Through the Sheridan Libraries’ Web Resource, JHU users can access the JHU libraries’ catalog, JHU-licensed electronic journals and web-based resources, library research guides, and information about library services and remote access to licensed resources. This guide is a list of basic resources, excluding books, videos and print newspapers. Additional materials are available and may be more appropriate for specific assignments.

CONTENTS:

Useful Library Web pages
Additional Assistance
General Websites
JHU Business & Economics Databases
Major Statistical Resources
Patent & Technology Resources
Research & Development
Funding Resources
Proposals & Business Plans
Key Reference Sources

USEFUL LIBRARY WEB PAGES:

Sheridan Libraries Main Page http://www.library.jhu.edu

JHU Online Catalog (JHU libraries’ materials) http://catalog.library.jhu.edu

Research Guides by Subject (left box on main page)
  • Business http://guides.library.jhu.edu/business
  • Biological Sciences http://guides.library.jhu.edu/biology
  • Biotechnology http://guides.library.jhu.edu/biotechnology
  • Engineering http://guides.library.jhu.edu/engineering

Databases by Subject http://jhsearch.library.jhu.edu/

Search a Citation (to locate a specific article or journal) http://findit.library.jhu.edu/

Tools
  • Evaluating Information Found on the Internet
    http://www.library.jhu.edu/researchhelp/general/evaluating/index.html
  • Citing Sources http://guides.library.jhu.edu/citing

GPML (Government Publications, Maps and Law)
http://www.library.jhu.edu/collections/gpml/index.html

Services (on main page)
  • Connecting from Off-Campus. . . (Remote Access)
  • Document delivery: Interlibrary Services, Eisenhower Express
  • Reserves: Electronic, course-specific readings
ADDITIONAL ASSISTANCE:

Jim Gillispie, Lynne Stuart (GPML) 410-516-8360 for patents, demographic and gov. data
JHU Regional Librarians and Science & Engineering Librarians
http://library.jhu.edu/departments/rsc/rslist.html

GENERAL WEBSITES:

Small Business Administration http://www.sba.gov
MoreBusiness.com http://www.morebusiness.com
SCORE (Service Corps of Retired Executives) "Counselors to America’s Small Business"
http://www.score.org
Maryland Biotechnology Center http://marylandbiocenter.org/Pages/Homepage.aspx Choose resources tab for list and links to additional online resources
Biotechnology Industry Organization http://www.bio.org member company profiles and links, industry statistics and overview
Tech Council of Maryland http://www.techcouncilmd.com/ lists member biotech companies and links to their home pages
Recombinant Capital; Signals: the Online Magazine of Biotechnology Industry Analysis http://www.recap.com/ revenue data, company info., development of biotech products, partnerships between drug and biotech companies
Biocom http://www.biocom.org/ Life sciences news, deals, analysis, webcasts
Biospace.com http://www.biospace.com Up-to-the-minute biotechnology and pharmaceutical developments, hub with links to biotech information
Food & Drug Administration http://www.fda.gov
ThomasNet (Thomas Register of Manufacturers) http://www.thomasnet.com/

JHU-LICENSED ELECTRONIC DATABASES--Access licensed strictly for JHU academic research. Most web-based ones are accessible through the library’s links from home or laptop via the JHU proxy system or the JHConnect software, using your JHED login/password.

JOURNAL ARTICLES, COMPANY & INDUSTRY NEWS:

Articles reveal more current information and objective analysis on an industry or on a company’s personnel and financial situation, competition, market share, strategies, products, licensing and patents, and successes and failures. To find information on private companies, ones that aren’t required to disclose financial information and don’t sell stock on a stock exchange, articles are crucial.

If full-text is not included in an article index, use the FIND IT links to determine if another library resource or the JHU catalog can provide access. Use Interlibrary Loan to obtain desk top delivery of articles from journals which JHU doesn’t own.

ABI Inform (Proquest) ABI Inform indexes scholarly and trade journals to provide bibliographic citations, abstracts, and selected full-text or full-image for articles in business and management. Exclusive access to full-text articles from Wall Street Journal.
**Business Source Premier, Academic Search Complete, Regional Business News, Health Source Consumer, Health Source Academic, CINAHL** (EBSCO) Selected full-text, full-image for scholarly, popular and trade journals and news sources for business, health, nursing and economics. Can limit to refereed journals. Click on “choose databases” within EBSCO to select and search these databases simultaneously.

**Wilson Web** (Wilson) Select one index or simultaneously search others (i.e. Business, General Science, Applied Science & Technology, Social Science) Can limit to refereed journals. Selected full-text articles online. Coverage varies by index and journal.

**ECONLIT** American Economic Association’s index to the economic literature provides links to full-text articles from selected journals, including Journal of Economic Literature, American Economic Review, and Journal of Economic Perspectives.

**Lexis-Nexis Academic** Company financials, SEC filings, newswires, selected full-text news and journal articles, regional news, industry and medical news, news transcripts, legal articles, patents, and cases. Good for national, international and region-specific business news.

**Business & Industry** (Firstsearch collection) Important facts, figures and key events dealing with public and private companies, industries, products and markets for all manufacturing and service industries at an international level. Includes citations and selected full-text articles from leading trade magazines, newsletters, the general business press and international business dailies.

**Business Dateline** (Firstsearch collection) Citations and selected full-text for region-specific business articles; useful for information on smaller, local companies.

**Mergent Online** (Mergent) News, annual reports, history, & financial information on large, international companies and **public** U.S. companies, including industrial, OTC (over-the-counter) industrial, bank & finance, transportation, and public utility companies.

**Bloomberg** (Designated terminals at Homewood, Downtown Baltimore and D.C.) Real-time business news includes Bloomberg-breaking stories. Company profiles also include news, recent developments, mergers & acquisitions, competitors, personnel, etc. **Mostly covers public**, national and international companies. Historical coverage varies.

**The Sun** (Proquest) Full-text articles of the Baltimore Sun since 1990. Back issues are on microfilm. No historical index other than this and the one created by the Enoch Pratt Library. For just posted news, also try the Sun’s website (sunspot.net), which requires free registration.

**Wall Street Journal** (Proquest) HTML full-text articles from recent years are available through ABI Inform or directly via the link on the Newspapers List. Historical issues are available in PDF format through a separate link in the list of Newspaper Resources.

**Press Display** For browsing cover-to-cover, page-images of U.S. and international, daily newspapers; sixty-day archive available.

**Additional newspapers are available from our List of Newspapers or through the JHU Catalog.**

**Journal Citation Reports, Web of Science** (ISI) Humanities, Science, and Social Science Citation Indexes, in Web of Science, specifically determine what articles an author wrote or the number of times that an author or article has been cited. Journal Citation Reports, a separate database, ranks the journals
and helps determine where to publish or which journals are most used or respected in a field.

**COMPANY & INDUSTRY--DATA, REPORTS, DIRECTORIES, PROFILES:**


*Standard & Poor’s NetAdvantage* (Standard and Poor’s) U.S. and global industry surveys, stocks, bonds, mutual funds, company directory, profiles, financials, executive biographies and more. Use Advanced Search under the company options for customized searching.

*Mergent Online* (Mergent) Includes in-depth industry profiles at the broad sector level and financial information on international and large U.S. **public** companies. Contains full-image annual reports. Download financial charts and create customized lists or reports.

*Marketline* (Research for Libraries) Company, country and industry profiles (U.S. and international scope) by Datamonitor. Good place to start for international industry reports or company profiles with SWOT analysis.

*Value Line Investment Survey* (Value Line) Company and industry analysis, projections and rankings for 1,700 stocks and 90 industries. Includes only standard service. PDF and HTML reports differ.

*Hoover’s Academic* (Dun & Bradstreet) company profiles with history, competitors, and key financials. Good for researching **private** companies. (Also see Hoover’s Company Records.)

*Market Research.com Academic* (Market Research.com) Current and archived issue-driven market research reports by ICON, Kalorama and Packaged Facts for health care, biotechnology, pharmaceuticals and other industries. Includes reports about specific demographic populations.

*Mintel Oxygen* (Mintel) Full-text, market research reports contain demographic and lifestyle data and product-specific or brand-level data for the consumer goods sectors for the U.S. and abroad. Reports are available upon publication. Initially set up a personal account with your JHU e-mail address at the Mintel log-in page; access with JHED ID and your Mintel profile.

*Business Insights* (Research for Libraries) Issue-driven market research reports on hot topics from analysts for specific industries. Includes the Drug Discovery Series.

*Gartner Research* (Gartner Group) Original analysis and reports on technologies, services, products, and vendors. Some emphases: information technology, satellite, broadband, cellular and mobile technologies, computer technologies. JHED access via JHU Portal required. Choose Other Options and limit to subscribed content.

*Dun & Bradstreet’s Million Dollar Directory* (Dun & Bradstreet) Directory of U.S. companies having over a million or more in sales, over twenty full-time employees, or fifty employees at a branch. Profiles include sales, line of business, employee counts, address, year founded, public or private, trading exchange and symbol, and executive biographies. Can search by geography (even zip code) and industry and sort results by sales or number of employees. Profiles include corporate hierarchy.

*Directory of Corporate Affiliations* (Lexis-Nexis) “Who Owns Whom”
**Gale Directory Library** (Gale)—Selected Gale directories including:

- **Encyclopedia of Associations**—National, regional, and international associations or organizations
- **Market Share Reporter** and **Business Rankings Annual**—company, industry, and product rankings or market share
- **Brands and Their Companies**—companies and their products or brands

**Red Books Online** (Lexis-Nexis) Detailed profiles of U.S. and international advertising agencies, including accounts represented by each agency, fields of specialization, breakdown of gross billings by media, and contact information on agency personnel.

**ReferenceUSA** (InfoUSA) Residential, business and medical directories; most comprehensive, online business directory of nonprofits and private and public U.S. companies. Profiles are based on annual reports, national phone books, newspapers, post office forms and legal filings. Provides corporate linkages and maps. Useful for targeting business locations or companies by industry. Business data compatible for use with ArcGIS mapping software.

**SRDS Media Solutions** (Standard Rate & Data Service) international and national media directory for magazines and newspapers; provides demographics, advertising rates, and circulation statistics per publication

**SPECIALIZED BUSINESS & ECONOMICS RESOURCES:**

**Bloomberg** (Designated terminal at MSEL, D.C. and Downtown Baltimore centers) Real-time financial and economic data, historical prices, and company and industry news. Company profiles include Hoover’s overview, analyst recommendations, financials, news, recent developments, mergers & acquisitions, competitors, biographies, etc. Mostly covers public, national and international companies.

**Economist Intelligence Unit** (EIU) In-depth reports, rankings, analysis, news and statistical data pertaining to most countries. Highlights include: Country Profiles/Reports, Risk Service, World Investment Service, City Data, Country Data, and Market Indicators and Forecasts.

**Global Insight** (by DRI-WEFA) Data banks providing current and historical financial and economic information from around the world. Excludes economic forecast data.

**SourceOECD** (OECD) online library of the Organisation for Economic Co-operation and Development. Includes statistics and full-text books and periodicals pertaining to OECD countries.

**World Development Indicators** (also see World Bank E-Library)—country-specific statistics and publications from World Bank

**Wharton Research Data Service (WRDS):** New users should consult this Getting Started guide before registering. [http://www.library.jhu.edu/researchhelp/business/pdfs/wrds.pdf](http://www.library.jhu.edu/researchhelp/business/pdfs/wrds.pdf)

Access is available to JHU faculty and graduate students who have registered at the WRDS log-in page and been approved for an account. Use is strictly for academic research.

WRDS provides web-based access to the following data sets.

- **Global Insight** (by DRI-WEFA) Data banks providing current and historical financial and economic information from around the world.
**Center for Research in Security Prices (CRSP)** Comprehensive collection of standard and derived securities data for the NYSE (New York Stock Exchange), AMEX (American Exchange) and Nasdaq (Over the Counter) Stock Markets. Index and Treasury files also available. Historical depth varies.

**NYSE Trade and Quote (TAQ)** intra-day transactions (trades and quotes) for all securities listed on the New York Stock Exchange (NYSE) and American Stock Exchange (AMEX), as well as Nasdaq National Market System (NMS) and SmallCap issues. Coverage begins with 1993. Updated monthly. Six-month lapse in release of latest data.

**Compustat** (Standard and Poor’s) Current and most extensive historical coverage of financial data for active or inactive, U.S. and international companies; mostly derived from annual reports. Includes bank file and also some S&P index data.

**MAJOR STATISTICAL SOURCES:**

Librarians in Government Publications, Maps and Law, on A-Level, can assist with our demographic or statistical resources and data sets. Specialized statistical resources for economics, business and other categories are listed in the JHU Catalog, the research guides and the statistical resources page of the Government Publications Guide.

List of Statistical Web Resources for Health
http://www.library.jhu.edu/collections/gpml/statisticalresources/health.html

List of Statistical Web Resources for Business and Economics
http://library.jhu.edu/collections/gpml/statisticalresources/business.html

Other statistical resources
http://library.jhu.edu/collections/gpml/statisticalresources/index.html

**Some Census and Demographic Resources:**

- **County Business Patterns** annual data from the Census Bureau back to 1964; useful for analyzing economic trends and economic activity of smaller regions, by industry.

- **Economic Census** collected every five years, content includes statistics for all industries, by NAICS industry code, at the national, state, county and MSA levels. Data include # of establishments, # of employees, payroll, and measure of output (sales, receipts, revenue, value of shipments, or value of construction work done).

- **American Fact Finder** (U.S. Census Bureau)—key resource for demographic data and customized reports for various geographic levels

- **ArcGIS Mapping Software & Business Analyst** ArcGIS mapping tool plots your tabular data to provide visual, geographic assessments. Compatible with Business Analyst or Reference USA data to visually plot businesses by NAICS/SIC code. Business Analyst includes some consumer data.
• **Area Resource File** country-based data files, summarizing secondary data from a wide variety of sources, which are useful for analysis of the health care system. They each contain over 3,000 data elements from all counties in the U.S., with the exception of Alaska, and are issued periodically. Data elements include county descriptor codes, health professions data, health facility and health training data, population and economic data, and limited data on vital statistics, industry, housing, expenditure and environmental factors. Access on CD-ROM in Government Publications.

**Statistical Abstract of the United States** (Online version is good start but not as complete as print (GEN REF HA 202).
http://www.census.gov/compendia/statab/

**Lexis-Nexis Statistical** —search for statistics in trade publications or tables of government and business resources. Now includes full-text documents!

**Stat USA - National Trade Data Bank/GLOBUS**—country guides, industry reports for various countries, exchange rates, trade information

**Survey of Current Business** at http://www.bea.gov/scb/index.htm

**Manufacturing USA** (GEN REF HD9721.M364) and **Service Industries USA** (GEN REF HD9981.3.S47): both of these statistical compendia from Gale Research provide much data on industries, including regional information, production/distribution, and leading companies. Arranged by industry classification codes (NAICS/SIC).


**Survey of Buying Power**, an annual, special issue of Sales & Marketing Management, contains demographic and geographic data that may help to determine locations for potential business. Older issues are bound with the accompanying journal. Current issues are in Current Periodicals, M-Level call no. HF5438.S16.

**PATENTS & TECHNOLOGY RESOURCES:**

Patent searching helps to identify competing products and their companies. Separate patents exist for design and function. View the Government Documents web pages for “Legal Resources/Patents and Trademarks” or contact the staff for assistance with patent and trademark searches.

**Patent Guide:**
http://library.jhu.edu/collections/gpml/legalresources/patentsandtrades.html

**Key Electronic Resources for Patents information:**

• **Web of Science (Derwents Innovation Index)** Once in Web of Science, click on “Select A Database” to access Derwents Innovation database for global patents since 1963. Analyze results by assignee or inventor for key players or people.

• **Lexis-Nexis Academic** Start here for easier searching by keyword to identify and obtain a concise list of patent-related documents relevant to your technology. In the search screen, click on Legal then the patents category. To view the official documents, rather than just full-text, use the Patent
Trademark Office web site.

  Useful if you have a patent number for your search. Patent applications are located in a separate file.

**Other Patent Resources in Government Publications:**

- *Patents and Inventions, An Information Aid for Inventors*. T 339.U 55 (Doc Ref)
- *Information Sources in Patents*. T 210.I 531 (Doc Ref)
- *Index to the U.S. Patent Classification* (C 21.12/2: GPML)
  This index provides an alphabetical listing of subject matter headings that lead to the class or subclass numbers appropriate to the particular invention.
  Provides a diagram and brief description of patents granted or renewed during a given week. Includes indexes to patentees and classification of patents. Issues of the weekly *Gazette* do not accumulate, but as a whole provide a single numeric and chronological listing of all patents granted since 1872. GPML has the *Gazette* on microfilm from 1871-1973 and microfiche from 1992-2002. Paper copies of the *Gazette* (T 223.A) dating from February 4, 1975 - April 15, 1997 are located on Level C.

**Key Electronic Resources for Technologies:**

- *National Technical Information Service (NTIS)* “unclassified” (publicly available) technology reports for technologies that are under contract to our government.
- *Applied Science and Technology Index, General Science Index* (WilsonWeb) Indexes international, English-language periodicals in the sciences and technology, as well as conference proceedings, journal articles, editorials, some letters, charts, tables, buyers' guides, etc.
- *Compendex*—primary index for engineering journals and publications, including conference proceedings, coverage 1884-Present. Can use same screen to search NTIS or INSPEC databases.
  - [DTIC](http://www.DTIC.mil) Dept. of Defense’s technical reports in the public domain.

**Other Resources for Technologies:**

- *IEEE Xplore* Full-text access to IEEE transactions, journals, magazines and conference proceedings, and all current IEEE Standards. Areas of coverage include electrical and electronic engineering, telecommunications, automation and control systems, biomedical engineering, computer hardware and architecture, imaging science, photographic technology, robotics, software engineering, transportation science and technology, artificial intelligence, information systems, acoustics, aerospace engineering, applied physics, nuclear science and technology, ocean engineering, remote sensing, and more.
- *INSPEC* Covers journal literature and conference proceedings in physics, electrical engineering and electronics, computing and control, and information technology. Same platform as Compendex and NTIS.
**Gartner Research Services** Original analysis and reports by Gartner Research on technologies, services, products, and vendors. Some emphases: information technology, satellite, broadband, cellular and mobile technologies, computer technologies

**SciFinder Web** (Access available to 8 users at once) Covers chemical and related literature since 1900 and reactions since 1840. Sources include international journals, patents, technical reports, books, conference proceedings, and dissertations. Users must register for personal account.

**CHEMnetBASE, ENGnetBASE** Online handbooks and reference works of Chapman & Hall/CRC

**GEOBASE** (Elsevier) Multidisciplinary, international database of bibliographic references to important journals in the fields of physical and human geography, geology, mineralogy, ecology and development studies.

**AGRICOLA** (FirstSearch) Records cover every major agricultural subject. Compiled by the National Agricultural Library of the U.S. Department of Agriculture (USDA) and distributed by the National Technical Information Service of the Department of Commerce of the United States of America.

**BIOSIS (Biological Abstracts)** International index to publications in life sciences, biology and biomedicine.

**GreenFile** (EBSCO) Information covering all aspects of human impact to the environment.

**GREENR** (Gale) Information on the physical, social, and economic aspects of environmental issues. Topic, organization, and country portals form research centers around issues covering energy systems, health care, agriculture, climate change, population, and economic development. Portals include authoritative analysis, academic journals, news, case studies, legislation, conference proceedings, primary source documents, statistics, and rich multimedia.

**Embase** More than 16 billion validated biomedical and pharmacological records from EMBASE and MEDLINE.

**Pubmed**—Primary index to medical literature; Additional resources for medicine and health are listed on our website and on Welch Library’s site.

**RESEARCH & DEVELOPMENT**

**Clinical Trials.gov** [http://clinicaltrials.gov/](http://clinicaltrials.gov/) federally and privately supported clinical trials worldwide

**Chronicle of Higher Education** for R&D within the academic community (online and print format)

Company Annual Reports or SEC Filings to view a company’s R&D expenditures: [http://guides.library.jhu.edu/content.php?pid=17516&sid=200417](http://guides.library.jhu.edu/content.php?pid=17516&sid=200417)


**PhRMA** [http://www.phrma.org/](http://www.phrma.org/) Provides news but also a “Medicines in Development” database (http://newmeds.phrma.org/) including medicines in clinical trials or at FDA for review. Content in the database is from **Adis R&D Insight**. Also contains a Newsroom [http://www.phrma.org/news_room/](http://www.phrma.org/news_room/) with text and multimedia resources.
View the article and newspaper databases for more information on this topic.

**FUNDING RESOURCES:**

**Funding Research Guide**
http://guides.library.jhu.edu/content.php?pid=17516&sid=579322

**Welch Library’s List of Grants & Funding Sources**
http://www.welch.jhu.edu/publish/grant.html

**Small Business Administration**
http://www.sba.gov/services/index.html
Click on the Services category to view resources for grants, financing, and loans.

**Business.gov--The Official Business Link to the U.S. Government**
http://www.business.gov
Includes a wealth of government resources related to all aspects of business, including finance, taxes, and licenses.

**Active Capital (formerly ACE-Net--Angel Capital Electronic Network)**
http://www.activecapital.org
In addition to its various resources and services for entrepreneurs, this nonprofit organization matches private investors with entrepreneurs according to criteria and interests. Active Capital ensures that the deals meet the requirements of federal and state regulators. The Office of Technology Transfers and Commercialization (OTTC) of the California State University at San Bernardino (CSUSB) hosts and maintains the database and website.

**SCORE (Service Corps of Retired Executives) "Counselors to America's Small Business"**
http://www.score.org
This nonprofit organization and resource partner to the SBA specializes in entrepreneurship education and assistance; counselors are retired business leaders. Not only can the counselors assist, but the "Business Tools" link includes free financial tools and templates.

**Grants.gov**
http://www.grants.gov

**National Institute of Health (NIH)**
http://www.nih.gov
Annual Register of Grant Support
General Reference LB 2338.A1A5 (latest ed.)

**Federal Register** (back issues are on microfilm)
http://www.gpoaccess.gov/fr/index.html

**Foundation Center**
http://foundationcenter.org/

Foundation Directory
General Reference AS911.A2 F68
PricewaterhouseCoopers MoneyTree Report
http://www.pwcmoneytree.com
PricewaterhouseCoopers and the National Venture Capital Association provide their quarterly study of venture capital activity in the U.S., based on data from Thomson Financial. In addition to trends and data, this site reveals the current status of venture capital funding, including which emerging companies received funding and by whom. It excludes the financial amount received by the company. This free resource requires individual registration to access.

Selected Venture Capital Investment Banks:

- **Garage.com**
  http://www.garage.com
  venture capital investment bank from Garage Technology Ventures

- **EarlyBirdCapital.com**
  http://www.earlybirdcapital.com
  Provides financing for early stage companies in fast growth industry sectors, including technology.

- **Wells Fargo** http://www.wellsfargo.com/biz  Choose Small Business Resources.

Directory of Venture Capital and Private Equity Firms, Domestic and International
General Reference HG4751.F582
Entries for over 3,000 firms include contact information, industry group preference, mission, fund size, average investment; alphabetically and geographically indexed

National Venture Capital Association
http://www.nvca.org/  for statistics and industry information

Other Venture Capital Resources:
Do an Advanced title keyword search in the JHU Catalog on *venture capital*. Combine with a general keyword search on *directories*. Pratt’s guides include essay on "How to Choose and Approach a Venture Capitalist"

PROPOSALS, BUSINESS PLANS:

Websites with Sample Plans:

- Center for Business Planning  http://www.businessplans.org
- Bplans.com  http://www.bplans.com

Business Plans Handbooks  Samples of actual business plans. Use Index or Table of Contents to locate.
JHU Library Catalog (Books):
http://catalog.library.jhu.edu

- Writing Proposals:
  Do an Advanced subject keyword search in the JHU Catalog for *proposal writing*.

- Writing Business Plans:
  Perform an Advanced subject keyword search in the JHU Catalog on *business planning*.

- Try small business, entrepreneurship, business or marketing plans, marketing campaigns, advertising and start-ups as additional keywords in title or subject searches.

**MAJOR REFERENCE SOURCES FOR COMPANIES & INDUSTRIES:**

**General Directories** [contact information, sales, assets, industry, top personnel, history (Recent eds. mostly in Gen Ref collection, some titles retained historically)]

- Directory of American firms operating in foreign countries
  HG 4538.A1D5
- Directory of Foreign Firms Operating in the United States
  HG4057.A21943
- D&B consultants directory
  HD 69 .C6D86
- Hoover's handbook of emerging companies
  HG 4057.A28618
- Hoover's handbook of world business.
  HG 4009.H66
- Hoover's master list of major U.S. companies
  HF 5035.H66
- International directory of company histories
  HD2712.I57
- Maryland business directory.
  HF 5065 .M25M285
- Standard and Poor's register of corporations, directors and executives
  HG 4057.A1S8
- Thomas Register of Manufacturers
  T 12 .T6
- Ward's business directory of U.S. private & public companies
  HG 4057 .A1W35
- Washington D.C. area business directory
  HF 5068 .W3W37

**Industry Resources/Rankings (in General Reference Collection)**

Consult a SIC or NAICS code index on the WWW or in print. References are often organized by these numerical codes or by industry.

- Book of Lists (rankings by Baltimore Business Journal)
  HC 108 .B2B66
- Book of Lists (rankings by Washington Business Journal)
  HG4058.W3 B66
- Brands & Their Companies
  T 223 .V4A23
- Business Rankings Annual
  HG 4050 .B88
- Encyclopedia of Major Marketing Campaigns
  HF5837.E53
  (latest online in Gale Virtual Reference Library)
- European Marketing Data & Statistics
  HA1107.E87
- Illustrated Book of World Rankings
  HA155.K87
- International Marketing Data & Statistics
  HA42.I56
- Manufacturing USA, Service Industries
  HD9721.M364, HD9981.3.S47
  (online in list of databases)
- Market Share Reporter
  HF 5410 .M35
- Mergent Industry Review
  HG 4057 .A3491
- S & P Industry Surveys
  MSEL Stacks
  HC 106.6 S75
  (online now in S&P Netadvantage)
- Wards Business Directory
  HG 4057 .A1W35
Gale Directory Library provides online access to:

- Market Share Reporter
- Business Rankings Annual
- Ward’s Business Directory
- Telecommunications Directory
- Consultants & Consulting Organizations Directory
- Encyclopedia of Associations
- Brands and Their Companies
- National Directory of Nonprofit Organizations

Fortune (look for special rankings issue) in Current Periodicals, M level, call no. AP 2 .F74

Try Lexis-Nexis Statistical, an article database, or a trade association web site for specific industry statistics and rankings.

Industry Ratio Resources:

Consult this ratio page of the business research guide for resources that enable you to compare your company’s performance over time, or to the performance of similar firms in the industry.

http://guides.library.jhu.edu/content.php?pid=17516&sid=200434

- (D & B) Industry Norms and Key Business Ratios
  GEN REF HF 5681 .R25 I53, also at Downtown Baltimore center
- RMA Annual Statement Studies ability to compare by size of business
  GEN REF HF 5681 .B2 R58, also at Downtown Baltimore and Montgomery centers
- Almanac of Business and Industrial Financial Ratios (GEN REF HF 5681 .R25 T68)

Mergent Online Create and export comparison reports that include financial ratios and peer averages. (The financial tab within individual company profiles also provides categories for ratios and ratio analysis. Export data to Excel.)

Value Line Investment Survey database for industry rankings and reports which contain ratios and analysis.

Use the Advanced Search screens in the company resources of Standard and Poor’s NetAdvantage database to perform customized search based on your size of business, industry codes and geographic criteria. S&P’s Industry Surveys also include ratios.

Biotech Directories:

In the JHU Catalog (http://catalog.library.jhu.edu/), do an Advanced Keyword search on one line for biotechnology and directories. Additional titles may be at Welch Medical Library at the JHU medical campus. Other resources may be listed under related terms in the JHU Catalog (e.g.
industry, drug, pharmaceutical, technology). Check the JHU Libraries’ Catalog for location of previous editions.

Examples:

Plunkett's biotech & genetics industry almanac / editor, Jack W. Plunkett. (rankings, company profiles) CD-ROM and current print edition
Montgomery Library Resource Center Reference HD9999.B44 P58

GEN database of biotechnology companies and resources. (print directory)
Eisenhower Science Reference, Non-Circ TP248.17.G45 2002

Nature Biotechnology Directory Annual.
Eisenhower Science Reference, Non-circ TP248.3.C57 2004
Prior editions at Montgomery and Washington Resource Center libraries
Deals with the state of biotechnology worldwide. Divided into three sections: profiles of commercial biotechnology companies, universities, institutes, and research organizations; buyers guide to products, equipment and services; and sources of information (government departments, trade or industry associations, and details of available academic grants).

VIEW THE BUSINESS, ENGINEERING, AND BIOTECHNOLOGY GUIDES FOR ADDITIONAL INFORMATION AT

http://guides.library.jhu.edu/

Please contact a librarian for assistance in using or locating resources for your particular need! We are here to help you!!

H. Tapager, Updated 3/25/10