

HOSE INDUSTRIAL MRO

The U.S. market for hose industrial MRO represents about \$1.6 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	\$187,739,293	2,097
2911	Petroleum Refining	\$88,792,535	1,643
2869	Ind Org Chemicals, Not Elsewhere Classified	\$71,259,474	3,556
2819	Ind Inorg Chemicals, Not Elsewhere Classified	\$61,796,754	2,997
2631	Paperboard Mills	\$56,730,557	673
2834	Pharmaceutical Preparations	\$54,583,173	9,572
2821	Plastic Mtls, Syn Resins, & Nonvulc Elastomers	\$34,271,150	3,134
2611	Pulp Mills	\$32,914,520	356
2844	Perfumes, Cosmetics, & Other Toilet Preps	\$18,262,902	5,831
2899	Chem and Chem Preps, Not Elsewhere Classif	\$11,152,930	3,582











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$387,100,694	192,861
1771	Concrete Work	\$47,652,842	44,751
1611	Hwy & St Constr, Except Elevated Highways	\$36,083,934	27,563
1542	General Contractors-Non-res Bldgs	\$33,973,452	44,167
1629	Heavy Construction, Not Elsewhere Classified	\$30,772,590	13,259
1623	Water, Sewer, Pipeline, Comm/Pwr Line Const	\$28,785,159	13,422
1794	Excavation Work	\$27,363,926	34,828
1522	General Contractors-Res Bldgs, Not Single-Fam	\$16,215,485	34,727
1541	General Contractors-Ind Bldgs & Warehouses	\$15,600,283	13,218
1521	General Contractors-Single-Family Houses	\$10,479,347	474,665

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4213	Trucking, Except Local	\$11,364,866	61,273
4911	Electric Services	\$8,387,331	25,888
4212	Local Trucking Without Storage	\$4,313,185	185,521
1041	Gold Ores	\$3,992,115	380
1479	Chemical and Fertilizer Mineral Mining, Not Elsewhere	\$3,897,612	100
4941	Water Supply	\$3,816,563	11,342
4311	United States Postal Service	\$3,516,780	22,526
4953	Refuse Systems	\$3,144,538	28,283
1221	Bituminous Coal and Lignite Surface Mining	\$2,221,369	561
4581	Airports, Flying Fields, and Airport Terminal Services	\$2,104,923	17,661

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$30,565,962
		Manufacturing	\$40,084,984
		Mining/Utilities	\$2,239,656
		Region total	\$72,890,602
MID- ATLANTIC		Construction	\$71,298,819
		Manufacturing	\$124,793,462
		Mining/Utilities	\$8,030,069
		Region total	\$204,122,350
SOUTH ATLANTIC		Construction	\$142,928,747
		Manufacturing	\$165,310,862
		Mining/Utilities	\$12,424,131
		Region total	\$320,663,740
SOUTHEAST CENTRAL		Construction	\$35,695,998
		Manufacturing	\$72,238,428
		Mining/Utilities	\$4,770,902
		Region total	\$112,705,328
NORTHEAST CENTRAL		Construction	\$82,180,622
		Manufacturing	\$161,267,276
		Mining/Utilities	\$9,446,049
		Region total	\$252,893,947
NORTHWEST CENTRAL		Construction	\$48,925,850
		Manufacturing	\$51,270,597
		Mining/Utilities	\$6,201,042
		Region total	\$106,397,489
SOUTHWEST CENTRAL		Construction	\$89,617,016
		Manufacturing	\$118,466,113
		Mining/Utilities	\$11,049,310
		Region total	\$219,132,439
MOUNTAIN STATES		Construction	\$58,230,126
		Manufacturing	\$36,684,687
		Mining/Utilities	\$10,789,046
		Region total	\$105,703,859
PACIFIC COAST		Construction	\$96,637,140
		Manufacturing	\$80,152,115
		Mining/Utilities	\$8,999,710
		Region total	\$185,788,965
U.S. TOTAL		Construction	\$656,080,280
		Manufacturing	\$850,268,524
		Mining/Utilities	\$73,949,915
		U.S. total	\$1,580,298,719

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

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