REFERENCE SHELF

SMALL COMPANY STOCKS

Locating smaller companies can be difficult. Many company directories do not go beyond the large, established firms. Finding financial information on these firms can also be a challenge. Where should you focus your search efforts?

For company addresses and phone numbers, try the directories listed in the first section below. Once you track down this information, you can call the company directly to request a copy of their most recent annual report and 10-K statement.

One indirect source for annual reports is the Annual Report Service (1-800-4-ANNUAL).

For detailed financial data, the sources in the second section below may report on the small company that interests you. Most of these will be available at your local public library.

—Jean Henrich

DIRECTORIES

Amex Fact Book, 1996 edition. Published annually by the American Stock Exchange, Publications Department, 86 Trinity Place, New York, N.Y. 10006-1881, (212) 306-1386. Covers firms listed on the American Stock Exchange. $20.00.

Bowser Directory of Small Stocks. Published monthly by the Bowser Report, P.O. Box 6278, Newport News, Va. 23606, (804) 877-5979. Lists 600 stocks that sell for $3 or less with select financial data. $10 single copy; $89/year.

Corporate Directory of U.S. Public Companies: Published annually by Walkers Western Research, 1650 Borel Place, Suite 130, San Mateo, Calif. 94402, (800) 258-5737. Covers all public corporations with select financial data. $360.

Hoover's Handbook of Emerging Companies 1996. Published annually by Reference Press, 1033 La Posada Dr., Suite 250, Austin, Texas 78752, (800) 486-8666. One-page reports on 250 firms with revenues between $30 and $100 million that have had high sales growth in past five years. $29.95.

OTC Bulletin Board Company Directory, 1996 edition. Published annually by the National Association of Securities Dealers, MediaSource, P.O. Box 9403, Gaithersburg, Md. 20898-9403, (301) 590-6578. Covers 3,100 companies listed with the OTC Bulletin Board, a regulated quotation service. $12.00

Nasdaq Fact Book and Company Directory, 1996 edition. Published annually by the National Association of Securities Dealers, MediaSource, P.O. Box 9403, Gaithersburg, Md. 20898-9403, (301) 590-6578. Lists stocks traded on Nasdaq's national market and small cap exchanges. $20.00.

Standard & Poor's Register of Corporations, Directors, and Executives. Published annually by Standard & Poor's Corp., 65 Broadway, 8th Floor, New York, N.Y. 10006, (800) 221-5277. Lists over 55,000 companies. (Available in libraries.)

CURRENT AND HISTORICAL DATA

The Market Guide Select Over the Counter Stock Edition. Published quarterly by Market Guide Inc., 2001 Marcus Ave., Suite S200, Lake Success, N.Y. 11042, (516) 327-2400. Research reports on 800 over-the-counter companies include financial statement data and ratios.

Moody's Industrial Manual and Moody's OTC Industrial Manual. Published annually with weekly supplements by Moody's Investors Service, 99 Church St., New York, N.Y. 10007, (212) 553-0547. Comprehensive data on 2,000 top industrial firms and 2,500 over-the-counter stocks.

Standard & Poor's Stock Guide. Published monthly by Standard & Poor's Corp., 65 Broadway, 8th Floor, New York, N.Y. 10006, (800) 221-5277. Gives summary of earnings, dividends, and balance sheet and income statement items for 53,000 stocks.

Standard & Poor's Stock Reports. Published as looseleaf weekly and bound quarterly by Standard & Poor's Corp., 65 Broadway, 8th Floor, New York, N.Y. 10006, (800) 221-5277. In-depth reports on 47,000 companies.

Value Line Investment Survey—Expanded Edition. Published weekly by Value Line Publishing, 220 E. 42nd Street, New York, N.Y. 10017-5891, (800) 634-3583. Comprehensive one-page reports on 1,800 stocks, including small companies.