



Decide with Confidence

# Data Dictionary

## July-Aug 2010

A complete list of D&B Sales and Marketing Solutions'  
Open data providers, Data, and Contact Names

**~ D&B Sales and Marketing Solutions~**

# Data Dictionary Table of Contents

	Page
Open Data Providers.....	3
zapdata.com Base Record Elements.....	4
zapdata.com Open Data Select Summary.....	8
General Information on MarketPlace .....	10
MarketPlace Base Data Record Elements.....	11
Marketplace Open Data Select Summary.....	13
Open Data Contact Summary, by MRC Code .....	15
Executives.....	15
Administration .....	16
Information Technology .....	17
Engineering/R&D .....	18
Finance .....	18
Personnel / Benefits / Human Resources.....	19
Purchasing / Procurement .....	19
Operations / Production / Manufacturing .....	19
Sales / Marketing .....	20
Facilities .....	21
Government .....	21
Religion .....	22
Schools .....	22
Retail / Wholesale .....	22
Publishing / Journalism.....	22
Transportation / Shipping.....	22
Real Estate / Insurance.....	22
Agents / Advisors / Consultants.....	22
Professionals .....	23

## ~ *D&B Sales and Marketing Solutions* ~

### Open Data Providers

#### **D&B**

D&B (Dun & Bradstreet) is the leading provider of global business information and expertise. D&B collects financial statements on both publicly- and privately-held companies, and their comprehensive database covers more than 57 million businesses, more than 14 million of which are U.S. companies. D&B has over 160 years of experience in collecting information, and they check the accuracy and completeness of their data every day. D&B supplies the Base Data as well as Business Indicator and Management and IT contact names.

Note to Open Data Users:

D&B Sales & Marketing Solutions' data offerings may change from quarter to quarter. In the event that we eliminate certain data, we will inform you about alternate information.

## Zapdata Base Record Elements

File Layout	Full Name	Definition	Width
Mailing Record			
DunsNo	D-U-N-S Number	Unique ID assigned by D&B for this business location.	9
BusName	Business Name	Corporate name.	30
SecBusName	Secondary Name	"DBA" or trade name.	30
LongBusName*	Long Business Name	Non-truncated business name upto 90 characters	90
Street	Mailing Address	Mailing address.	64
City	City	Mailing address city.	25
State	State	Mailing address state.	2
Zip	Mailing ZIP Code	5-digit ZIP Code for the mailing address.	5
ZipPlus4	Mailing ZIP+4	An extended zip code that gives mailings a higher deliverable rate and may qualify a mailing for postal automation discounts	11
ZipExt	4-digit ZIP extension	4-digit extension for the mailing Zip Code	4
DeliveryPt	Delivery Point	The finest depth of code to which a mail piece can be sorted by its address, usually the 11-digit numeric code formed from the zip+4 and represented by the delivery point barcode.	2
CarrierRt	Carrier Route Code	Code for the individual mail carrier route number for mail delivery	4
PhysStreet	Physical Address	The address where a company is actually located, as opposed to its mailing address which could be a P.O. box	64
PhysCity	Physical City	City where a company is actually located	25
PhysState	Physical State	State where a company is actually located	2
PhysZIP	Physical ZIP Code	Zip code of location where a company is actually located	5
PhysZipPlus4	Physical ZIP+4	Zip+4 of location where a company is actually located	11
PhysZipExt	4-digit ZIP extension	4-digit extension for PhysZip	4
PhysFIPStCode*	Physical State FIPS Code	A 2-digit Federal Information Processing Standards code that the US government assigns to a state. This will be based off the physical location of the company	2
PhysFIPSCountyCode*	Physical County FIPS Code	A 3-digit Federal Information Processing Standards code that the US government assigns to a county. This will be based off the physical location of the company	3
County	County	Counties consist of groups of ZIP codes that approximate actual county boundaries	20
MSA	Metro Area	Metro areas are two or more adjacent counties that contain an urban population of over 50,000. They include surrounding suburban ZIP codes.	42
State_FIPS	State FIPS Code	A 2-digit Federal Information Processing Standards code supported by the U.S. Government	2
County_FIPS	County FIPS Code	A 3-digit Federal Information Processing Standards code that the U.S. Government assigns to a County	3
MSA_Code	Metro Area FIPS Code	A 4-digit Federal Information Processing Standards code that the U.S. Government assigns to a metro area	4
State_DBCode	D&B State Code	D&B-assigned code for state	2
County_DBCode	D&B County Code	D&B-assigned code for county	3
City_DBCode	D&B City Code	D&B-assigned code for city	4
MSA_DBCode	D&B MSA Code	D&B-assigned code for metro area	3
Salutation	Executive Prefix	Salutation of the executive contact	10
FirstName	Executive First Name	First name of the executive contact	13
LastName	Executive Last Name	Last name of the executive contact	15

## Zapdata Base Record Elements

File Layout	Full Name	Definition	Width
Title	Executive Title	Title of the executive contact	30
ContactFunction	Executive Function Code	Management responsibility code for the executive contact	4
ContactGender	Executive Gender Code	Gender of executive contact	1
CountyPopulation	Population Code	Range of the residential population where the business is established, i.e. 25,000 to 49,999	1
Longitude	Longitude	Longitude for the physical address	8
Latitude	Latitude	Latitude for the physical address	7
LatLonAccuracy	Accuracy	Code indicating the precision of the latitude and longitude coordinate assignment	1
LineOfBus	Line of Business	Primary business description provided by the business itself	128
PrimSIC	Primary SIC Code	8-digit SIC code for the company's primary business	8
PrimSIC8_Description	Primary SIC Name (8-digit)	Text name of primary 8-digit SIC code	60
PrimSIC4_Description	Primary SIC Name (4-digit)	Text name of primary 4-digit SIC code	60
SecSIC	Secondary SIC Code	8-digit SIC code for the company's secondary business	8
SecSIC8_Description	Secondary SIC Name (8-digit)	Text name of secondary 8-digit SIC code	60
SecSIC4_Description	Secondary SIC Name (4-digit)	Text name of secondary 4-digit SIC code	60
ThirdSIC	Third SIC Code	8-digit SIC code for other types of business at the company	8
ThirdSIC8_Description	Third SIC Name (8-digit)	Text name of third 8-digit SIC code	60
ThirdSIC4_Description	Third Name (4-digit)	Text name of third 4-digit SIC code	60
FourthSIC	Fourth SIC Code	8-digit SIC code for other types of business at the company	8
FourthSIC8_Description	Fourth SIC Name (8-digit)	Text name of fourth 8-digit SIC code	60
FourthSIC4_Description	Fourth SIC Name (4-digit)	Text name of fourth 4-digit SIC code	60
FifthSIC	Fifth SIC Code	8-digit SIC code for other types of business at the company	8
FifthSIC8_Description	Fifth SIC Name (8-digit)	Text name of fifth 8-digit SIC code	60
FifthSIC4_Description	Fifth SIC Name (4-digit)	Text name of fifth 4-digit SIC code	60
SixthSIC	Sixth SIC Code	8-digit SIC code for other types of business at the company	8
SixthSIC8_Description	Sixth SIC Name (8-digit)	Text name of sixth 8-digit SIC code	60
SixthSIC4_Description	Sixth SIC Name (4-digit)	Text name of sixth 4-digit SIC code	60
<b>Telemarketing Record Includes all data in Mailing Record plus:</b>			
Status	Status Indicator	Indicates whether a business is a single location, headquarters, or branch	1
Phone	Telephone Number	Main phone line	7
<b>Enhanced Telemarketing Record Includes all data in Mailing Record and Telemarketing Record plus:</b>			
Sales	Annual Sales Volume	Approximate annual sales (\$ millions)	9
EmpTotal	Employees Total	Total number of employees at all locations of the company	4
EmpHere	Employees Here	Number of employees at this company location	4
SalesAccuracy	Accuracy of Sales	Indicates the accuracy of approximate annual sales, i.e. actual value	1

## Zapdata Base Record Elements

File Layout	Full Name	Definition	Width
EmpHere Accuracy	Accuracy of EmpHere	Indicates the accuracy of employees at the site, i.e. actual value	1
Prospecting Record Includes all data in Mailing Record, Telemarketing Record, and Enhanced Telemarketing Record plus:			
Mfg	Manufacturing Indicator	Indicates whether a company does manufacturing on-site	1
CottageInd*	Cottage industry indicator	Businesses that operate out of the personal residence of the owner	1
SmallBusInd*	Small Business Indicator	Identifies a segment of the overall United States Marketing database. The identification of records is based upon the Small Business Association's size standards.	1
Subsidiary	Subsidiary Indicator	Indicates whether a company is a subsidiary	1
YearStarted	Year Started	Year the current owner started/took over the company	2
PubPri	Ownership Indicator	Indicates whether a company, or its parent company, is publicly traded or privately held	1
UltimateDUNS	Ultimate D&B D-U-N-S Number	Unique ID for the top-most firm in the family tree that the business is a member of	9
UltimateName	Ultimate Business Name	Business name for the top-most firm in a family-tree that the business is a member of	30
UltimateCity	Ultimate City	City the domestic ultimate parent is located in	25
UltimateState	Ultimate Sate	State the domestic ultimate parent is located in	2
HQDuns	Headquarters' D&B D-U-N-S Number	Unique ID for the headquarters of this business	9
ParentDuns	Parent's D&B D-U-N-S Number	Unique ID for the parent company of this business	9
ParentHQName	Parent/Headquarters Name	Name of parent or headquarters company	30
ParentHQCity	Parent/Headquarters City	City of parent or headquarters company	25
ParentHQState	Parent/Headquarters State	State of parent or headquarters company	2
HierarchyCode	Hierarchy Code	Code indicating the relative position of the business in a family tree	2
DiasCode	Family Sort Code	Code which sorts a corporate family tree into family sequence	9
Strategic Marketing Record Includes all data in Mailing Record, Telemarketing Record, Enhanced Telemarketing Record, and Prospecting Record plus:			
BankDuns	Bank D&B D-U-N-S Number	Unique ID for the business' primary banking relationship	9
BankName	Bank Name	Primary name for the business' primary banking relationship	30
BankStreet	Bank Street Address	Physical street address for the bank	25
BankCity	Bank City	City the bank is located in	25
BankState	Bank State	State the bank is located in	2
BankZip	Bank ZIP	ZIP+4 for the physical address of the bank	5

## Zapdata Base Record Elements

File Layout	Full Name	Definition	Width
AccountingFirm	Accountant Name	Primary name of the business' accounting firm	30
OwnsRents*	Owns or Rents	Identifies if the business owns or rents its location	1
SquareFootage	Square Footage	Square footage occupied by the business at its location	9
SalesBaseYear	Sales 3 years ago	Approximate annual sales (\$millions) as of December three years ago	9
SalesTrendYear	Sales in Final Trend Year	Approximate annual sales (\$millions) as of last December	9
EmplBaseYear	Employees 3 years ago	Total number of employees at all locations of the business as of December three years ago	4
EmplTrendYear	Employees in Final Trend Year	Total number of employees at all locations of the business as of last December	4
EmplPctGrowth	Employees % Change in 3 years	Percentage change in the total number of employees at the business over the last three years	5
NbrAccounts	Number of Accounts	Number of customer accounts served by the business	4
TerritoryCovered	Territory Covered	Primary geographic area served by the business	1
LegalStatus	Legal Form	Indicates whether a company is a corporation, a sole proprietorship, or a partnership	1
Import	Import/Export	Indicates whether a company imports or exports goods	1

\*indicates data available only on Zapdata since July 2006

# Zapdata.com Open Data Select Summary

Category	Provider	Select	Record Count
<b>Geography/Fax</b>			
<b>D&amp;B Fax Numbers</b>			
		D&B Fax Number File	2,420,871
<b>iMarket Base Data Selects</b>			
		Primary Telephone Area Code (geographic)	15,067,548
		Primary Telephone Area Code (numeric)	15,067,548
		Primary Telephone Exchange (numeric)	15,067,548
		ZIP+4	14,438,024
<b>Business Indicators</b>			
<b>D&amp;B Bankruptcy Select</b>			
		Bankruptcy	15,051,908
<b>D&amp;B ELA Select</b>			
		D&B Propensity to Lease	14,795,941
<b>D&amp;B Financial Stress Score Select</b>			
		Financial Stress Percentile	14,546,063
		Financial Stress Risk Class	14,546,063
<b>D&amp;B Fortune 1000 Selects</b>			
		D&B Fortune 100 Rank	100
		D&B Fortune 1000 Rank	993
		D&B Fortune 500 Rank	497
<b>D&amp;B Franchise Selects</b>			
		Franchise Indicator	459,912
		Franchises	429,923
<b>D&amp;B Marketing Pre-Screen Score Selects</b>			
		D&B Marketing Pre-Screen Score	14,811,783
<b>D&amp;B Minority-Specific Select</b>			
		Minority-Specific (Ethnic) Classifications	328,416
<b>D&amp;B MWOB Selects</b>			
		Minority-Owned Business	449,989
		Veteran-Owned Business	156,178
		Vietnam Veteran-Owned Business	35,013
		Women-Owned Business	1,378,241
<b>D&amp;B NAICS Select</b>			
		NAICS Code	14,935,376
		NAICS Description	14,820,475
<b>D&amp;B Office Indicator Selects</b>			
		Estimated Copier Acquisition Channel	14,338,170
		Estimated Monthly Copy Volume	14,338,170
		Estimated Monthly Print Volume	14,338,170
		Estimated Number of Copiers	14,338,170
		Estimated Number of Printers	14,338,170
		Wholesale Office Supply Buying Index	14,791,173
<b>D&amp;B PAYDEX Select</b>			
		3-Month D&B PAYDEX	2,823,434
<b>D&amp;B S/L/J (S)</b>			
		Judgments	14,875,202
		Liens	14,701,876
		Suits	14,816,538
<b>D&amp;B New/Changed Record Data</b>			
<b>D&amp;B New/Changed Record Data</b>			
		D&B New and Changed Records	134,560
<b>Federal Employer Tax ID Number</b>			
<b>D&amp;B FEIN Select</b>			
		Federal Employer Tax ID Number	3,167,321

# Zapdata.com Open Data Select Summary

## Information Technology

### D&B IT Estimator Selects

Estimated IT Expenditures	14,338,170
Estimated Number of Nodes	14,338,170
Estimated Number of PCs	14,338,170
Estimated Presence of a Network	14,338,170
Estimated Presence of a WAN	14,338,170

### D&B URL File

Web Site Address	1,808,705
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## Manufacturing

### Harris Manufacturing Database

Employee Change Percent	400,952
Foreign Trade Flag	412,243
Plant Size	230,924
Products Produced	353,790

## General Information on MarketPlace:

### **Meter Credits and Pricing:**

D&B Sales & Marketing Solutions prospecting tools are based on a metering system, allowing you to build, preview, and modify lists before you actually license any data. When you license a list, meter credits are deducted from a pre-paid account. You are only charged for the data you want. Please visit <http://intranet.dnb.com/pricing> or contact your S&MS Traditional Channel Manager for pricing (volume discounts are available). Additional charges apply when using Open Data and when you export Open Data elements. Open Data charges are added to D&B charges and vary by provider.

### **Open Data:**

When building a highly-targeted list with Open Data, MarketPlace gives you three ways to use the data:

#### **As Output Data:**

This option allows you to export all the data under the specific open data element without using any criteria to limit the list. For example, if you want to know the "D&B propensity to lease" for each site in your list but do not need to further classify your list (i.e. limiting the actual likelihood to lease), you would use "As Output Data." When this list is exported you will be able to view a field for each company that reports the actual likelihood to lease, regardless of the number.

#### **As a Select:**

This option allows you to limit your list to a specific range that you define in the Open Data categories, but does not produce any output field. For example, if you choose "As a Select," you can limit your list to those companies that match "D&B propensity to lease" for example checking 'likelihood from 2 to 5'. You will not be able to view the actual likelihood on the export data but these companies will all have likelihood to lease between 2 and 5.

#### **As Both Output Data and a Select:**

This option allows you to combine both features listed above. By selecting "Both Output Data and a Select" you are able to limit your list to specific criteria, e.g. by checking "D&B propensity to lease" as an output and selector you are able to select a number as well as view the actual likelihood in a field upon export.

## MarketPlace Base Record Elements

File Layout	Full Name	Definition	Width
Mailing Information_ (1.0 Credit)			
BusName	Business Name	Corporate name.	30
SecName	Secondary Name	"DBA" or trade name.	30
Address	Address	Mailing address.	64
City	City	Mailing address city.	25
State	State	Mailing address state.	2
ZIP4	ZIP+4	An extended zip code that gives mailings a higher deliverable rate and may qualify a mailing for postal automation discounts.	11
ExecFull	Executive Full Name	Prefix, first and last name of the executive contact.	38
ExecName	Executive Name	The contact name in the base data.	
ExecPrefx	Executive Prefix	Salutation of the executive contact.	10
ExecFirst	Executive First Name	First name of the executive contact.	13
ExecLast	Executive Last Name	Last name of the executive contact.	15
ExecTitle	Executive Title	Title of the executive contact.	30
MetroArea	Metro Area	Metro areas are two or more adjacent counties that contain an urban population of over 50,000. They include surrounding suburban ZIP codes.	42
MetroFIPS	Metro Area FIPS Code	A 4-digit Federal Information Processing Standards code that the U.S. Government assigns to a metro area.	4
County	County	Counties consist of groups of ZIP codes that approximate actual county boundaries.	20
CountyFIPS	County FIPS Code	A 3-digit Federal Information Processing Standards code that the U.S. Government assigns to a County.	3
StateFIPS	State FIPS Code	A 2-digit Federal Information Processing Standards code supported by the U.S. Government.	2
ZIP3	3-Digit ZIP Code	The first 3 digits of 5-digit ZIP codes represent central U.S. Postal Service mail-handling facilities.	3
ZIPCode	ZIP Code	A 5-digit code utilized by the U.S. Postal service for mail delivery.	5
PhyAdd	Physical Address	The address where a company is actually located, as opposed to its mailing address which could be a P.O. box.	64
PhyCity	Physical City	City where a company is actually located.	25
PhyState	Physical State	State where a company is actually located.	2
PhyZIPCode	Physical ZIP Code	Zip code of location where a company is actually located.	5
PhyZIP4	Physical ZIP+4	Zip+4 of location where a company is actually located.	11
Long	Longitude	Longitude for the physical address.	8
Lat	Latitude	Latitude for the physical address.	7
DUNSNo	D-U-N-S Number	Unique number assigned by D&B to each business site for which it maintains information.	9
SIC4Code	4-digit SIC Code	SIC structure divided into specific industries.	4

## MarketPlace Base Record Elements

File Layout	Full Name	Definition	Width
SIC6Code	6-digit SIC Code	SIC structure divided into sub-industries within industries.	6
SIC6Name	6-digit SIC Name	6-digit SIC code description.	60
SIC8Code	8-digit SIC Code	SIC structure divided into lines of business within sub-industry.	8
SIC8Name	8-digit SIC Name	8-digit SIC code description.	60
NumSICs	Number of SIC Codes	Amount of SIC codes listed with a particular company.	4
MatchSIC	No. of Matching SICs	Used when your list definition includes selections in Type of Business. Companies can do business in multiple industries. MarketPlace lists as many as 6 industries per business. If you want to know how many SIC codes match selections you included under Type of Business, use "No. of matching SIC codes."	4
MatchID	Market Match ID	The field exported from Marketplace Pro or Gold in order to later append D&B data to a house file. (Usually the unique identifier found in the house file.)	33
Telemarketing Information (1.5 Credits) Includes all data in Mailing Information plus:			
AreaCode	Area Code	Area code of main phone line.	3
PhoneNo	Phone Number	Main phone line.	7
Demographic Information_ (3.5 Credits) Includes all data in Mailing Information and Telemarketing Information plus:			
Sales	Annual Sales	The yearly volume of sales, in a range of millions of dollars.	9
NumEmpl	Number of Employees	Range of employees that a particular company falls under, i.e. 250-499.	18
TotEmpl	Total No. of Employees	The amount of employees at one company.	4
ExSales	Exact Annual Sales	The amount of annual sales rounded to 100k.	24
ExNumSales	Exact Numeric Sales	A non-rounded number for annual sales.	
ExNumEmpl	Exact No. of Employees	The number of employees on site.	18
ExTotEmpl	Exact Tot No. of Employees	The number of employees at all sites.	18
YearStart	Year Started	Year the current owner started/took over the company.	2
LocType	Location Type	Indicates whether a business is a single location, headquarters, or branch.	1
Ownership	Ownership	Indicates whether a company, or its parent company, is publicly traded or privately held.	1
Import	Import/Export	Indicates whether a company imports or exports goods.	1
Manufacture	Manufacturing Indicator	Indicates if a company does manufacturing on-site.	1
Subsidiary	Subsidiary Indicator	Indicates whether a company is a subsidiary.	1
LegStatus	Legal Status	Indicates whether a company is a corporation, a proprietorship, or a partnership.	1
DelPt	Delivery Point	The finest depth of code to which a mail piece can be sorted by its address, usually the 11-digit numeric code formed from the zip+4 and represented by the delivery point barcode.	2
Employee Range		Employee range can be added to any of the above selections for an additional 0.5 Credits.	

# MarketPlace Open Data Select Summary

Category	Provider	Select	Record Count
<b>Area Code, Exchange &amp; Fax</b>			
<b>D&amp;B Fax Numbers</b>			
		D&B Fax Number File	2,420,871
<b>iMarket Base Data Selects</b>			
		Primary Telephone Area Code (geographic)	15,067,548
		Primary Telephone Area Code (numeric)	15,067,548
		Primary Telephone Exchange (numeric)	15,067,548
		ZIP+4	14,438,024
<b>Business Indicators</b>			
<b>D&amp;B Bankruptcy Select</b>			
		Bankruptcy	15,051,908
<b>D&amp;B ELA Select</b>			
		D&B Propensity to Lease	14,795,941
<b>D&amp;B Financial Stress Score Select</b>			
		Financial Stress Percentile	14,546,063
		Financial Stress Risk Class	14,546,063
<b>D&amp;B Fortune 1000 Selects</b>			
		D&B Fortune 100 Rank	100
		D&B Fortune 1000 Rank	993
		D&B Fortune 500 Rank	497
<b>D&amp;B Franchise Selects</b>			
		Franchise Indicator	459,912
		Franchises	429,923
<b>D&amp;B Marketing Pre-Screen Score Selects</b>			
		D&B Marketing Pre-Screen Score	14,811,783
<b>D&amp;B Minority-Specific Select</b>			
		Minority-Specific (Ethnic) Classifications	328,416
<b>D&amp;B MWOB Selects</b>			
		Minority-Owned Business	449,989
		Veteran-Owned Business	156,178
		Vietnam Veteran-Owned Business	35,013
		Women-Owned Business	1,378,241
<b>D&amp;B NAICS Select</b>			
		NAICS Code	14,935,376
		NAICS Description	14,820,475
<b>D&amp;B Office Indicator Selects</b>			
		Estimated Copier Acquisition Channel	14,338,170
		Estimated Monthly Copy Volume	14,338,170
		Estimated Monthly Print Volume	14,338,170
		Estimated Number of Copiers	14,338,170
		Estimated Number of Printers	14,338,170
		Wholesale Office Supply Buying Index	14,791,173
<b>D&amp;B PAYDEX Select</b>			
		3-Month D&B PAYDEX	2,823,434
<b>D&amp;B S/L/J (S)</b>			
		Judgments	14,875,202
		Liens	14,701,876
		Suits	14,816,538
<b>Corporate Family Members</b>			
<b>D&amp;B Corporate Linkage Data</b>			
		D&B Headquarters D-U-N-S Number	1,722,348
		D&B Parent D-U-N-S Number	110,675
		D&B Ultimate D-U-N-S Number	1,786,638

# MarketPlace Open Data Select Summary

## D&B New/Changed Record Data

### D&B New/Changed Record Data

D&B New and Changed Records	134,560
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## Federal Employer Tax ID Number

### D&B FEIN Select

Federal Employer Tax ID Number	3,167,321
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## Information Technology

### D&B IT Estimator Selects

Estimated IT Expenditures	14,338,170
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Estimated Number of Nodes	14,338,170
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Estimated Number of PCs	14,338,170
-------------------------	------------

Estimated Presence of a Network	14,338,170
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Estimated Presence of a WAN	14,338,170
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### D&B URL File

Web Site Address	1,808,705
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## Manufacturing

### Harris Manufacturing Database

Employee Change Percent	412,243
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Foreign Trade Flag	412,243
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Plant Size	412,243
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Products Produced	353,790
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# Open Data Contact Select Summary

MRC Code/Category/Contact

Source

Record Count

Contact Names are listed by MRC Code

What is an MRC Code?

A MRC Code is the D&B Management Responsibility Code (MRC). This is a hierarchical numbering system indicating title or area of responsibility that distinguishes Owners, Partners, Presidents, etc.

MRC Code/Category/Contact	Record Count
<b>Executives</b>	<b>6,473,160</b>
<b>Owners / Trustees</b>	<b>362,814</b>
A0AA Co-Partner	37
A0AB Corporate General Partner	1
A0AC Senior General Partner	1
A0AD Senior Partner	1,398
A0AE General Partner	5,101
A0AG Limited Partner	2,449
A0AJ Manager/Partner	18
A0AL Managing General Partner	6
A0AS Co-Executor	5
A0AT Co-Trustee	17
A0AV Co-Venturer	147
A0AY Managing Trustee	9
A0AZ Receiver	29
A0A2 Partner	317,511
A0A3 Managing Partner	9,143
A0R0 Executor	36
A045 Incorporator	12,597
A046 Joint Venturer	15
A047 Shareholder	14,294
<b>Senior Management</b>	<b>2,317,897</b>
A1A5 Vice-Chairman	24,674
A1A8 Chief Operating Officer	38,875
A1A9 Chief Financial Officer	162,923
A1CX Chief Credit Officer	621
A1CY Acting Chief Financial Officer	96
A1BV Chairman Executive Committee	1
A1B0 Treasurer	333,307
A1B2 Secretary	829,727
A1B5 Senior Corporate Officer	2,328
A1CB Vice-Chairman of the Board	1,998
A1CJ President of Operations	4
A1CK President of Trustees	3
A1CO Chief Administrator	200
A1CQ Co-Chief Financial Officer	3
A1CR Co-Chief Operating Officer	61
A1CS Executive Board Member	1
A1CV Executive Secretary	2,334
A1G7 Board of Directors	844,362
A1R1 Trustee	8,931
A199 Officer	66,463
A2D1 Services Executive	1
A2IV Senior Investment Officer	9
A2IW Senior Trust Officer	8
A2IX Trust Investment Officer	2
A2IY Trust Officer	278
A299 Other Senior Executive	687
<b>Vice Presidents</b>	<b>1,461,950</b>
A5DN Group Executive	4
A5DO Associate Vice President	995

# Open Data Contact Select Summary

MRC Code/Category/Contact	Source	Record Count
A5DP	Regional Vice President	77
A5DQ	Sr Executive Vice President	42
A5D3	Division Vice President	233
A5D4	Executive Vice President	61,239
A5D6	Group Vice President	53
A5D7	Senior Vice President	86,110
A5D8	Vice President	1,283,220
A598	Management Vice President	15,338
Z5E9	Vice President International	14
Z8Q0	Assistant Vice-President	11,485
A599	Other Vice President	3,140
<b>Other Executives</b>		<b>2,330,499</b>
Z6H6	International Director	133
A6DU	Division/Subsidiary Head	2,223
A7DU	Managing Officer	136
A8DV	Assistant to the President	129
A9DX	Exploration	212
A9DY	Honorary Trustee	2
A9DZ	Interim President	30
A799	Other Executive Manager	2,315,924
A999	Other Executive	11,710
<b>Administration</b>		<b>1,163,966</b>
<b>Senior Management</b>		<b>155,874</b>
B1EB	Regional President	24
B1R2	Principal	155,298
B1R3	Assistant Principal	552
<b>Vice Presidents</b>		<b>15,465</b>
B5D0	VP Administration	1,171
B5E2	VP Corporate Development	15
B5E6	VP Government Relations	57
B599	Other VP Administration	14,222
<b>Managers / Directors</b>		<b>511,890</b>
B6EC	Administrative Director	686
B6ED	Co-Management Director	173
B6EF	Regional Director	29
B6EH	Senior Managing Director	1
B6H2	Executive Director	106,114
B6H8	Managing Director	18,478
B6J3	Store Director	87
B699	Other Administration Director	4,233
B7E1	Administrative Manager	2,298
B7EJ	Program Manager	1,746
B7EK	Regional Manager	1,962
B7EL	Station Manager	19
B7J0	Area Manager	858
B7J1	Area Supervisor	72
B7K0	Department Manager	411
B7K3	Branch Manager	14,750
B7L3	District Manager	2,372
B7L4	Division Manager	1,709
B7M1	General Manager	150,861
B7M2	Government Relations Manager	3
B7N2	Office Manager	194,143
B7N6	Planning Manager	66
B7P5	Store Manager	2,360
H9GE	Operating Manager	1,959
B9EO	Interim Manager	20
Z7GQ	Acting Manager	10
Z7P4	Service Manager	537
Z741	Co-Manager	93

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
Z8Q7	Assistant Manager	4,987
B799	Other Administration Manager	853
<b>Other Administration</b>		<b>480,737</b>
B9E	Administrator	117,022
B9EN	City Manager	801
B9EQ	Planning Associate	3,630
B9M	Government Relations	15,796
B914	Department Chairman	289
B927	Office Supervisor	322
Z642	Assistant Director	3,921
Z910	Coordinator	58,200
Z938	Supervisor	30,441
Z939	Clerk	19,209
Z8GT	Assistant Clerk	74
Z8Q8	Assistant Secretary	6,293
Z940	Associate	20,716
B801	Executive Assistant	10,373
B830	Assistant Administrator	808
B899	Administrative Assistant	19,270
Z899	Assistant	158,592
B928	Meeting Planner	47
B999	Other Administration	14,933
<b>Information Technology</b>		<b>250,375</b>
<b>Senior Management</b>		<b>60,293</b>
C2A1	Chief Information Officer	39,732
C2A2	Chief Technology Officer	20,553
C2C1	Data Processing Executive	8
<b>Vice Presidents</b>		<b>8,138</b>
C5E8	VP Information Services	186
C599	Other VP IT	7,952
<b>Managers / Directors</b>		<b>34,160</b>
C6G8	Director of Data Processing	35
C6I3	MIS Director	5,154
C6J1	Computer Lab Director	14,960
C6P9	Quality Assurance Director	95
C699	Other IT Director	419
C7H1	Web Project Manager	1,387
C7J1	Network Manager	4,037
C7K9	Data Processing Manager	133
C7L5	Data Proc Operations Manager	2
C7N1	MIS Manager	6,333
C7P7	Systems/Programming Manager	49
C7P8	Systems Support Manager	1
C7P9	Quality Assurance Manager	277
C799	Other IT Manager	1,278
<b>Systems Analysts / Specialists</b>		<b>147,784</b>
C9A1	Computer Scientist	113
C9A2	Computer Specialist	2,202
C9A3	Computer Technician	2,811
C9A4	Computer Associate	917
C9A5	Information Systems	219
C9A6	MIS	6,576
C9A7	Programmer	4,701
C9A8	Programmer Analyst	964
C9A9	Project Leader	379
C9B2	Webmaster	3,995
C9B3	Database Administrator	1,913
C9B4	Application Consultant	5
C9B5	Business Analyst	1,632
C9B6	Data Administrator	37

# Open Data Contact Select Summary

MRC Code/Category/Contact	Source	Record Count
C9B7	Systems Technician	10
C9B8	IT/Internet Support	69,566
C9B9	Technician	14,863
C9ER	Data Processing Associate	11,789
C912	Data Processing Supervisor	19
C939	Senior Systems Analyst	16
C940	Systems Analyst	502
C941	Network Analyst	937
C899	Systems Assistant	19
C999	Other Information Technology	23,599
<b>Engineering / R&amp;D</b>		<b>233,771</b>
<b>Senior Management</b>		<b>7</b>
D2C2	Engineering Executive	3
D7EY	Project Executive	4
<b>Vice Presidents</b>		<b>12,137</b>
D5E4	VP Engineering	1,092
D5G1	VP Research & Technology	4
D599	Other VP Engineering/R&D	11,041
<b>Managers / Directors</b>		<b>16,783</b>
D6ET	Technical Director	1
D6H1	Director of Engineering	161
D699	Other Engineering/R&D Director	127
D917	Chief Engineer	3,514
D7EV	Project Administrator	15
D7EX	Project Director	270
D7L1	Design Engineering Manager	8
D7L7	Engineering Manager	1,511
D7M5	Industrial Engineering Manager	1
D7O0	Research & Development	55
D7O1	Product Engineering Manager	2
D7O4	Project Manager	10,925
D799	Other Engineering/R&D Manager	193
<b>Engineering / R&amp;D Staff</b>		<b>204,844</b>
D9EZ	Development	6,311
D9FA	Engineering	35,357
D9FB	Industrial	162
D9FC	Research	9,913
D9FD	Technology	115,290
D918	Senior Engineer	1,810
D916	Engineer	33,063
D899	Engineering/R&D Assistant	21
D999	Other Engineering/R&D	2,917
<b>Finance</b>		<b>341,063</b>
<b>Senior Management</b>		<b>61</b>
E1FF	Investment Officer	44
E2C4	Financial Executive	16
Z2B9	Banking Executive	1
<b>Vice Presidents</b>		<b>28,717</b>
E5D9	VP Accounting	202
E5E5	VP Finance	6,149
E599	Other VP Finance	22,366
<b>Managers / Directors</b>		<b>48,824</b>
E6D9	Chief Accountant	293
E6FG	Director of Finance	7,083
E6FH	Financial Officer	3
E6FI	Loan Officer	3,536
E6G4	Accounting Director	6,173
E699	Other Finance Director	389

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
E7FF Investment Manager		275
E7FJ Trust Manager		25
E7J7 Accounting Manager		6,057
E7K1 Auditing Manager		2
E7K4 Business Manager		15,597
E7K6 Contracts Manager		214
E7K7 Credit Manager		3,387
E7L9 Finance Manager		4,670
E799 Other Finance Manager		1,120
<b>Finance Staff</b>		<b>263,461</b>
E8Q6 Assistant Controller		1,067
E8Q9 Assistant Treasurer		2,730
E9FK Accounting		5,112
E9FL Credit Associate		2,778
E9FM Finance Associate		60,266
E9FO Loan Associate		1,639
E9FP Mortgage Associate		123
E9FR Securities		142
E9FZ Analyst		19,006
E901 Accountant		26,856
E902 Certified Public Accountant		4,333
E906 Auditor		1,079
E908 Comptroller		1,265
E909 Controller		72,988
E917 Finance Supervisor		55
E944 Bookkeeper		15,682
E899 Finance Assistant		69
E999 Other Finance		48,271
<b>Personnel / Benefits / Human Resources</b>		<b>124,653</b>
<b>Senior Management</b>		<b>1</b>
F2C9 Personnel Executive		1
<b>Vice Presidents</b>		<b>8,928</b>
F5E7 VP Human Resources		4,994
F599 Other VP Personnel		3,934
<b>Managers / Directors</b>		<b>50,703</b>
F6G0 Employee Relations Director		7
F6H4 Human Resources Director		25,482
F6H5 Industrial Relations Director		3
F6I6 Personnel Director		1,495
F6J5 Training & Dev Director		70
F6J6 Training Director		215
F7FR Employee Benefits Manager		37
F7FS Fund Manager		6
F7K2 Benefits Manager		146
F7K5 Compensation Manager		32
F7L6 Employee Relations Manager		72
F7M4 Human Resources Manager		20,709
F7M6 Industrial Relations Manager		7
F7N5 Personnel Manager		1,334
F7Q2 Training & Dev Manager		288
F9Q2 Training Specialist		800
<b>Staff / Assistants</b>		<b>65,021</b>
F899 Personnel Assistant		357
F9FW Personnel Associate		7,396
F999 Other Personnel		57,268
<b>Purchasing / Procurement</b>		<b>60,798</b>
<b>Vice Presidents</b>		<b>3,451</b>
G5F0 VP Purchasing/Procurement		1
G599 Other VP Purchasing		3,450

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
<b>Managers / Directors</b>		<b>11,932</b>
G6I9 Purchasing Director		1,005
G699 Other Purchasing Director		405
G7O6 Purchasing Manager		10,522
<b>Staff / Assistants</b>		<b>45,415</b>
G9FX Purchasing Associate		38,639
G906 Senior Buyer		82
G907 Buyer		2,498
G933 Purchasing Agent		4,102
G899 Purchasing Assistant		94
<b>Operations / Production / Manufacturing</b>		<b>124,551</b>
<b>Senior Management</b>		<b>1</b>
H2C8 Mfg/Prod/Distrib Executive		1
<b>Vice Presidents</b>		<b>23,468</b>
H5F1 VP Manufacturing		1,225
H5F5 VP Operations		7,190
H5F8 VP Production		311
H599 Other VP Operations/Prod/Mfg		14,742
<b>Managers / Directors</b>		<b>37,161</b>
H6FY Director of Operations		9
H6H9 Manufacturing Director		48
H6I0 Safety Director		236
H6I1 Materials Director		1,275
H6I5 Operations Director		792
H6I7 Production Director		119
H6J4 Traffic Director		9
H6O7 Quality Control Director		2,498
H699 Other Oper/Prod/Mfg Director		207
H7A0 Materials Manager		845
H7D5 Mill Manager		71
H7FZ Mine Manager		1
H7GA Export Manager		225
H7I0 Safety Manager		368
H7L0 Front End Manager		9
H7M0 Manufacturing Manager		459
H7M7 Inventory Control Manager		52
H7N3 Operations Manager		16,874
H7N8 Plant Engineering Manager		27
H7N9 Plant Manager		8,127
H7O3 Production Manager		2,965
H7O7 Quality Control Manager		635
H7P3 Security Manager		460
H7Q1 Traffic Manager		228
H799 Other Oper/Prod/Mfg Manager		622
<b>Staff / Assistants</b>		<b>63,921</b>
H9GB Manufacturing		14,599
H9GD Operations		34,383
H9GF Production		4,586
H9I8 Foreman/Supervisor		1,418
H920 Industrial Engineer		11
H924 Manufacturing Supervisor		28
H928 Plant Engineer		387
H929 Plant Superintendent		366
H930 Production Superintendent		4
H899 Operations/Prod/Mfg Assistant		146
H999 Other Operations/Prod/Mfg		7,993

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
<b>Sales / Marketing</b>		<b>284,481</b>
<b>Senior Management</b>		<b>7</b>
I2C0 Sales And Marketing Executive		7
<b>Vice Presidents</b>		<b>46,905</b>
I5E1 VP Advertising		46
I5F2 VP Marketing		7,730
I5F3 VP Merchandising		84
I5F7 VP Product Development		12
I5F9 VP Public Relations		84
I5G2 VP Sales		9,923
I5H1 VP Corp Communications		2
I599 Other VP Sales & Marketing		29,024
<b>Managers / Directors</b>		<b>35,140</b>
I6G6 Advertising Director		281
I6H0 Marketing Director		3,441
I6H1 Corp Communications Director		1
I6I1 Public Relations Director		2,431
I6J2 Sales Director		1,067
I6K8 Customer Service Director		30
I699 Other Sales & Mktg Director		383
I7B1 Merchandise Manager		38
I7H1 Corp Communications Manager		2
I7I1 Public Relations Manager		344
I7J9 Advertising Manager		267
I7K8 Customer Service Manager		303
I7M9 Marketing Manager		6,741
I7N0 Product Development Manager		7
I7O2 Product Manager		351
I7O9 Regional Sales Manager		1,151
I7P1 Sales Manager		17,436
I799 Other Sales & Mktg Manager		866
<b>Sales / Marketing Staff</b>		<b>202,429</b>
I9A1 E-Commerce		9
I9A2 E-Business		3,983
I9GH Advertising		9,315
I9GJ Merchandising		764
I9GK Marketing		42,570
I9GL Products		1,128
I9GM Sales		114,007
Z9GV Account Manager		13,618
Z900 Account Executive		2,804
I9I1 Public Relations		464
I9I2 Corporate Publications		250
I9I3 Spokesperson		24
I899 Sales & Marketing Assistant		2
I999 Other Sales & Marketing		13,491
<b>Facilities</b>		<b>24,880</b>
<b>Vice Presidents</b>		<b>250</b>
J599 Other VP Facilities		250
<b>Managers / Directors</b>		<b>17,977</b>
J6H7 Maintenance Director		728
J699 Other Facilities Director		6,459
J7GN Park Manager		56
J7L8 Facilities Manager		5,673
J7M3 Hub Manager		10
J7M8 Maintenance Manager		2,063
J7N7 Plant & Facilities Manager		304
J7P0 Terminal Manager		487
J7Q3 Warehouse Manager		740
J9GP Plaza Manager		16

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
Z7GR Complex Manager		1,441
<b>Staff / Assistants</b>		<b>6,653</b>
J9GO Maintenance		3,705
J923 Maintenance Supervisor		1,698
J899 Facilities Assistant		16
J999 Other Facilities		1,234
<b>Government</b>		<b>20,515</b>
		<b>20,515</b>
K948 Alderman		80
K951 City Council		19
K952 Commissioner		4,322
K953 Committee Member		1
K955 Council Member		4,150
K960 County Commissioner		80
K961 County Judge		68
K963 Fire Chief		1,751
K964 Governor		219
K965 Mayor		2,173
K966 Selectman		122
K967 Sheriff		435
K968 Vice-Mayor		17
K969 Warden		709
Z9II Representative		5,665
K999 Other Government		704
<b>Religion</b>		<b>73,003</b>
		<b>73,003</b>
L935 Religious Leader		14
L970 Associate Pastor		5,401
L971 Minister		1,074
L972 Assistant Pastor		168
L973 Bishop		137
L974 Deacon		254
L975 Cardinal		13
L976 Pastor		65,092
L977 Mother Superior		8
L978 Rabbi		103
L979 Rector		72
L980 Reverend		513
L981 Priest		70
L982 Senior Pastor		84
<b>Schools</b>		<b>63,737</b>
		<b>63,737</b>
M922 Librarian		36,355
M983 Chancellor		411
M984 Dean		2,479
M985 Headmaster		134
M986 Chief Admissions Officer		41
M987 Chief Academic Officer		148
M988 Athletic Director		6,240
Z937 Superintendent		12,484
Z943 Assistant Superintendent		5,445
<b>Retail / Wholesale</b>		<b>3,332</b>
		<b>3,332</b>
Z9IJ Retail Associate		1,819
Z9IK Retailer		2
Z936 Store Superintendent		1

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
Z9HI	Cashier	1,115
Z941	Assistant Cashier	215
Z9IT	Wholesaler	180
<b>Publishing / Journalism</b>		<b>12,921</b>
		<b>12,921</b>
Z9IO	Senior Editor	122
Z9HL	Editor	6,648
Z9IE	Publisher	6,151
<b>Transportation / Shipping</b>		<b>986</b>
		<b>986</b>
Z9HX	Port Captain	15
Z9HY	Port Director	9
Z9HZ	Port Manager	2
Z9IS	Transportation	960
<b>Real Estate / Insurance</b>		<b>532</b>
		<b>532</b>
Z9IF	Real Estate	200
Z934	Real Estate Agent	49
Z921	Insurance Agent	8
Z925	Underwriter	274
Z926	Bond Underwriter	1
<b>Agents / Advisors / Consultants</b>		<b>35,675</b>
		<b>35,675</b>
Z9GX	Advisor	2,946
Z9GY	Agent	20,941
Z9HA	Consultant	10,396
Z9HB	Contractor	1,301
Z9HG	Corporate Representative	1
Z9HH	Correspondent	90
<b>Professionals</b>		<b>703,777</b>
<b>Physicians / Surgeons</b>		<b>284,594</b>
XAB1	Chief of Surgery	1,290
XAB2	Chief of Medicine	30
XAB3	Chief of Anesthesiology	45
XAB4	Chief of Emergency Room	16
XAP1	ENT Specialist	81
XAP2	Infectious Diseases	1,607
XAP4	Orthopedist	42
XAP5	Pathologist	5,812
XAP6	Proctologist	1
XAP7	Sports Medicine	25
XAP9	Surgeon	23,745
XAQ2	Geriatrics	21
XAQ3	Obstetrician	2,250
XAS0	Allergy And Immunology	2,383
XAS1	Anesthesiology	11,540
XAS3	Cardiology	6,128
XAS4	Dermatology	4,759
XAS5	Endocrinology	2,782
XAS6	General Medical Practice	183
XAS7	Gastroenterology	6,844
XAS8	Hematology	5,084
XAS9	Internal Medicine	22,033
XAT0	Nephrology	5,530

# Open Data Contact Select Summary

MRC Code/Category/Contact	Source	Record Count
XAT1	Neurology	5,432
XAT2	Nuclear Medicine	3
XAT3	Gynecology/Obstetrics	16,937
XAT4	Oncology	9,252
XAT5	Ophthalmology	292
XAT6	Pediatrics	22,874
XAT7	Physical Medicine	47
XAT8	Psychiatry	12,271
XAT9	Child Psychology	794
XAU0	Pulmonary Diseases	1,754
XAU1	Radiology	20,817
XAU2	Chiropractor	534
XAU3	Osteopathy	175
XAU4	Surgery-Orthopedic	14
XAU5	Surgery-Plastic	7
XAU6	Surgery-Thoracic	1
XAU7	Urology	5,098
XAU8	Preventive Medicine	6
XAU9	Infertility Specialist	9
XAV0	Diabetes	107
XAV1	Otolaryngology	4,216
XAV3	Plastic Surgeon	1,762
XAV4	Rheumatology Specialist	1
XAV5	Cardiovascular	9,086
XAY5	Immunologist	1,857
XAY9	Aerospace Medicine	119
XAZ1	Podiatrist	6,550
XAZ9	Surgery	2,409
X997	Emergency Medicine	133
XA99	Medical Doctor	59,806
<b>Other Health Care</b>		<b>98,177</b>
XBA1	Physical Therapist	1,620
XBA2	Physiotherapist	2
XBB1	Optometrists	3,406
XBC1	Nurse	84,367
XBC2	Nursing Director	5,542
XBC3	Speech Therapist	60
XBD1	Pharmacist	441
XBD2	Certified Pharmacy Technician	1,111
XBE1	Respiratory Therapy Director	17
XBE2	Physical Therapy Director	24
XBE3	Occupational Therapy Director	8
XBF1	Managed Care Director	18
XBF2	Home Health Care Director	10
XBF9	Medical Director	375
XCA1	Veterinarian	431
XAY7	Nutritionist	393
XZY8	Dietician	37
XAV2	Acupuncture	141
XB99	Other Health Care Director	174
<b>Dental</b>		<b>14,406</b>
X913	Dentist	14,339
XBV3	Endodontics	5
XBV4	Family And General Dentistry	3
XBV5	Oral And Maxillofacial Surgery	2
XBV6	Orthodontics	35
XBV7	Pediatric Dentistry	5
XBV8	Periodontics	7
XBV9	Prosthodontics	3
XBW	Dental Hygenist	7
<b>Legal</b>		<b>304,569</b>
XDW	Patent Law	143

# Open Data Contact Select Summary

<i>MRC Code/Category/Contact</i>	<i>Source</i>	<i>Record Count</i>
XDW	Contract Law	360
XDX0	Criminal Law	59
XDX1	General Counsel	6,427
XDX4	Personal Injury Law	7
XDX5	Divorce Law	2
XDX6	Corporate & Business Law	33
XDX7	General Legal Practice	2
XDY0	Family Law	3
XDY2	Litigation	543
XDY5	Professional Liability	2
XD51	VP Legal	95
XD97	Legal Executive	2
XD98	Legal Staff	6,283
XD99	Counsel	6,765
XA05	Attorney	25,691
XEA1	Member (of the Bar)	258,152
<b>Other Professionals</b>		<b>2,031</b>
X906	Taxation	53
X930	Architect	1,693
X999	Other Professional	285
<b>Grand Total</b>		<b>9,996,176</b>

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