

SAFETY PPE

The U.S. market for safety personal protective equipment (PPE) represents about \$8.9 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	\$151,401,972	2,119
2911	Petroleum Refining	\$149,163,160	1,666
2821	Plastics Materials, Synthetic Resins, and Nonvulcanizable Elastomers	\$142,637,916	3,202
2834	Pharmaceutical Preparations	\$140,646,578	10,149
2819	Industrial Inorganic Chemicals, Not Elsewhere Classified	\$112,777,483	3,066
2869	Industrial Organic Chemicals, Not Elsewhere Classified	\$109,183,101	3,551
3312	Steel Works, Blast Furnaces (Including Coke Ovens), and Rolling Mills	\$101,740,989	2,577
3714	Motor Vehicle Parts and Accessories	\$64,663,063	7,178
3089	Plastics Products, Not Elsewhere Classified	\$57,791,901	10,512
2015	Poultry Slaughtering and Processing	\$57,705,596	1,006

TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1542	General Contractors-Nonresidential Buildings, Other than Industrial	\$624,035,114	44,228
1771	Buildings and Warehouses	\$573,221,157	44,784
1611	Concrete Work	\$532,773,424	27,873
1731	Highway and Street Construction, Except Elevated Highways	\$448,815,801	116,229
1623	Electrical Work	\$447,274,164	13,542
1711	Water, Sewer, Pipeline, and Comm and Power Line Construction	\$394,553,678	195,920
1629	Plumbing, Heating and Air-Conditioning	\$345,854,008	13,194
1521	Heavy Construction, Not Elsewhere Classified	\$298,524,682	471,123
1794	General Contractors-Single-Family Houses	\$210,902,145	35,314
1799	Special Trade Contractors, Not Elsewhere Classified	\$201,604,061	151,121

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$106,787,149	26,888
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$87,639,825	15,294
4953	Refuse Systems	\$81,621,572	28,735
1311	Crude Petroleum and Natural Gas	\$47,668,026	5,035
1381	Drilling Oil and Gas Wells	\$45,844,946	2,166
4941	Water Supply	\$18,779,127	11,810
1221	Bituminous Coal and Lignite Surface Mining	\$18,480,469	560
1382	Oil and Gas Field Exploration Services	\$16,433,329	6,991
1479	Chemical and Fertilizer Mineral Mining, Not Elsewhere Classified	\$8,251,061	104
4952	Sewerage Systems	\$8,064,618	2,085

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$217,596,188
		Manufacturing	\$161,204,206
		Mining/Utilities	\$13,975,191
		Region total	\$392,775,585
MID-ATLANTIC		Construction	\$528,077,096
		Manufacturing	\$440,305,713
		Mining/Utilities	\$47,144,883
		Region total	\$1,015,527,692
SOUTH ATLANTIC		Construction	\$1,075,621,163
		Manufacturing	\$577,649,958
		Mining/Utilities	\$67,757,955
		Region total	\$1,721,029,076
SOUTHEAST CENTRAL		Construction	\$265,650,157
		Manufacturing	\$251,972,072
		Mining/Utilities	\$30,615,273
		Region total	\$548,237,502
NORTHEAST CENTRAL		Construction	\$640,642,110
		Manufacturing	\$761,487,830
		Mining/Utilities	\$48,774,850
		Region total	\$1,450,904,790
NORTHWEST CENTRAL		Construction	\$383,980,258
		Manufacturing	\$237,246,950
		Mining/Utilities	\$36,080,101
		Region total	\$657,307,309
SOUTHWEST CENTRAL		Construction	\$726,738,319
		Manufacturing	\$426,862,458
		Mining/Utilities	\$175,209,582
		Region total	\$1,328,810,359
MOUNTAIN STATES		Construction	\$472,959,468
		Manufacturing	\$158,128,836
		Mining/Utilities	\$54,802,617
		Region total	\$685,890,921
PACIFIC COAST		Construction	\$754,651,258
		Manufacturing	\$360,109,446
		Mining/Utilities	\$50,920,903
		Region total	\$1,165,681,607
U.S. TOTAL		Construction	\$5,065,916,017
		Manufacturing	\$3,374,967,469
		Mining/Utilities	\$525,281,355
		U.S. total	\$8,966,164,841

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

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