

MAINTENANCE BRUSHES MARKET

The U.S. market for general maintenance brushes represents about \$580 million, according to estimates from MDM Analytics, Niwot, Colorado. The following charts show the top industries, by North American Industry Classification System (NAICS) code, consuming these

products in the manufacturing, construction and services 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

NAICS code	Market Value	Companies
325412 Pharmaceutical Preparation Manufacturing	\$ 8,864,217	8,565
311615 Poultry Processing	4,460,022	770
312111 Soft Drink Manufacturing	3,711,861	2,839
311611 Animal (except Poultry) Slaughtering	3,430,368	1,749
311812 Commercial Bakeries	3,146,144	4,165
326199 All Other Plastics Product Manufacturing	2,451,482	10,103
311919 Other Snack Food Manufacturing	2,316,731	590
311421 Fruit and Vegetable Canning	2,043,668	1,702
311612 Meat Processed from Carcasses	2,012,744	1,421
325620 Toilet Preparation Manufacturing	1,904,054	4,194

TOP 10 CONSTRUCTION INDUSTRIES

NAICS code	Market Value	Companies
236115 New Single-Family Housing Construction	\$ 3,564,528	359,576
236220 Commercial and Institutional Building Construction	1,835,308	56,113
236118 Residential Remodelers	1,136,379	100,805
238220 Plumbing, Heating, and Air-Conditioning Contractors	610,839	186,005
236116 New Multifamily Housing Construction	557,376	30,793
238210 Electrical Contractors and Other Wiring Installation	505,413	118,205
237210 Land Subdivision	374,083	34,886
238990 All Other Specialty Trade Contractors	329,610	138,164
238160 Roofing Contractors	325,874	45,101
238110 Poured Concrete Foundation and Structure Contractors	282,956	36,121

TOP 10 SERVICES INDUSTRIES

NAICS code	Market Value	Companies
561720 Janitorial Services	\$ 101,645,573	105,689
611110 Elementary and Secondary Schools	90,092,035	212,306
622110 General Medical and Surgical Hospitals	71,191,437	31,999
611310 Colleges, Universities, and Professional Schools	25,640,194	37,643
721110 Hotels (except Casino Hotels) and Motels	22,705,939	92,658
623110 Nursing Care Facilities (Skilled Nursing Facilities)	14,854,914	35,569
623311 Continuing Care Retirement Communities	6,963,311	11,520
624410 Child Day Care Services	6,229,018	113,852
621610 Home Health Care Services	5,808,226	50,058
541715 Professional, Scientific and Technical Services	5,510,567	23,902

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$ 563,745
		Manufacturing	6,579,415
		Services	48,900,955
		Region total	\$ 56,044,119
MID-ATLANTIC		Construction	\$ 1,341,661
		Manufacturing	17,386,107
		Services	62,996,604
		Region total	\$ 81,724,372
SOUTH ATLANTIC		Construction	\$ 2,685,356
		Manufacturing	19,293,617
		Services	90,909,110
		Region total	\$ 112,888,083
SOUTHEAST CENTRAL		Construction	\$ 576,366
		Manufacturing	7,044,073
		Services	27,232,331
		Region total	\$ 34,852,770
NORTHEAST CENTRAL		Construction	\$ 1,490,441
		Manufacturing	22,038,896
		Services	65,955,830
		Region total	\$ 89,485,167
NORTHWEST CENTRAL		Construction	\$ 825,511
		Manufacturing	10,451,278
		Services	32,055,497
		Region total	\$ 43,332,286
SOUTHWEST CENTRAL		Construction	\$ 1,429,427
		Manufacturing	12,946,317
		Services	51,748,812
		Region total	\$ 66,124,556
MOUNTAIN STATES		Construction	\$ 997,319
		Manufacturing	5,618,001
		Services	30,587,094
		Region total	\$ 37,202,414
PACIFIC COAST		Construction	\$ 1,933,725
		Manufacturing	17,772,412
		Services	62,865,728
		Region total	\$ 82,571,865
U.S. TOTAL		Construction	\$ 11,843,551
		Manufacturing	119,130,116
		Services	449,129,816
		U.S. total	\$ 580,103,483

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

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