

Company Research – Reference USA

- Found a company or industry that you like and want to find similar companies to target?
- Looking for additional information on privately-held companies?
- Be proactive in your job search – make a list of companies to contact even though they don't have a job posted.
- Free access through most public libraries (on-line) with a library card (also free)



Access:

- Go to your library website (mine is Flower Mound – they will all be different)
- Home > Research Tools > Business, Job Search & Legal Resources > ReferenceUSA
- Login with your library card #
- Available Databases – choose U.S Businesses

The easiest way to create is list is to search for a specific SIC or NAICS code. These are industry classification codes. SIC is an older system and NAICS is newer and more detailed but both work. Note – companies can have multiple codes (ex. GE makes toasters and jet engines ...)

If you know of one company that you are interested in, start with a search for the company name to find which SIC.NAICS codes it uses.

U.S. Businesses Database

Quick Search Advanced Search

Fill out one or more of the following criteria boxes, then click "View Results" button.

Company Name Meritage Homes Corp	Executive First Name	Executive Last Name
City Scottsdale	State Arizona	Phone

[Additional Filters](#) [Clear Search](#) [VIEW RESULTS](#)

Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree
<input type="checkbox"/> Meritage Homes Corp	Steven J Hilton	8800 E Raintree D...	Scottsdale, AZ	85260	(480) 515-8100	

Location Info Collapse ▾

Meritage Homes Corp **✓ Verified Record**

8800 E Raintree Dr # 300
Scottsdale, AZ 85260

Phone (480) 515-8100
Fax (480) 998-9178
Toll Free Number *Not Available*

County Maricopa
Metro Area Phoenix-Mesa, AZ
Census Block Group 2
Census Tract 216850

meritagehomes.com

  

Industry Profile Collapse ▾

SIC Code	Descriptions
1521-12	Home Builders ✓ Primary
8742-13	Marketing Programs & Services
NAICS Code	Description
236115	New Single-Family Hsng Constr (Exc For-Sale Bldrs) ✓ Primary
541613	Marketing Consulting Services
Franchise	Description
<i>None Available</i>	

In this example, the NAICS code is 236115

Start a new search

Choose the Advanced Search tab

U.S. Businesses Database

Quick Search | **Advanced Search**

Collapse All | **Select All**

- Company Name
- Company Name
- Executives
 - Executive Name
 - Executive Title
 - Executive Gender
 - Executive Ethnicity
- Business Type ✓
 - Keyword/SIC/NAICS
 - Major Industry Group
- Geography
 - Map Based Search
 - City / State
 - Metro Area
 - ZIP Codes
 - Radius
 - County
 - Street Address
 - Neighborhood

Record Type Search Tips ⓘ Collapse ▾

✓ Verified Businesses (Phone verified and quality checked)

U Include Unverified Businesses (Not yet fully verified, may not be accurate)

C Include Closed / Out of Business Records (Suspected to be out of business)

Keyword/SIC/NAICS Search Tips ⓘ Collapse ▾ Remove ✕

Search All SICs Search Primary SIC Only
 Search All NAICS Search Primary NAICS Only

236115 SHOW 2 - 4 DIGIT CODES

ex Restaurants

Results:

236115 - New Single-Family Hsng Constr (Exc For-Sale Bldrs)

Selected:

236115 - New Single-Family Hsng Constr (Exc For-Sale Bldrs)

VIEW RESULTS

UPDATE COUNT

RECORD COUNT

229,009

BUSINESS HISTORY

[more info](#)

CLEAR SEARCH

[Back To Top](#)

All of the items in the left column can be used to filter your search.

Choose Keyword/SIC/NAICS

The search filter will then pop-up in the middle section

Choose Search All NAICS

Enter the code found earlier – 236115

Click update count on the right to see how many companies match the search

229k records is too many to work with, so keep adding filter criteria to narrow it down

- Geography > Radius is a great one to use to limit the search to commute distances you are willing to make
- Public/Private Company is another common filter
- Business size – want to work for a big company or a small one – filter for # of employees and revenue
 - Hint – you can choose multiple ranges
- Keep hitting Update Count until you get to a reasonable number of companies to review

Click View Results to see your list

U.S. Businesses

54 Results 11 with e-mail addresses [more info] [Revise Search](#) [New Search](#)

Page 1 of 3 1 [Review](#) [Details](#) [Heat Map](#) [Summary](#) [Charts](#) [Download](#) [Print](#) [Save Search](#)

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree
<input type="checkbox"/>	Byrne Construction	John Avila	3100 W 7th St # 200	Fort Worth, TX	76107	(817) 335-3394	
<input type="checkbox"/>	Minol USA	Michael Quigley	15280 Addison Rd ...	Addison, TX	75001	(972) 386-6612	
<input type="checkbox"/>	Jason Industries Inc		8510 Ambassador Row	Dallas, TX	75247	(214) 920-4984	
<input type="checkbox"/>	W O E Construction	Barbara Chalmers	941 Avenue N # B	Grand Prairie, TX	75050	(817) 284-7401	
<input type="checkbox"/>	Oscar Renda Contracting Inc	Oscar Renda	522 Benson Ln	Roanoke, TX	76262	(817) 491-2703	
<input type="checkbox"/>	Denali Construction Svc	Michelle Wiener	1707 Briercroft C...	Carrollton, TX	75006	(214) 350-9555	
<input type="checkbox"/>	Trevino Mechanical Contractors	Ron Wiener	9806 Brockbank Dr	Dallas, TX	75220	(214) 206-4958	
<input type="checkbox"/>	Pekowski Enterprises LP	Raymond Pekowski	5931 Campus Circl...	Irving, TX	75063	(972) 580-9000	
<input type="checkbox"/>	American Civil Constructors	John Bates	3925 Carbon Rd	Irving, TX	75038	(972) 257-6798	

If you want to download the information (with more details), you can choose up to 100 records at a time. You can get more but you have to download them 100 at a time.

Click the box just to the left of the Company Name column. For more than 25, you have to go to the next page and select those too.

Click the Download button

Choose Comma Delimited or Excel

Choose Detailed – includes all data

Click Download Records

Open the created Excel sheet

	A	B	C	D	E	F	G	H	I	J
1	Company Name	Executive First Name	Executive Last Name	Professional Title	Executive Title	Executive Gender	Address	City	State	ZIP Code
2	Byrne Construction	John	Avila		Owner	Male	3100 W 7th St # 200	Fort Worth	TX	76107
3	Minol USA	Michael	Quigley		President	Male	15280 Addison Rd # 100	Addison	TX	75001
4	Jason Industries Inc						8510 Ambassador Row	Dallas	TX	75247
5	W O E Construction	Barbara	Chalmers		Owner	Female	941 Avenue N # B	Grand Prairie	TX	75050
6	Oscar Renda Contracting Inc	Oscar	Renda		President	Male	522 Benson Ln	Roanoke	TX	76262
7	Denali Construction Svc	Michelle	Wiener		President	Female	1707 Briercroft Ct # 100	Carrollton	TX	75006
8	Trevino Mechanical Contractors	Ron	Wiener		General Mgr	Male	9806 Brockbank Dr	Dallas	TX	75220
9	Pekowski Enterprises LP	Raymond	Pekowski		Owner	Male	5931 Campus Circle Dr W	Irving	TX	75063
10	American Civil Constructors	John	Bates		General Mgr	Male	3925 Carbon Rd	Irving	TX	75038
11	Exhale Spa	Terri	Beckham		Director	Female	5670 N Central Expy	Dallas	TX	75206
12	Now Specialties	Sherry	Nolan		President	Female	2122 Country Club Dr # 300	Carrollton	TX	75006
13	First Texas Homes Inc	Randall	Vanwolfswinkel		President	Male	500 Crescent Ct # 350	Dallas	TX	75201
14	Grand Homes Inc	Stephen	Brooks		CEO	Male	15455 Dallas Pkwy # 1000	Addison	TX	75001
15	Highland Homes	Roger	Sanders		President	Male	4817 Davy Crockett Trl	Fort Worth	TX	76137
16	Highland Homes	Roger	Sanders		President	Male	5601 Democracy Dr # 300	Plano	TX	75024
17	Horizon Homes	Rod	Sanders		CEO	Male	5601 Democracy Dr # 300	Plano	TX	75024

There may be hundreds of columns with everything from contact names to how many PC's are at the location.

Note – not all of the names and titles are accurate – always check LinkedIn to see if you can verify their title and that they still work there before trying to contact someone.