

DIRECTORY OF MASTER DISTRIBUTORS

Published in the June issue of *Metal Center News*

Master distributors—distributors who sell to other distributors—perform a valuable role in the metals market. Master distributors give service centers an alternative to ordering in mill minimums and help remove redundant and excess inventories from the distribution channel. Using a local master distributor as a quick source for special or out-of-stock items allows service centers to cut the slow-movers from their stock while improving inventory turns.

This year's *MCN* Directory of Master Distributors includes 284 companies that consider themselves either full or part-time master distributors. Some actively market their products and services to other distributors, while others take a more passive approach, filling orders from other distributors—even competitors—as they would any customer.

MCN estimates that more than 20 percent of the sales volume in metals distribution can be accounted for by transactions among distributors. Thus, one of the largest customer groups for service centers is service centers themselves.



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