

# 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 12.9 million U.S. business establishments. A companion file, *Canadian Business Directory*, File 533, covers over 1.4 million Canadian businesses.

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: Quarterly reload

File Size: 12,904,745 records as of October 2009

## CONTACT

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## SAMPLE RECORD

File 531:ABD data By InfoUSA Oct/2008  
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(Not actual data - this sample combines multiple records)  
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

**PC=,P2=,SC=** PRIMARY SIC AND YELLOW PAGE PRODUCT LINE(S):  
2851 (PAINTS VARNISHES LACQUERS & ENAMELS)  
285103 (PAINT-MANUFACTURERS)

**/DE** SECONDARY SIC(S) AND YELLOW PAGE PRODUCT LINE(S):

**SC=,S2=,/DE** 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		
—	AZ	—	DIALOG Accession Number	Phrase	
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=(STEVE(1N)BRAZELTON)
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=200807
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=2008
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 S SC=508508 S SF=BRANCH
SF=	SF	—	Special Feature <sup>6</sup>	Phrase	S SF=BRANCH
ST=	ST	ST (10)	State	Phrase	S ST=WY
TE=	TE	TE (14)	Telephone Number Area Code	Phrase	S TE=307
TN=	TN	—	Brand/Trade/Franchise Names <sup>1</sup>	Phrase	S TN=SHERWIN-WILLIAMS
TS=	TS	TS (7)	Ticker Symbol	Phrase	S TS=SHW
UD=	—	—	Update	Phrase	S UD=9999
UK=	UK	UK (11)	ABI Ultimate (Corporate) Number <sup>7</sup>	Phrase	S UK=007533870
UN=	UN	UN (32)	Ultimate Parent Company Name	Phrase	S UN=SHERWIN-WILLIAMS?
ZP=	ZP	ZP (12)	Zip Code <sup>8</sup>	Phrase	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.