

# Mergent™ Company Snapshots

## FILE DESCRIPTION

Mergent™ Company Snapshots provides descriptive and financial information on 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." The data includes concise narrative descriptions of the most essential company information plus three-year financial histories. Mergent Company Snapshots includes analyses of nearly 9,000 companies of high investor interest.

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. Financials are generated by Mergent based on figures supplied by the source companies.

## SUBJECT COVERAGE

- Company name
- Address
- Telephone and Fax Numbers
- Primary and Secondary Standard Industrial Classification (SIC) Codes
- Business Description
- Ticker Symbol
- CUSIP Number
- Detailed description of business
- Financials for 3 Years
- Number of Employees

Dialog customers outside North America can search File 555, Mergent Company Profiles, for more in-depth information on U.S. companies. File 557, Mergent Company News Profiles, contains the news items for U.S. companies.

## TIPS

### USE FILE 556

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.

REPORT S1/CO,TS,EX/1-5

## DIALOG FILE DATA

Inclusive Dates: Dec 1997 to Jan. 2006

Update Frequency: Closed

File Size: 9,113 records as of March 2006

## CONTACT

Mergent Company Snapshots is produced by Mergent. Questions concerning file content should be directed to:

Mergent

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## SAMPLE RECORD

DIALOG(R)File 556:Mergent Company Snapshots  
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00000746

CO=,/CO

Baldwin &amp; Lyons, Inc.

AD=

1099 North Meridian Street  
Suite 700

CY=,ST=,ZP=

Indianapolis, IN 46204

CN=

United States

TELEPHONE: 317 636-9800  
FAX: 317 632-9444  
WEB ADDRESS: www.baldwinandlyons.com  
MERGENT NUMBER: 00000746  
RECORD UPDATE DATE: May 16, 2001  
DATE OF INCORPORATION: 00/1930  
PLACE OF INCORPORATION: Indiana, USA  
STOCK EXCHANGE: NMS  
TICKER SYMBOL: BWIN B  
CUSIP NUMBER: 05775520

AA=

UP=

YR=

IN=

EX=

TS=

CU=

PC=

SC=

EM=

PRIMARY SIC: 6411: Insurance agents, brokers, & service  
SECONDARY SIC: 6331: Fire, marine, and casualty insurance  
NUMBER OF EMPLOYEES: TotalFullTime - 267 as of 03/01/2001  
NUMBER OF SHAREHOLDERS: 400 as of 12/31/2000

/DE,/TX

## DESCRIPTION OF BUSINESS:

Co. through its divisions and subsidiaries, Baldwin & Lyons, Inc. specializes in marketing and underwriting property and casualty insurance.

## FLEET TRUCKING INSURANCE

Co. through its subsidiary, Protective Insurance Company ("Protective"), provides coverage for larger customers in the motor carrier industry which retain substantial amounts of self-insurance as well as for medium-sized trucking companies on a first dollar or small deductible basis. These trucking products are marketed by the B&L agency organization directly to trucking clients without broker or agent intermediaries.

Co. through its subsidiary, Baldwin & Lyons, Inc. ("B&L"), performs a variety of additional services, primarily for Protective's insureds, such as risk surveys and analyses, government compliance assistance, loss control and cost studies and research, development, and consultation in connection with new insurance programs including development of computerized systems to assist in monitoring accident data. Extensive claims services are also provided, primarily to clients with self-insurance programs.

## VOLUNTARY ASSUMPTION REINSURANCE

Protective accepts retrocessions from selected reinsurance companies, principally reinsuring against catastrophes. Exposures under these retrocessions are generally in high upper layers, are spread among several geographic regions and are limited so that any one catastrophic event would not have a material affect on Co.'s financial position. However, a series of major events covering several geographic regions within a short period of time could result in significant losses to Co.

## PRIVATE PASSENGER AUTOMOBILE INSURANCE

Co. through its subsidiary, Sagamore Insurance Company ("Sagamore"), markets private passenger automobile liability and physical damage coverages to nonstandard insureds through a network of independent agents in thirteen states.

## SMALL FLEET TRUCKING INSURANCE

Sagamore writes commercial automobile liability, physical damage and cargo insurance for truck owner-operators with ten or fewer power units. These products are marketed through independent agents in the majority of the states in which Sagamore is licensed.

## SMALL BUSINESS WORKERS' COMPENSATION

SAMPLE RECORD (cont'd)

Sagamore also markets worker's compensation insurance to selected small businesses in a few midwestern states. This product is marketed through independent agents.

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: 112,473,000  
 TA= TOTAL ASSETS: 552,164,000  
 TL= TOTAL LIABILITIES: 258,164,000  
 NL= NET INCOME: 19,750,000  
 OS= YEAR-END SHARES OUTSTANDING: 12,170,867

FINANCIALS (Annual):

	12/31/2000	12/31/1999	12/31/1998
Total assets	552,164,000	530,677,000	544,369,000
Cash & cash equivalents	32,814,000	20,115,000	16,955,000
Receivables, net	93,693,000	74,277,000	77,634,000
Investments & advances	409,937,000	422,153,000	438,817,000
Property, plant & equipment, net	8,456,000	6,894,000	6,253,000
Property, plant & equipment, gross	14,680,000	12,431,000	190,632,000
Depreciation, amortization & depletion	6,224,000	5,537,000	12,255,000
Total liabilities	258,164,000	245,894,000	255,777,000
( . . . )			

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	—	All Basic Index Fields	Word	S UNDERWRITING
/CO	CO	CO (32)	Company Name <sup>1</sup>	Word	S BALDWIN/CO
/DE	DE	—	Business/SIC Descriptions	Word	S CASUALTY(W)INSURANCE/DE
/TX	TX	—	Business Description	Word	S MARKETING/TX

<sup>1</sup> 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 (32)	Street Address		
AA=	AA	AA (13)	Mergent Company Number	Phrase	S AA=0000746
AD=	AD	—	Street Address	Word	S AD=(NORTH(W)MERIDIAN)
—	AR	—	Annual Report Information		
—	AZ	—	DIALOG Accession Number		
CN=	CN	CN (13)	Country Name	Phrase	S CN=UNITED STATES
CO=	CO	CO (32)	Company Name <sup>1</sup>	Phrase	S CO=BALDWIN & LYONS?
CU=	CU	CU (13)	CUSIP Number <sup>2</sup>	Phrase	S CU=05775520
CY=	CY	CY (20)	City	Phrase	S CY=INDIANAPOLIS
DT=	DT	—	Document Type	Phrase	S DT=COMPANY
—	EL	—	Email <sup>2</sup>		
EM=	EM	EM (13)	Number of Employees	Numeric	S EM=200:300
EX=	EX	EX (10)	Stock Exchange	Phrase	S EX=NMS
—	FX	—	Fax Number		
FY=	FY	—	Fiscal Year End	Phrase	S FY=20011231
LA=	LA	—	Language	Phrase	S LA=ENGLISH
LD=	LD	LD (13)	Long Term Debt <sup>3</sup>	Numeric	S LD=2M:3M
NL=	NL	NL (13)	Net Income <sup>3</sup>	Numeric	S NL=15M:20M
OS=	OS	OS (13)	Year-End Outstanding Shares <sup>3</sup>	Numeric	S OS=10M:12M
PC=	PC	PC (6)	Primary Standard Industrial Classification Code	Phrase	S PC=6411
PD=	PD	—	Date of Latest Financials	Phrase	S PD=20001231
PV=	PV	—	Latest Quarterly Financials Update	Phrase	S PV=20000930
PY=	PY	—	Year of Latest Financials	Phrase	S PY=2000
RT=	RT	—	Record Type	Phrase	S RT=DIRECTORY

## ADDITIONAL INDEXES (cont'd)

SEARCH PREFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
SA=	SA	SA (13)	Total Revenue <sup>3</sup>	Numeric	S SA=100M:300M
SC=	SC	—	Standard Industrial Classification (SIC) Code	Phrase	S SC=6331
ST=	ST	ST (7)	State	Phrase	S ST=IN
TA=	TA	TA (12)	Total Assets <sup>3</sup>	Numeric	S TA=500M:800M
—	TE	—	Telephone		
TL=	TL	TL (13)	Total Liabilities <sup>3</sup>	Numeric	S TL=200M:300M
TS=	TS	TS (10)	Ticker Symbol	Phrase	S TS=BWIN B
UP=	UP	—	Record Update Date <sup>2</sup>	Phrase	S UP=20010516
—	UR	—	Website <sup>2</sup>		
YR=	YR	—	Year of Incorporation	Phrase	S YR=1930
ZP=	ZP	ZP (11)	Zip Code	Phrase	S ZP=46204

<sup>2</sup> Not present in all records.

<sup>3</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 LIMIT, HELP SORT, HELP RANK online.

<b>SORT</b>	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 and Names, and Key Financials
3	Medium	Company Name, Address, Description of Business, and Dates
4	--	Company Name, Address, and Telephone and Fax Numbers
5	Long	Full Record
6	Free	Company Name and Dates
7	--	Company Name, SIC Codes and Descriptions, Dates, and Financials
8	Short	Company Name and Record Update Date
9	Full	Full Record
10	--	National Address (excludes country)
20	--	International Address (includes country)

## 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 S4/8/ALL TAG
<b>DIRECT RECORD ACCESS</b>	DIALOG Accession Number	TYPE 0012891/5 DISPLAY 0055754/CO,IS PRINT 0013964/5

## FOR ONLINE HELP:

See HELP FIELDS 556 for searchable fields; HELP FORMAT 556 for output formats; HELP LIMIT 556 for limits; HELP RATES 556 for cost information; HELP SORT 556 for sorts.