

# American Business Directory

## FILE DESCRIPTION

**American Business Directory** (File 531), produced by *InfoUSA*, contains company address, current address, telephone number, employment data, key contact and title, primary Standard Industrial Classification (SIC) code, yellow pages and brand/trade name information, actual and estimated financial data, and corporate linkages on over 12 million U.S. business establishments.

Data is compiled through a continuous updating cycle of compilation from print sources (including over 5,000 yellow-page books) and telephone interviews capturing additional data, such as primary line of business, key contacts, and actual employee size. Annual reports are used for public company data.

## SUBJECT COVERAGE

**American Business Directory** covers U.S. company locations and classifies them by SIC industry codes. The 4-digit SIC codes have been enhanced to 6 digits so that searches can be more specifically targeted to any telephone directory classification. Brand names and franchise descriptions are also available on many SIC codes, providing the ability to retrieve professionals by specialty and identify product brands and true franchises. Coverage includes:

- Public companies
- Private companies
- Small businesses
- Government agencies
- Professionals
- Schools

## TIPS

### USE FILE 531

to find directory information on U.S. businesses.

### USE /CO OR CO=

to search for names of companies and businesses.

### USE SC=

to find companies by SIC code.

### USE REPORT

to arrange output in easy-to-read tabular format.

## DIALOG FILE DATA

Inclusive Dates: Current

Update Frequency: Monthly

File Size: Over 13 million records as of June 2008

## CONTACT

American Business Directory is produced by *InfoUSA*. Questions concerning file content should be directed to:

Dialog

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SAMPLE RECORD

DIALOG(R)File 531:Amer. Bus. Directory
(c) 2007 InfoUSA. All rts. reserv.
(Not actual data - this sample combines more than one record)
08498650

/CO, CO= SHERWIN-WILLIAMS CO
101 W PROSPECT AVE # 1500
CY=,ST=,ZP= CLEVELAND, OH 44115-1075
TE= TELEPHONE: 216-566-2000
CX= COUNTY: CUYAHOGA
MC=,MN= MSA: 1680 (CLEVELAND-LORAIN-ELYRIA, OHIO)

IN= INDUSTRY: MANUFACTURING
PRIMARY SIC AND YELLOW PAGE PRODUCT LINE(S):
2851 (PAINTS VARNISHES LACQUERS & ENAMELS)
285103 (PAINT-MANUFACTURERS)
SECONDARY SIC(S) AND YELLOW PAGE PRODUCT LINE(S):
2759 (COMMERCIAL PRINTING NEC)
275998 (COMMERCIAL PRINTING NEC)
2891 (ADHESIVES & SEALANTS)
289198 (ADHESIVES & SEALANTS (MANUFACTURERS))
3991 (BROOMS & BRUSHES)
399198 (BROOMS & BRUSHES (MANUFACTURERS))
5231 (PAINT GLASS & WALLPAPER STORES)
523107 (PAINT-RETAIL)
5713 (FLOOR COVERING STORES)
571305 (CARPET & RUG DEALERS-NEW)
( . . . )

/TN, TN= FRANCHISES: SHERWIN WILLIAMS

EH= EMPLOYEES AT THIS LOCATION: 2,500 (ACTUAL)
SA= LOCATION SALES(\$): 5,066,000,000
TOTAL BUSINESS LOCATIONS: 2,650
TOTAL ESTIMATED CORPORATE SALES(\$): 5,066,000,000
EM= TOTAL NUMBER OF EMPLOYEES: 25,789

TOP EXECUTIVE (THIS LOCATION): CHRISTOPHER CONNOR / CEO

IP=,PK= IMMEDIATE PARENT: SHERWIN-WILLIAMS PAINT STORES (415537463)
UN=,UK= ULTIMATE PARENT: SHERWIN-WILLIAMS CO (007533870)
TOTAL ESTIMATED CORPORATE SALES(\$): 4,881,103,000

NM= TOP EXECUTIVE (THIS LOCATION): SCOTT CLOUDY / MANAGER
EXECUTIVES (THIS LOCATION):
CHRISTOPHER CONNOR / CHAIRMAN
JOSEPH M SCAMINACE / PRESIDENT
JOSEPH M SCAMINACE / COO
SEAN P HENNESSY / CFO
SEAN P HENNESSY / TREASURER
JOHN L AULT / CONTROLLER
RICHARD M WEAVER / VP ADMIN
CONWAY G IVY / VP CORP COMM

( . . . )
CK= THIS LOCATION NUMBER: 007533870
SF= THIS IS A HEADQUARTERS.
TS= THIS IS A PUBLIC COMPANY. STOCK EXCHANGE: NEW YORK TICKER SYMBOL:SHW
FO= FORTUNE NUMBER: 0339
PD=,PY= LATEST UPDATE TO RECORD: 0707

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	—	All Basic Index Fields	Word	S PAINTS AND VARNISH?
/CO	CO	CO (32)	Company Name <sup>1</sup>	Word	S SHERWIN(W)WILLIAMS/CO
/DE	DE	—	Standard Industrial Classification (SIC) Code Descriptions, Brand/Trade/Franchise Name <sup>2</sup>	Word	S PAINT(W)GLASS(W)WALLPAPER/DE
/TN	TN	—	Brand/Trade/Franchise Name <sup>1</sup>	Word	S SHERWIN(W)WILLIAMS/TN

<sup>1</sup> Searchable in the Basic Index and in the Additional Indexes.

<sup>2</sup> Available only for selected SIC codes.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
—	A1	A1 (32)	Street Address		
AA=	AA	—	DIALOG Accession Number	Phrase	S AA=000004010
CK=	CK	CK (11)	ABI Company Number	Phrase	S CK=166795039
CN=	CN	—	Country Name	Phrase	S CN=USA
CO=	CO	CO (32)	Company Name <sup>1</sup>	Phrase	S CO=SHERWIN-WILLIAMS?
CX=	CX	CX (22)	County Name	Phrase	S CX=LARAMIE
CY=	CY	CY (15)	City	Phrase	S CY=CHEYENNE
EH=	EH	EH (11)	Employees Here <sup>3,4</sup>	Numeric	S EH=3:5
EM=	EM	EM (11)	Employees Total <sup>3,4</sup>	Numeric	S EM=20,000:25,000
FO=	FO	FO (9)	Fortune Number	Phrase	S FO=0315
IN=	IN	—	Industry	Phrase	S IN=RETAIL TRADE
IP=	IP	IP (32)	Immediate Parent	Phrase	S IP=SHERWIN-WILLIAMS?
MC=	MC	MC (6)	Metropolitan Statistical Area (MSA) Code	Phrase	S MC=1580
MN=	MN	MN (32)	Metropolitan Statistical Area (MSA) Name	Phrase	S MN=CHEYENNE, WYOMING
NE=	NE	NE (9)	Number of Locations <sup>5</sup>	Numeric	S NE>=2000
NM=	NM	NM (32)	Executive Name <sup>5</sup>	Word	S NM=(SCOTT(1N)CLOUDY)
P2=	—	—	2-digit Primary SIC Code	Phrase	S P2=52
PC=	PC	PC (9)	Primary SIC Code	Phrase	S PC=5231
PD=	PD	—	Latest Update to Record	Phrase	S PD=200707?
PK=	PK	—	ABI Immediate Parent Company Number	Phrase	S PK=41537463
PO=	—	PO (34)	Executive Position	Phrase	S PO=MANAGER
PY=	PY	—	Publication Year	Phrase	S PY=2007
S2=	—	—	2-digit SIC Code	Phrase	S S2=50
SA=	SA	SA (17)	Sales (Estimated) <sup>3</sup>	Numeric	S SA>=500K
SC=	SC	—	Standard Industrial Classification (SIC) Code	Phrase	S SC=5085
SF=	SF	—	Special Feature <sup>6</sup>	Phrase	S SC=508508
ST=	ST	ST (10)	State	Phrase	S SF=BRANCH
TE=	TE	TE (14)	Telephone Number Area Code	Phrase	S ST=WY
TN=	TN	—	Brand/Trade/Franchise Names <sup>1</sup>	Phrase	S TE=307
TS=	TS	TS (7)	Ticker Symbol	Phrase	S TN=SHERWIN WILLIAMS
UD=	—	—	Update	Phrase	S TS=SHW
UK=	UK	UK (11)	ABI Ultimate (Corporate) Number <sup>7</sup>	Phrase	S UD=9999
UN=	UN	UN (32)	Ultimate Parent Company Name	Phrase	S UK=007533870
ZP=	ZP	ZP (12)	Zip Code <sup>8</sup>	Phrase	S UN=SHERWIN-WILLIAMS?
					S ZP=82001

<sup>3</sup> Numeric entries are indexed as complete numbers, rounded down to the two left-most digits. Negative numbers are preceded by a minus sign. Use numeric operators (>, <, <=, >=) to search a range of values, e.g., S SA>=10M to retrieve all records with sales of 10 million or higher.

<sup>4</sup> For Parent and Subsidiary Companies only; no Ultimate parent companies included.

<sup>5</sup> Ultimate companies only.

<sup>6</sup> The following entries are searchable with SF=: BRANCH, HEADQUARTERS, PUBLIC, SUBSIDIARY.

<sup>7</sup> To retrieve companies in the same corporate family, use the Ultimate Parent Company Number with the search prefix UK=. To retrieve the Ultimate Parent Location record, use the Ultimate Parent Company Number with the search prefix CK=.

<sup>8</sup> Five-digit zip code searchable only. Full postal code displays.

## SPECIAL FEATURES

For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK, HELP MAP, HELP DUP online.

<b>LIMIT</b>	/NAMES -- At Least 1 Executive Name Available /UNDERTEN -- Between 1 and 9 Employees at This Location	S S3/NAMES S S2/UNDERTEN
<b>SORT</b>	AA, CO, CX, CY, EH, EM, FO, IP, MN, NE, PC, PD, PK, SA, ST, TE, UK, UN, ZP	SORT S13/ALL/PC/SA,D PRINT S5/5/1-24/ZP
<b>RANK</b>	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK MN S3
<b>MAP</b>	UK	MAP UK TEMP S5
<b>RD, ID</b>	Remove duplicates (RD) or identify duplicates (ID,IDO).	RD S5

## PREDEFINED FORMAT OPTIONS

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Company Name, Address, Telephone Number, SIC Description, Top Executive Name, and Sales
3	Medium	Company Name, Address, Telephone Number, SIC Description, and Top Executive Name
4	--	Company Name, Address, Telephone Number, and Top Executive Name
5	--	Full Record
6	--	Company Name and Latest Update to Record
7	Long	Company Name, ABI Company Number, SIC Description, and Sales
8	Short	Company Name, ABI Company Number, SIC Description, and Address
9	Full	Full Record
10	--	National Address (excludes country)
20	--	International Address (includes country)
30	--	National Address with Executive Name
40	--	International Address with Executive Name

## OTHER OUTPUT OPTIONS

For an explanation, enter HELP TYPE, HELP REPORT, HELP UDF, HELP TAG online.

<b>REPORT</b>	Output can be displayed in table format. REPORT codes with field lengths in parentheses are listed in the Search Options tables. Default table width is 72 characters; use SET H 132 to set maximum table width.	REPORT S2/CO,EM,SA/ALL
<b>USER DEFINED FORMATS</b>	User-defined formats may be specified using the display codes indicated in the Search Options tables.	TYPE S3/CO,PC/1-5
<b>TAG</b>	TAG can be used for tagged fields.	TYPE S2/3/1-5 TAG
<b>DIRECT RECORD ACCESS</b>	DIALOG Accession Number	TYPE 87865530/5 DISPLAY 7774483/CO,PC PRINT 7301964/5

**FOR ONLINE HELP:**

See HELP FIELDS 531 for searchable fields; HELP FORMAT 531 for output formats; HELP LIMIT 531 for limits; HELP RATES 531 for cost information; HELP SORT 531 for sorts.