

# COATED ABRASIVES MARKET

The U.S. market for coated abrasives represents about \$1.9 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, 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 |
|---|---------------|-----------|
| 2431 Millwork                                     | \$124,234,147 | 14,176    |
| 2434 Wood Kitchen Cabinets                        | \$104,587,121 | 9,224     |
| 3724 Aircraft Engines and Engine Parts            | \$69,328,189  | 916       |
| 3711 Motor Vehicles and Passenger Car Bodies      | \$56,783,787  | 1,443     |
| 2511 Wood Household Furniture, Except Upholstered | \$52,058,581  | 3,404     |
| 3714 Motor Vehicle Parts and Accessories          | \$51,770,603  | 3,896     |
| 3732 Boat Building and Repairing                  | \$40,795,492  | 3,136     |
| 3448 Prefabricated Metal Buildings and Components | \$36,270,258  | 1,854     |
| 3731 Ship Building and Repairing                  | \$35,671,690  | 1,161     |
| 3089 Plastics Products                            | \$32,301,996  | 10,024    |











## TOP 10 CONSTRUCTION INDUSTRIES

| SIC code  | Market Value | Companies |
|---|--------------|-----------|
| 1711 Plumbing, Heating and Air-Conditioning               | \$38,761,127 | 191,373   |
| 1742 Plastering, Drywall, Acoustical, and Insulation Work | \$24,903,053 | 35,726    |
| 1721 Painting and Paper Hanging                           | \$16,171,848 | 113,368   |
| 1751 Carpentry Work                                       | \$7,241,834  | 46,447    |
| 1611 Highway and Street Construction                      | \$7,230,160  | 29,373    |
| 1623 Water, Sewer, Pipeline, and Utilities                | \$7,163,415  | 12,794    |
| 1731 Electrical Work                                      | \$6,789,952  | 132,761   |
| 1542 General Contractors-Nonresidential Buildings         | \$4,869,247  | 50,437    |
| 1771 Concrete Work  | \$4,256,377  | 38,023    |
| 1521 General Contractors-Single-Family Houses             | \$2,626,230  | 395,921   |

## TOP 10 MINING/UTILITIES INDUSTRIES

| SIC code  | Market Value | Companies |
|---|--------------|-----------|
| 1311 Crude Petroleum and Natural Gas            | \$1,475,108  | 6,484     |
| 1479 Chemical and Fertilizer Mineral Mining     | \$4,655      | 157       |
| 1389 Oil and Gas Field Services                 | \$4,214      | 12,293    |
| 1381 Drilling Oil and Gas Wells                 | \$1,732      | 2,848     |
| 1011 Iron Ores                                  | \$1,289      | 103       |
| 1021 Copper Ores                                | \$1,224      | 82        |
| 1411 Dimension Stone                            | \$1,073      | 638       |
| 1221 Bituminous Coal and Lignite Surface Mining | \$1,003      | 663       |
| 1459 Clay, Ceramic, and Refractory Minerals     | \$937        | 149       |
| 1099 Miscellaneous Metal Ores                   | \$862        | 57        |

# END-USER CONSUMPTION BY REGION

|                      |   |               |                 |
|----------------------|---|---------------|-----------------|
| NORTHEAST<br>COASTAL |    | Construction  | \$6,467,251     |
|                      |   | Manufacturing | \$97,149,953    |
|                      |   | Mining        | \$4,198         |
|                      |   | Region total  | \$103,621,402   |
| MID-<br>ATLANTIC     |    | Construction  | \$14,183,059    |
|                      |   | Manufacturing | \$171,459,159   |
|                      |   | Mining        | \$47,793        |
|                      |   | Region total  | \$185,690,011   |
| SOUTH<br>ATLANTIC    |    | Construction  | \$29,520,985    |
|                      |   | Manufacturing | \$289,718,401   |
|                      |   | Mining        | \$39,725        |
|                      |   | Region total  | \$319,279,112   |
| SOUTHEAST<br>CENTRAL |    | Construction  | \$7,294,970     |
|                      |   | Manufacturing | \$144,240,951   |
|                      |   | Mining        | \$27,003        |
|                      |   | Region total  | \$151,562,925   |
| NORTHEAST<br>CENTRAL |   | Construction  | \$17,253,331    |
|                      |   | Manufacturing | \$460,496,178   |
|                      |   | Mining        | \$55,942        |
|                      |   | Region total  | \$477,805,450   |
| NORTHWEST<br>CENTRAL |  | Construction  | \$9,680,330     |
|                      |   | Manufacturing | \$149,672,629   |
|                      |   | Mining        | \$95,811        |
|                      |   | Region total  | \$159,448,770   |
| SOUTHWEST<br>CENTRAL |  | Construction  | \$17,140,730    |
|                      |   | Manufacturing | \$177,248,986   |
|                      |   | Mining        | \$955,854       |
|                      |   | Region total  | \$195,345,570   |
| MOUNTAIN<br>STATES   |  | Construction  | \$12,599,862    |
|                      |   | Manufacturing | \$86,601,633    |
|                      |   | Mining        | \$142,623       |
|                      |   | Region total  | \$99,344,118    |
| PACIFIC<br>COAST     |  | Construction  | \$21,233,147    |
|                      |   | Manufacturing | \$232,970,738   |
|                      |   | Mining        | \$127,791       |
|                      |   | Region total  | \$254,331,676   |
| U.S. TOTAL           |  | Construction  | \$135,373,666   |
|                      |   | Manufacturing | \$1,809,558,628 |
|                      |   | Mining        | \$1,496,740     |
|                      |   | U.S. total    | \$1,946,429,034 |

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

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