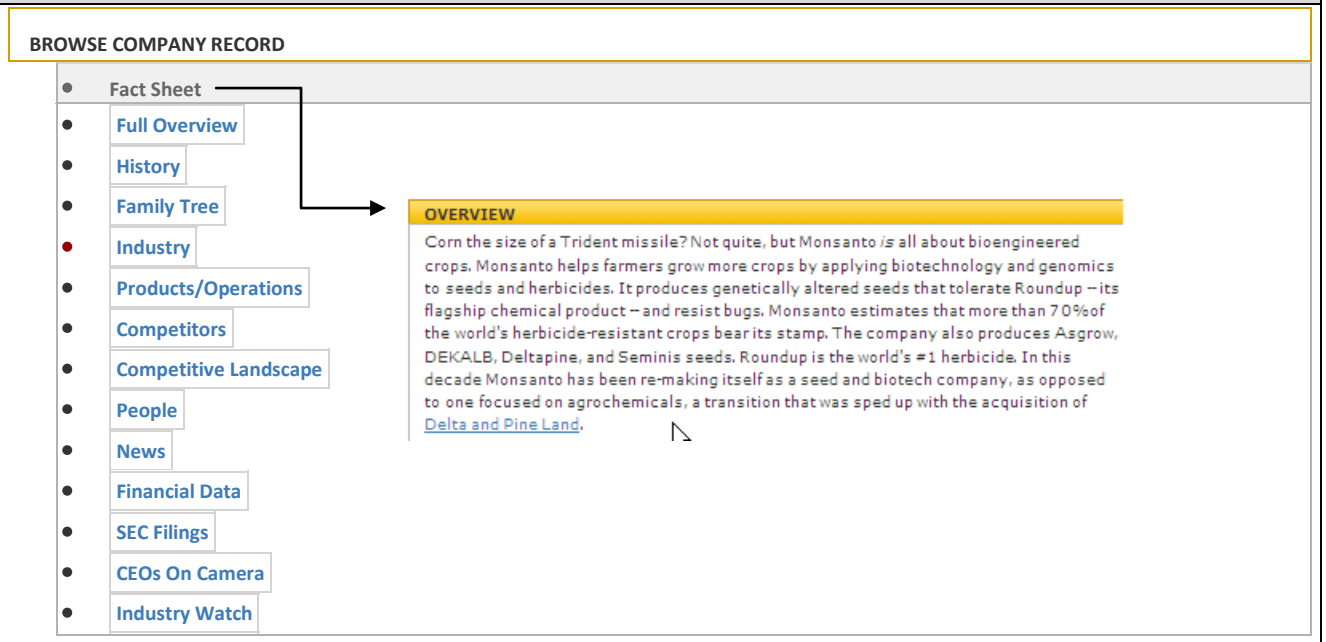
How to Research a Company in 15 Minutes….

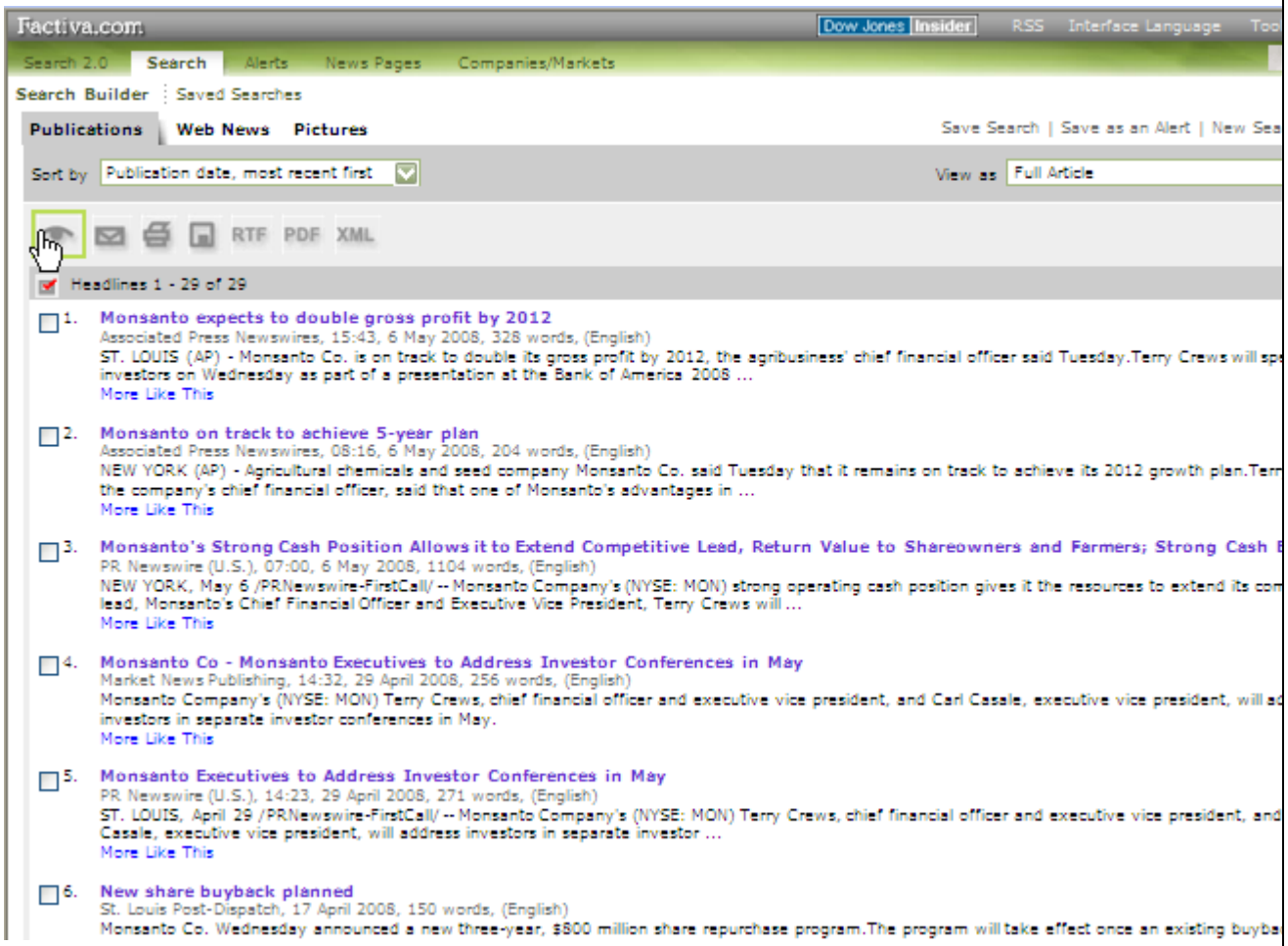
***Tip #1**: Start at the Biz Library site, so that you are using subscription databases. If you're working from home or on your laptop, be sure to set up your browser for remote access. Here are some instructions: http://www.olin.wustl.edu/computing/remote/proxy.cfm*

For this 'how to' sheet, we'll use 'Monsanto' as the example:

Steps	What you'll find:
Step #1: Get a good general overview of the company. **Hoover's Online Business Network** **Here's what you'll find…**	

Steps	What you'll find:
Step #2: Get a financial overview THOMSON RESEARCH [Thomson Research] This site contains comprehensive corporate filings (annual reports, 10-Ks, proxies, prospectuses and more) as well as 10-year downloadable financial data for virtually all public companies traded on U.S. exchanges and many companies traded on foreign exchanges. The Compact D and Worldscope databases are located on this site as are the Extel reports and earning forecasts from I/B/E/S Alternative sources for financial information: • Standard & Poors NetAdvantage • Mergent • ValueLine • SEC	. This is a screen capture of the Filings Content Profile: Thomson ONE Companies MON-N Go Portfolios MySet Company Analysis Overview News & Events Prices Financials Estimates Filings Filings List Content Profile Conduct a Filings Search Filings Search Full Text Search Research Deals Ownership Officers & Directors Comparables Report Writer Indices Comparables Market Awareness Ownership Deals Analysis Private Equity Officers & Directors Screening & Targeting Tools Content Profile MONSANTO COMPANY Monsanto -NYSE - MON-N Symbol: MON-N (C000073835) 800 North Lindbergh Boulevard St Louis, MISSOURI 63167 USA http://www.monsanto.com Exchange: NYSE Sector: Basic Materials Industry: Specialty Chemicals CUSIP: 61166W101 SEDOL: 2654320 S&P GICS: 15101030 Fertilizers & Agricultural Chemicals Company Status: Active Filings — View Filings List 10-K 8/31/2007 10-Q 2/29/2008 US Annual Report 8/31/2006 Proxy 1/16/2008 Registration 10/18/2005 Spreadsheet Financials US 10K Current Financials 8/31/2007 US 10Q Current Financials 2/29/2008 Proxy Executive Comp 1/17/2007 US 10Q Historical Financials 5/12/2008 US 10K Historical Financials 5/12/2008 Insider Analytics Daily 144 List 5/12/2008 Daily Purchase & Sale 5/6/2008 Flash 144 5/10/2008 Flash Purchase & Sale 5/6/2008 Source: Thomson Financial Recent News — More News Items: 1-20 of 39 Page: 1 of 2 5/08 Seven Summits Research Releases Alerts on MER, GM, MON, DELL, and PHM — PR Newswire via Comtex 5/06 Monsanto's Strong Cash Position Allows it to Extend Competitive Lead, Return Value to Shareowners and Farmers Strong — PR Newswire via Comtex 5/05 BullMarket.com Offers Investment Opinion on Seed — Business Wire via Source: Thomson News Overview Reports Extel Reports Extel Card (PDF) 5/11/2008 Extel Card (HTML) 5/11/2008 Worldscope Reports WS Company Full Rpt 2/23/2006 SEC Reports SEC Company Full Rpt 5/12/2008 Questions? Contact Client Services US 888-I-Need-TF (888-463-3383)- EUR +44 (0)870 191 0596 - ASIA +632-8785-777 © 2008 Thomson Financial. All Rights Reserved. (Disclaimer/Accreditation) Terms of Use

Steps	What you'll find:
Step #3: Tune into the strategic position of the company MarketLine Marketline Marketline provides profiles of 10,000 companies in 50 countries in the industries of Automotive & Logistics, Consumer Markets, Energy & Utilities, Financial Services, Healthcare and Technology sectors. To enter the site click on **"if you already have an account, log in".** This is located in the top right corner.	

Steps	What you'll find:
Step # 4: Identify the business press for news about the company factiva Factiva The coverage is so broad in Factiva you may get swamped with obscure newspaper articles. Try searching on the company name with another term- the search you see on the right is: *Monsanto and Terry Crews*	 Factiva.com Dow Jones Insider RSS Interface Language Too Search 2.0 Search Alerts News Pages Companies/Markets Search Builder Saved Searches Publications Web News Pictures Save Search | Save as an Alert | New Sea Sort by Publication date, most recent first View as Full Article RTF PDF XML Headlines 1 - 29 of 29 1. Monsanto expects to double gross profit by 2012 Associated Press Newswires, 15:43, 6 May 2008, 328 words, (English) ST. LOUIS (AP) - Monsanto Co. is on track to double its gross profit by 2012, the agribusiness' chief financial officer said Tuesday.Terry Crews will spe investors on Wednesday as part of a presentation at the Bank of America 2008 ... More Like This 2. Monsanto on track to achieve 5-year plan Associated Press Newswires, 08:16, 6 May 2008, 204 words, (English) NEW YORK (AP) - Agricultural chemicals and seed company Monsanto Co. said Tuesday that it remains on track to achieve its 2012 growth plan.Terr the company's chief financial officer, said that one of Monsanto's advantages in ... More Like This 3. Monsanto's Strong Cash Position Allows it to Extend Competitive Lead, Return Value to Shareowners and Farmers; Strong Cash E PR Newswire (U.S.), 07:00, 6 May 2008, 1104 words, (English) NEW YORK, May 6 /PRNewswire-FirstCall/ -- Monsanto Company's (NYSE: MON) strong operating cash position gives it the resources to extend its com lead, Monsanto's Chief Financial Officer and Executive Vice President, Terry Crews will ... More Like This 4. Monsanto Co - Monsanto Executives to Address Investor Conferences in May Market News Publishing, 14:32, 29 April 2008, 256 words, (English) Monsanto Company's (NYSE: MON) Terry Crews, chief financial officer and executive vice president, and Carl Casale, executive vice president, will ad investors in separate investor conferences in May. More Like This 5. Monsanto Executives to Address Investor Conferences in May PR Newswire (U.S.), 14:23, 29 April 2008, 271 words, (English) ST. LOUIS, April 29 /PRNewswire-FirstCall/ -- Monsanto Company's (NYSE: MON) Terry Crews, chief financial officer and executive vice president, and Casale, executive vice president, will address investors in separate investor ... More Like This 6. New share buyback planned St. Louis Post-Dispatch, 17 April 2008, 150 words, (English) Monsanto Co. Wednesday announced a new three-year, $800 million share repurchase program.The program will take effect once an existing buyba

Steps	What you'll find:
Step 5: If the company is **privately held, or a start-up**, you'll have trouble finding published information. Best bets for directory info: • Sorkins for companies located in St. Louis, Kansas City or Chicago • Dun & Bradstreet's Million Dollar Database This provides information on over 1,000,000 leading public and private businesses including SIC's, annual sales, types of ownership, principal executives, and biographies.	

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Monsanto Choice Genetics
(Subs. of Monsanto Company.)

800 North Lindbergh Blvd.
St. Louis, MO 63141
Tel: (314) 694-6192
Website: www.monsantochoicegenetics.com

Sales: $10-20 Million **Employees**: 25-49 Em **Founded**: 2001
Top Person: Ron Schinnouro - General Manager

MANUFACTURES ANIMAL FEEDS

Company provides the swine industry with superior genetics. through its parent company Monsanto, position it to develop s for swine producers. Its customers are among the top pork pr a significant scientific breakthrough when it constructed a phys This is the first time this level of genetic information has been r species.

Industry Codes
SDIC: 500 AGRIBUSINESS Animal Feeds & Health Pro
SIC: 2048 Prepared Feeds & Feed Ingredients for Anim
NAICS: 311119 Other Animal Food Manufacturing
SDIC: 4000 MANUFACTURING Feed, Pet Food & Supp
SIC: 2047 Dog & Cat Food
NAICS: 311111 Dog and Cat Food Manufacturing
SDIC: 72900 EDUCATION Research Centers- Scientific &
NAICS: 541710 Research and Development in the Physical

General Manager

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3: Monsanto Co

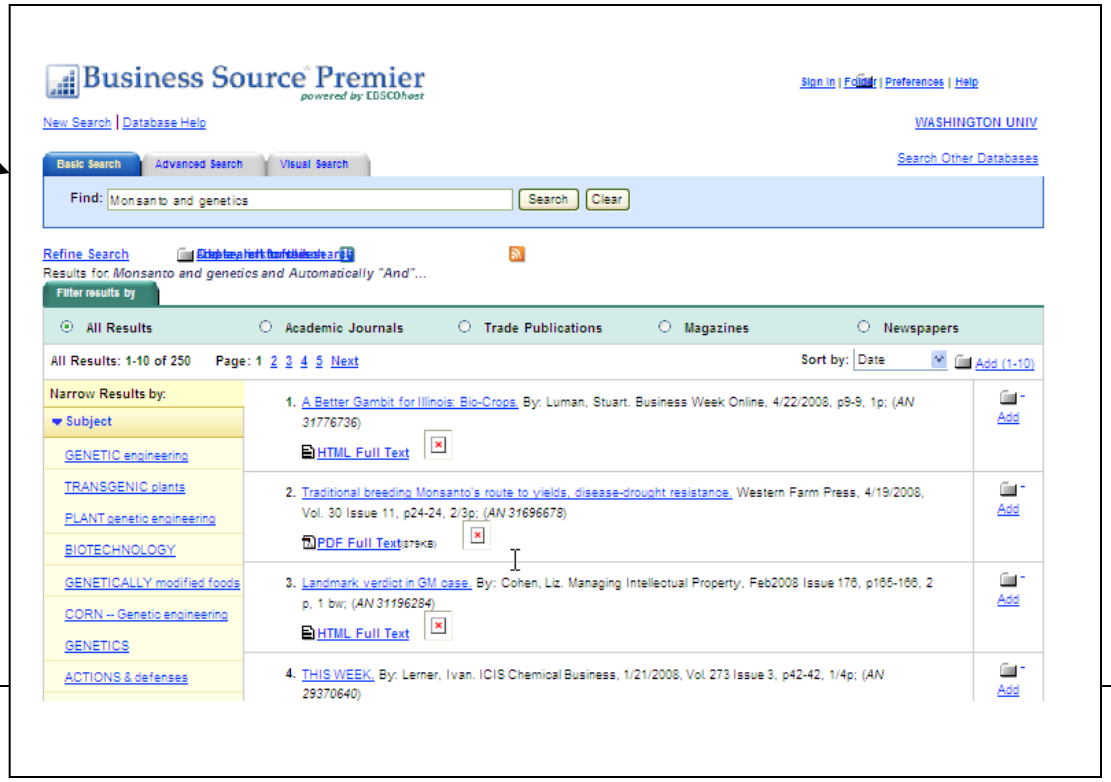
D-U-N-S® Number:	16-842-8287	Location Type:	Headquarters
Company Name:	Monsanto Co	Subsidiary Status:	Non Subsidiary
		Manufacturing Indicator:	Manufacturer
Mail Address:	800 N Lindbergh Blvd Saint Louis, MO, USA 63167-0001 View Map	Plant/Facility Size:	816,800 Sq Ft
		Year Established:	2000
		Ownership:	Public
County:	Saint Louis	Accountant:	Deloitte & Touche Llp St Lou
MSA:	St Louis	Prescreen Score:	Low Risk
		Stock Ticker:	MON
Country Phone Code:	1		
Phone:	314-694-1000		
Web Address:	www.monsanto.com		

Corporate Family Tree for this Company

HOOVERS View Comprehensive Record

Employee Count: (All Sites)	23,600	Sales: (All Sites)	$8,563,000,000 US (Actual)
Employment:	Current Year: 3,000	Sales:	$8,563,000,000

Steps	What you'll find:
You can find a lot of relevant information in trade publications (industry oriented magazines and newsletters, like Chemical Week) Try looking in the following article databases : • Business Source Premier • Factiva	



Tip #2: For more help, come by the business library in Simon Hall, Ron Allen- allenron@wustl.edu or Margie Craig- craigm@wustl.edu