

# JANITORIAL SUPPLIES MARKET

The U.S. market for janitorial supplies represents about \$4.8 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
2834	Pharmaceutical Preparations	\$95,589,363	10,149
3714	Motor Vehicle Parts and Accessories	\$83,681,606	7,178
3089	Plastics Products, Not Elsewhere Classified	\$76,969,450	10,512
2015	Poultry Slaughtering and Processing	\$59,946,106	1,006
2752	Commercial Printing, Lithographic	\$56,022,790	29,147
2711	Newspapers: Publishing, or Publishing and Printing	\$54,416,023	12,350
3599	Industrial & Commer. Machinery and Equip, Not Elsewhere Classified	\$52,628,457	24,520
3812	Search, Detect., Nav., Guid., Aeronaut., & Naut. Systems, Instruments	\$42,875,498	4,007
3674	Semiconductors and Related Devices	\$42,203,602	4,374
2011	Meat Packing Plants	\$40,924,503	1,955











## TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1521	General Contractors-Single-Family Houses	\$47,417,418	471,123
1731	Electrical Work	\$41,489,798	116,229
1711	Plumbing, Heating and Air-Conditioning	\$41,037,059	195,920
1542	General Contractors-Nonresidential Buildings	\$22,041,909	44,228
1799	Special Trade Contractors, Not Elsewhere Classified	\$19,756,327	151,121
1761	Roofing, Siding, and Sheet Metal Work	\$12,728,889	64,934
1611	Highway and Street Construction, Except Elevated Highways	\$12,546,422	27,873
1771	Concrete Work	\$12,320,746	44,784
1721	Painting and Paper Hanging	\$10,667,092	89,531
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$9,683,480	35,217

## TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4213	Trucking, Except Local	\$135,123,699	64,007
4311	United States Postal Service	\$128,462,519	22,536
4212	Local Trucking Without Storage	\$117,733,396	187,410
4911	Electric Services	\$85,211,736	26,888
4813	Telephone Communications, Except Radiotelephone	\$82,847,293	26,977
4953	Refuse Systems	\$66,916,352	28,735
4789	Transportation Services, Not Elsewhere Classified	\$65,331,841	188,752
4119	Local Passenger Transportation, Not Elsewhere Classified	\$56,683,021	30,266
4812	Radiotelephone Communications	\$54,062,654	40,592
4841	Cable and Other Pay Television Services	\$42,507,315	8,234

# END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$14,113,218
		Manufacturing	\$185,118,759
		Mining/Utilities	\$78,296,980
		Region total	\$277,528,957
MID- ATLANTIC		Construction	\$33,127,961
		Manufacturing	\$394,112,275
		Mining/Utilities	\$180,078,199
		Region total	\$607,318,435
SOUTH ATLANTIC		Construction	\$65,585,425
		Manufacturing	\$493,496,484
		Mining/Utilities	\$263,569,686
		Region total	\$822,651,595
SOUTHEAST CENTRAL		Construction	\$14,736,212
		Manufacturing	\$176,739,707
		Mining/Utilities	\$74,528,500
		Region total	\$266,004,419
NORTHEAST CENTRAL		Construction	\$37,692,291
		Manufacturing	\$632,353,411
		Mining/Utilities	\$194,967,375
		Region total	\$865,013,077
NORTHWEST CENTRAL		Construction	\$21,570,035
		Manufacturing	\$236,361,111
		Mining/Utilities	\$193,157,452
		Region total	\$451,088,598
SOUTHWEST CENTRAL		Construction	\$38,446,580
		Manufacturing	\$307,441,524
		Mining/Utilities	\$193,157,452
		Region total	\$539,045,556
MOUNTAIN STATES		Construction	\$26,620,807
		Manufacturing	\$164,675,421
		Mining/Utilities	\$96,844,271
		Region total	\$288,140,499
PACIFIC COAST		Construction	\$47,273,326
		Manufacturing	\$443,555,431
		Mining/Utilities	\$189,242,767
		Region total	\$680,071,524
U.S. TOTAL		Construction	\$299,165,855
		Manufacturing	\$3,033,854,123
		Mining/Utilities	\$1,463,842,682
		U.S. total	\$4,796,862,660

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

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