

HOISTS MARKET

The U.S. market for hoists represents about \$1.0 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, 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
3441 Fabricated Structural Metal	\$ 24,003,213	6,815
3711 Motor Vehicles and Passenger Car Bodies	17,839,015	1,900
3724 Aircraft Engines and Engine Parts	16,207,042	1,135
3312 Steel Works, Blast Furnaces, and Rolling Mills	15,869,734	2,586
3531 Construction Machinery and Equipment	15,426,080	4,093
3714 Motor Vehicle Parts and Accessories	14,118,555	5,908
3523 Farm Machinery and Equipment	13,946,668	3,542
3721 Aircraft	13,827,625	2,694
3443 Fabricated Plate Work (Boiler Shops)	13,469,548	2,866
3621 Motors and Generators	10,616,014	1,654











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1542 General Contractors-Nonresidential Buildings	\$ 66,570,919	45,999
1711 Plumbing, Heating and Air-Conditioning	57,759,357	187,255
1541 General Contractors-Industrial Buildings and Warehouses	26,325,774	13,375
1521 General Contractors-Single-Family Houses	25,055,906	454,277
1629 Heavy Construction	22,898,500	13,886
1794 Excavation Work	16,802,132	35,845
1611 Highway and Street Construction	15,200,621	26,620
1522 General Contractors-Residential Buildings,	15,087,010	35,515
1623 Water, Sewer, Pipeline, and Utility Line Construction	14,382,729	13,064
1761 Roofing, Siding, and Sheet Metal Work	13,829,013	58,849

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1389 Oil and Gas Field Services	\$ 9,330,773	12,511
1311 Crude Petroleum and Natural Gas	6,950,128	5,674
1381 Drilling Oil and Gas Wells	6,276,974	2,475
1221 Bituminous Coal and Lignite Surface Mining	5,800,884	530
1479 Chemical and Fertilizer Mineral Mining	3,928,313	117
1041 Gold Ores	3,080,759	368
1094 Uranium-Radium-Vanadium Ores	2,800,507	60
1222 Bituminous Coal Underground Mining	2,101,779	145
1241 Coal Mining Services	2,018,621	583
1442 Construction Sand and Gravel	1,107,905	2,632

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$15,765,600
		Manufacturing	\$26,670,500
		Mining	\$384,722
		Region total	\$42,820,822
MID- ATLANTIC		Construction	\$38,945,312
		Manufacturing	\$65,351,666
		Mining	\$3,647,968
		Region total	\$107,944,946
SOUTH ATLANTIC		Construction	\$75,099,728
		Manufacturing	\$147,380,497
		Mining	\$18,415,007
		Region total	\$240,895,232
SOUTHEAST CENTRAL		Construction	\$19,716,629
		Manufacturing	\$27,790,136
		Mining	\$2,779,967
		Region total	\$50,286,732
NORTHEAST CENTRAL		Construction	\$46,095,924
		Manufacturing	\$68,525,235
		Mining	\$4,374,712
		Region total	\$118,995,871
NORTHWEST CENTRAL		Construction	\$26,540,805
		Manufacturing	\$43,372,956
		Mining	\$2,867,140
		Region total	\$72,780,901
SOUTHWEST CENTRAL		Construction	\$48,670,479
		Manufacturing	\$69,147,176
		Mining	\$6,004,775
		Region total	\$123,822,430
MOUNTAIN STATES		Construction	\$30,904,913
		Manufacturing	\$50,893,241
		Mining	\$3,338,852
		Region total	\$85,137,006
PACIFIC COAST		Construction	\$52,840,527
		Manufacturing	\$96,129,819
		Mining	\$11,423,486
		Region total	\$160,393,832
U.S. TOTAL		Construction	\$354,579,917
		Manufacturing	\$595,261,226
		Mining	\$53,236,629
		U.S. total	\$1,003,077,772

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

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