

# PNEUMATIC TUBE/FITTINGS MARKET

The U.S. market for pneumatic tube/fittings represents about \$1.5 billion, according to estimates from MDM Analytics, Boulder, Colorado. The following charts show the top industries, by Standard Industrial Classification (SIC) code, consuming these products in manufacturing and construction, 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 25 MANUFACTURING INDUSTRIES

SIC code	Market Value	Companies
3531 Construction Machinery and Equipment	\$144,748,904	4,080
3523 Farm Machinery and Equipment	69,596,287	3,023
3544 Special Dies and Tools, Die Sets, Jigs and Fixtures	69,344,283	4,704
3556 Food Products Machinery	56,105,563	1,377
3541 Machine Tools, Metal Cutting Types	51,189,398	2,352
3535 Conveyors and Conveying Equipment	44,378,856	1,105
3721 Aircraft	31,986,647	2,525
3542 Machine Tools, Metal Forming Types	27,959,623	800
3565 Packaging Machinery	27,214,904	875
3545 Cutting Tools and Machine Tool Accessories	24,210,639	2,343
3559 Special Industry Machinery	24,147,569	2,689
3714 Motor Vehicle Parts and Accessories	20,504,090	5,898
3555 Printing Trades Machinery and Equipment	17,951,966	687
3532 Mining Machinery and Equipment	16,232,511	589
3536 Overhead Traveling Cranes, Hoists, and Monorail Systems	16,227,938	593
3089 Plastics Products, Not Elsewhere Classified	14,985,454	10,040
3728 Aircraft Parts and Auxiliary Equipment	12,542,183	2,818
3731 Ship Building and Repairing	12,421,432	1,081
2834 Pharmaceutical Preparations	12,076,710	7,810
3563 Air and Gas Compressors	11,827,878	692
3599 Industrial and Commercial Machinery and Equipment	11,156,606	22,137
3724 Aircraft Engines and Engine Parts	11,015,120	1,229
3554 Paper Industries Machinery	10,837,189	280
3711 Motor Vehicles and Passenger Car Bodies	10,622,343	1,775
3552 Textile Machinery	10,481,459	541

## TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$83,195,445	186,005
1731 Electrical Work	68,998,418	118,205
1542 General Contractors-Nonresidential Buildings	29,579,765	44,200
1771 Concrete Work	18,371,319	43,447
1629 Heavy Construction	17,422,383	13,402
1611 Highway and Street Construction, Except Elevated Highways	17,112,042	26,671
1541 General Contractors-Industrial Buildings and Warehouses	15,528,759	12,801
1623 Water, Sewer, Pipeline, and Utility Line Construction	15,268,574	13,074
1721 Painting and Paper Hanging	8,181,225	92,739
1522 General Contractors-Residential Buildings	6,909,409	34,254

# END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction Manufacturing Region total	\$13,454,978 \$61,190,289 \$74,645,267
MID- ATLANTIC		Construction Manufacturing Region total	\$34,006,378 \$137,750,604 \$171,756,982
SOUTH ATLANTIC		Construction Manufacturing Region total	\$65,214,967 \$170,131,232 \$235,346,199
SOUTHEAST CENTRAL		Construction Manufacturing Region total	\$16,348,182 \$75,684,078 \$92,032,260
NORTHEAST CENTRAL		Construction Manufacturing Region total	\$38,083,716 \$336,940,524 \$375,024,240
NORTHWEST CENTRAL		Construction Manufacturing Region total	\$21,928,540 \$129,471,311 \$151,399,851
SOUTHWEST CENTRAL		Construction Manufacturing Region total	\$42,560,717 \$124,458,945 \$167,019,662
MOUNTAIN STATES		Construction Manufacturing Region total	\$25,618,769 \$49,993,933 \$75,612,702
PACIFIC COAST		Construction Manufacturing Region total	\$45,426,761 \$139,352,370 \$184,779,131
U.S. TOTAL		Construction Manufacturing U.S. total	\$302,643,008 \$1,224,973,286 \$1,527,616,294

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

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