

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	\$125,667,863	13,976
2434 Wood Kitchen Cabinets	\$105,095,135	8,645
3711 Motor Vehicles and Passenger Car Bodies	\$71,854,573	1,983
3724 Aircraft Engines and Engine Parts	\$71,625,420	996
3714 Motor Vehicle Parts and Accessories	\$65,899,412	5,607
2511 Wood Household Furniture, Except Upholstered	\$52,311,445	3,095
3732 Boat Building and Repairing	\$42,147,275	2,685
3448 Prefabricated Metal Buildings and Components	\$38,081,849	1,781
3731 Ship Building and Repairing	\$36,853,696	1,152
3089 Plastics Products	\$33,038,327	10,088











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$39,301,799	184,030
1742 Plastering, Drywall, Acoustical, and Insulation Work	\$25,250,421	29,833
1721 Painting and Paper Hanging	\$16,397,427	91,350
1751 Carpentry Work	\$8,520,536	47,854
1623 Water, Sewer, Pipeline, and Utilities	\$8,104,109	13,489
1611 Highway and Street Construction	\$7,071,716	26,481
1731 Electrical Work	\$6,884,664	118,539
1771 Concrete Work	\$5,120,779	42,750
1542 General Contractors-Nonresidential Buildings	\$4,865,345	46,828
1521 General Contractors-Single-Family Houses	\$3,428,721	445,064

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1311 Crude Petroleum and Natural Gas	\$1,580,743	5,969
1479 Chemical and Fertilizer Mineral Mining	\$4,987	128
1389 Oil and Gas Field Services	\$4,513	11,888
1381 Drilling Oil and Gas Wells	\$1,856	2,717
1011 Iron Ores	\$1,380	97
1021 Copper Ores	\$1,311	94
1411 Dimension Stone	\$1,150	575
1221 Bituminous Coal and Lignite Surface Mining	\$1,075	553
1459 Clay, Ceramic, and Refractory Minerals	\$1,005	124
1099 Miscellaneous Metal Ores	\$924	67

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$6,457,177
		Manufacturing	\$99,172,521
		Mining	\$7,685
		Region total	\$105,637,383
MID- ATLANTIC		Construction	\$14,252,044
		Manufacturing	\$186,294,494
		Mining	\$82,071
		Region total	\$200,628,609
SOUTH ATLANTIC		Construction	\$29,616,549
		Manufacturing	\$308,098,335
		Mining	\$34,271
		Region total	\$337,749,155
SOUTHEAST CENTRAL		Construction	\$6,782,743
		Manufacturing	\$136,076,986
		Mining	\$25,133
		Region total	\$142,884,861
NORTHEAST CENTRAL		Construction	\$16,873,188
		Manufacturing	\$467,134,082
		Mining	\$40,945
		Region total	\$484,048,214
NORTHWEST CENTRAL		Construction	\$9,939,174
		Manufacturing	\$148,983,298
		Mining	\$76,512
		Region total	\$158,998,983
SOUTHWEST CENTRAL		Construction	\$17,858,131
		Manufacturing	\$174,373,394
		Mining	\$1,077,880
		Region total	\$193,309,404
MOUNTAIN STATES		Construction	\$13,085,053
		Manufacturing	\$89,328,942
		Mining	\$125,548
		Region total	\$102,539,544
PACIFIC COAST		Construction	\$22,204,573
		Manufacturing	\$236,041,779
		Mining	\$133,846
		Region total	\$258,380,198
U.S. TOTAL		Construction	\$137,068,631
		Manufacturing	\$1,845,503,831
		Mining	\$1,603,889
		U.S. total	\$1,984,176,351

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

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