

Target Account Reference Guide:

This reference guide highlights top target accounts and categories per product line.

How to Use This

1. Pick **5 targets per product line**
2. Use **Who to target** + **Quick qualifiers** to filter accounts.
3. Use **Example wins** to find look-alikes in your territory.

GracePort Target Reference

Where we win: High-volume OEMs (hard and soft specification influence), System Integrators (SI), UL 508A shops; temporary power; material handling (warehousing) CSIA Partners, Pack Expo

Who to target: Any enclosure customer – UL 508A panel shops, OEMs/SIs, industrial end users doing local PLC/HMI programming or data access at Industrial Control Panels (ICPs).

Top 10 Verticals for GracePort Panel Interface Connectors

1. OEM / Machine Builders & Automation Systems

(Largest cluster — integrators, robotics, packaging lines, custom machinery builders)

Examples: JR Automation, Genesis Systems Group, Massman Automation, Comau Pico, Edgewater Automation, Doerfer Engineering, Wright Industries

- Applications: Control panels, robot cells, conveyors, press automation, custom machinery panels

2. Semiconductor / Electronics / Tech Hardware

(Global automation and component giants)

Examples: ABB, Siemens, Rockwell Automation, Phoenix Contact, Schneider Electric, IFM, Yaskawa Motoman, Harting Elektronik

- Applications: Panel access for PLCs, HMIs, VFDs, servo systems

3. Automotive & Tier-1 Suppliers

(Major OEMs and Tier-1 manufacturing plants)

Examples: Toyota, Ford, DaimlerChrysler, BorgWarner Automotive, Harley Davidson, Trelleborg Automotive, AAM – American Axle & Manufacturing, Accuride

- Applications: Assembly line panels, robotics, stamping presses, paint shop automation

4. Food & Beverage / Consumer Packaged Goods

(High adoption in packaging & processing lines)

Examples: Nestlé, Campbell's, Hormel Foods, Grupo Bimbo, Coca-Cola Consolidated, Ruiz Foods, Dart Container, Fogg Filler

- Applications: Packaging lines, conveyors, VFD panels, food processing equipment

5. Metals / Foundry / Steel

(Heavy industry and casting/forging shops)

Examples: ArcelorMittal, Nucor, Finkl Steel, Westcast, Northern Stamping, Ladish Forging, Grede Foundries

- Applications: Foundry controls, forging press panels, MCCs, power distribution panels

6. Energy / Power / Utilities / Oil & Gas

(Traditional utilities and energy players)

Examples: Chesapeake Energy, Chevron, Eagle Automation, Powell, AES, HRSD (Hampton Roads Sanitation District), Veolia, City of Phoenix

- Applications: Substations, MCCs, power distribution centers, water treatment plant controls

7. Packaging Machinery Specialists

(OEM packaging equipment builders)

Examples: Krones, Coesia, BluePrint Automation, Rennco, Aagard, Smurfit-Stone Container, Fallas Automation

- Applications: OEM packaging equipment, control cabinets, labeling systems

8. Logistics / Warehousing / Material Handling

(Strong adoption in conveyor & warehouse automation)

Examples: Intelligrated, Vanderlande, Symbotic, Webb Conveyor Systems, Korber, Arrowhead Conveyor

- Applications: Automated warehousing panels, sortation, conveyors, robotics

9. Pharma / Life Sciences / Medical Device

(Pharmaceutical & med device manufacturers)

Examples: Johnson & Johnson, Bristol Myers Squibb, Millipore, Immucor, Thermo Systems, Novartis (GNF Systems)

- Applications: Cleanroom panels, batch processing skids, sterile area control panels

10. Building Materials & Industrial Products

(Construction and manufacturing end-users)

Examples: Owens Corning, Graphic Packaging, Georgia-Pacific, LP Building Solutions, Steelastic

- Applications: Panel retrofits in MCCs, VFD rooms, production lines

PESD (ChekVolt) Target Reference

Where we win: Utilities (Average Natural Gas, US Power Gen); Process (Oil & Gas, Pulp & Paper); Metals & Mining.

Who to target: End users with low voltage power distribution equipment — MCC buckets, disconnects, LV industrial control panels, PLC/HMI cabinets. These are everywhere across automotive, pulp & paper, metals, food & beverage, utilities, and heavy industry.

Global Tech / Data Centers

- Amazon
- USPS
- Google
- Meta
- Facebook
- Fermi National Accelerator Labs

Industrial End Users / Manufacturing

- Packaging Corporation of America: Large industrial manufacturer focused on uptime and compliance
- Weyerhaeuser: Pulp & paper company with MCC applications and downtime risk
- Amazon: Tech giant with compliance-driven safety needs
- Google: Data center leader requiring advanced safety and uptime tools

Mining & Heavy Industry

- Proveedores Mineros: Mining customer using PESDs for harsh, safety-critical applications
- Nucor
- BHP
- Rio Tinto
- Fortescue
- Freeport -McMoRan

Utilities / Energy

- Georgia Power: Utility account with electrical safety compliance priorities
- Southern Company
- EVgo: EV infrastructure growth, strong fit for ChekVolt safety

Automotive/ Industrial OEMs

- American Axle & Manufacturing
- GM
- Stellantis/Chrysler
- Ford

Pulp & Paper/ Packaging

- International Paper
- Georgia Pacific
- Graphic Packaging International

Hot Spot Monitor (HSM) Target Reference

Where we win: Any site with **LV/MV/HV distribution** where teams run IR routes: transformers, substations, switchgear, bus duct.

Who to target: Power-dense facilities (data centers, steel, large manufacturing, mining, pipelines/utilities).

Data Centers & Tech

- Intel Corporation: Data center requiring thermal monitoring for critical systems
- American Eagle Outfitters: Retailer using HSM + IIoT for facility reliability
- USC Data Center (Westernswitches): Large data center adopting HSM for uptime assurance

Manufacturing & Industrial

- Cummins Inc: Engine manufacturer with large electrical infrastructure
- Nucor: Steel producer with high-voltage thermal monitoring needs
- Steel Dynamics: Steel producer adopting multiple HSM installs for safety

Mining & Heavy Industry

- Freeport McMoran: Mining giant with critical uptime and safety needs
- Implats: Platinum mining with concentrators requiring monitoring
- Impala Mining: Mining and metals operation with thermal risk
- Peabody: Coal mining with safety-critical electrical systems

Oil, Gas & Pipelines

- Shell: Global oil & gas operator, offshore reliability and safety
- ONEOK, Inc.: Pipeline and gas operator requiring HSM monitoring
- Targa Resources Corp.: Midstream oil & gas operator with thermal safety needs

Utilities & Energy

- Enbridge Inc: Pipeline/utility company needing monitoring for reliability
- Southern Star Central Gas Pipeline: Gas pipeline operator, uptime and compliance priority
- Marathon Petroleum: Petroleum company with complex infrastructure

GraceSense IIoT Target Reference

Where we win (slides): Food & Beverage; Non-wovens; Water/Wastewater; OEM conveyors.

Who to target: Plants with rotating equipment (motors, drives, fans, pumps, conveyors) where unplanned downtime hurts.

Automotive

- Lear Corporation: Auto manufacturer piloting IIoT in production facility
- General Dynamics OTS: Defense contractor requiring reliability monitoring in production

Food & Beverage

- Dairy Farmers of America: Dairy co-op using IIoT to improve uptime in food processing
- Morgan Foods: Food manufacturer adding predictive reliability on production lines
- Feed Energy: Agri-energy company piloting IIoT for plant operations
- Nestlé: Food & bev giant piloting R&D reliability solutions

Government & Defense

- University of Rochester: University facility piloting IIoT for building systems

Healthcare & Pharma

- B. Braun Medical: Medical manufacturer adopting predictive monitoring for reliability
- Johnson Matthey: Chemical/pharma manufacturer piloting predictive maintenance

Metals & Manufacturing

- Bull Moose Tube: Steel tube manufacturer needing predictive maintenance on rotating equipment
- Grede: Foundry operation with high uptime and safety needs
- Nucor: Steel producer piloting IIoT for crane monitoring
- Real Alloy: Aluminum recycler requiring predictive maintenance in harsh environments
- The David J. Joseph Company: Scrap/recycling leader implementing IIoT for uptime assurance

Paper & Packaging

- International Paper: Paper producer adopting IIoT to prevent downtime
- Printpack Inc: Packaging company piloting IIoT on production lines

Retail & Consumer

- American Eagle Outfitters: Retailer using IIoT for conveyor and reliability applications
- DSM Medical: Medical/pharma company adopting IIoT for air handling
- Kimberly-Clark: Consumer products company piloting predictive maintenance in plants

Tech & R&D

- Optimation Technology (Materion project): Systems integrator applying IIoT in industrial projects

Utilities & Water

- Illinois American Water Co: Water utility piloting IIoT for pumps and equipment reliability
- Palm Beach County WW: Municipal water system deploying IIoT for uptime and compliance
- SELEE: Ceramics company adding predictive maintenance capabilities

Proxxi Target Reference

Where we win (slides): Electrical contractors; field-service teams; utilities. End users that own their maintenance process are strong targets. Companies where crews do work around live panels/gear – high exposure to electrical risk

Who to target: Contractors and end users with energized work exposure; teams adding safety redundancy for field techs.

Construction & Electrical Contractors

- Kinetic Automation: Industrial automation company piloting wearable safety
- Indicom Electric: Electrical contractor applying Proxxi to field crews

HVAC & Service Providers

- Lonestar HVAC Pro: HVAC provider using Proxxi to protect service technicians

Industrial & Manufacturing

- The David J. Joseph Company: Metals/recycling leader adopting Proxxi for workforce safety
- Cadillac Casting: Foundry using Proxxi for safety around energized equipment
- Kimberly-Clark: Consumer products manufacturer prioritizing electrical safety
- Congoleum: Flooring manufacturer with compliance and safety focus

Retail & Consumer

- American Eagle Outfitters: Retailer adopting Proxxi in distribution/operations safety
- HARRIS American Company: Electrical contractor deploying Proxxi for compliance and worker safety

Utilities & Energy

- Prolec Energy: Energy company leveraging Proxxi for worker safety
- Salt River Materials Group: Materials company focused on safety in heavy industry