

## Group Family Segmentation

Families							
A	Raw materials	A1	Black steel	A10	Others		
				A11	Drawn bar		
				A12	Laminated		
		A2	Stainless steel	A20	Others		
				A21	Drawn bar		
				A22	Laminated		
		A3	Aluminum	A30	Others		
				A31	Drawn bar		
				A32	Laminated		
		A4	Copper	A40	Others		
				A41	Tube		
				A42	Square		
				A43	Wire		
				A44	Enameled wire		
		A5	Plastics	A50	Others		
				A51	Thermoplastics		
				A52	Plastic thermodur		
		B	Casting	B1	Steel	B10	Others
						B11	Sand casting
						B12	Lost wax casting
B13	Iron cast						
B2	Stainless steel			B20	Others		
				B21	Sand casting		
				B22	Lost wax casting		
B3	Aluminum			B30	Others		
				B31	Sand casting		
				B32	Lost wax casting		
				B33	Gravity die casting		
				B34	Pressure casting		
B4	Copper-Aluminum			B40	Others		
				B41	Sand casting		
				B42	Lost wax casting		
				B43	Gravity die casting		
				B44	Pressure casting		
B5	Zinc			B50	Others		
				B51	Sand casting		
				B52	Lost wax casting		
		B53	Gravity die casting				
		B54	Pressure casting				
C	Metal works	C1	Metal forming and welding	C10	Others		
				C11	Door sheets		
				C12	Steel parts		
				C13	Aluminum parts		
				C13	Assembled parts		
		C2	Machining and turning	C20	Others		
				C21	Machining		
				C22	Turning		
		C3	Forming	C30	Others		
				C31	Dieing		
				C32	Bending		
				C33	Aluminum frames		

## Group Family Segmentation

		Families			
D	Plastics and composites	D1	Rubbers	D10	Others
				D11	Extruded sealing
				D12	O rings
				D13	Molding
				D14	Shaping
		D2	Plastics	D20	Others
				D21	Injection
				D22	Machining
				D23	Compression
				D24	Extrusion
		D3	Composites	D30	Others
				D31	Molding
				D32	Shaping
		D4	Carbon	D40	Others
				D41	Carbon strips
		E	Electric and Magnetic components	E1	Motors
E11	Motors				
E12	Reducers				
E13	Fans				
E2	Contact parts			E20	Others
				E21	Connectors
				E22	Switches
				E23	Push-buttons
				E24	Contactors
				E25	Circuit breakers
				E26	Fuses
				E27	Lights
				E28	Buzzers
E29	Insulators				
E3	Harnesses			E30	Others
				E31	Wires
				E32	Harnesses
E4	Magnetic components			E40	Others
				E41	Magnets
				E42	Electro-magnets
E5	Relays and windings			E50	Others
				E51	Relays
				E52	Windings
				E53	Transformers
		E54	Sensors		
F	Functions	F1	Pneumatic components	F10	Others
				F11	Boards
				F12	Jacks
				F13	Electrovalves
				F14	Accessories
		F2	Mechanical components	F20	Others
				F21	Cables
				F22	Transmission parts
				F23	Bearings
				F24	Rollers
				F25	Shock absorbers
				F26	Filling (foam, Honeycomb)
				F27	Fixing
		F28	Springs		
		F3	Thermal components	F30	Others
F31	Heat exchangers				
F32	Condensers				
F33	Radiators				

## Group Family Segmentation

Families					
		F4	Glazing	F40	Others
				F41	Simple glazing
				F42	Double glazing
H	Electronic components	H1	Actives	H10	Others
				H11	Small signal discrete
				H12	Power discrete
				H13	LEDs
				H14	Integrated circuits
		H2	Passives	H20	Others
				H21	Fixed resistors
				H22	Adjustable Resistors
				H23	Fixed capacitors
				H24	Adjustable capacitors
				H25	Fixed inductors
				H26	Adjustable inductors
		H3	Printed circuits	H30	Others
				H31	Single side
				H32	Double side
				H33	Multi-layers
		H4	Electronic cards	H40	Others
		H5	Vision components	H50	Others
				H51	Video recorder
				H52	Displays
K	Sub-assemblies	K1	Door-leaves	K10	Others
				K11	External sub-contracting
				K12	Internal sub-contracting
		K2	Door operators	K20	Others
				K21	External sub-contracting
				K22	Internal sub-contracting
		K3	Footsteps	K30	Others
				K31	External sub-contracting
				K32	Internal sub-contracting
		K4	Handles and locking	K40	Others
				K41	External sub-contracting
				K42	Internal sub-contracting
		K5	Climate systems	K50	Others
				K51	External sub-contracting
				K52	Internal sub-contracting
		K6	Pantographs and current collector	K60	Others
				K61	External sub-contracting
				K62	Internal sub-contracting
		K7	Screws	K70	Others
				K71	External sub-contracting
				K72	Internal sub-contracting
		K8	Electronic products	K70	Others
				K71	External sub-contracting
				K72	Internal sub-contracting

**Group Family Segmentation**

Families					
L	Surface treatment - decorating - finishing - chemical products	L1	Painting and decorating	L10	Others
				L11	Paint
				L12	PU Painting
				L13	Powder coating
				L14	Water painting
				L15	Decorating films
		L2	Treatment	L20	Others
				L21	Sand treatment
				L22	Thermal treatment
		L3	Finishing	L30	Others
				L31	Packing
				L32	Labels
		L4	Chemical products	L41	Others
				L42	Glues
				L43	Greases
				L44	Grease-remover