

BRUSHES – INDUSTRIAL

The U.S. market for industrial brushes represents about \$3.3 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
3589	Service Industry Machinery, Not Elsewhere Classified	\$45,920,634	3,874
3714	Motor Vehicle Parts and Accessories	\$6,672,950	6,984
3599	Ind & Comm Machinery & Equip, Not Elsewhere Classified	\$5,744,354	24,186
3724	Aircraft Engines and Engine Parts	\$5,360,459	1,301
3441	Fabricated Structural Metal	\$5,056,031	7,985
3531	Construction Machinery and Equipment	\$4,143,724	4,210
3812	Search/Detection/Navigation Systems and Instruments	\$3,598,789	4,132
3711	Motor Vehicles and Passenger Car Bodies	\$3,315,050	2,317
3721	Aircraft	\$3,179,169	2,553
3728	Aircraft Parts and Auxiliary Equipment, Not Elsewhere Classified	\$3,121,832	3,436

TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$16,817,647	196,689
1521	General Contractors-Single-Family Houses	\$13,427,273	485,191
1542	General Contractors-Nonres Buildings, other than Industrial Bldgs & Warehouses	\$9,088,388	44,772
1771	Concrete Work	\$8,803,671	45,661
1611	Highway and Street Construction, Except Elevated Highways	\$6,806,772	27,929
1794	Excavation Work	\$5,266,001	35,423
1623	Water, Sewer, Pipeline and Communications & Power Line Construction	\$4,657,385	13,632
1731	Electrical Work	\$3,766,619	117,662
1629	Heavy Construction, Not Elsewhere Classified	\$3,562,303	13,399
1761	Roofing, Siding and Sheet Metal Work	\$3,509,686	65,562

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$1,900,950	26,931
4953	Refuse Systems	\$955,309	28,835
4789	Transportation Services, Not Elsewhere Classified	\$678,000	195,944
1381	Drilling Oil and Gas Wells	\$627,599	2,200
4213	Trucking, Except Local	\$597,512	64,055
4311	United States Postal Service	\$587,162	22,531
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$528,124	15,183
4212	Local Trucking Without Storage	\$409,570	191,256
4731	Arrangement of Transportation of Freight and Cargo	\$408,316	74,816
4813	Telephone Communications, Except Radiotelephone	\$406,095	27,503

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$4,246,618
		Manufacturing	\$13,857,353
		Mining/Utilities	\$510,751
		Region total	\$18,614,722
MID-ATLANTIC		Construction	\$9,844,758
		Manufacturing	\$23,470,173
		Mining/Utilities	\$1,365,916
		Region total	\$34,680,847
SOUTH ATLANTIC		Construction	\$20,051,717
		Manufacturing	\$33,308,362
		Mining/Utilities	\$2,294,455
		Region total	\$55,654,534
SOUTHEAST CENTRAL		Construction	\$4,801,783
		Manufacturing	\$13,616,668
		Mining/Utilities	\$743,814
		Region total	\$19,162,265
NORTHEAST CENTRAL		Construction	\$11,832,331
		Manufacturing	\$56,512,623
		Mining/Utilities	\$1,622,601
		Region total	\$69,967,555
NORTHWEST CENTRAL		Construction	\$6,958,267
		Manufacturing	\$18,793,954
		Mining/Utilities	\$927,317
		Region total	\$26,679,538
SOUTHWEST CENTRAL		Construction	\$12,389,268
		Manufacturing	\$23,804,977
		Mining/Utilities	\$2,483,457
		Region total	\$38,677,702
MOUNTAIN STATES		Construction	\$8,471,635
		Manufacturing	\$11,626,217
		Mining/Utilities	\$1,107,955
		Region total	\$21,205,807
PACIFIC COAST		Construction	\$14,076,014
		Manufacturing	\$30,696,966
		Mining/Utilities	\$1,607,625
		Region total	\$46,380,605
U.S. TOTAL		Construction	\$92,672,391
		Manufacturing	\$225,687,293
		Mining/Utilities	\$12,663,891
		U.S. total	\$331,023,575

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

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