

# SAFETY PPE MARKET

The U.S. market for the personal protective equipment market represents about \$8.8 billion, according to estimates from MDM Analytics, Niwot, 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
2621 Paper Mills	\$ 155,161,669	2,021
2821 Plastics Materials, Synthetic Resins	\$ 154,805,266	2,986
2834 Pharmaceutical Preparations	\$ 144,569,902	8,894
2911 Petroleum Refining	\$ 137,706,979	1,603
3312 Steel Works, Blast Furnaces, and Rolling Mills	\$ 121,672,784	2,519
2819 Industrial Inorganic Chemicals	\$ 120,313,904	2,755
2869 Industrial Organic Chemicals	\$ 118,404,392	3,485
3325 Steel Foundries	\$ 58,838,488	278
3714 Motor Vehicle Parts and Accessories	\$ 55,058,860	6,527
2015 Poultry Slaughtering and Processing	\$ 54,857,756	963











## TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1542 General Contractors-Nonresidential Building	\$ 608,344,366	43,716
1771 Concrete Work	\$ 554,626,340	44,346
1611 Highway and Street Construction	\$ 513,141,992	27,349
1623 Water, Sewer, Pipeline, and Utility Construction	\$ 441,778,015	13,229
1731 Electrical Work	\$ 436,622,914	116,083
1711 Plumbing, Heating and Air-Conditioning	\$ 377,487,742	191,762
1629 Heavy Construction, Not Elsewhere Classified	\$ 344,440,155	13,198
1521 General Contractors-Single-Family Houses	\$ 285,824,904	472,052
1794 Excavation Work	\$ 204,413,860	34,882
1799 Special Trade Contractors	\$ 191,959,728	149,251

## TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
4911 Electric Services	\$ 93,478,025	24,519
4953 Refuse Systems	\$ 79,481,009	27,792
1389 Oil and Gas Field Services	\$ 76,794,013	13,739
1381 Drilling Oil and Gas Wells	\$ 36,310,932	2,133
1311 Crude Petroleum and Natural Gas	\$ 27,188,504	4,997
1221 Bituminous Coal and Lignite Surface Mining	\$ 19,547,811	555
4941 Water Supply	\$ 18,285,765	11,157
1382 Oil and Gas Field Exploration Services	\$ 12,079,437	6,464
1479 Chemical and Fertilizer Mineral Mining	\$ 9,812,947	100
4952 Sewerage Systems	\$ 8,217,857	2,054

# END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$ 206,670,635
		Manufacturing	\$ 788,322,516
		Mining & Utility	\$ 11,942,934
		Region total	\$ 1,006,936,085
MID- ATLANTIC		Construction	\$ 516,290,055
		Manufacturing	\$ 457,370,726
		Mining & Utility	\$ 44,412,064
		Region total	\$ 1,018,072,845
SOUTH ATLANTIC		Construction	\$ 1,048,622,986
		Manufacturing	\$ 578,075,211
		Mining & Utility	\$ 62,279,676
		Region total	\$ 1,688,977,873
SOUTHEAST CENTRAL		Construction	\$ 260,861,181
		Manufacturing	\$ 250,380,434
		Mining & Utility	\$ 28,568,249
		Region total	\$539,809,864
NORTHEAST CENTRAL		Construction	\$ 206,670,635
		Manufacturing	\$ 788,322,516
		Mining & Utility	\$ 43,390,343
		Region total	\$1,449,572,883
NORTHWEST CENTRAL		Construction	\$ 368,118,262
		Manufacturing	\$ 244,968,303
		Mining & Utility	\$32,643,064
		Region total	\$645,729,629
SOUTHWEST CENTRAL		Construction	\$ 712,559,733
		Manufacturing	\$439,027,795
		Mining & Utility	\$ 141,679,013
		Region total	\$1,293,266,541
MOUNTAIN STATES		Construction	\$ 450,297,184
		Manufacturing	\$ 150,953,076
		Mining & Utility	\$ 51,281,956
		Region total	\$652,532,216
PACIFIC COAST		Construction	\$ 726,550,486
		Manufacturing	\$361,983,382
		Mining & Utility	\$ 46,727,069
		Region total	\$1,135,260,937
U.S. TOTAL		Construction	\$ 4,907,830,546
		Manufacturing	\$ 3,431,130,783
		Mining & Utility	\$ 462,924,368
		U.S. total	\$ 8,801,885,697

Source: MDM Analytics, Niwot, Colorado, (303) 443-5062, [www.mdm.com/mdm-analytics](http://www.mdm.com/mdm-analytics).

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