

## **Mergent OTC Industrial Manual**

The Mergent OTC Industrial Manual (the “OTC Industrial Manual”) provides useful financial information on over 2,500 companies unlisted on “national” stock exchanges. The companies that are profiled are generally less large than those listed on the larger New York or American stock exchanges. These companies are often listed on one of America’s smaller stock exchanges (e.g., the NASDAQ.) The Industrial Manual provides full descriptions of the institution’s operations and products, properties, subsidiaries and the names of directors and officers. It also provides information about capital stock, long term debt, recent balance sheets, income statements and statements of cash flow. The Industrial Manual also provides the names of the institution’s auditors, general counsel, exchange and symbols. More current information is provided by monthly news reports and weekly online updates.

Mergent offers the companies it profiles various levels of exposure in the Industrial Manual if they are of significant size and pay Mergent a fee. These are Corporate Visibility, Corporate Visibility-Select and Corporate Visibility-Plus (see the discussion of these in the Bank and Finance Manual above.) The institutions that receive this more extensive coverage of their activities occupy the first 506 pages of the Industrial Manual (in alphabetical order within each level.) However, most of the institutions receive standard coverage and are found in the Industrial Manual from pages 801 to 2608 (in alphabetical order by institution.)

Each institution is presented with the details of its history, background, mergers and acquisitions, subsidiaries, business and products. Financial statements are shown for all the companies. The Industrial Manual uses Moody’s corporate bond ratings (“Aaa” to “C”) and preferred stock ratings. The Industrial Manual is available at the business directories section of **Donnell Reference** at **Ref. 332.632 M** and may also be found in the **Job Information Center of the Mid-Manhattan Library** at 5<sup>th</sup> Avenue and 40<sup>th</sup> Street and the **Fordham Library** in the Bronx. Current and back issues are available at the **Science, Business and Industry Library** at 34<sup>th</sup> Street and Madison Avenue.

### **Updates**

The OTC industrial news reports are weekly updates published online and cumulated in a monthly volume that is available from Mergent.