

**Business Dateline®****FILE DESCRIPTION**

**Business Dateline®**, produced by ProQuest Information and Learning, provides the full text of major news and feature stories from 550 regional business publications from throughout the United States and Canada. The regional perspectives reported in the business press make Business Dateline an excellent source of in-depth business information with a local point of view. Virtually every aspect of regional business activities and trends is covered in the file, with particular emphasis on economic conditions in selected cities, states, or regions, as well as mergers, acquisitions, company executives, new products, and competitive intelligence.

**SUBJECT COVERAGE****Corporate Profiles:**

- Market strategy
- Small business
- Start-ups
- Financial management
- Acquisitions & mergers
- Planning
- Corporate histories

**Real Estate Markets:**

- Absorption rates
- Local occupancy levels
- Office vacancies
- Square footage available
- Market Strategy

**Profiles of Corporate Officers:**

- Chief executive officers
- Boards of directors
- Entrepreneurs

**Regional Economic Conditions:**

- Local interest rates
- Demographic information
- Local economic impacts
- Relocation forecasting
- Business incubators

**Finance and Financial Management:**

- Stock prices
- Public offerings
- Industry Regulation

**New Product Development:**

- Research & development
- Product design
- Product introductions
- Research expenditures

**Major industry coverage includes:**

- Real Estate
- Telecommunications
- Hotels & Restaurants
- Electronics
- Publishing
- Retailing
- Transportation

**TIPS****USE FILE 635**

to find complete text articles from hundreds of regional business publications.

**USE /CO OR CO=**

to search for companies of interest.

**USE CC= OR CN=**

to search for concept names and concept codes.  
S CC=8660 (metalworking industry)

**DIALOG FILE DATA**

Inclusive Dates: 1985 to the present

Update Frequency: Daily

File Size: 1,921,158 records as of September 2008

**CONTACT**

Business Dateline is produced by ProQuest Information and Learning. Questions concerning file content should be directed to:

ProQuest

789 E. Eisenhower Pkwy.

P. O. Box 1346

Ann Arbor, MI 48106-1346

Phone: 734-761-4700 ext. 2513

Toll Free: 800-889-3358

Fax: 734.997.4268

E-Mail: [tsupport@proquest.com](mailto:tsupport@proquest.com)

SAMPLE RECORD

DIALOG(R)File 635:Business Dateline(R)  
 (c) 2008 ProQuest Info&Learning. All rts. reserv.  
 Sample does not contain actual record

AA= 2846612 1277608271  
 /TI Johnson Controls enters \$5B plan  
 AU= Dagan, David  
 JN=, Central Penn Business Journal v23n22 p1  
 PD=, PY= May 25, 2007  
 JC=, DT=, RT= JOURNAL CODE: CENP DOCUMENT TYPE: News, Periodical RECORD TYPE: Fulltext  
 LA=, SN= LANGUAGE: English ISSN: 1058-3599  
 WORD COUNT: 529 NUMBER OF PAGES: 2

DL= DATELINE: Harrisburg Pennsylvania  
 TEXT:  
 NATION

/LP Greater energy efficiency is Clinton program's goal  
 /TX Johnson Controls Inc. signed on to a \$5 billion plan led by the foundation of former President Bill Clinton to make buildings around the world more energy-efficient.

The initiative promises to expand business for energy-services companies such as Johnson.

"This will have a big impact," said clay Nesler, a Johnson official who worked on the initiative with the Clinton Foundation. Milwaukee-based Johnson acquired York International Corp., a maker of heaters, air-conditioners and related equipment, in late 2005.

The initiative will also be good for the environment. The Clinton Foundation said retrofits can reduce energy use in buildings by 20 percent to 50 percent, leading to a big cut in greenhouse-gas emissions.

The foundation's initiative focuses on 16 major cities, but it hinges on an idea that has gained traction in Pennsylvania and elsewhere: performance contracting.  
 (. . . )  
 "Think of it as kind of low-hanging fruit from an environmental standpoint," Nesler said. "The environment benefits, but so do each of the building owners."  
 BY DAVID DAGAN  
 david@journalpub.com  
 Copyright Journal Publications Inc. May 25, 2007

/CO, CO=, TS=, NC= COMPANY NAMES: Johnson Controls Inc, DUNS:00-609-2860, Ticker:JCI,  
 NAICS:334512 336399 561621  
 Clinton Foundation, NAICS:813211

CC=, CN= CLASSIFICATION CODES: 9190 (United States); 1210 (Politics & political behavior); 9540 (Nonprofit institutions); 1540 (Pollution control); 8650 (Electrical & electronics industries)

/DE, DE= DESCRIPTORS: Presidents; Nonprofit organizations; Energy efficiency; Electronics industry; Initiatives

/NM, NM= NAMED PERSONS: Clinton, Bill  
 SF= SPECIAL FEATURE: Charts  
 PRINT MEDIA ID: 12806

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	All Basic Index Fields	Word	S GREENHOUSE(W)GAS
/CO	CO	Company Name <sup>1</sup>	Word	S JOHNSON(W)CONTROLS/CO
/DE	DE	Descriptor <sup>2</sup>	Word & Phrase	S ELECTRONICS(W)INDUSTRY/DE S ELECTRONICS INDUSTRY/DE
/LP	LP	Lead Paragraph <sup>3</sup>	Word	S GREATER(S)EFFICIENCY/LP
/NM	NA	Named Person <sup>1,3,4</sup>	Word	S CLINTON(1N)BILL/NM
/TI	TI	Title	Word	S JOHNSON(S)CONTROLS/TI
/TN	TN	Trade Name <sup>1,3</sup>	Word	S HEWLETT(W)PACKARD/TN
/TX	TX	Text	Word	S BUILDING(W)SERVICES/TX

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

<sup>2</sup> Also /DF.

<sup>3</sup> Present from 1/2000 forward.

<sup>4</sup> For records from 1985 through 12/1999, Named Person is searched using /NA or NA=.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
AA=	AA	Supplier Accession Number	Phrase	S AA=1277608271
AU=	AU	Author/Byline	Phrase	S AU=DAGAN, DAVID
—	AZ	DIALOG Accession Number		
CC=	CC	Classification Code <sup>5</sup>	Phrase	S CC=1540?
CN=	CC	Classification Name	Phrase	S CN=POLLUTION CONTROL
CO=	CO	Company Name <sup>1</sup>	Phrase	CO=JOHNSON CONTROLS?
—	CP	Country of Publication		
—	CT	Copyright Statement		
DL=	DL	Dateline	Word & Phrase	S DL=(HARRISBURG(W)PENNSYLVANIA) S DL=HARRISBURG PENNSYLVANIA
DN=	CO	D-U-N-S Number	Phrase	S DN=00-609-2860
DT=	DT	Document Type	Phrase	S DT=PERIODICAL
JC=	JC	Journal Code	Phrase	S JC=CENP
JN=	JN	Journal Name	Phrase	S JN=CENTRAL PENN BUS?
LA=	LA	Language <sup>3</sup>	Phrase	S LA=ENGLISH
NC=	CO	NAICS Code <sup>3</sup>	Phrase	S NC=334512
NM=	NA	Named Person <sup>1,3,4</sup>	Phrase	S NM=CLINTON, B?
PD=	PD	Publication Date	Phrase	S PD=20070525
PY=	—	Publication Year	Phrase	S PY=2007
RT=	RT	Record Type <sup>3</sup>	Phrase	S RT=FULLTEXT
SC=	CO	Standard Industrial Classification (SIC) Code	Word	S SC=3320
SF=	SF	Special Feature	Phrase	S SF=CHARTS
SN=	SN	International Standard Serial Number	Phrase	S SN=1058-3599
—	SO	Source Information <sup>6</sup>		
TS=	CO	Ticker Symbol	Word	S TS=JCI
UD=	—	Update	Phrase	S UD=9999
—	WD	Word Count		

<sup>5</sup> Use truncation when searching Classification Codes, e.g., S CC=3400?

<sup>6</sup> Source includes: journal name, city and state of publication, volume, issue, section, page, and publication date.

SPECIAL FEATURES

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

<b>LIMIT</b>	/FULLTEXT -- Fulltext records /YYYY -- Publication Year	S S3/FULLTEXT S S2/2008
<b>SORT</b>	AA, AU, JN, PD, PY, TI	SORT S13/ALL/PD/JN PRINT S5/5/1-24/PD,D
<b>RANK</b>	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK AU S3
<b>RD, ID</b>	Remove duplicates (RD) or identify duplicates (ID,IDO).	RD S5
<b>CURRENT</b>	Search only the most recent year plus one (CURRENT1) to five (CURRENT5) years.	B 635 CURRENT2

PREDEFINED FORMAT OPTIONS

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Full Record except Text
3	Medium	Bibliographic Citation
4	--	Full Record with Tagged Fields
5	--	Full Record except Text
6	Short	Title and Publication Date
7	Long	Bibliographic Citation and Text
8	Free	Title, Publication Date, Word Count, and Indexing
9	Full	Full Record
K	--	KWIC (Key Word In Context) displays a window of text; may be used alone or with other formats

OTHER OUTPUT OPTIONS

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

<b>USER DEFINED FORMATS</b>	User-defined formats may be specified using the display codes indicated in the Search Options tables.	TYPE S3/TI,PD/1-5
<b>TAG</b>	TAG may be used for tagged fields.	TYPE S2/3/1-5 TAG
<b>DIRECT RECORD ACCESS</b>	DIALOG Accession Number	TYPE 0330122/5 DISPLAY 0074483/CO,TI PRINT 0301964/5