

# INDUSTRIAL BRUSHES MARKET

The U.S. market for industrial brushes represents about \$195.5 million, 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 |
|--|--------------|-----------|
| 3589 Service Industry Machinery                        | \$26,819,425 | 3,972     |
| 3714 Motor Vehicle Parts and Accessories               | \$3,590,144  | 5,219     |
| 3721 Aircraft  | \$3,266,957  | 2,020     |
| 3599 Industrial and Commercial Machinery and Equipment | \$3,230,399  | 22,634    |
| 3711 Motor Vehicles and Passenger Car Bodies           | \$2,955,871  | 1,980     |
| 3441 Fabricated Structural Metal                       | \$2,710,935  | 6,269     |
| 3724 Aircraft Engines and Engine Parts                 | \$2,676,495  | 974       |
| 3531 Construction Machinery and Equipment              | \$2,544,417  | 4,290     |
| 3812 Search and Navigation Equipment                   | \$1,998,342  | 2,385     |
| 3443 Fabricated Plate Work (Boiler Shops)              | \$1,998,269  | 2,738     |











## TOP 10 CONSTRUCTION INDUSTRIES

| SIC code   | Market Value | Companies |
|--|--------------|-----------|
| 1711 Plumbing, Heating and Air-Conditioning                  | \$9,151,834  | 178,333   |
| 1521 General Contractors-Single-Family Houses                | \$7,086,615  | 423,908   |
| 1542 General Contractors-Nonresidential Buildings            | \$5,293,849  | 47,581    |
| 1771 Concrete Work   | \$4,908,265  | 40,893    |
| 1611 Highway and Street Construction                         | \$4,431,059  | 26,654    |
| 1794 Excavation Work   | \$2,999,920  | 36,961    |
| 1623 Water, Sewer, Pipeline, and Utilities                   | \$2,683,253  | 13,281    |
| 1629 Heavy Construction                                      | \$2,199,600  | 14,795    |
| 1541 General Contractors-Industrial Buildings and Warehouses | \$1,978,802  | 15,480    |
| 1522 General Contractors-Residential Buildings               | \$1,971,826  | 36,557    |

## TOP 10 MINING/UTILITIES INDUSTRIES

| SIC code  | Market Value | Companies |
|---|--------------|-----------|
| 1381 Drilling Oil and Gas Wells                 | \$325,569    | 2,800     |
| 1389 Oil and Gas Field Services                 | \$244,443    | 12,390    |
| 1479 Chemical and Fertilizer Mineral Mining     | \$212,912    | 132       |
| 1221 Bituminous Coal and Lignite Surface Mining | \$132,823    | 562       |
| 1311 Crude Petroleum and Natural Gas            | \$93,948     | 6,169     |
| 1422 Crushed and Broken Limestone               | \$88,343     | 899       |
| 1442 Construction Sand and Gravel               | \$85,927     | 2,494     |
| 1041 Gold Ores                                  | \$79,972     | 412       |
| 1222 Bituminous Coal Underground Mining         | \$48,194     | 157       |
| 1011 Iron Ores                                  | \$37,401     | 101       |

# END-USER CONSUMPTION BY REGION

|                      |   |               |               |
|----------------------|---|---------------|---------------|
| NORTHEAST<br>COASTAL |    | Construction  | \$2,401,352   |
|                      |   | Manufacturing | \$8,566,376   |
|                      |   | Mining        | \$16,986      |
|                      |   | Region total  | \$10,984,714  |
| MID-<br>ATLANTIC     |    | Construction  | \$5,655,823   |
|                      |   | Manufacturing | \$15,430,395  |
|                      |   | Mining        | \$115,655     |
|                      |   | Region total  | \$21,201,873  |
| SOUTH<br>ATLANTIC    |    | Construction  | \$11,056,529  |
|                      |   | Manufacturing | \$21,496,938  |
|                      |   | Mining        | \$210,634     |
|                      |   | Region total  | \$32,764,101  |
| SOUTHEAST<br>CENTRAL |    | Construction  | \$2,862,451   |
|                      |   | Manufacturing | \$8,390,152   |
|                      |   | Mining        | \$81,255      |
|                      |   | Region total  | \$11,333,858  |
| NORTHEAST<br>CENTRAL |   | Construction  | \$6,827,813   |
|                      |   | Manufacturing | \$33,933,320  |
|                      |   | Mining        | \$158,412     |
|                      |   | Region total  | \$40,919,545  |
| NORTHWEST<br>CENTRAL |  | Construction  | \$3,946,850   |
|                      |   | Manufacturing | \$11,895,999  |
|                      |   | Mining        | \$92,836      |
|                      |   | Region total  | \$15,935,685  |
| SOUTHWEST<br>CENTRAL |  | Construction  | \$7,018,538   |
|                      |   | Manufacturing | \$15,828,459  |
|                      |   | Mining        | \$652,695     |
|                      |   | Region total  | \$23,499,692  |
| MOUNTAIN<br>STATES   |  | Construction  | \$4,559,313   |
|                      |   | Manufacturing | \$6,978,563   |
|                      |   | Mining        | \$339,585     |
|                      |   | Region total  | \$11,877,461  |
| PACIFIC<br>COAST     |  | Construction  | \$7,885,827   |
|                      |   | Manufacturing | \$19,002,358  |
|                      |   | Mining        | \$92,268      |
|                      |   | Region total  | \$26,980,453  |
| U.S. TOTAL           |  | Construction  | \$52,214,496  |
|                      |   | Manufacturing | \$141,522,560 |
|                      |   | Mining        | \$1,760,325   |
|                      |   | U.S. total    | \$195,497,381 |

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

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