

DIGITAL DATABASE INFORMATION PUBLISHER'S OWN DATA SEPTEMBER 2023

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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 | 86,963 | 45.63% | 25,962 | 32,454 | 15,018 | 7,505 | 6,024 |
| 22, 23, 25 | Textiles, Apparel and Furniture | 5,022 | 2.64% | 956 | 1,848 | 689 | 650 | 879 |
| 24, 26,27 | Wood and Paper Products | 4,030 | 2.11% | 809 | 2,412 | 193 | 212 | 404 |
| 28 | Chemicals / Pharm / Allied Products | 59,273 | 31.10% | 20,177 | 21,931 | 14,246 | 3,511 | 2,648 |
| 29 | Oil and Gas | 17,191 | 9.02% | 4,430 | 5,881 | 2,979 | 3,374 | 528 |
| 30 | Rubber / Plastic Products | 15,975 | 8.38% | 2,910 | 7,667 | 2,819 | 1,742 | 837 |
| 31,32 | Leather, Stone, Glass, Clay Products | 2,109 | 1.11% | 548 | 780 | 316 | 380 | 85 |
| | SUBTOTAL: PROCESSING | 190,563 | 28.05% | 55,792 | 72,973 | 36,260 | 17,374 | 7,623 |
| 33, 34 | Primary and Fabricated Metal Products/Services | 26,124 | 8.48% | 15,176 | 7,595 | 2,175 | 571 | 607 |
| 35 | Industrial and Commercial Machinery | 86,085 | 27.94% | 23,612 | 33,340 | 11,186 | 11,787 | 6,160 |
| 36 | Electrical Equipment and Components | 51,400 | 16.68% | 9,774 | 20,823 | 13,353 | 2,955 | 4,495 |
| 37 | Transportation - Automotive, Aerospace, Off-Road | 53,241 | 17.28% | 10,652 | 21,385 | 12,760 | 5,134 | 3,310 |
| 38 | Instrumentation - Industrial and Medical | 57,272 | 18.59% | 9,546 | 26,351 | 13,884 | 2,296 | 5,195 |
| 39 | Other Manufacturing | 33,951 | 11.02% | 4,074 | 12,562 | 11,543 | 4,753 | 1,019 |
| | SUB-TOTAL: MANUFACTURING | 308,073 | 45.34% | 72,834 | 122,056 | 64,901 | 27,496 | 20,786 |
| 10-14 | Mining | 2,151 | 1.19% | 409 | 817 | 473 | 366 | 86 |
| 15-17 | Construction | 6,212 | 3.44% | 1,180 | 2,361 | 1,367 | 1,056 | 248 |
| 40-48 | Transportation, Warehousing and Logistics | 27,675 | 15.31% | 5,258 | 10,517 | 6,089 | 4,705 | 1,107 |
| 50,51 | Wholesalers and Distributors | 34,497 | 19.08% | 21,087 | 6,231 | 618 | 1,943 | 4,618 |
| 73 | Business Services, including Software | 41,291 | 22.84% | 7,845 | 15,691 | 9,084 | 7,019 | 1,652 |
| 82 | Educational Services | 8,312 | 4.60% | 1,579 | 3,159 | 1,829 | 1,413 | 332 |
| 87 | Miscellaneous Services | 12,021 | 6.65% | 2,284 | 4,568 | 2,645 | 2,044 | 481 |
| 91-97 | Government and Utilities | 15,487 | 8.57% | 2,943 | 5,885 | 3,407 | 2,633 | 619 |
| | All Others | 33,157 | 18.34% | 6,300 | 12,600 | 7,295 | 5,637 | 1,326 |
| | SUBT-TOTAL: NON-MANUFACTURING | 180,803 | 26.61% | 48,885 | 61,827 | 32,805 | 26,815 | 10,470 |
| | GRAND TOTAL | 679,439 | 100.00% | 177,511 | 256,856 | 133,967 | 71,685 | 38,878 |

⁽A) Chairman of the Board, President, Vice President, Secretary, Treasurer/Finance, General Manager, Owner, Business Manager, Director Marketin (B)VP MFG/Operations/Production, Plant Manager/, Dir. of Plant, Manager, Supervisor, Superintendent, Foreman, Master Mechanic, Chief Machir (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