



Decide with Confidence

alacraTM

Dun & Bradstreet's world-class database and expertise can help you cleanse, renew, and enhance your current information and keep it up-to-date. Relevant, up-to-date, and accurate information can be your competitive weapon if it is strategically managed and integrated into your processes.



The Business Information ReportTM is a solid source of data that can help you perform critical analysis of a business' operations, profitability and stability. Designed to help you evaluate your medium-to-higher risk decisions, the report contains in-depth information that can include:

- D-U-N-S[®] Number
- Name, Address, and Telephone Number
- Location Type (HQ, Branch, or Division)
- Chief Executive
- Year Started
- Number of Employees
- D&B PAYDEX
- SIC
- and MORE!

STRATEGIC MARKETING RECORD	
GORHAM MANUFACTURING 2400 CALIFORNIA STREET SAN FRANCISCO, CA 94118	DUNS NUMBER: 80123456 SALES: \$150,000,000 EMPLOYEES: 100
GORHAM COMPANY 2400 CALIFORNIA STREET SAN FRANCISCO, CA 94118	SALES: \$15,000,000 EMPLOYEES: 100
LESLIE SMITH KENIN J HUNT SECRETARY/ TREASURER	KEY EXECUTIVE NAMES AND TITLES YES NO NO NO NO YES
2700000 COMMERCIAL PRINTING- LITHOGRAPHIC	SALES: \$150,000,000 EMPLOYEES: 100
COMMERCIAL PRINTING GORHAM INDUSTRIES GORHAM INDUSTRIES	SALES: 485 EMPLOYEES: 751
FIRST SECURITY NATIONAL BANK 123 MAIN STREET SAN FRANCISCO CA 94118	SALES: \$5,000 EMPLOYEES: 2000 U.S. CORPORATION
ABC ACCOUNTING	SALES: 2,000 EMPLOYEES: 100

D&B Strategic Marketing Records are enhanced sales leads that contain the business intelligence you need for highly specific, sophisticated prospect qualification, whether you are prospecting across the country or across the world. Detailed information includes:

- D-U-N-S[®] Number
- Company Name
- Trade Style
- Physical and Mailing Address
- Country Code
- Up to 6 SICs
- Line of Business Description
- Up to 30 Key Executive Names and Titles
- and MORE!

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