

## INDUSTRY CATEGORY CLASSIFICATION

The examples and inclusions shown in the table below are provided as a general guide to help you identify the most suitable industry category for your business. They are not intended to represent every possible business or variation for each category. If you are unsure which category is the best fit, or if your business does not neatly fall into one, please contact your sales representative for assistance.

Category	What it is	Examples	Includes
<b>Construction Materials &amp; Products</b>	Companies that make materials used in roads, buildings, and other infrastructure.	Asphalt plants, cement manufacturers, drywall producers, lime kilns, gypsum board.	Asphalt, cement, concrete, lime, gypsum/drywall, aggregates
<b>Textile/carpet Manufacturing &amp; Industrial Fabrics</b>	Companies that make technical or industrial textiles, fabrics, and fiber-based products.	Nonwoven textile mills, geotextile producers, filter media manufacturers.	Geotextile, textile fabricators/mills, textile converting, safety apparel, acoustic insulation, filtration textiles, carpet manufacturers
<b>Automotive, Aerospace &amp; Transportation</b>	Companies making cars, trucks, planes, or parts for them.	Auto plants, OEM part manufacturers, aerospace parts, marine vessels.	Automotive, planes, trains, transportation
<b>Chemicals, Plastics &amp; Pharmaceuticals</b>	Companies that make chemical ingredients, plastics, or drugs.	Carbon black plants, plastic manufacturers, chemical processing, pharmaceutical companies.	Chemical, carbon black, plastic, pharmaceutical & biotech
<b>Food, Beverage &amp; Agriculture</b>	Companies that produce food, drinks, or agricultural goods.	Flour mills, grain processors, food packaging plants, beverage bottlers.	Milling/grain/flour, food and beverage, agriculture
<b>Wood, Wood Products, Paper &amp; Packaging</b>	Companies making wood products, paper goods, or packaging.	Pulp mills, paperboard factories, MDF manufacturers, pallets.	Wood/paper/pulp, furniture, packaging manufacturers
<b>Metals &amp; Metal Products</b>	Companies that recycle, refine, or fabricate/cast metal.	Steel foundries, aluminum extruders, metal fabricators/casting.	Aluminum, foundry/casting/steel, aluminum extrusion, metals
<b>Energy &amp; Utilities</b>	Companies generating, storing, or distributing power, or running energy infrastructure.	Power plants ( <i>coal, biomass, nuclear, WTE</i> ), oil terminals, electric utilities.	Energy, electric utility, oil and gas terminals, renewable energy, generation/nuclear/cogeneration, waste to energy
<b>OEMs &amp; Industrial Equipment</b>	Companies that build machines or systems for factories, filtration, or automation.	Dust collector OEMs, transformer manufacturers, conveying system OEMs.	OEM, industrial components, conveyance, filtration equipment
<b>Mining, Minerals &amp; Raw Materials</b>	Companies extracting or processing raw materials like rock, ore, or clay including smelting.	Mining operations, lime producers, bentonite mines, kaolin processing, smelters.	Minerals, mining operations, quarries
<b>Waste &amp; Environmental Services</b>	Companies that manage garbage, recycling (other than metals), or environmental cleanup.	Waste incineration ( <i>hazardous or biomedical waste - volume reduction and sterilization</i> ), landfill liners, energy plants, environmental consultants.	Waste management, incineration, environmental linings, environmental consulting
<b>Public Sector, Civil &amp; Infrastructure (sewer, road maintenance, etc) Services</b>	Government agencies or contractors that build, maintain, or manage roads, bridges, sewers, and public utilities.	Civil engineers, utility contractors, municipalities.	Utility ( <i>not power gen</i> ) construction, civil construction, government, engineering
<b>Distributors</b>	Companies whose core business is resale of products manufactured by others.	Direct to consumer, Product redistributors, filtration equipment dealers.	Resellers, distributors, wholesalers
<b>Other Specialized Manufacturing</b>	Any manufacturing company that doesn't fit above but makes a unique industrial product. Including Technology, Software & Industrial Systems	Sporting goods makers, industrial apparel companies, oddball fabricators, environmental monitoring tech, filtration control systems.	Sporting goods, specialty equipment manufacturers, Niche product manufacturers, computer software/parts, engineering, industrial automation

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