

▶ Introduction

Finding information about privately held companies can be very challenging. Because they are privately owned and operated, these companies are not required by the SEC to disclose information about their financial condition (in most cases). Search strategies include looking for information in directories, newspapers and journals, as well as consulting trade associations and searching the World Wide Web. For additional resources, see our business information guide on the web at <http://www.hawaii.edu/emailref/business/>.

▶ Directories

Use a directory to determine/verify whether a company is publicly traded or privately held. Basic information such as company's name and address, industry code, sales revenues, and officers is often listed.

D&B Million Dollar Directory Reference HC102 .D8

Directory of Corporate Affiliations Ready Reference HG4057 .A22 (just behind the Reference Desk)

Ward's Business Directory Reference HG4057 .A3833

▶ Basic Financials / Histories / Profiles

Business Source Premier Access via <http://www.hawaii.edu/emailref/business/>

Hoover's Handbook of American Business Ready Reference HG04057 .A26

Hoover's Handbook of Private Companies Ready Reference HG4057 .A259

International Directory of Company Histories Reference HD2721 .I63

LexisNexis Academic Access via <http://www.hawaii.edu/emailref/business/>

▶ Rankings

D&B Business Rankings Reference HG4057 .A237

Business Rankings Annual Reference HG4050 .B88 (most current issues in Ready Reference)

BusinessWeek 1200 HF5001 .B89 Annually in March issue of BusinessWeek.

Forbes 500 Companies <http://www.forbes.com/forbes500s/> Annual list of largest U.S. private companies

Inc. Magazine <http://www.inc.com/500> Annual list of fastest growing private companies

Book of Lists, Pacific Business News HF5065 .H3 H28 (most current issues in Ready Reference)

▶ Trade Associations

Smaller or privately held companies often depend heavily on trade associations for help in looking after and promoting their industry's interests. Consequently, these associations collect information on their member companies. This information is sometimes made available via association websites and publications

Gateway to Associations <http://info.asaenet.org/gateway/OnlineAssocSlist.html>

Encyclopedia of Associations Reference HG17 .G3 (most current issues in Ready Reference)

▶ Journal articles and news releases

Databases that include regional publications are a good source of information about private companies, often including articles about local company backgrounds and trends.

Go to biz kine information guide <http://www.hawaii.edu/emailref/business/> to access these and more databases:

ABI/Inform Global
Business Source Premier
LexisNexis Academic

Newspaper Abstracts
Pacific Business News
Regional Business News

▶ Other places to look

- **Thomas Register Online** Access via <http://www.hawaii.edu/emailref/business/>
- Contact state government agencies in individual states for business filings
- Company websites are also a good place to look for information about private companies. You can use a search engine like Google (<http://www.google.com>) to find a link to a company website.
- **How to find information about Private Companies** Reference HD2785 .H682 1987

▶ Still can't find your company?

- **Is it a brand name or company?** You could be looking under the brand name and not the actual company name. Try looking in **Brands and Their Companies** Reference T223 .V13 C37.
- **Is the company a subsidiary or division?** Another reason the company may be evading you is that all of the information appears under its parent company instead. Look in **America's Corporate Families** Reference HG4057 .A147 and/or **Directory of Corporate Affiliations** Ready Reference HG4057 .A22 to find out if your company is actually affiliated with a larger company.
- **Is it a local company?** For information about local private companies, look in the Hawaii Newspaper Index (see Library handout) for citations in the *Honolulu Advertiser* or *Honolulu Star-Bulletin*. *Pacific Business News* is another good source for Hawaii companies.
- **Does the company still exist?** There is also the possibility that the company you are looking for has ceased to exist or has merged with another company. See Journal articles and news releases above for databases that may lead to information about a change in ownership or a company's demise. For local companies, the Hawaii Department of Commerce and Consumer Affairs website provides a searchable database of companies that are or were registered with the State of Hawaii. <http://www.ehawaii.gov/dcca/bizsearch/exe/bizsearch.cgi>

▶ Additional help

Please feel free to consult with the library staff at the reference desks or call the Library's telephone assistance at 956-7214, 10am-2pm, Monday-Friday.

Central Information Services/

Business, Humanities & Social Sciences Department

<http://www.hawaii.edu/emailref/>

