



AUTOMOTIVE WHO'S WHO®
North American Original Equipment Suppliers Directory

18 Years of Automotive Supply Chain Research Excellence! (1999-2017)

2017
Product Technical Guide

AUTOMOTIVE WHO'S WHO® POWERbase™

AUTOMOTIVE WHO'S WHO® e-SHEET™

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Published by

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Introduction

AUTOMOTIVE WHO'S WHO®, Inc. maintains a detailed automotive supplier database covering the North American original equipment supply chain. This valuable industry resource is updated on a year-round basis and tracks thousands of automotive original equipment supplier locations in North America and tens of thousands of individual key points of contact (POCs) who are employed at these suppliers. AUTOMOTIVE WHO'S WHO, Inc. publishes this information in an online database and an offline spreadsheet format. These two product options are described below in detail.

AUTOMOTIVE WHO'S WHO® POWERbase™ (Online Database)


Product Description

The POWERbase™ is an online database featuring powerful built-in querying options to enable users to easily filter, sort and display valuable supplier information. Users may create, save, store, retrieve and modify custom filters. Supplier locations may be filtered by a wide range of criteria including supplier name, parent/affiliate, address, city, state/province, country, postal code, area code, keyword, minority/disadvantaged business status, tier level and as well as 200+ product/service classification categories (see Appendix A for a complete list). In addition, SILVER and GOLD Level subscribers have access to all individual key employee points of contact (POCs) which can be conveniently filtered by Managerial Level and Job Function (see Appendix B for a complete list). GOLD Level subscribers may also download electronic contact data.

Subscription Levels

GOLD Level

Perfect for powering targeted email, direct mail, telephone and fax marketing campaigns for your organization. GOLD Level Subscriptions allow Users to easily assemble concise lists of relevant and actionable key individual employee points of contact (POCs) in a handy and up-to-date electronic file format, which subscribers may download for use at their convenience. GOLD Level features include:

- Complete Supplier Profiles
- Key employee points of contact (POCs)
- Downloadable key employee contact information in Microsoft® Excel®
-  vCard electronic business cards for quick export of individual employee contact data to Microsoft® Outlook® and other vCard-enabled applications.

SILVER Level

Designed for use by upper-level supplier executives and other industry professionals who prefer to interact on a personal level with a wide variety of peers throughout the automotive industry. Discover or influence trends, collaborate on new technological breakthroughs and identify potential business opportunities. SILVER Level features include:

- Complete Supplier Profiles
- Key employee points of contact (POCs)

BRONZE Level

An excellent source of detailed automotive supplier company information is available to executives, advanced purchasing teams, corporate researchers, industry analysts and others whose job responsibilities require staying abreast of new markets, new technologies, new or existing competitors or identification of new vendors or potential industry partners. BRONZE Level features include:

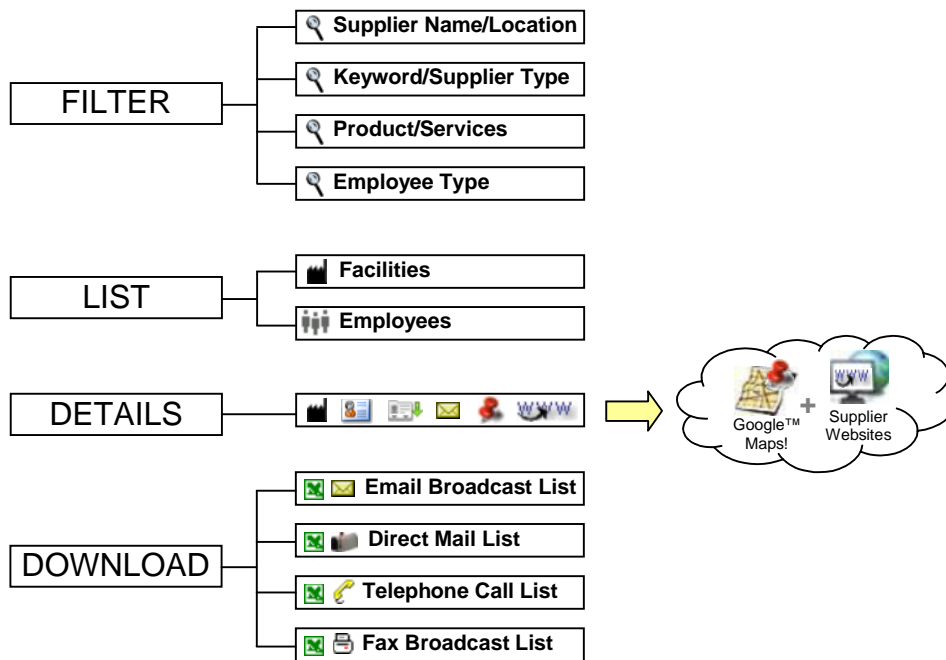


- Complete Supplier Profiles

Online accessibility may be subject to network availability as well as occasional and brief system maintenance operations.

Site Structure

The graphic below illustrates the basic website structure of the POWERbase™, our online automotive suppliers database. A link to this application can be found on our homepage at www.automotivewhoswho.com. The POWERbase™ online supplier directory application can also be bookmarked directly at www.automotivewhoswho.com/powerbase/search.aspx. Individual tabs are described below.



Page Tab Descriptions

FILTER Tab

Filter field options include company name, address, city, state/province, postal code, country, area code, keyword(s), disadvantaged business status (U.S. suppliers only), tier level, product/service category, and employee type (see Appendix A and Appendix B respectively for a complete list). The four child filter tabs are described below.

Supplier Name/Location filter tab

<u>Field Name</u>	<u>Filter Options</u>
<ul style="list-style-type: none"> • Company Name..... 	Select/Deselect from checkbox list between 'Contains', 'Exact Match', 'Starts With', or 'Ends With' as well as 'Expanded' (results may include alternate spellings, parent and/or affiliates, etc.).



- Address..... Select/Deselect from checkbox list between 'Contains', 'Exact Match', 'Starts With', or 'Ends With'.
- City..... Select/Deselect from checkbox list between 'Contains', 'Exact Match', 'Starts With', or 'Ends With'.
- State/Province Select from drop-down list (use the keyboard's Control Key to select multiple choices).
- Postal Code Select/Deselect from checkbox list between 'Contains', 'Exact Match', 'Starts With', or 'Ends With'. Separate multiple postal codes with a comma and space (i.e. 48082, 48083, 48084)
- Country Select/Deselect from checkbox list.
- Area Code..... Enter 3-digit telephone area code into search box (U.S. & Canadian only).

Keyword/Supplier Type filter tab

- | <u>Field Name</u> | <u>Filter Options</u> |
|-------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| • Company Description | Enter keyword(s) into the four search box option fields: 1) Search for 'all these' words, 2) Search for 'any of these' words, 3) Search for this 'exact phrase', and/or 4) 'Exclude' these words. |
| • Minority-owned Business..... | Select desired Ethnicity from dropdown list. (U.S. suppliers only) |
| • Woman-owned Business..... | Select the 'Yes', 'No', or 'Either' radio button (U.S. suppliers only). |
| • Veteran-owned Business..... | Select the 'Yes', 'No', or 'Either' radio button (U.S. suppliers only). |
| • Small Disadvantaged Business..... | Select the 'Yes', 'No', or 'Either' radio button (U.S. suppliers only). |
| • Tier Level..... | Select/Deselect check boxes as desired. |

Product/Services filter tab (see Appendix A for a complete list of categories)

- | <u>Field Name</u> | <u>Filter Options</u> |
|----------------------------------------|--------------------------------------------------------------------------------------------------------|
| • Main Product/Service Categories..... | Select/Deselect check boxes as desired. Click on the 'Click here' link to show related Sub-Categories. |
| • Sub-Categories..... | Select/Deselect check boxes as desired. |

Employee Type filter tab (see Appendix B for a complete list of categories)

- | <u>Field Name</u> | <u>Filter Options</u> |
|---------------------------|-----------------------------------------|
| • Management Levels | Select/Deselect check boxes as desired. |
| • Job Functions | Select/Deselect check boxes as desired. |



Saved Filter Options

Users may create and save custom filters which will be available under a drop-down list for application at any time. The Default Saved Filter shows all supplier company and key employee contacts. When new filter parameters are entered, a 'Save New' option activates. When an existing Saved Filter is altered, the user may choose 'Update Existing' or 'Save New'. Users may also delete previously saved filters.

Special Note: Our unique online database design eliminates the need for a traditional 'Search Button'. Filter parameters are applied automatically as the Upper tabs are clicked to navigate the site. Users may simply click on any of the three (3) upper tabs (LIST, DETAILS or DOWNLOAD) to proceed. The subsequent supplier company and/or key contact data will be filtered according to the preferences set under the FILTER tab.

LIST tab

This page provides users an alphabetical list of the supplier companies and key executive contacts matching the selected filter options. The two child list tabs are described below.

Facilities list tab

Supplier company locations are listed along with address, city, state/province, postal code and country data columns. The columns may be sorted (ascending or descending) by clicking on the column title.

The supplier company names are live hyperlinks that, when clicked, will open the DETAILS page showing that supplier location's complete profile information.

Employees list tab

Supplier key employees are listed along with company name and title data columns. The columns may be sorted (ascending or descending) by clicking on the column title.

The key employee names are live hyperlinks that, when clicked, will open the DETAILS page showing that employee supplier location's complete profile information.

DETAILS tab

This page displays an individual supplier location's complete profile information as published in the AUTOMOTIVE WHO'S WHO® database. The left side of the screen features the company name, address, contact information, company description and other miscellaneous company information. The right side of the screen features the key employee contact information and/or additional supplier company sub-locations, if applicable.

All users may send an email message directly to the company, display the supplier location on Google™ Maps, or click on the supplier's website URL to open their homepage for further research. Silver & Gold Level users may email individual contacts directly. Gold Level users may also export an electronic business card (vCard) for each contact to Microsoft® Outlook® and other vCard-enabled applications.

DOWNLOAD tab (Gold Level Subscribers only)

This page is fully functional for GOLD Level subscribers only. All other users may download sample data of up to 100 records. The child download tabs described below provide custom field options designed to offer useful data points related to the desired task. Of particular value are the many optional fields specifically designed to enable the user to create highly personalized marketing messages.



Email Broadcast List download tab

<u>Field Name</u>	<u>Examples/Notes</u>
1. Email Address	jdoe@abc-mfg-co.com
2. Prefix	Mr.
3. First Name	Joseph
4. Middle Name	M.
5. Last Name	Doe
6. Suffix	, Jr., P.Eng
7. Salutation ¹	Joe
8. Title1	Technical Manager
9. Title2	(secondary title or overflow, if applicable)
10. Generic Title ²	(i.e. Technical Contact)
11. Department	Engineering Department
12. Division	Light Truck Division
13. Formal Company Name ³	ABC Manufacturing Company, Ltd.
14. Possessive Formal Company Name ⁴	ABC Manufacturing Company, Ltd.'s
15. Short Company Name ⁵	ABC Mfg. Co.
16. Possessive Short Company Name ⁴	ABC Mfg. Co.'s
17. P.O. Box	P.O. Box 1000
18. Address1	300 Production Alley
19. Address2	Green River Valley Industrial Park
20. City	Pleasant Ridge
21. State/Province	Michigan
22. Postal Code	49000
23. Country	USA

Direct Mail List download tab

<u>Field Name</u>	<u>Examples/Notes</u>
1. Prefix	Mr.
2. First Name	Joseph
3. Middle Name	M.
4. Last Name	Doe
5. Suffix	, Jr., P.Eng
6. Salutation ¹	Joe
7. Title1	Technical Manager
8. Title2	(secondary title or overflow, if applicable)
9. Generic Title ²	(i.e. Technical Contact)
10. Department	Engineering Department
11. Division	Light Truck Division
12. Contact Mail Code	(internal company mail routing code, if applicable)
13. Formal Company Name ³	ABC Manufacturing Company, Ltd.
14. Possessive Formal Company Name ⁴	ABC Manufacturing Company, Ltd.'s
15. Short Company Name ⁵	ABC Mfg. Co.



- 16. Possessive Short Company Name⁴ ABC Mfg. Co.'s
- 17. P.O. Box P.O. Box 1000
- 18. Address1 300 Production Alley
- 19. Address2 Green River Valley Industrial Park
- 20. City Pleasant Ridge
- 21. State/Province Michigan
- 22. Postal Code 49000
- 23. Country USA

Telephone Call List download tab

<u>Field Name</u>	<u>Examples/Notes</u>
1. Main Switchboard	999-222-1000
2. Toll-Free Switchboard	800-555-6200
3. Direct Line	999-222-1059
4. Extension	Ext: 1059
5. Full Name	Mr. Joseph M. Doe (Joe), Jr., P.Eng.
6. Title1	Technical Manager
7. Title2 ⁶	(secondary title or overflow, if applicable)
8. Department	Engineering Department
9. Division	Light Truck Division
10. Supplier Name	ABC Manufacturing Company, Ltd.
11. Business Unit/Affiliation	Subsidiary of Acme Industries, Inc.
12. Company Description	(full company description included)
13. Web Site	www.abc-mfg-co.com

Fax Broadcast List download tab

<u>Field Name</u>	<u>Examples/Notes</u>
1. Fax Number	999-222-1001
2. Prefix	Mr.
3. First Name	Joseph
4. Middle Name	M.
5. Last Name	Doe
6. Suffix	, Jr., P.Eng
7. Salutation ¹	Joe
8. Title1	Technical Manager
9. Title2	(secondary title or overflow, if applicable)
10. Generic Title ²	(i.e. Technical Contact)
11. Department	Engineering Department
12. Division	Light Truck Manufacturing Division
13. Contact Mail Code	(internal company mail routing code, if applicable)
14. Formal Company Name ³	ABC Manufacturing Company, Ltd.
15. Possessive Formal Company Name ⁴	ABC Manufacturing Company, Ltd.'s
16. Short Company Name ⁵	ABC Mfg. Co.
17. Possessive Short Company Name ⁴	ABC Mfg. Co.'s
18. P.O. Box	P.O. Box 1000



19. Address1 300 Production Alley
20. Address2 Green River Valley Industrial Park
21. City Pleasant Ridge
22. State/Province Michigan
23. Postal Code 49000
24. Country USA

¹ **Salutation** - this is the recommended introductory greeting for an individual employee contact. There are three general rules used for assigning the content of this field:

- 1) Certain contacts, particularly foreign expatriates, are addressed in the format of "Prefix Surname" i.e. "Mr. Shinichi Takahashi" would be addressed as "Mr. Takahashi".
- 2) Contacts with a known nickname or colloquial version of their first name are addressed accordingly i.e. an Edward or Timothy will be addressed as Ed or Tim respectively.
- 3) All other individual contacts are addressed as per the value stored in their first name field.

² **Generic Title** - In certain cases, an individual's formal title is unknown, but their job function is known. In such instances, an informal title is provided here for the convenience of users who may desire to subsequently perform additional manual filter and sort operations on the downloaded individual contact data. This field is not intended to be used as part of any email, direct mail, or fax message personalization merge.

³ **Formal Company Name** - This is the formal version of a company's legal name. (examples include "Lear Corporation", "ArvinMeritor, Inc.", etc.)

⁴ **Possessive** versions of the formal and short company name fields - these fields are available to facilitate incorporation of a supplier's company name into the body of a personalized marketing letter. If the last character of a company name is the letter "s" then the appropriate rules of English are applied with respect to proper placement of the apostrophe. These optional fields are provided as a convenience to our subscribers.

⁵ **Short Company Name** - This is the informal version of a company's legal name (examples include "Lear", "ArvinMeritor", etc.)


⁶ If an official title is not available, then the generic title, if applicable, will be substituted for this field (Telephone Call List only).



AUTOMOTIVE WHO'S WHO® e-SHEET™ (Offline Spreadsheet)

Product Description

The e-SHEET™ is an offline spreadsheet drawn from the same master database that powers the online AUTOMOTIVE WHO'S WHO®. The information provided consists of all individual key points of contact (POCs) together with each employee's company information, address, description, and Main Product/Service Categories plus contact information such as direct telephone, extension, fax, email address and/or mailing address. The e-SHEET™ is designed to allow the contact data to be exported into most contact management software programs as well as for use as a source file for powering marketing campaigns (Note: Use of this product requires a working knowledge of Microsoft® Excel®).

 e-SHEET™ features include:

- Popular Microsoft® Excel® spreadsheet format.
- Quick same-day delivery via email as a compressed file (with receipt of paid order).
- Updates included during subscription period!

Purchasers may opt to include certain sub-categories at no extra charge (see Appendix A for a list of all the available Product/Service sub-categories).

Management Level Fields

- ML1-Top/Upper Management
- ML2-Middle/Lower Management

Job Function Fields

- JF1-Administration
- JF2-Regulatory Compliance
- JF3-Finance
- JF4-Human Resources
- JF5-Manufacturing/Production
- JF6-Engineering/Design
- JF7-Research/Development
- JF8-Quality
- JF9-Purchasing
- JF10-Logistics
- JF11-Business Development
- JF12-Sales/Marketing
- JF13-Customer Service
- JF14-Information Technology
- JF15-Communications
- JF16-Service
- JF17-Maintenance/Tooling
- JF18-Other

Basic Employee Information

- Salutation



- FirstName
- MiddleName
- LastName
- Title1
- Title2
- Department
- DivisionOrAlternateFacility
- ContactDescription
- CompanyName
- SubdivisionAffiliation

Employee Contact/Address Information

- Telephone
- Extension
- Fax
- EmailAddress
- MailCode
- POBox
- Address1
- Address2
- City
- StateOrProvince
- PostalCode
- Country

Miscellaneous Company Facts

- NumberLocationsOrFacilities
- NumberEmployeesWorldwide
- NumberEmployeesThisLocation
- AnnualSalesVolume
- AnnualSalesVolumeYear
- FacilitySize
- NYSESymbol
- NASDAQSymbol
- Date Founded
- DUNs Number
- Website
- CompanyDescription

Company Tier Level

- VM
- Tier 1
- Tier 2
- Tier 3



- Tier 4

Company Certifications

- ISO/TS 16949
- ISO-9000
- ISO-9001
- ISO-9002
- ISO-14000
- ISO-14001
- Other Certificates

Company Minority/Disadvantaged Status (U.S. suppliers only)

- MinorityOwnedCompany
- Ethnicity
- WomanOwnedCompany
- VeteranOwnedCompany
- SmallDisadvantagedBusiness

Company Main Product/Service Category Classifications

(additional Sub-categories are available upon request, at no charge)

- AUTOMOTIVE SERVICES
- GENERAL PARTS & COMMODITIES
- BODY, TRIM & GLASS
- BRAKE SYSTEMS & COMPONENTS
- CLIMATE CONTROL SYSTEM & COMPONENTS
- COMPUTING TECHNOLOGIES, PRODUCTS & SERVICES
- DRIVETRAIN/TRANSMISSION & COMPONENTS
- ELECTRICAL & ELECTRONIC COMPONENTS
- ENGINE & COMPONENTS
- EQUIPMENT & TOOLS
- EXHAUST SYSTEM & COMPONENTS
- FUEL SYSTEM & COMPONENTS
- INTERIOR SYSTEMS & COMPONENTS
- MATERIALS
- SEATS & COMPONENTS
- STEERING SYSTEM & COMPONENTS
- SUSPENSION SYSTEM & COMPONENTS

Custom Data Sets

AUTOMOTIVE WHO'S WHO®, Inc. is happy to assist in the creation of tailor-made electronic spreadsheet data sets to match specific individual customer requirements. This is a complimentary service available to active POWERbase™ GOLD Level subscribers and e-SHEET™ users only.



Appendix A

Automotive Supplier Product/Service Classifications

AUTOMOTIVE SERVICES

- Automotive Consulting/Training Services
- Automotive Industry Organizations/Publications
- Castings/Forgings
- Contract Manufacturing, Assembly, and/or Logistics Services, etc.
- Development/Testing
- Engineering Aids/Tools/Services
- Engineering Design/Prototyping
- Manufacturer's Representative
- Management Systems Registration, Supporting Services, Products, etc.
- New Technologies
- Painting/Coatings/Finishing Service
- Plant & Facility Design/Construction
- Stamping/Molding/Forming

GENERAL PARTS & COMMODITIES

- Bearings
- Brackets/Clamps/Fasteners
- Cables/Wires
- Couplings
- Gaskets/Seals
- Misc. Bolts/Nuts/Screws
- Misc. Metal Parts/Components
- Misc. Plastic Parts/Components
- Misc. Rubber Parts/Components
- Tubing/Hoses/Fittings

BODY, TRIM & GLASS

- Body Structures
- Bumpers
- Convertible Tops
- Exterior Trim
- Grilles
- Handles
- Lighting
- Locks/Latches/Hinges
- Mirrors
- Sunroofs
- Vibration Control



- Washer/Wiper Systems, etc.
- Weather-Stripping
- Window Systems

BRAKE SYSTEMS & COMPONENTS

- General Braking Components
- ABS Components
- Brake Discs
- Brake Pads/Shoes/Linings
- Calipers
- Hydraulics
- Master Cylinders
- Rotors/Drums
- Wheel Cylinders/Brake Hoses/Tubing

CLIMATE CONTROL SYSTEM & COMPONENTS

- Air Compressors
- Fans/Clutches
- Heat Exchangers
- Heating/Ventilation/Air Conditioning/Components
- Hose/Belts
- Radiators
- Thermostats

COMPUTING TECHNOLOGIES, PRODUCTS & SERVICES

- Engineering Software (CAD/CAM/CAE/CFD, etc.)
- Misc. Software (e-Business, Supply Chain Management, EDI, etc.)
- Computer Hardware
- In-Vehicle Software/Telematics
- Peripherals

DRIVETRAIN/TRANSMISSION & COMPONENTS

- Axles
- Clutches, Valves & Components
- CV & U-Joints
- Differential/Transfer Cases
- Differentials
- Drive Shafts
- Four-Wheel Drive/Parts
- Manual/Automatic Transmissions
- Shift Assemblies
- Torque Converters
- Torsion Traction Systems
- Transaxles



- Transmission Bearings
- Transmission Clutches
- Transmission Gears/Linkages
- Transmission Housings
- Transmission Valves
- Viscous Couplings

ELECTRICAL & ELECTRONIC COMPONENTS

- General Electrical/Electronic Components
- Actuators
- Anti-Theft Systems/Components
- Audio Systems/Components
- Batteries/Components
- Collision Warning Systems
- Connectors
- Cruise Control
- Engine Management Systems
- Gauges
- Horns, Alarms/Emergency Systems
- Instrument Clusters/Components
- Lighting Systems/Components
- On Board Radar Systems
- Optical Cable/Multiplexing
- PCBs
- Relays/Regulators
- Semiconductors/Diodes/Transistors
- Sensors
- Solenoids
- Switches/Fuses/Circuit Breakers
- Wiring Harnesses

ENGINES & COMPONENTS

- Alternative Propulsion Systems/Components
- Alternators/Generators
- Belts/Chains/Pulleys
- Cylinder Blocks/Heads
- Camshafts/Crankshafts
- Connecting Rods
- Diesel Engines
- Distributors
- Emission Control
- Engine Bearings
- Flywheels



- Gasoline Engines
- Ignition Systems/Components
- Intake Manifolds
- Oil Filters
- Oil/Water Pumps
- Pistons/Rings
- Spark Plugs
- Starters
- Timing Chains/Gears/Belts
- Turbochargers/Superchargers
- Valve Covers/Oil Pans
- Valvetrain/Components

EQUIPMENT & TOOLS

- Miscellaneous Equipment and/or Tools
- Assembly Systems
- Balancing Machines
- Bar Code/Identification/Inventory Equipment
- Conveyors
- Dies/Molds
- Emission Equipment
- Environmental Equipment
- Heat Treating Equipment
- Heating Equipment
- Inspection/Test Equipment
- Laser Systems
- Machine Controls
- Machine Tools
- Material Handling Equipment/Packaging
- Monitoring/Measuring Equipment
- Noise Control Equipment
- Paint/Finishing Systems
- Rapid Prototyping Systems
- Robots/Accessories
- Waste Treatment/Recycling Systems
- Water Cutting Systems
- Welding Equipment

EXHAUST SYSTEM & COMPONENTS

- General Exhaust System Components
- Catalytic Converters
- Exhaust Pipes
- Exhaust System Brackets



- Mufflers
- Tailpipes

FUEL SYSTEM & COMPONENTS

- Air/Fuel Filter
- Carburetors
- Fuel Injection
- Fuel Pumps
- Fuel System Hoses/Lines
- Fuel Systems Tanks

INTERIOR SYSTEMS & COMPONENTS

- Air Bag/Components
- Cables
- Carpeting/Floor Mats
- Door Systems/Trim
- Headliners
- Instrument Panels/Consoles
- Interior Mirrors
- Interior Trim
- Linkages
- Pedals
- Seat Belts

MATERIALS

- Abrasives
- Acoustic Materials
- Adhesives
- Aluminum/Alloys
- Cardboard/Fiberboard/Wood Hardboard
- Ceramics
- Chemicals
- Composites
- Elastomers
- Fabrics
- Ferrous Metals/Alloys
- Fiberglass
- Foams
- Fuel Additives
- Glass/Glass Laminates
- Non-Ferrous Metal/Alloys
- Oil/Lubricants
- Paints/Coatings/Films
- Plastics



- Powder Metals
- Rubber
- Sealants
- Steel/Stainless Steel
- Tapes

SEATS & COMPONENTS

- Seat Assemblies
- Seat Controls
- Seat Cover
- Seat Frame
- Seat Hardware
- Seat Padding

STEERING SYSTEM & COMPONENTS

- Linkage/Hoses/Boots
- Steering Columns
- Steering Gears
- Steering Pumps
- Steering Racks
- Steering Wheels

SUSPENSION SYSTEM & COMPONENTS

- Bushings/Bearings
- Control Arms
- Dampers
- Shock Absorbers
- Springs
- Stabilizers
- Struts
- Torsion Bars
- Wheels/Components



Appendix B

Employee Classifications

MANAGERIAL LEVELS

- Top-Upper Management (executives/owners/principals/senior managers, etc.)
- Middle-Lower Management (mid-level managers, supervisors, team leaders, etc.)

JOB FUNCTIONS

- Administration (general administrative, operations, etc.)
- Regulatory Compliance (government relations/health/safety/environment, legal, etc.)
- Finance (accounting, payables, receivables, taxation, etc.)
- Human Resources (recruiting, training, benefits, labor relations, etc.)
- Manufacturing/Production (general manufacturing/production, etc.)
- Engineering/Design (general engineering/design, etc.)
- Research & Development (general research & development, etc.)
- Quality (testing, laboratory, etc.)
- Purchasing (supply chain management, supplier diversity, etc.)
- Logistics (scheduling, shipping, receiving, etc.)
- Business Development (general business development, etc.)
- Sales/Marketing (general sales and/or marketing, etc.)
- Customer Service (client/account service, etc.)
- Information Technology (information systems, e-business, EDI, etc.)
- Communications (public relations, investor relations, etc.)
- Service (support, parts, warranty, etc.)
- Maintenance/Tooling (machinery/equipment/tool & die-related, etc.)
- Other (researchers, auditors, consultants, etc.)