cost information; HELP SORT 537 for sorts.