

## Mergent™ Company Profiles

### FILE DESCRIPTION

Mergent™ Company Profiles provides descriptive and financial information on all major publicly held U.S. companies. The file covers all companies on the New York and American Stock Exchanges, NASDAQ National Market and Small Cap exchanges, as well as selected companies on regional exchanges, the OTC Bulletin Board, and "Pink Sheets." Mergent Company Profiles includes background information on nearly 9,000 companies of high investor interest. The data includes very rich textual profiles including history, business properties, subsidiaries, and executives. Identity information, such as address, telephone, website, and SIC codes are included as well as dividend payments.

The most prominent sources of information used to gather data for the database include: 10Ks, 10Qs, annual reports, quarterly reports, news releases, prospectuses, and stock exchange bulletins. The database also includes line by line "As Presented Financials" denoting the manner originally reported by the company in their document for both annual and quarterly financials. The searchable key financials are extracted from the data for the most recent financial year generated by Mergent. These numbers may not exactly match the displayed report, which contains the data "as reported" by the company itself.

### SUBJECT COVERAGE

- Company Name
- Address and Telephone
- Primary and Secondary Standard Industrial Classification (SIC) Codes
- Business Description
- Interim Dividends
- Interim Earnings
- Financials for 3 Years
- Number of Employees
- Key Financials
- News Reports
- Subsidiaries
- Officers and Directors
- Company History
- Joint Ventures

Property

**Access to File 555 is denied to customers in North America.** Customers in North America should use File 556, Mergent Company Snapshots for company financials, and File 557, Mergent Company News Reports for company news.

### TIPS

#### USE FILE 555

to find profiles on nearly 9,000 publicly traded companies.

#### USE /CO OR CO=

to find companies of interest.

#### USE SC=

to find companies by SIC code.

#### USE REPORT

to arrange output in tabular format.

### DIALOG FILE DATA

Inclusive Dates: Dec. 1997 to Jan. 2006

Update Frequency: Closed

File Size: 9,113 records as of March 2006

### CONTACT

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Mergent

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## SAMPLE RECORD

DIALOG(R)File 555: Mergent Company Profiles  
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00000969

**CO=,/CO** Berkshire Hathaway Inc.

**AD=** 1440 Kiewit Plaza  
**CY=,ST=,ZP=** Omaha, NE 68131  
**CN=** United States

**CU=** TELEPHONE: 402 346-1400  
**AA=** WEB ADDRESS: www.berkshirehathaway.com  
**UP=** CUSIP NUMBER: 08467020  
**YR=** MERGENT NUMBER: 00000969  
**IN=** RECORD UPDATE DATE: May 16, 2001  
**EX=** DATE OF INCORPORATION: 08/1973  
**TS=** PLACE OF INCORPORATION: Delaware, USA  
STOCK EXCHANGE: NYS  
TICKER SYMBOL: BRK B

**PC=,/DE** PRIMARY SIC: 6331: Fire, marine, and casualty insurance  
**SC=,/DE** SECONDARY SIC: 2731: Book publishing  
5441: Candy, nut, and confectionery stores  
2711: Newspapers  
5713: Floor covering stores  
6719: Holding companies, nec

**EM=** NUMBER OF SUBSIDIARIES: 91  
NUMBER OF EMPLOYEES: ApproximateFullTime - 112000 as of 12/31/2000  
NUMBER OF SHAREHOLDERS: 8800 as of 03/02/2001  
ANNUAL MEETING: April

**/DE, /TX** DESCRIPTION OF BUSINESS:  
Co. is a holding company. Co.'s primary business is property and casualty insurance conducted on both a direct and reinsurance basis through its subsidiaries.

Insurance and Reinsurance:

Co.'s insurance and reinsurance business activities are conducted through 36 domestic and 16 foreign-based insurance companies. In primary (direct) insurance activities, the insurer assumes the risk of loss from persons of organizations that are directly subject to the risks. In reinsurance activities, the reinsurer assumes defined portions of similar or dissimilar risks that other primary insurers or reinsurers have assumed in their own insuring activities. Insurance underwriting operations are comprised of the following sub-groups: GEICO Corp. and its subsidiaries; Berkshire Hathaway Reinsurance Group; Berkshire Hathaway Direct Insurance Group; and General Re and its subsidiaries.

Non-insurance Business:

FlightSafety International Inc. (FSI) and its subsidiaries engage primarily in the business of providing high technology training to operators of aircraft and ships. FSI's training activities include: advanced pilot training in the operation of aircraft and air traffic control procedures;  
( . . . )

**/TX** COMPANY HISTORY:  
Incorporated in Delaware on Aug. 27, 1973 as successor to company of same name, originally incorporated under Massachusetts laws in 1889 under name of Berkshire Cotton Manufacturing Company. Name changed to Berkshire Fine Spinning Associates, Inc. on Feb. 26, 1929 and acquired properties of Valley Falls Company, Coventry Company, The Greylock Mills and Fort Dummer Mills. Present name adopted on Mar. 14, 1955 when Co. merged Hathaway Manufacturing Company. Under merger agreement, 4 shares of common stock were exchanged for each share of Hathaway.

In Mar. 1967, Co. acquired National Indemnity Company and National Fire and Marine Insurance Company.

In Jan. 1969, Co. acquired Sun Newspapers, Inc. and Blacker Printing Company, Inc.

SAMPLE RECORD (cont'd)

On Apr. 3, 1969, Co. acquired approximately 98% of the outstanding stock of Illinois National Bank & Trust Co. Rockford, IL.

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**/TX** NEWS REPORTS: 04/11/2001) News Report: Merger Completed On Feb. 27, 2001, Co. merged a wholly owned subsidiary with and into Johns Manville Corp. As a result of the merger, Johns Manville Corp. is a wholly owned subsidiary of Co.

(02/27/2001) News Report: Annual Meeting Development Co. announced its Annual Meeting for Shareholders will be held on Apr. 28, 2001.

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COMPANY PROPERTIES:

**/TX** Co. maintains its principal executive offices in Omaha, NE in a leased space of approx. 7,000 sq. ft.

The physical properties used by Co. and its significant business segments are summarized below:

Business/Location	Owned/Leased	Sq. Ft.
GEICO	Owned	2,800,000
GEICO	Leased	250,000
Berkshire Hathaway Reinsurance Group	Leased	58,000
Berkshire Hathaway Direct Insurance Group	Owned	73,000
Berkshire Hathaway Direct Insurance Group	Leased	171,000
General Re	Owned	170,000
General Re	Leased	1,403,000
Flight Services	Owned	1,807,000

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SUBSIDIARIES:

**/SB, SB=** Acme Brick Company  
Acme Building Brands Inc.  
The Ben Bridge Corporation  
Ben Bridge Jeweler Inc.  
Benjamin Moore & Co  
Benjamin Moore & Co Limited  
Berkshire Hathaway Credit Corporation  
( . . . )

OFFICERS:

**NM=, PO=** Warren E. Buffett; Chmn, CEO  
Charles T. Munger; Vice-Chmn  
Marc D. Hamburg; VP, CFO  
Daniel J. Jaksich; Contr

DIRECTORS:

**NM=, PO=** Warren E. Buffett; Chmn  
Charles T. Munger; Vice-Chmn  
Howard G. Buffett;  
Susan T. Buffett;  
Malcolm G. Chace;  
Walter Scott Jr.;  
Ronald L. Olson;

**FY=** FISCAL YEAR END: December 31, 2000  
**PD=** LATEST ANNUAL FINANCIAL DATA: December 31, 2000  
**PV=** LATEST QUARTERLY FINANCIAL DATE: September 30, 2000

KEY FINANCIALS:

**SA=** TOTAL REVENUE: 33,976,000,000  
**TA=** TOTAL ASSETS: 135,792,000,000  
**TL=** TOTAL LIABILITIES: 74,068,000,000  
**NL=** NET INCOME: 3,328,000,000  
**LD=** LONG TERM DEBT: 2,663,000,000  
**OS=** YEAR-END SHARES OUTSTANDING: 1,526,230

AS REPORTED FINANCIALS (Annual):  
(in \$000s)

	12/31/2000	12/31/1999	12/31/1998
Total assets	135,792,000	131,416,000	122,237,000
Cash & cash equivalents	5,263,000	3,835,000	13,582,000
Receivables	11,764,000	8,558,000	7,224,000
Inventories	1,275,000	844,000	767,000
Investments in MidAmerican			

## SAMPLE RECORD (cont'd)

Energy Holdings Co	1,719,000	258,454	229,520
Investments			
equity securities	37,619,000	39,508,000	39,761,000
Investments securities with			
fixed maturities	32,567,000	30,222,000	21,246,000
Other investments	1,637,000	61,380	65,869
Property, plant & equipment	2,699,000	1,903,000	1,491,000
Goodwill/acquired businesses	18,875,000	18,281,000	18,446,000
Assets of finance &			
financial products bus	16,829,000	24,229,000	16,989,000
Other assets	5,545,000	4,036,000	2,731,000
Total liabilities	72,799,000	72,232,000	63,190,000
Income taxes,			
principally deferred	10,125,000	9,566,000	11,762,000
Accts payable, accruals &			
other liabilities	8,374,000	7,458,000	7,182,000
Borrowings under invest			
agrees & other debt	2,663,000	2,465,000	2,385,000
( . . . )			

AS REPORTED FINANCIALS (QUARTERLY):  
(in \$000s)

	09/30/2000	06/30/2000	03/31/2000
Total assets	130,482,000	134,797,000	134,201,000
Cash & cash equivalents	2,770,000	1,907,000	2,891,000
Receivables	9,238,000	10,074,000	8,427,000
Inventories	1,444,000	1,117,000	1,076,000
Equity securities	36,588,000	35,624,000	34,516,000
Securities with fixed			
maturities	32,293,000	31,559,000	29,949,000
Other investments	1,737,000	3,029,000	2,979,000
Investments in MidAmerican			
Energy Holdings Co	1,685,000	186,226	208,070
Property, plant & equipment	2,406,000	2,182,000	2,034,000
Goodwill of acquired			
businesses	18,526,000	18,285,000	18,409,000
Assets of finance &			
financial products busin	19,051,000	26,917,000	29,892,000
Other assets	4,744,000	4,103,000	4,028,000
Total liabilities	69,770,000	75,909,000	76,588,000
Income taxes, principally			
deferred	9,201,000	8,811,000	8,766,000
Borrowings under invest.			
agree & other debt	2,634,000	2,446,000	2,354,000
( . . . )			

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	—	All Basic Index Fields	Word	S PRIMARY(W)BUSINESS
/CO	CO	CO (32)	Company Name <sup>1</sup>	Word	S BERKSHIRE?/CO
/DE	DE	—	Business/SIC Descriptions	Word	S CASUALTY(W)INSURANCE/DE
/SB	SB	—	Subsidiaries <sup>1</sup>	Word	S BENJAMIN(W)MOORE/SB
/TX	TX	—	All Text Fields <sup>2</sup>	Word	S INSURANCE(1W)REINSURANCE?/TX

<sup>1</sup> Searchable in the Basic Index and in the Additional Indexes.

<sup>2</sup> Includes History, Joint Ventures, Property, Business Description, and News

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
—	A1	A1 (32)	Street Address		
AA=	AA	AA (10)	Mergent Company Number	Phrase	S AA=00000969
AD=	AD	—	Full Address	Word	S AD=(KIEWIT(W)PLAZA)
—	AM	—	Annual Meeting		
—	AR	—	Annual Report Information		
—	AZ	—	DIALOG Accession Number		
CN=	CN	CN (17)	Country Name	Phrase	S CN=UNITED STATES
CO=	CO	CO (32)	Company Name <sup>1</sup>	Phrase	S CO=BERKSHIRE?
CU=	CU	CU (17)	CUSIP Number <sup>3</sup>	Phrase	S CU=08467020
CY=	CY	CY (32)	City	Phrase	S CY=OMAHA
DT=	DT	—	Document Type	Phrase	S DT=COMPANY
—	EL	EL (17)	Email		
EM=	EM	EM (13)	Number of Employees	Numeric	S EM=110000:120000
EX=	EX	EX (7)	Stock Exchange	Phrase	S EX=NYS
—	FX	FX (16)	Fax Number		
FY=	FY	—	Fiscal Year End	Phrase	S FY=20001231
—	HI	—	Company History		
IN=	IN	—	State of Incorporation	Phrase	S IN=DELAWARE
—	JV	—	Joint Ventures		
LA=	LA	—	Language	Phrase	S LA=ENGLISH
LD=	LD	LD (12)	Long Term Debt <sup>4</sup>	Numeric	S LD=2B:3B
NL=	NL	NL (12)	Net Income <sup>4</sup>	Numeric	S NL=3B:4B
NM=	NM	—	Officers/Directors	Word & Phrase	S NM=(WARREN(2N)BUFFETT) S NM=MUNGER CHARLES?
—	NS	—	Number of Subsidiaries		
OS=	OS	OS (12)	Year-End Outstanding Shares <sup>4</sup>	Numeric	S OS=1M:2M
PC=	PC	PC (6)	Primary Standard Industrial Classification Code	Phrase	S PC=6331
PD=	PD	—	Date of Latest Financials	Phrase	S PD=20001231
PO=	PO	—	Position	Word	S PO=CEO S PO=CHMN
—	PR	—	Property		
PV=	PV	—	Latest Quarterly Financials Update	Phrase	S PV=20000930
PY=	PY	—	Year of Latest Financials	Phrase	S PY=2000
—	QR	—	Quarterly Report		
RT=	RT	—	Record Type	Phrase	S RT=DIRECTORY
SA=	SA	SA (12)	Total Revenue <sup>4</sup>	Numeric	S SA=30B:40B
SB=	SB	—	Subsidiaries <sup>1</sup>	Phrase	S SB=BLUE CHIP STAMPS?
SC=	SC	—	Standard Industrial Classification (SIC) Code	Phrase	S SC=2731
—	SH	—	Number of Shareholders		
ST=	ST	ST (7)	State	Phrase	S ST=NE
TA=	TA	TA (12)	Total Assets <sup>4</sup>	Numeric	S TA=100B:300B
—	TE	TE (16)	Telephone		
TL=	TL	TL (12)	Total Liabilities <sup>4</sup>	Numeric	S TL=70B:80B
TS=	TS	TS (10)	Ticker Symbol	Phrase	S TS=BRK B
UP=	UP	—	Record Update Date	Phrase	S UP=20010516
—	UR	UR (17)	Website <sup>3</sup>		
YR=	YR	—	Year of Incorporation	Phrase	S YR=1973
ZP=	ZP	ZP (11)	Zip Code	Phrase	S ZP=68131

<sup>3</sup> Not present in all records.

<sup>4</sup> Numeric entries are indexed as complete numbers, rounded down to the two left-most significant digits. Negative numbers are preceded by a minus sign. Use numeric operators (>,<,<+,>=) to search a range of values, e.g., S SA=>10M to retrieve all records with sales of 10 million or higher.

**SPECIAL FEATURES**

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

<b>SORT</b>	CN, CO, CY, EM, LD, NL, PC, PD, PY, SA, ST, TA, TL, TS, ZP	SORT S13/ALL/SC PRINT S5/5/1-24/CO
<b>RANK</b>	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK SA S3

**PREDEFINED FORMAT OPTIONS**

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Company Name, Address, SIC Codes, Officers and Directors, and Key Financials
3	Medium	Company Name, Address, Description of Business, Dates, and Key Officer
4	Short	Company Name, Address, and Key Officer
5	--	Full Record except News, Company Property, and Subsidiaries
6	--	Company Name and Dates
7	Long	Full Record except Officers and Directors, Text, and Subsidiaries
8	Free	Company Name and Record Update Date
9	Full	Full Record including News
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.

<b>REPORT</b>	Output can be displayed in table format. REPORT codes with 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,CU,SA/1-10
<b>USER DEFINED FORMATS</b>	Display codes listed in the Search Options tables can be used to customize output.	TYPE S3/CO,ST/1-10
<b>TAG</b>	TAG may be used for tagged fields.	TYPE S4/9/ALL TAG
<b>DIRECT RECORD ACCESS</b>	DIALOG Accession Number	TYPE 0012891/5 DISPLAY 0055754/CO,TS PRINT 0013964/5

**FOR ONLINE HELP:**

See HELP FIELDS 555 for searchable fields; HELP FORMAT 555 for output formats; HELP LIMIT 555 for limits; HELP RATES 555 for cost information; HELP SORT 555 for sorts.