

INDUSTRIAL BRUSHES MARKET

The U.S. market for industrial brushes represents about \$186 million, according to estimates from MDM Analytics, Boulder, Colorado. The following charts show the top 10 industries, by Standard Industrial Classification (SIC) code, consuming these products in the manufacturing, con-

struction and mining/utilities industries, plus annual end-user consumption by geographic region. *Industrial Supply* magazine reports on a separate product segment each issue to help distributors determine market opportunities.

TOP 10 MANUFACTURING INDUSTRIES

SIC code	Market Value	Companies
3589 Service Industry Machinery	\$ 25,509,095	3,609
3714 Motor Vehicle Parts and Accessories	3,414,739	5,908
3721 Aircraft	3,107,342	2,694
3599 Industrial and Commercial Machinery and Equipment	3,072,570	22,356
3711 Motor Vehicles and Passenger Car Bodies	2,811,455	1,900
3441 Fabricated Structural Metal	2,578,486	6,815
3724 Aircraft Engines and Engine Parts	2,545,728	1,135
3531 Construction Machinery and Equipment	2,420,103	4,093
3812 Search and Navigation Equipment	1,900,708	3,809
3443 Fabricated Plate Work (Boiler Shops)	1,900,639	2,866











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$ 8,704,699	187,255
1521 General Contractors-Single-Family Houses	6,740,381	454,277
1542 General Contractors-Nonresidential Buildings	5,035,204	45,999
1771 Concrete Work	4,668,460	43,280
1611 Highway and Street Construction	4,214,569	26,620
1794 Excavation Work	2,853,351	35,845
1623 Water, Sewer, and Utility Line Construction	2,552,156	13,064
1629 Heavy Construction	2,092,133	13,886
1541 General Contractors-Industrial Buildings and Warehouses	1,882,123	13,375
1522 General Contractors-Residential Buildings	1,875,488	35,515

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1381 Drilling Oil and Gas Wells	\$ 309,663	2,475
1389 Oil and Gas Field Services	232,500	12,511
1479 Chemical and Fertilizer Mineral Mining	202,510	117
1221 Bituminous Coal and Lignite Surface Mining	126,334	530
1311 Crude Petroleum and Natural Gas	89,358	5,674
1422 Crushed and Broken Limestone	84,027	998
1442 Construction Sand and Gravel	81,729	2,632
1041 Gold Ores	76,065	368
1222 Bituminous Coal Underground Mining	45,839	145
1011 Iron Ores	35,574	94

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$2,216,669
		Manufacturing	\$7,903,033
		Mining	\$13,521
		Region total	\$10,133,223
MID- ATLANTIC		Construction	\$5,359,560
		Manufacturing	\$14,982,448
		Mining	\$129,223
		Region total	\$20,471,231
SOUTH ATLANTIC		Construction	\$10,586,391
		Manufacturing	\$19,581,980
		Mining	\$177,748
		Region total	\$30,346,120
SOUTHEAST CENTRAL		Construction	\$2,641,674
		Manufacturing	\$8,384,581
		Mining	\$76,357
		Region total	\$11,102,612
NORTHEAST CENTRAL		Construction	\$6,473,000
		Manufacturing	\$32,537,862
		Mining	\$148,485
		Region total	\$39,159,347
NORTHWEST CENTRAL		Construction	\$3,677,407
		Manufacturing	\$11,650,766
		Mining	\$104,321
		Region total	\$15,432,494
SOUTHWEST CENTRAL		Construction	\$6,805,163
		Manufacturing	\$14,473,502
		Mining	\$592,527
		Region total	\$21,871,192
MOUNTAIN STATES		Construction	\$4,423,561
		Manufacturing	\$6,829,060
		Mining	\$317,863
		Region total	\$11,570,483
PACIFIC COAST		Construction	\$7,480,002
		Manufacturing	\$18,264,904
		Mining	\$114,274
		Region total	\$25,859,180
U.S. TOTAL		Construction	\$49,663,427
		Manufacturing	\$134,608,136
		Mining	\$1,674,320
		U.S. total	\$185,945,883

Source: MDM Analytics Boulder, Colo., (303) 443-5062, www.mdm.com/analytics.

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