

2003 PLM F&A and CG Definition and Graphics

WW PLM Marketing
May 2003



F&A - segmentation

Fabricated Metal Products

- Sheetmetal components
- Metallic components
- Structural
- Arms

Industrial Manufacturing Machinery

- Metalworking
- Standard Industries
- Build-to-order Machinery

Industrial Equipment

- Heating & Refrigeration
- Pumps, Pipes & Fittings
- Power Generation & Transmission

Mobile Equipment & Products

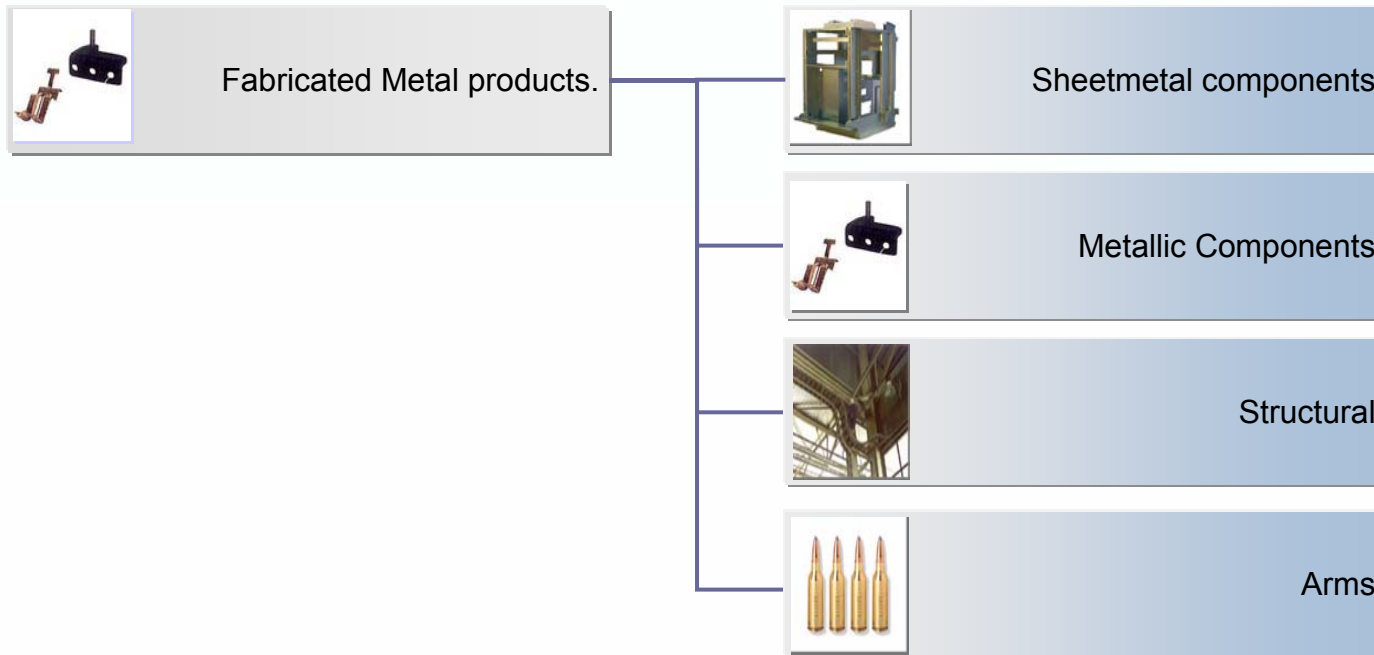
- Farm Machinery
- Materials Handling
- Industrial Transportation
- Military Vehicles
- Construction & Mining

Trains

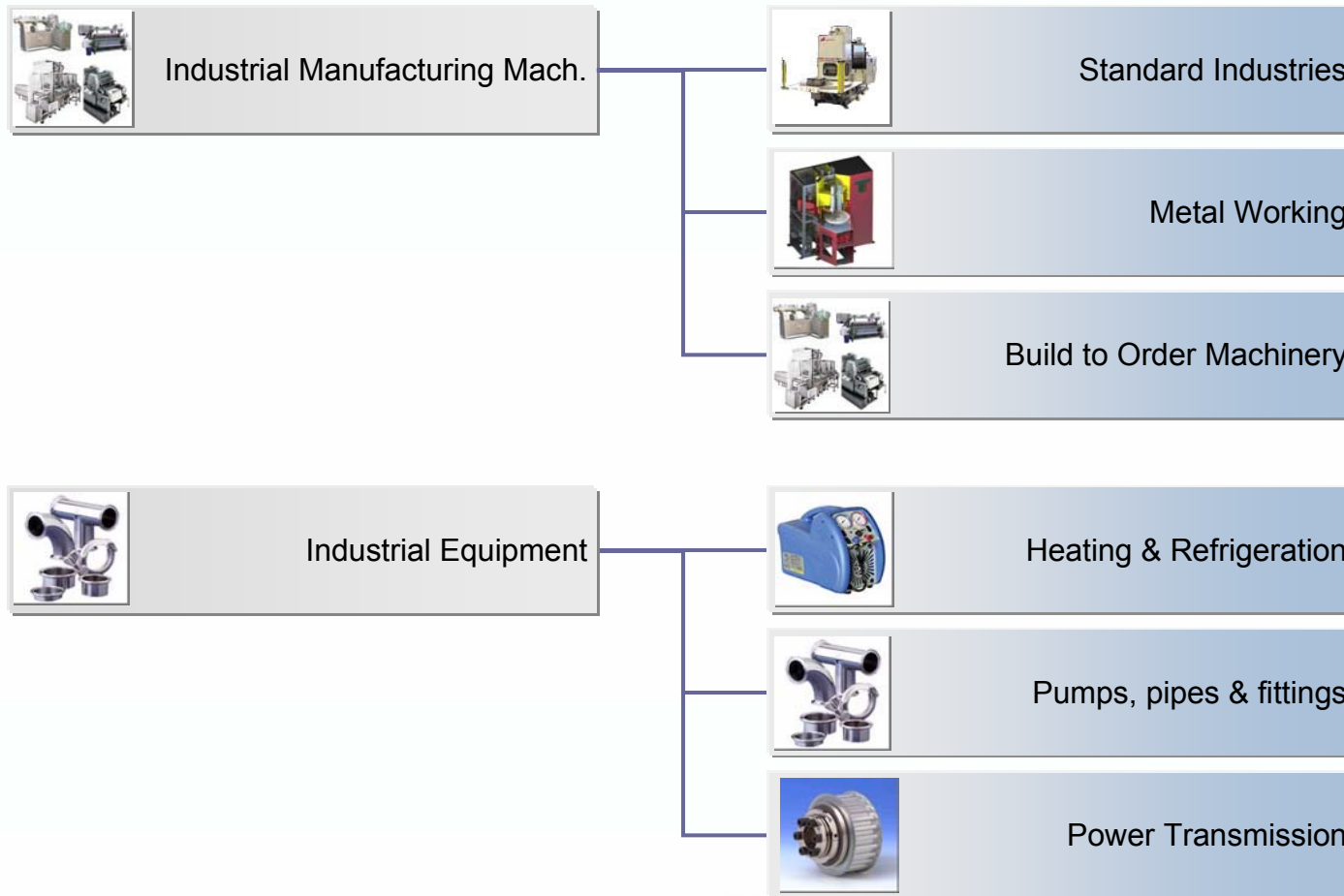
Other Fabricated Products

- Tires
- Beverage Packaging
- Paper Products
- Glass Products
- Plastic & rubber Products

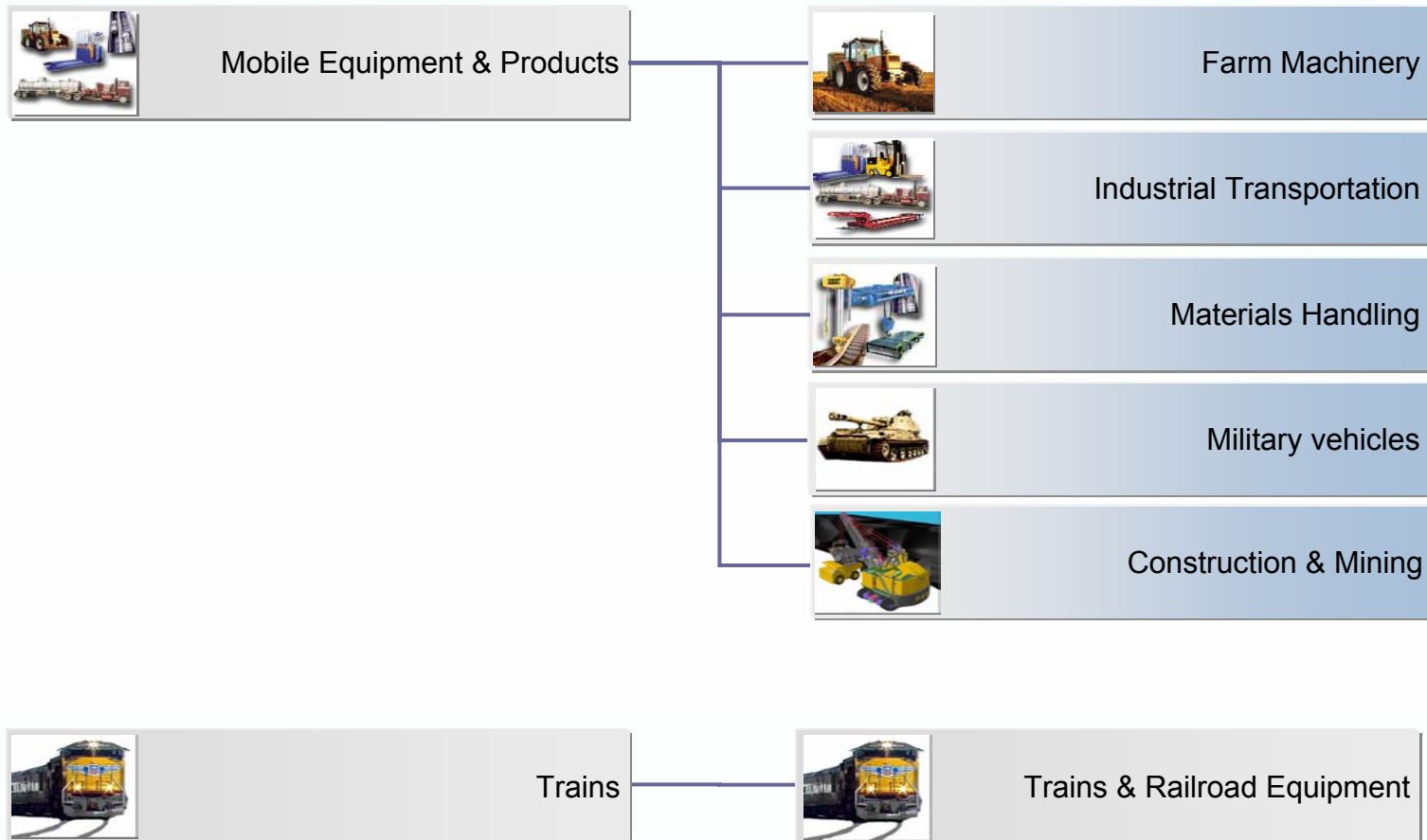
F&A - segmentation



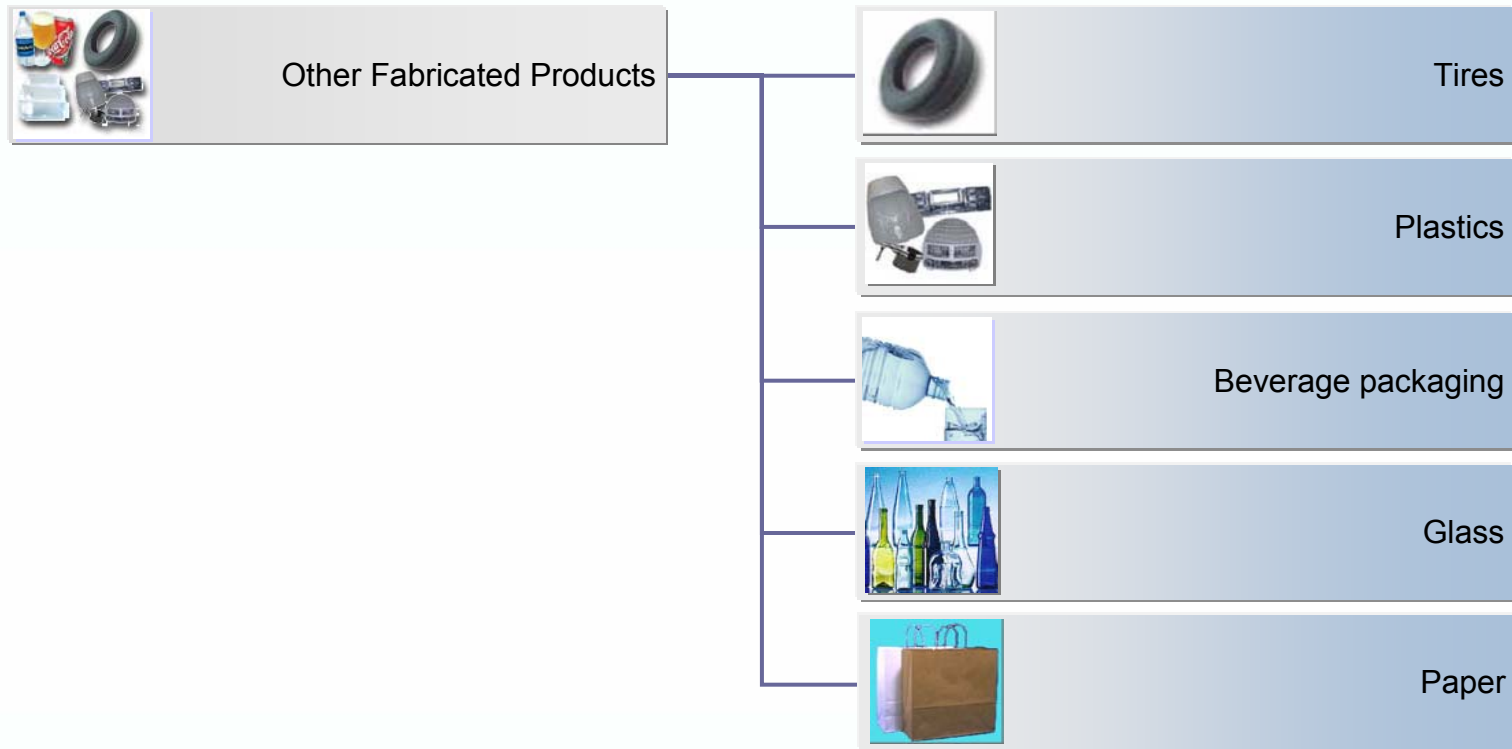
F&A - segmentation



F&A - segmentation



F&A - segmentation



Consumer Goods - segmentation

Furniture

Watches & Jewelry

Home & Garden

- Home Appliances
- Hand Tools & Cutlery

Leisure

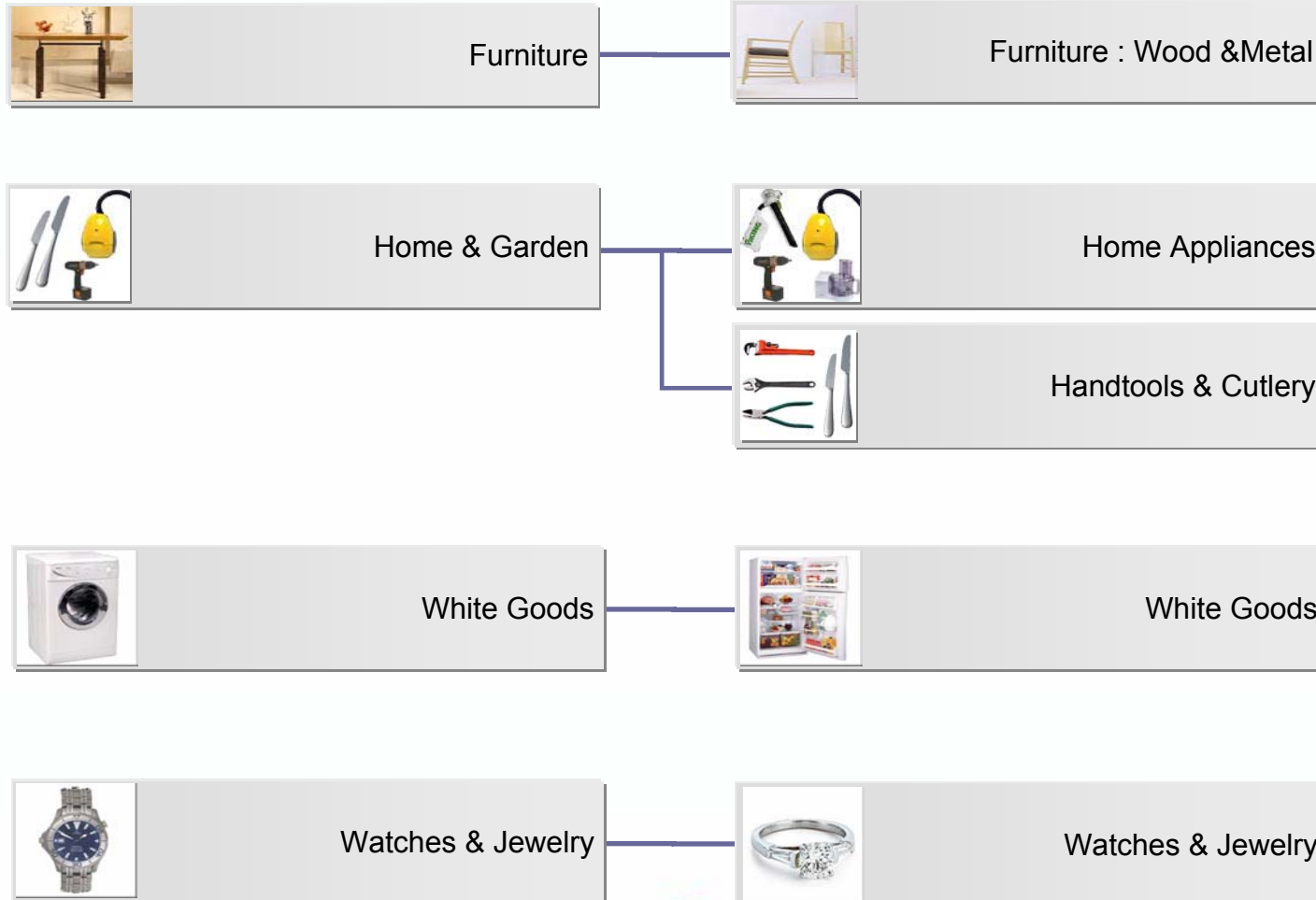
- Toys
- Sports equipment
- Musical instruments

White Goods

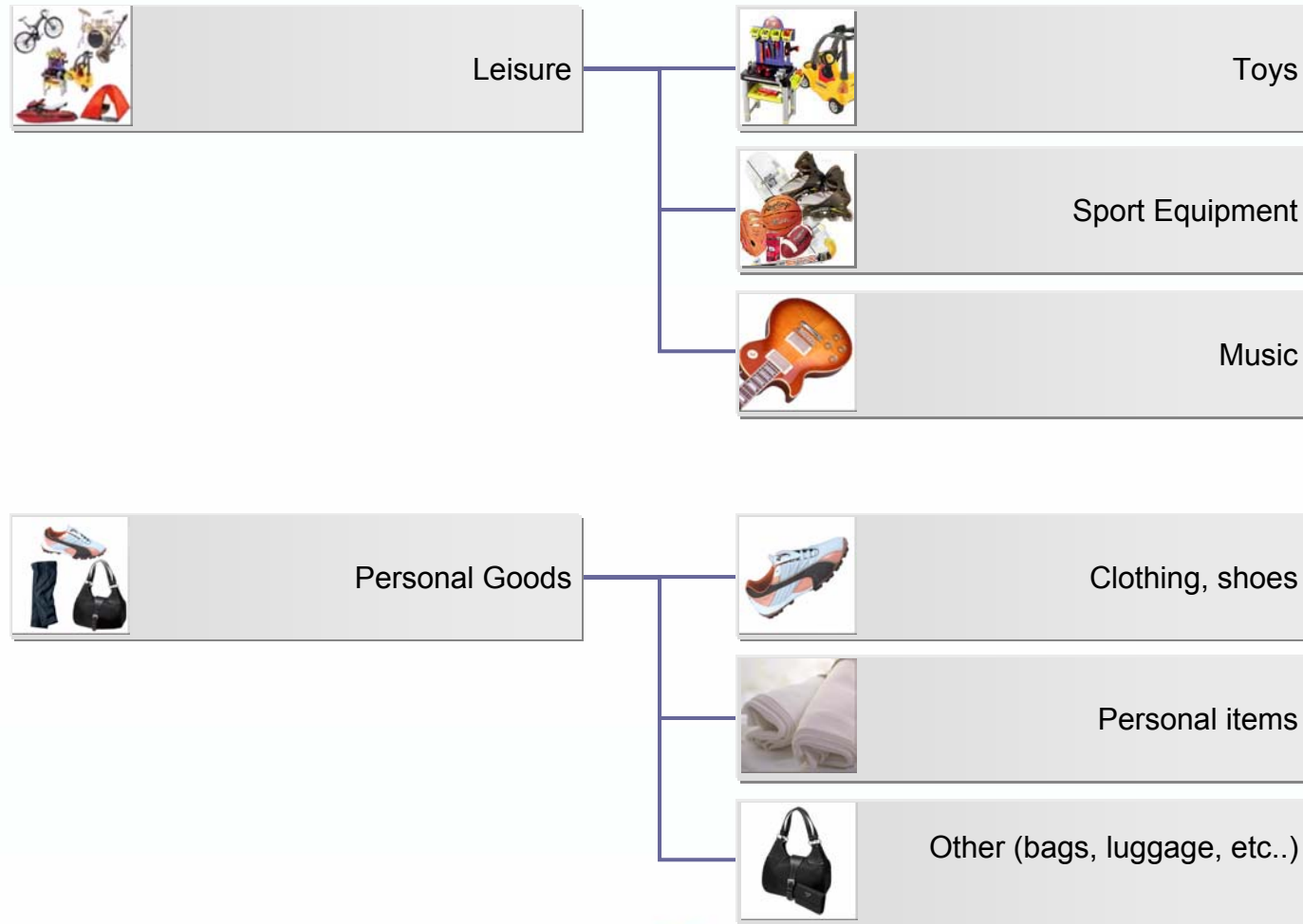
Personal Goods

- Clothing, shoes
- Personal items
- Other (bags, luggage, etc..)

Consumer Goods - segmentation



Consumer Goods - segmentation

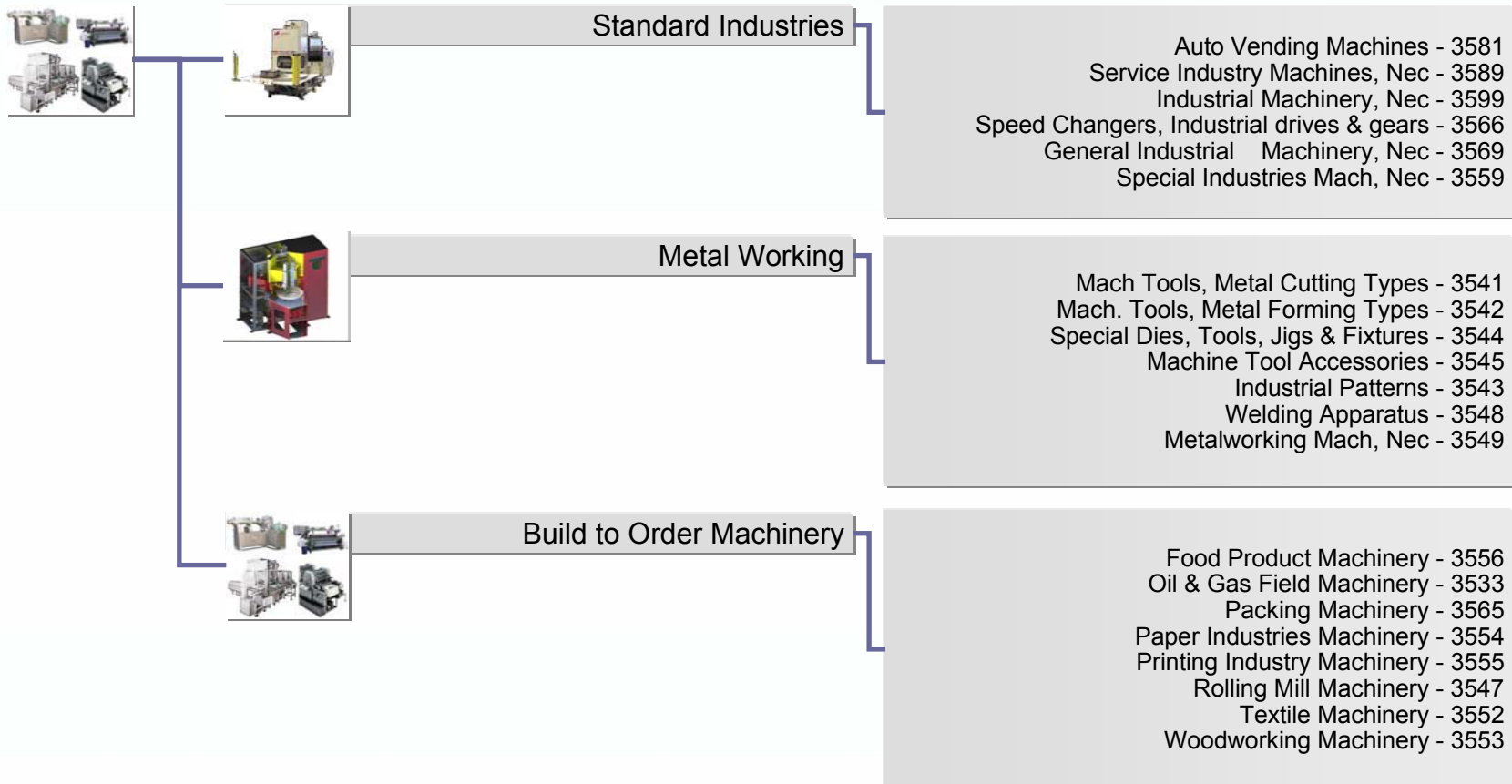


Deeper in the Segmentation

SIC CODES

F&A - Industrial Manufacturing Machinery

US Sic Codes



F&A - Industrial Equipment

US Sic Codes



Heating & Refrigeration

Heating Equip. - 3433
Commercial Laundry Equip - 3582
Refrigeration & Heating Equip - 3585
Industrial Furnaces And Ovens - 3567



Pumps, pipes & fittings

Plumbing Fittings & Brass Goods - 3432
Industrial Valves - 3491
Fluid Power Valves & Hose Fittings - 3492
Valves & Pipe Fittings - 3494
Fabricated Pipe And Fittings - 3498
Pumps And Pumping Equip. - 3561
Ball And Roller Bearings - 3562
Measuring & Dispensing Pumps - 3586
Fluid Power Cylinders & Actuators - 3593
Fluid Power Pumps And Motors - 3594

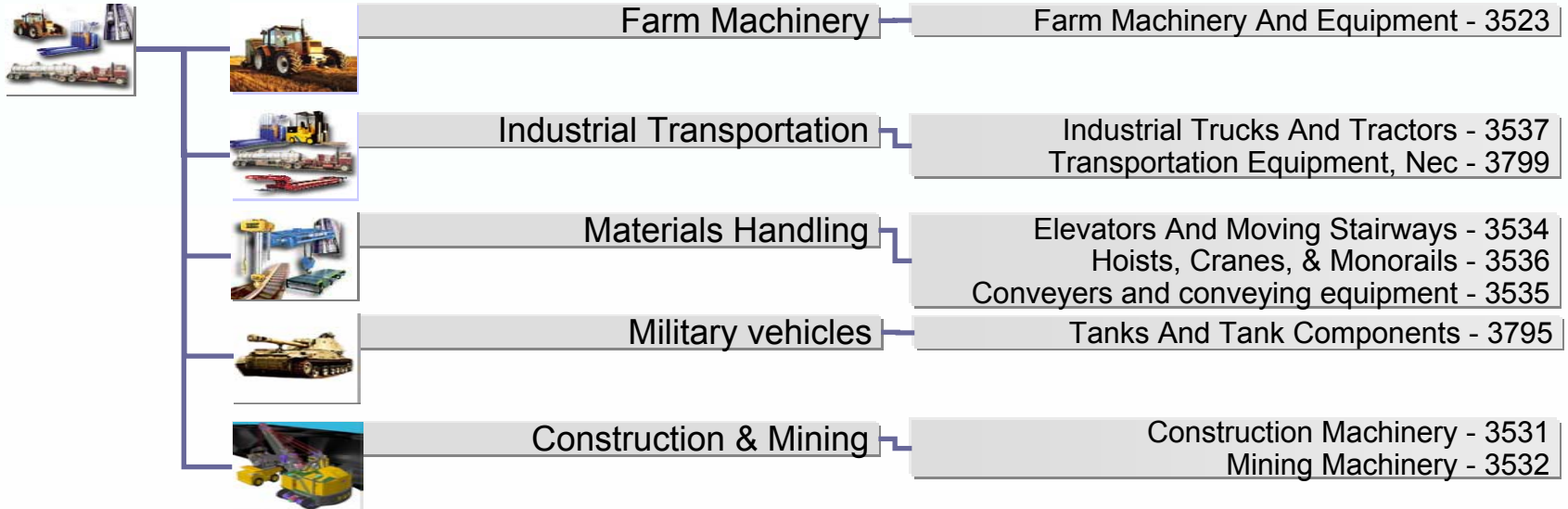


Power transmission

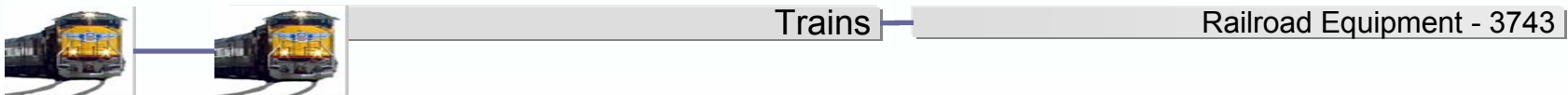
Turbines & Turbine Generator Sets - 3511
Internal Combustion Engines, N.E.C. - 3519
Air & Gas Compressors - 3563
Blowers And Fans - 3564
Power transmission equipment, nec - 3568

F&A - Mobile Equipment & Products

US Sic Codes

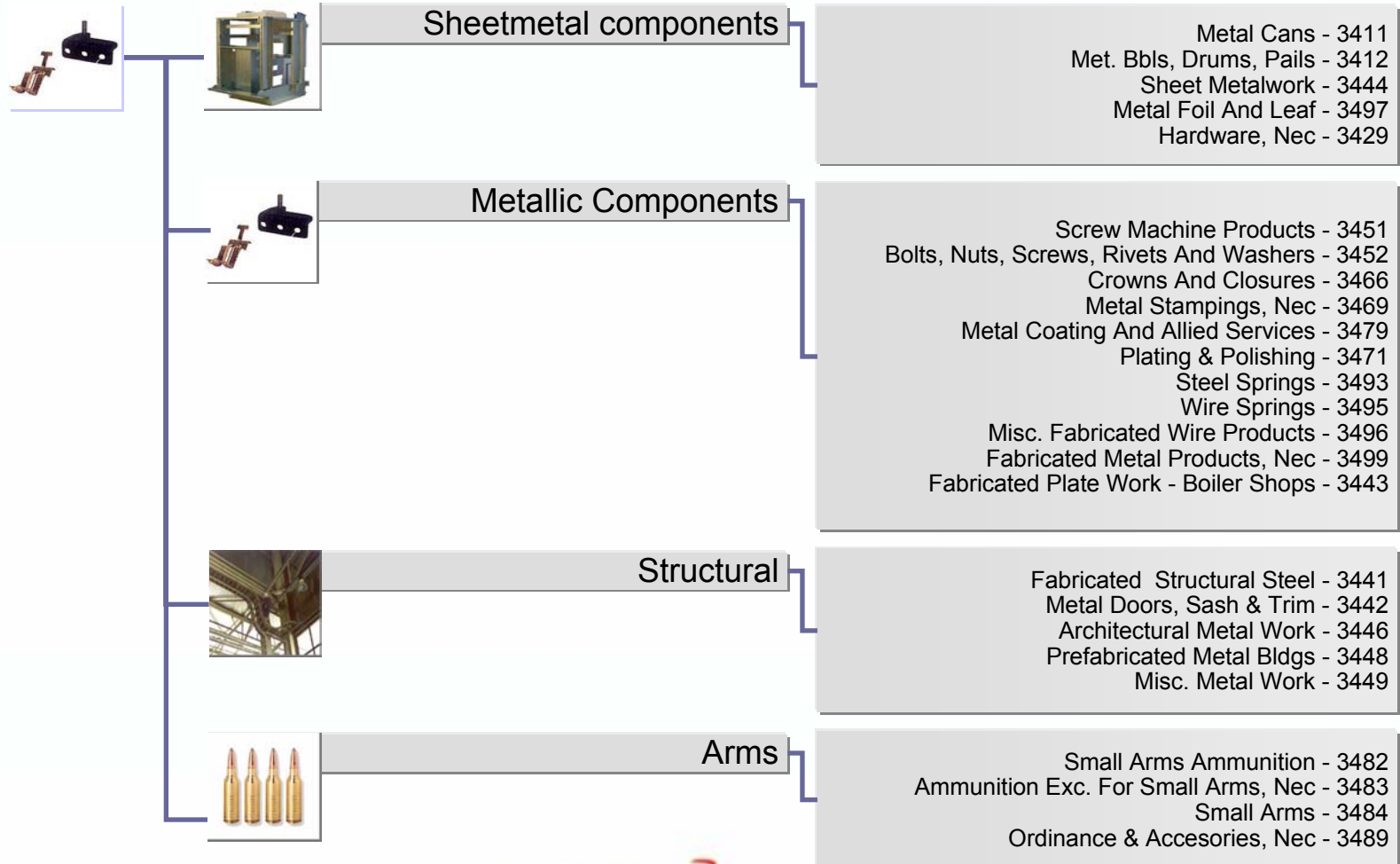


US Sic Codes



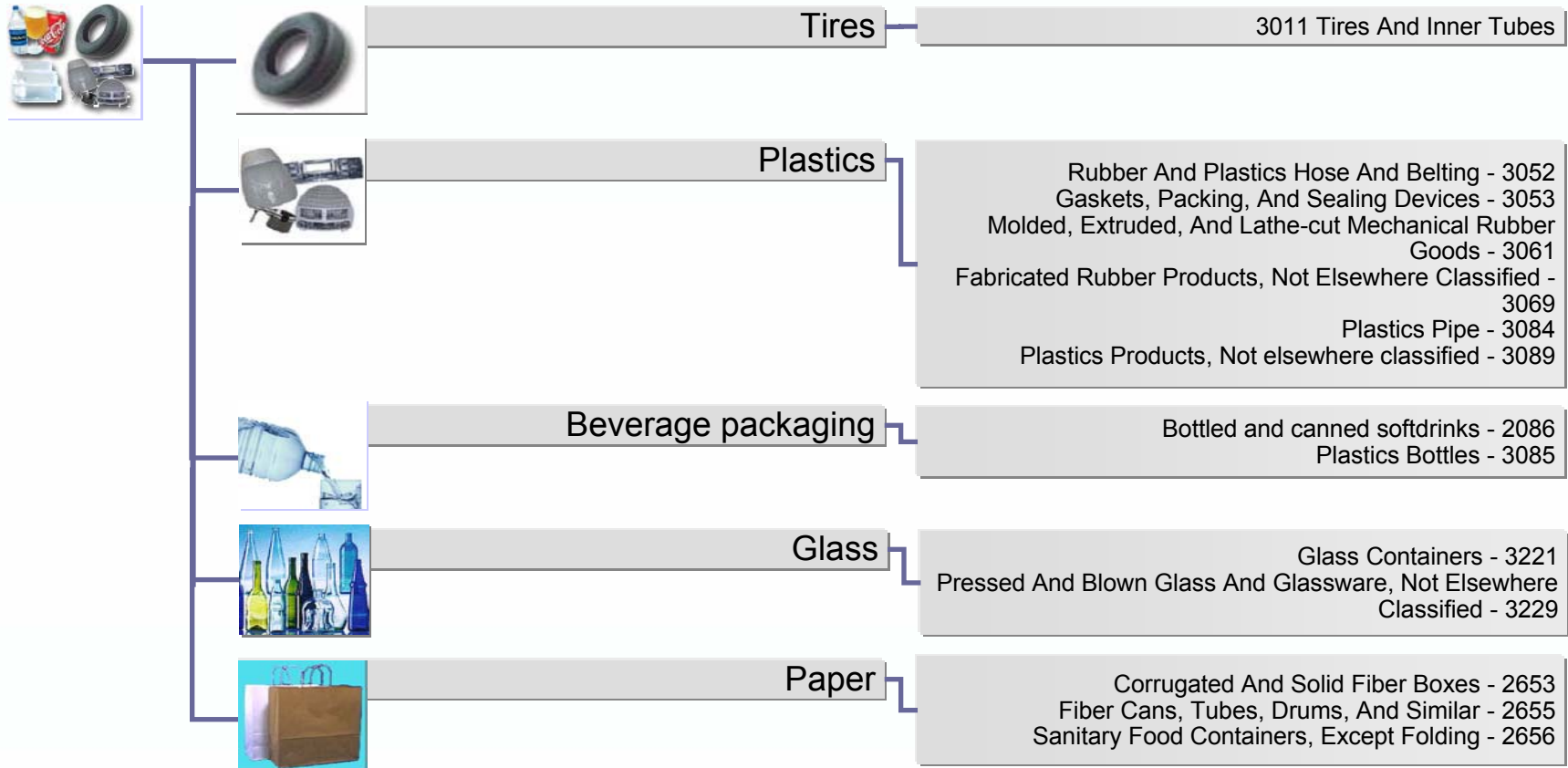
F&A : Fabricated Metal Products

US Sic Codes



F&A - Other Fabricated Products

US Sic Codes



CG - Furniture

US Sic Codes



Furniture (Wood & Metal)

- Wood Household Furn. - 2511
- Uphol. Househld Furn. - 2512
- Metal Househld Furn. - 2514
- Mattresses/Bedspings - 2515
- Wood TV And Radio Cabinets - 2517
- Househld Furn, Nec - 2519
- Wood Office Furn. - 2521
- Office Furn, Exc. Wood - 2522
- Public Building And Related Furn. - 2531
- Wood Partitions And Fixtures - 2541
- Partitions And Fixtures,Exc.Wood - 2542
- Venetian Blinds & Shades - 2591
- Furniture & Fixtures, Nec - 2599
- Wood Kitchen Cabinets - 2434
- Prefabric. Wood Buildings & Components - 2452
- Enameled Iron & Metal Sanitary Ware - 3431
- Manufacture of other wood, cork, straw... - 2499

CG - Home & Garden



Home Appliances

- Power Driven Handtools - 3546
- Electric Housewares And Fans - 3634
- Household Vacuum Cleaners - 3635
- Sewing Machines - 3636
- Lawn & Garden Equipment - 3524
- Household Appliances, N.E.C. - 3639



Handtools & Cutlery

- Cutlery - 3421
- Hand And Edge Tools, Nec - 3423
- Hand Saws & Saw Blades - 3425
- Silverware And Plated Ware - 3914

CG - White Goods

US Sic Codes

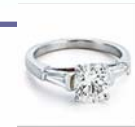


White Goods

Household Cooking Equipment - 3631
Household Refrigerators And Freezers - 3632
Household Laundry Equipment - 3633

CG - Watches & jewelry

US Sic Codes



Watches & Jewelry

Watches,Clocks, Watchcases & Parts - 3873
Jewelry, Precious Metal - 3911
Jeweler' Materials & Lapidary Work - 3915
Costume Jewelry - 3961

CG - Leisure

US Sic Codes



Toys

Dolls And Stuffed Toys - 3942
Games, Toys & Children'S Vehicles - 3944



Sport Equipment

Sporting & Athletic Goods, Nec - 3949



Music

Musical Instruments - 3931

CG - Personal Goods

US Sic Codes

