REFERENCE*USA* USER GUIDE

What is ReferenceUSA?

ReferenceUSA is an Internet-based reference database which contains detailed information on more than 12 million U.S. businesses and 102 million U.S. residents.

Information is compiled from the following public sources: more than 5,600 Yellow Page and Business White Page telephone directories; annual reports, 10-Ks and other SEC information; federal, state, and municipal government data; Chamber of Commerce information; leading business magazines, trade publications, newsletters, major newspapers, industry and specialty directories; and postal service information, including Change of Address updates.

For each search, you may print out or download up to 25 of your resulting hits. People wanting more may purchase them from the vendor.

I. Residential Database

A. **When would I use it?**
  1. **To locate a person when you do not know the exact city or even the state.**
  2. **To locate an address and/or name when you have a phone number.**
  3. **To locate a person when you only have an address.**
  4. **To locate neighbors near an address.**
B. **Type of Search - Quick Search**
  1. **Fill in what you know (your criteria). (Ex: all persons named Gherkin.)**
  2. **Click <u>Search Now</u>**

3. You will see the results of your search displayed.

4. At this point, you may <u>Print</u> or <u>Download</u> up to 25 of your results. Or you may <u>Revise</u> your search criteria or <u>Start</u> a new search.

5. To see more details, either Click on a single name or check off more than one name and Click on <u>Details</u>.

6. **Click on <u>Map It</u> to get a map of the location or choose to see neighbors with a certain radius by selecting the distance and clicking <u>Submit</u>.**

C. Type of Search - Custom Search –

    1. Use this for collecting demographic information of people living in a certain zipcodes, area codes, streets, etc.

    2. Check off the boxes of the information you have. (Example: all of the people on a particular street in Albuquerque.) Click on Create Search Form.

    3. Enter the information you have and click Search Now.

4. **Once your results are shown, you may <u>Print</u> or <u>Download</u> up to 25 of them. Or you may <u>Revise</u> your search criteria or <u>Start</u> a new search.**

Displaying 1-25 of 25

(Print) (Download) (Revise My Criteria) (Purchase List) (New Search) (Details) (Back)

All	Last Name	First Name	Address	City	State	Phone Number
☐	ALLEN	CHRIS	1721 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 247-1589
☐	BASSALLECK	BERND	1809 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 262-4820
☐	BRICE	HAROLD	1741 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 254-0455
☐	BUSH	SKIP	1821 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 232-2693
☐	DAILY	JAMES	1716 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 266-7437
☐	DAUB	G	1813 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 268-3548
☐	FERNANDEZ	PELAYO	1817 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 255-5924
☐	FRENCH	SUZANNE	1700 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 255-4189
☐	HARTZ	M	1745 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 266-0001
☐	HUNING	JACK	1709 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 256-9464
☐	KRISTIANSEN	BERIT	1745 MIRACERROS PL NE	ALBUQUERQUE	NM	(505) 232-6651

5. **To see more details, either Click on a single name or check off more than one name and Click on <u>Details</u>.**

II. Business Database

A. **When would you use it?**
1. **To get the address and phone number of a business.**
2. **To get a contact person for a particular business.**
3. **To get financial and other information.**
4. **To locate particular types of businesses in an area – city, zipcode, or metropolitan statistical area (MSA)**

B. **Type of Search - Quick Search – use to get information on a particular business.**
1. **Fill in as much information as you know and click on <u>Search Now</u>.**

ReferenceUSA
An *info*USA Company
Business
14 Million
U.S. Businesses
Residential

Quick Search | Custom Search   about us | contact us | help | home

Quick Search
Fill out one or more of the following criteria boxes, then click the "Search Now!" button.

Company Name ❓   City   State

hewlett packard   All

Phone (10 digits)

(Search Now!)   (Clear My Search Form)

25 Prints/Downloads per Search

2. **Your search results will be displayed.**

Displaying 1-1 of 1

Print **Download** **Revise My Criteria** **Data Summary** **Purchase List** **New Search** **Details**

Try Harder - Wildcard (*) ?

All	Company Name	Address	City/State	ZIP	Phone	Linkage Up	Down
☐	Hewlett-Packard Co	3000 Hanover St	Palo Alto, CA	94304	(650) 857-1501		↓

Print **Download** **Revise My Criteria** **Data Summary** **Purchase List** **New Search** **Details**

Try Harder - Wildcard (*) ?

25 Prints/Downloads per Search

[business data] [residential data]

3. To see details, click on the company's name.

Revise My Criteria New Search Data Feedback Print

Hewlett-Packard Co Palo Alto, CA

Hint: If you have trouble opening a link, hold Ctrl and try again.

Address Information

Address:	3000 Hanover St	Toll Free Number:	Not Available
City	Palo Alto	Fax:	(650) 857-5518
State/Prov:	CA	Line of Business:	Electronic Computer Mfg
ZIP Code:	94304-1181	Primary SIC:	3571-01
Phone:	(650) 857-1501	NAICS:	33411101
Map & Directions:	Map it! Driving Directions Radius	IUSA Number:	007518194

Corporate Information

Corporate Employees:	150,000	Years in Database:	17
Location Employees:	2,001	Year Established:	1939
Est. Annual Sales:	$86,696,000,000	Yellow Page Ad Spending:	UNKNOWN
Type of Business:	Public Company	Ticker Symbol:	HPQ EDGAR Financial Information
Location Type:	Headquarter	Stock Exchange:	NYSE Stock Info Google Finance
Credit Rating Score:	Excellent	Annual Report:	No report available
Metro Area:	San Jose, CA	Parent Company:	Hewlett-Packard Co
County:	Santa Clara	Foreign Parent:	No
View Web Site:	HP.COM	Fortune 1000 Ranking:	11
Home Business:	No	Hours of Operation:	Sunday: Closed
Public Company:	Yes Stock Quote		Monday: 9:00 AM - 5:00 PM
Lat/Long:	037.413222 / -122.143782		Tuesday: 9:00 AM - 5:00 PM
			Wednesday: 9:00 AM - 5:00 PM
			Thursday: 9:00 AM - 5:00 PM
			Friday: 9:00 AM - 5:00 PM
			Saturday: Closed

4. You can scroll down or click on hot links to see more information.

InfoQuotes
SummaryQuotes
Company News
Charts
Company Financials
Revenue / EPS Summary
Pre-Market Quotes
After Hours Quotes
Analyst Info
<< Back   Search

Scottrade: Fast
$7 Online Trades

Summary Quote ▾ NYSE ▾ [ ] ADD EDIT SYMBOL LIST SYMBOL LOOKUP

Hewlett-Packard Company | HPQ
Portfolio Tracking Ticker Alerts

Latest News   Price Charts   Company Financials   Annual Report

Nov. 1, 2006 13:53 ET Market Open
Common Stock   Market : Dual Listed

Last Sale	$ 38.71
Change Net / %	0.03 ▼ 0.08%
1y Target Est:	$ 41.00
Today's High / Low	$ 39.13 / $ 38.63
Share Volume	6,645,200

Rollover to see why We
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C. Type of Search - Custom Search – use to locate businesses of a particular type in a specific area, the headquarters of a company, etc.

1. **Check off the boxes of the information you can provide (you can search by Yellow Page heading, SIC or NAIC code, or major industry). Ex. You can look for all the coffee shops in Albuquerque.**

2. **Click on <u>Create Search Form</u>.**

3. **Type in the Yellow Page heading, or click on the word <u>Heading</u> to see a list of possibilities which you can browse.**
4. **Select the State for the Metro Area you want to search. (Or type in zipcodes.)**
5. **Click <u>Search Now.</u>**
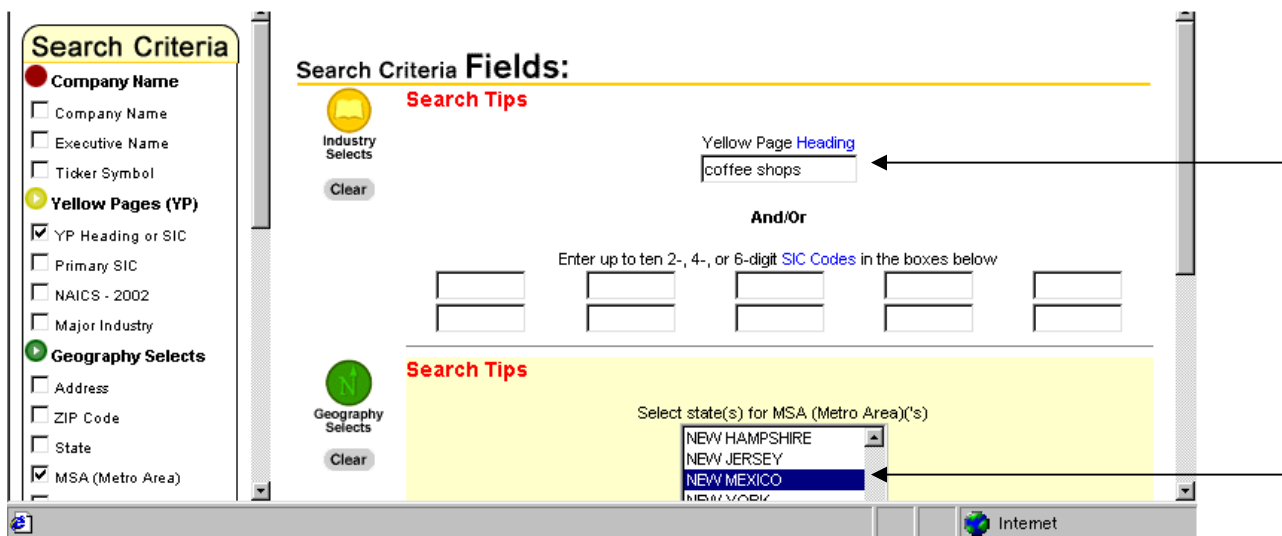
6. Click on the MSA and the Yellow Page Heading you want. click on Search Now.
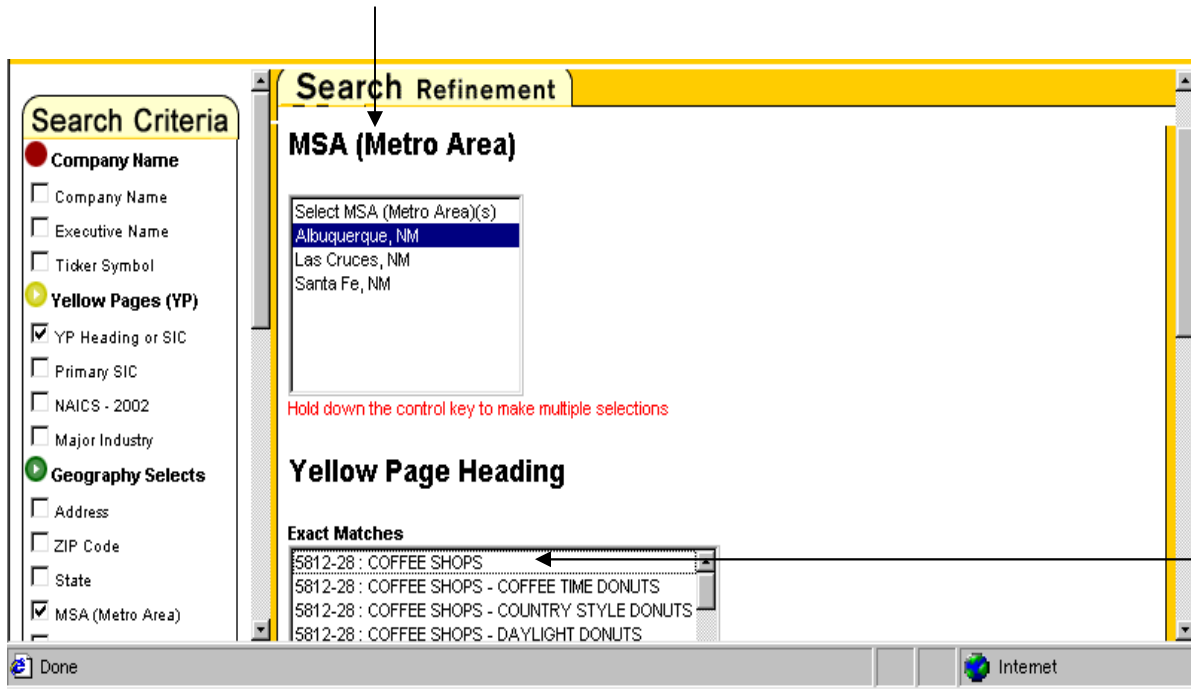
7. Your results will be displayed.

8. You can find the company's headquarters by clicking on the arrow to the right of the information displayed.

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Page: **1** 2   ▶ Next   Go To Page: [   ]   Go!

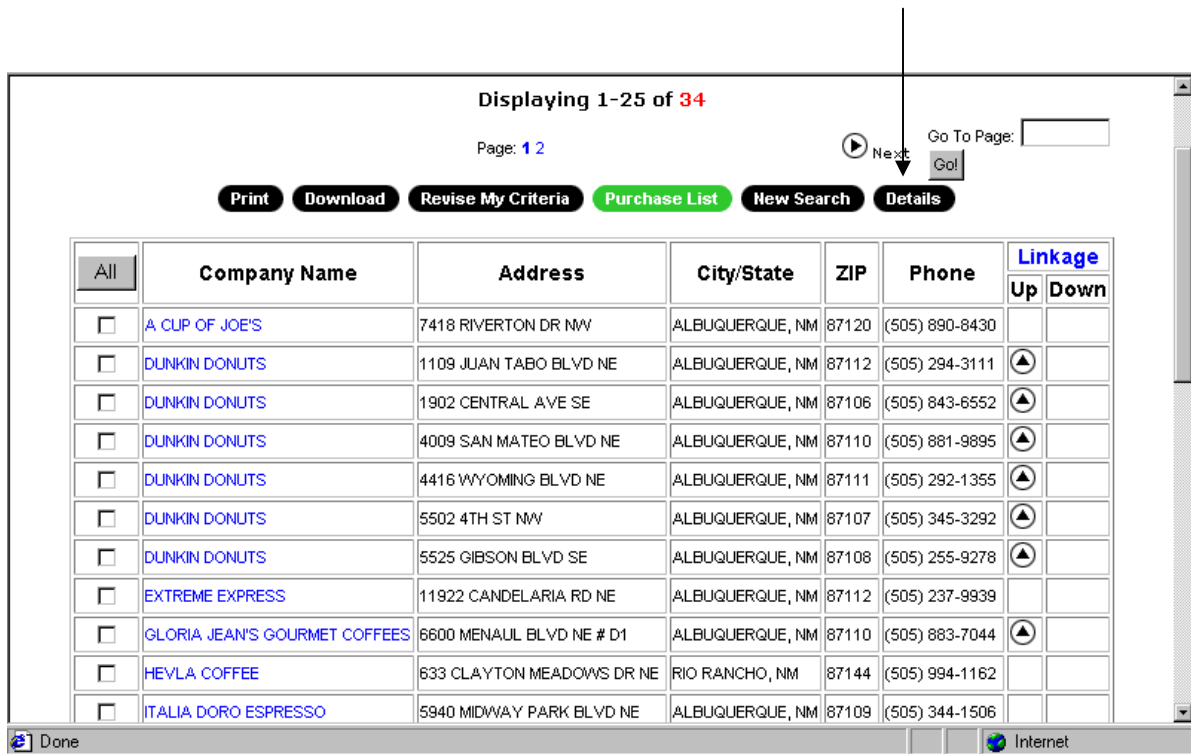(Print) (Download) (Revise My Criteria) (Purchase List) (New Search) (Details)

All	Company Name	Address	City/State	ZIP	Phone	Linkage Up	Down
☐	A CUP OF JOE'S	7418 RIVERTON DR NW	ALBUQUERQUE, NM	87120	(505) 890-8430		
☐	DUNKIN DONUTS	1109 JUAN TABO BLVD NE	ALBUQUERQUE, NM	87112	(505) 294-3111	▲	
☐	DUNKIN DONUTS	1902 CENTRAL AVE SE	ALBUQUERQUE, NM	87106	(505) 843-6552	▲	
☐	DUNKIN DONUTS	4000 SAN MATEO BLVD NE	ALBUQUERQUE, NM	87110	(505) 881-0805	▲	

Displaying 1-1 of **1**

(Print) (Download) (Revise My Criteria) (Purchase List) (New Search) (Details)

All	Company Name	Address	City/State	ZIP	Phone	Linkage Up	Down
☐	DUNKIN DONUTS INC	14 PACELLA PARK DR	RANDOLPH, MA	02368	(781) 961-4020	▲	▼

9. Or you can get details, including contact and website, if available, by clicking on a company or checking off boxes and clicking on <u>Details</u>.

Java Joe's Albuquerque, NM   Hint: If you have trouble opening a link, hold Ctrl and try again.

Address Information

Address:	906 Park Ave SW	Toll Free Number:	Not Available
City:	Albuquerque	Fax:	Not Available
State/Prov:	NM	Line of Business:	Limited-Service Restaurants
ZIP Code:	87102-3045	Primary SIC:	5812-08
Phone:	(505) 765-1514	NAICS:	72221105
Map & Directions:	Map it! Driving Directions Radius	IUSA Number:	462992017

Corporate Information

Corporate Employees:		Years in Database:	15
Location Employees:	7	Year Established:	Not Available
Est. Annual Sales:	Less Than $500,000	Yellow Page Ad Spending:	$601 - $900
Type of Business:	Privately Owned	Ticker Symbol:	Not Available
Location Type:	Single Loc	Stock Exchange:	None
Credit Rating Score:	Very Good	Annual Report:	No report available
Metro Area:	Albuquerque, NM	Parent Company:	None
County:	Bernalillo	Foreign Parent:	No
View Web Site:	Not Available	Fortune 1000 Ranking:	Not Applicable
Home Business:	No	Hours of Operation:	Not Available
Public Company:	No	Credit Cards Accepted:	Not Available
Lat/Long:	035.085302 / -106.657715		

Management Directory

Title	Name	Gender
Owner	Mr. Michael D Phlieger	Male

Location Image   **Company News** Click on the article title to view it.

View this business
Just mouse over photo.

DATE:	ARTICLE:	SOURCE:
9/04/2006	Really fantastic Writer's average Joes find their way through bizarre scenarios	Bangor Daily News Bangor, ME