



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

Industrial Media, LLC
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SIC	Business / Industry	Total	PCT	ADMIN (A)	OPS (B)	ENGR (C)	PURCH (D)	OTHER
20 -21	Food, Tobacco and Related Kindred Product	6,359	35.88%	1,653	2,353	954	1,145	254
22, 23, 25	Textiles, Apparel and Furniture	2,158	12.18%	561	798	324	388	86
24, 26,27	Wood and Paper Products	2,130	12.02%	554	788	320	383	85
28	Chemicals / Pharm / Allied Products	2,803	15.82%	729	1,037	420	505	112
29	Oil and Gas Refining	2,564	14.47%	667	949	385	462	103
30	Rubber / Plastic Products	1,212	6.84%	315	448	182	218	48
31,32	Leather, Stone, Glass, Clay Products	497	2.80%	129	184	75	89	20
	SUBTOTAL: PROCESSING	17,723	15.74%	4,608	6,558	2,658	3,190	709
33, 34	Primary and Fabricated Metal Products/Services	14,009	17.38%	1,681	5,183	4,763	1,961	420
35	Industrial and Commercial Machinery	19,850	24.62%	2,382	7,345	6,749	2,779	596
36	Electrical Equipment and Components	21,823	27.07%	2,619	8,075	7,420	3,055	655
37	Transportation - Automotive, Aerospace, Off-Road	17,003	21.09%	2,040	6,291	5,781	2,380	510
38	Instrumentation - Industrial and Medical	4,629	5.74%	555	1,713	1,574	648	139
39	Other Manufacturing	3,308	4.10%	397	1,224	1,125	463	99
	SUB-TOTAL: MANUFACTURING	80,622	71.58%	9,675	29,830	27,411	11,287	2,419
10-14	Mining	465	3.26%	88	177	102	79	19
15-17	Construction	671	4.70%	127	255	148	114	27
40-48	Transportation, Warehousing and Logistics	2,400	16.80%	456	912	528	408	96
50,51	Wholesales and Distributors	1,908	13.36%	363	725	420	324	76
73	Business Services, including Software	2,990	20.93%	568	1,136	658	508	120
82	Educational Services	701	4.91%	133	266	154	119	28
87	Miscellaneous Services	1,600	11.20%	304	608	352	272	64
91-97	Government and Utilities	1,825	12.78%	347	694	402	310	73
	All Others	1,723	12.06%	327	655	379	293	69
	SUBT-TOTAL: NON-MANUFACTURING	14,283	12.68%	2,714	5,428	3,142	2,428	571
	GRAND TOTAL	112,628	100.00%	16,996	41,815	33,212	16,905	3,699

(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