

INDUSTRIAL HOSE (MRO) MARKET

The U.S. market for industrial hoses (MRO) represents about \$1.2 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
2621 Paper Mills	\$142,141,611	1,971
2911 Petroleum Refining	\$65,052,203	1,581
2869 Industrial Organic Chemicals	\$55,001,280	3,472
2819 Industrial Inorganic Chemicals	\$49,145,763	2,704
2631 Paperboard Mills	\$42,934,240	642
2834 Pharmaceutical Preparations	\$41,735,543	8,635
2821 Plastics Materials and Resins	\$27,107,050	2,982
2611 Pulp Mills	\$21,512,205	347
2844 Perfumes, Cosmetics, and Other Toilet Preparations	\$13,189,681	4,972
2874 Phosphatic Fertilizers	\$11,061,490	108











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$272,881,987	192,049
1771 Concrete Work	\$33,659,872	44,104
1611 Highway and Street Construction	\$28,524,983	27,350
1542 General Contractors-Nonresidential Buildings	\$24,593,291	43,373
1629 Heavy Construction	\$22,425,832	13,159
1623 Water, Sewer, Pipeline, and Utilities	\$20,393,565	13,044
1794 Excavation Work	\$19,525,590	34,977
1522 General Contractors-Residential Buildings	\$11,265,843	33,492
1541 General Contractors-Industrial Buildings and Warehouses	\$10,963,839	12,635
1521 General Contractors-Single-Family Houses	\$7,444,511	472,799

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
4213 Trucking, Except Local	\$8,462,965	52,258
4911 Electric Services	\$6,094,378	24,284
1479 Chemical and Fertilizer Mineral Mining	\$4,999,265	105
4941 Water Supply	\$3,172,684	11,243
4311 United States Postal Service	\$3,099,459	21,306
1041 Gold Ores	\$3,088,312	364
4212 Local Trucking Without Storage	\$3,007,035	168,062
4953 Refuse Systems	\$2,335,613	27,763
1221 Bituminous Coal and Lignite Surface Mining	\$2,054,769	547
4512 Air Transportation, Scheduled	\$1,766,518	2,409

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$21,566,719
		Manufacturing	\$29,554,119
		Mining	\$1,754,749
		Region total	\$52,875,587
MID- ATLANTIC		Construction	\$51,235,450
		Manufacturing	\$91,807,397
		Mining	\$6,695,351
		Region total	\$149,738,198
SOUTH ATLANTIC		Construction	\$100,770,746
		Manufacturing	\$128,001,715
		Mining	\$10,135,736
		Region total	\$238,908,197
SOUTHEAST CENTRAL		Construction	\$25,012,820
		Manufacturing	\$54,280,516
		Mining	\$3,518,566
		Region total	\$82,811,902
NORTHEAST CENTRAL		Construction	\$59,342,026
		Manufacturing	\$123,443,361
		Mining	\$7,599,379
		Region total	\$190,384,766
NORTHWEST CENTRAL		Construction	\$35,239,950
		Manufacturing	\$42,678,140
		Mining	\$4,754,670
		Region total	\$82,672,760
SOUTHWEST CENTRAL		Construction	\$65,980,982
		Manufacturing	\$90,266,959
		Mining	\$8,262,369
		Region total	\$164,510,310
MOUNTAIN STATES		Construction	\$40,328,228
		Manufacturing	28,163,330
		Mining	\$9,981,808
		Region total	\$78,473,366
PACIFIC COAST		Construction	\$67,292,775
		Manufacturing	\$60,527,118
		Mining	\$7,177,845
		Region total	\$135,097,738
U.S. TOTAL		Construction	\$466,869,696
		Manufacturing	\$648,722,655
		Mining	\$59,880,473
		U.S. total	\$1,175,472,824

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

GROW YOUR MARKET SHARE

Market intelligence to
target high-potential
accounts

Market profiles by:

- County
- Zip
- Account

 **mdm analytics**

888-742-5060

www.mdm.com/mdm-analytics

**Reach your full
market potential**