



**DIGITAL DATABASE INFORMATION
PUBLISHER'S OWN DATA AUGUST 2021**

Industrial Media, LLC
199 East Badger Road #100
Madison, WI 53713
Phone: (608) 628-8718

SIC	Business / Industry	Total	PCT	ADMIN (A)	OPS (B)	ENGR (C)	PURCH (D)	OTHER
20 -21	Food, Tobacco and Related Kindred Product	71,763	46.23%	18,658	26,552	10,764	12,917	2,871
22, 23, 25	Textiles, Apparel and Furniture	18,972	12.22%	4,933	7,020	2,846	3,415	759
24, 26,27	Wood and Paper Products	9,208	5.93%	2,394	3,407	1,381	1,657	368
28	Chemicals / Pharm / Allied Products	25,757	16.59%	6,697	9,530	3,864	4,636	1,030
29	Oil and Gas	13,861	8.93%	3,604	5,129	2,079	2,495	554
30	Rubber / Plastic Products	13,464	8.67%	3,501	4,982	2,020	2,424	539
31,32	Leather, Stone, Glass, Clay Products	2,199	1.42%	572	814	330	396	88
	SUBTOTAL: PROCESSING	155,224	21.24%	40,358	57,433	23,284	27,940	6,209
33, 34	Primary and Fabricated Metal Products/Services	37,209	9.38%	4,465	13,767	12,651	5,209	1,116
35	Industrial and Commercial Machinery	122,469	30.89%	14,696	45,314	41,639	17,146	3,674
36	Electrical Equipment and Components	79,906	20.15%	9,589	29,565	27,168	11,187	2,397
37	Transportation - Automotive, Aerospace, Off-Road	73,844	18.62%	8,861	27,322	25,107	10,338	2,215
38	Instrumentation - Industrial and Medical	48,121	12.14%	5,775	17,805	16,361	6,737	1,444
39	Other Manufacturing	34,983	8.82%	4,198	12,944	11,894	4,898	1,049
	SUB-TOTAL: MANUFACTURING	396,532	54.25%	47,584	146,717	134,821	55,514	11,896
10-14	Mining	2,226	1.24%	423	846	490	378	89
15-17	Construction	6,355	3.55%	1,207	2,415	1,398	1,080	254
40-48	Transportation, Warehousing and Logistics	20,372	11.37%	3,871	7,741	4,482	3,463	815
50,51	Wholesalers and Distributors	27,645	15.43%	5,253	10,505	6,082	4,700	1,106
73	Business Services, including Software	45,268	25.27%	8,601	17,202	9,959	7,696	1,811
82	Educational Services	9,519	5.31%	1,809	3,617	2,094	1,618	381
87	Miscellaneous Services	14,430	8.05%	2,742	5,483	3,175	2,453	577
91-97	Government and Utilities	17,164	9.58%	3,261	6,522	3,776	2,918	687
	All Others	36,173	20.19%	6,873	13,746	7,958	6,149	1,447
	SUBT-TOTAL: NON-MANUFACTURING	179,152	24.51%	34,039	68,078	39,413	30,456	7,166
	GRAND TOTAL	730,908	100.00%	121,981	272,227	197,518	113,911	25,271

(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