



**DIGITAL DATABASE INFORMATION  
PUBLISHER'S OWN DATA JANUARY 2020**

Industrial Media, LLC  
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Madison, WI 53713

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PUBLISHED SINCE 1933

SIC	Business / Industry	Total	PCT	ADMIN (A)	OPS (B)	ENGR (C)	PURCH (D)	OTHER
20 -21	Food, Tobacco and Related Kindred Product	91,497	11.22%	22,876	45,747	13,725	8,140	1,009
22, 23, 25	Textiles, Apparel and Furniture	37,439	4.59%	8,476	15,568	6,601	6,609	186
24, 26,27	Wood and Paper Products	14,224	1.74%	2,846	6,402	3,556	1,281	140
28	Chemicals / Pharm / Allied Products	30,096	3.69%	3,509	15,734	8,511	2,181	162
29	Oil and Gas Refining	15,515	1.90%	1,707	7,448	4,963	1,241	156
30	Rubber / Plastic Products	18,676	2.29%	2,054	9,711	4,109	2,242	560
31,32	Leather, Stone, Glass, Clay Products	15,406	1.89%	5,332	5,226	4,468	266	112
	<b>SUBTOTAL: PROCESSING</b>	<b>222,854</b>	<b>27.34%</b>	<b>46,799</b>	<b>105,835</b>	<b>45,933</b>	<b>21,960</b>	<b>2,326</b>
33, 34	Primary and Fabricated Metal Products/Services	43,360	5.32%	7,805	22,546	4,020	8,671	319
35	Industrial and Commercial Machinery	84,136	10.32%	11,162	31,420	29,510	11,004	1,040
36	Electrical Equipment and Components	90,765	11.13%	9,983	31,768	36,305	12,115	594
37	Transportation - Automotive, Aerospace, Off-Road	105,013	12.88%	9,451	42,927	36,119	15,422	1,093
38	Instrumentation - Industrial and Medical	99,554	12.21%	13,614	32,405	40,520	12,148	866
39	Other Manufacturing	14,824	1.82%	3,548	4,063	4,908	2,125	180
	<b>SUB-TOTAL: MANUFACTURING</b>	<b>437,651</b>	<b>53.69%</b>	<b>55,563</b>	<b>165,130</b>	<b>151,381</b>	<b>61,485</b>	<b>4,092</b>
10-14	Mining	4,393	0.54%	527	1,756	1,318	726	65
15-17	Construction	6,425	0.79%	208	1,494	4,672	2	49
40-48	Transportation, Warehousing and Logistics	11,422	1.40%	1,944	5,952	1,113	2,358	55
50,51	Wholesales and Distributors	32,451	3.98%	10,710	8,113	3,894	9,616	118
73	Business Services	9,126	1.12%	158	1,674	7,229	1	64
82	Educational Services	18,787	2.30%	7,927	1,891	7,515	1,267	187
87	Miscellaneous Services	44,263	5.43%	409	1,731	42,075	4	45
91-97	Government and Utilities	11,661	1.43%	6,088	1,030	2,187	2,139	217
	All Others	16,129	1.98%	2,538	2,137	8,004	3,264	185
	<b>SUBT-TOTAL: NON-MANUFACTURING</b>	<b>154,656</b>	<b>18.97%</b>	<b>30,509</b>	<b>25,777</b>	<b>78,006</b>	<b>19,378</b>	<b>986</b>
	<b>GRAND TOTAL</b>	<b>815,161</b>		<b>132,871</b>	<b>296,743</b>	<b>275,320</b>	<b>102,823</b>	<b>7,404</b>

- (A) Chairman of the Board, President, Vice President, Secretary, Treasurer/Finance, General Manager, Owner, Business Manager, Director Marketing, Director, IT Managers  
 (B)VP MFG/Operations/Production, Plant Manager/, Dir. of Plant, Manager, Supervisor, Superintendent, Foreman, Master Mechanic, Chief Machinist, Safety Dir., Maint. Manager  
 (C)VP Engineering, Engineer, Design Engineer, Dir. of Engineering, Automation Engineer, Controls Engineer, Maintenance Engineer, Plant Engineer, Chief Engineer, Process Engineer, Production Engineer, Mfg Engineer  
 (D) Vice President Purchasing, Buyer, Manager of Procurement, Director of Purchasing, Purchaser