

COATED ABRASIVES MARKET

The U.S. market for coated abrasives represents about \$2.9 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, 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	\$186,438,503	15,266
2434	Wood Kitchen Cabinets	\$154,586,084	10,623
3724	Aircraft Engines and Engine Parts	\$113,175,084	1,252
3714	Motor Vehicle Parts and Accessories	\$100,103,057	6,596
3711	Motor Vehicles and Passenger Car Bodies	\$75,269,452	2,209
2511	Wood Household Furniture, Except Upholstered	\$68,316,166	2,560
3728	Aircraft Parts and Auxiliary Equipment	\$60,433,447	3,271
3732	Boat Building and Repairing	\$59,405,557	2,597
3448	Prefabricated Metal Buildings and Components	\$57,386,099	1,932
3089	Plastics Products	\$49,586,739	10,241

TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$65,821,705	191,016
1742	Plastering, Drywall, Acoustical, and Insulation Work	\$39,830,797	29,725
1721	Painting and Paper Hanging	\$25,641,649	91,276
1731	Electrical Work	\$14,528,304	115,172
1751	Carpentry Work	\$13,277,300	48,672
1623	Water, Sewer, Pipeline, and Utility Line Construction	\$12,854,057	13,257
1611	Highway and Street Construction	\$10,112,006	27,291
1771	Concrete Work	\$8,387,159	44,356
1542	General Contractors-Nonresidential Buildings	\$7,714,836	43,579
1521	General Contractors-Single-Family Houses	\$5,839,157	470,805

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$3,548,549	25,045
1311	Crude Petroleum and Natural Gas	\$2,133,844	4,940
4941	Water Supply	\$1,502,439	11,124
4922	Natural Gas Transmission	\$1,206,255	1,737
4924	Natural Gas Distribution	\$488,597	2,404
4931	Electric and Other Services Combined	\$417,736	924
4952	Sewerage Systems	\$398,064	2,041
4923	Natural Gas Transmission and Distribution	\$181,349	471
4311	United States Postal Service	\$139,251	22,352
4213	Trucking, Except Local	\$138,714	59,586

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$10,316,594
		Manufacturing	\$142,543,071
		Mining	\$417,181
		Region total	\$153,276,846
MID-ATLANTIC		Construction	\$22,901,537
		Manufacturing	\$261,597,061
		Mining	\$1,242,949
		Region total	\$285,741,547
SOUTH ATLANTIC		Construction	\$49,253,605
		Manufacturing	\$435,677,909
		Mining	\$1,546,634
		Region total	\$486,478,148
SOUTHEAST CENTRAL		Construction	\$10,877,885
		Manufacturing	\$188,889,096
		Mining	\$673,062
		Region total	\$200,440,043
NORTHEAST CENTRAL		Construction	\$27,053,949
		Manufacturing	\$660,346,624
		Mining	\$1,193,547
		Region total	\$688,594,120
NORTHWEST CENTRAL		Construction	\$16,617,749
		Manufacturing	\$200,099,569
		Mining	\$785,506
		Region total	\$217,502,824
SOUTHWEST CENTRAL		Construction	\$29,081,457
		Manufacturing	\$257,391,264
		Mining	\$3,526,909
		Region total	\$289,999,630
MOUNTAIN STATES		Construction	\$21,320,832
		Manufacturing	\$138,998,595
		Mining	\$761,035
		Region total	\$161,080,462
PACIFIC COAST		Construction	\$35,121,969
		Manufacturing	\$350,354,545
		Mining	\$1,243,218
		Region total	\$386,719,732
U.S. TOTAL		Construction	\$222,545,577
		Manufacturing	\$2,635,897,734
		Mining	\$11,390,041
		U.S. total	\$2,869,833,352

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

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