

PERSONAL PROTECTIVE EQUIPMENT MARKET

The U.S. market for personal protective equipment (PPE) represents about \$5.5 billion, 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, construction 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
2911 Petroleum Refining	\$ 122,282,302	1,787
2821 Plastics Materials and Resins	110,766,219	2,479
3312 Blast Furnaces and Steel Mills	108,352,726	2,586
2621 Paper Mills	95,528,559	2,105
2869 Industrial Organic Chemicals	89,623,298	3,794
2834 Pharmaceutical Preparations	88,038,860	7,941
2819 Industrial Inorganic Chemicals	82,465,777	3,372
2631 Paperboard Mills	40,947,486	814
3321 Gray and Ductile Iron Foundries	39,544,623	483
3089 Plastics Products	35,179,580	10,202











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1542 General Contractors-Nonresidential Buildings	\$ 374,216,124	45,999
1611 Highway and Street Construction	352,975,226	26,620
1771 Concrete Work	330,110,180	43,280
1623 Water, Sewer, Pipeline, and Utility Construction	271,020,762	13,064
1629 Heavy Construction	220,971,722	13,886
1711 Plumbing, Heating and Air-Conditioning	219,184,755	187,255
1731 Electrical Work	201,842,886	117,753
1521 General Contractors-Single-Family Houses	163,553,891	454,277
1794 Excavation Work	122,893,349	35,845
1541 General Contractors-Industrial Buildings and Warehouses	115,167,136	13,375

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1389 Oil and Gas Field Services	\$ 43,888,836	12,511
1381 Drilling Oil and Gas Wells	26,368,667	2,475
1311 Crude Petroleum and Natural Gas	21,459,941	5,674
1221 Bituminous Coal and Lignite Surface Mining	16,738,555	530
1479 Chemical and Fertilizer Mineral Mining	9,589,508	117
1382 Oil and Gas Field Exploration Services	7,733,234	5,870
1222 Bituminous Coal Underground Mining	6,075,229	145
1011 Iron Ores	4,040,035	94
1021 Copper Ores	3,602,427	90
1099 Miscellaneous Metal Ores	3,390,958	57

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$122,036,420
		Manufacturing	\$111,144,763
		Mining	\$1,047,723
		Region total	\$234,228,906
MID- ATLANTIC		Construction	\$309,946,063
		Manufacturing	\$367,843,308
		Mining	\$10,535,879
		Region total	\$688,325,250
SOUTH ATLANTIC		Construction	\$624,741,835
		Manufacturing	\$390,038,145
		Mining	\$12,974,375
		Region total	\$1,027,754,355
SOUTHEAST CENTRAL		Construction	\$160,442,136
		Manufacturing	\$176,663,070
		Mining	\$6,819,869
		Region total	\$343,925,075
NORTHEAST CENTRAL		Construction	\$378,237,683
		Manufacturing	\$528,822,167
		Mining	\$11,431,744
		Region total	\$918,491,594
NORTHWEST CENTRAL		Construction	\$220,087,679
		Manufacturing	\$163,087,458
		Mining	\$8,851,438
		Region total	\$392,026,575
SOUTHWEST CENTRAL		Construction	\$442,309,747
		Manufacturing	\$319,835,464
		Mining	\$74,370,317
		Region total	\$836,515,528
MOUNTAIN STATES		Construction	\$267,220,147
		Manufacturing	\$107,780,916
		Mining	\$26,133,970
		Region total	\$401,135,033
PACIFIC COAST		Construction	\$435,556,578
		Manufacturing	\$251,008,307
		Mining	\$9,804,509
		Region total	\$696,369,394
U.S. TOTAL		Construction	\$2,960,578,288
		Manufacturing	\$2,416,223,598
		Mining	\$161,969,824
		U.S. total	\$5,538,771,710

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

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