



**DIGITAL DATABASE INFORMATION
PUBLISHER'S OWN DATA FEBRUARY 2023**

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	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
	SUB-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 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, Chief 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