

SAFETY TEST EQUIPMENT & RESPIRATORS MARKET

The U.S. market for safety test equipment and respirators represents about \$2.5 billion, according to estimates from MDM Analytics, Niwot, 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
2834	Pharmaceutical Preparations	\$ 156,987,292	8,147
2821	Plastics Materials, Synthetic Resins	119,715,638	2,675
2819	Industrial Inorganic Chemicals	107,741,470	2,486
2911	Petroleum Refining	106,938,574	1,617
2869	Industrial Organic Chemicals	99,031,777	3,521
3471	Electroplating, Plating, Polishing, Anodizing, and Coloring	71,129,845	3,027
3296	Mineral Wool	63,812,710	275
3731	Ship Building and Repairing	57,147,069	1,093
2879	Pesticides and Agricultural Chemicals	45,543,372	1,005
3479	Coating, Engraving, and Allied Services	32,180,428	4,384











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1623	Water, Sewer, Pipeline, and Power Line Construction	\$ 149,009,263	12,957
1611	Highway and Street Construction	97,793,975	26,536
1542	General Contractors-Nonresidential Buildings	77,314,039	43,470
1771	Concrete Work	76,102,345	43,148
1629	Heavy Construction	47,228,443	13,151
1711	Plumbing, Heating and Air-Conditioning	37,441,731	186,713
1521	General Contractors-Single-Family Houses	31,471,194	460,749
1541	General Contractors-Industrial Buildings and Warehouses	30,667,104	12,548
1799	Special Trade Contractors	27,470,816	143,148
1721	Painting and Paper Hanging	26,866,672	91,392

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
1221	Bituminous Coal and Lignite Surface Mining	\$ 60,808,792	532
1389	Oil and Gas Field Services	35,992,470	12,281
1381	Drilling Oil and Gas Wells	22,072,301	2,281
1479	Chemical and Fertilizer Mineral Mining	20,842,830	112
1222	Bituminous Coal Underground Mining	19,336,709	123
1021	Copper Ores	15,148,381	89
1011	Iron Ores	11,797,229	89
1041	Gold Ores	10,317,006	357
1099	Miscellaneous Metal Ores	9,919,912	55
1321	Natural Gas Liquids	8,176,128	422

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$70,842,500
		Manufacturing	\$237,300,806
		Mining	\$20,121,203
		Region total	\$328,264,509
MID- ATLANTIC		Construction	\$62,235,726
		Manufacturing	\$68,864,258
		Mining	\$66,427,074
		Region total	\$197,527,058
SOUTH ATLANTIC		Construction	\$87,854,324
		Manufacturing	\$321,351,396
		Mining	\$22,516,495
		Region total	\$431,722,215
SOUTHEAST CENTRAL		Construction	\$26,620,784
		Manufacturing	\$82,817,906
		Mining	\$2,093,093
		Region total	\$111,531,783
NORTHEAST CENTRAL		Construction	\$50,315,718
		Manufacturing	\$110,589,137
		Mining	\$15,737,386
		Region total	\$176,642,241
NORTHWEST CENTRAL		Construction	\$99,412,456
		Manufacturing	\$159,333,717
		Mining	\$14,368,020
		Region total	\$273,114,193
SOUTHWEST CENTRAL		Construction	\$149,010,517
		Manufacturing	\$264,627,389
		Mining	\$36,727,429
		Region total	\$450,365,335
MOUNTAIN STATES		Construction	\$37,707,163
		Manufacturing	\$109,743,482
		Mining	\$16,556,765
		Region total	\$164,007,410
PACIFIC COAST		Construction	\$115,931,443
		Manufacturing	\$233,174,060
		Mining	\$64,987,962
		Region total	\$414,093,465
U.S. TOTAL		Construction	\$699,930,631
		Manufacturing	\$1,587,802,151
		Mining	\$259,535,427
		U.S. total	\$2,547,268,209

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

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