

HOSE INDUSTRIAL MRO MARKET

The U.S. market for Hose Industrial MRO represents about \$2.4 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
1711	Plumbing, Heating and Air-Conditioning	\$363,867,814	196,963
2621	Paper Mills	\$168,426,736	2,129
2911	Petroleum Refining	\$84,826,679	1,675
2869	Industrial Organic Chemicals, Not Elsewhere Classified	\$61,581,970	3,554
2819	Industrial Inorganic Chemicals, Not Elsewhere Classified	\$52,128,620	3,082
2834	Pharmaceutical Preparations	\$49,846,782	10,341
2631	Paperboard Mills	\$48,819,971	674
1771	Concrete Work	\$43,789,239	44,755
1611	Highway and Street Construction, Except Elevated Highways	\$33,440,449	27,922
9224	Fire Protection	\$31,927,722	35,978











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$363,867,814	196,963
1771	Concrete Work	\$43,789,239	44,755
1611	Highway and Street Construction, Except Elevated Highways	\$33,440,449	27,922
1542	Gen Contrac-Nonres Bldgs, Other than Industrial Bldgs & Warehouses	\$31,058,862	44,192
1629	Heavy Construction, Not Elsewhere Classified	\$27,761,691	13,113
1623	Water, Sewer, Pipeline, and Communic & Power Line Construction	\$26,102,827	13,622
1794	Excavation Work	\$25,483,577	35,477
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$15,470,324	35,234
1541	General Contractors-Industrial Buildings and Warehouses	\$14,292,921	13,141
1521	General Contractors-Single-Family Houses	\$9,861,207	473,204

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4213	Trucking, Except Local	\$11,023,083	64,178
4911	Electric Services	\$8,145,789	27,174
4212	Local Trucking Without Storage	\$3,938,264	187,138
1479	Chemical and Fertilizer Mineral Mining, Not Elsewhere Classified	\$3,468,996	99
4941	Water Supply	\$3,453,503	11,934
1041	Gold Ores	\$3,310,721	385
4311	United States Postal Service	\$3,257,748	22,981
4953	Refuse Systems	\$2,874,624	28,997
4581	Airports, Flying Fields, and Airport Terminal Services	\$1,938,755	17,728
1321	Natural Gas Liquids	\$1,828,002	427

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$29,560,855
		Manufacturing	\$79,690,803
		Mining/Utilities	\$2,240,068
		Region total	\$111,491,726
MID-ATLANTIC		Construction	\$66,661,988
		Manufacturing	\$218,010,896
		Mining/Utilities	\$7,333,557
		Region total	\$292,006,441
SOUTH ATLANTIC		Construction	\$131,534,115
		Manufacturing	\$335,988,010
		Mining/Utilities	\$11,181,959
		Region total	\$478,704,084
SOUTHEAST CENTRAL		Construction	\$32,564,372
		Manufacturing	\$117,199,410
		Mining/Utilities	\$4,398,810
		Region total	\$154,162,592
NORTHEAST CENTRAL		Construction	\$76,302,250
		Manufacturing	\$270,451,040
		Mining/Utilities	\$8,738,720
		Region total	\$355,492,010
NORTHWEST CENTRAL		Construction	\$45,259,154
		Manufacturing	\$116,375,045
		Mining/Utilities	\$5,493,408
		Region total	\$167,127,607
SOUTHWEST CENTRAL		Construction	\$83,003,443
		Manufacturing	\$229,872,607
		Mining/Utilities	\$10,718,529
		Region total	\$323,594,579
MOUNTAIN STATES		Construction	\$55,256,760
		Manufacturing	\$116,360,050
		Mining/Utilities	\$9,651,634
		Region total	\$181,268,445
PACIFIC COAST		Construction	\$91,082,762
		Manufacturing	\$209,781,673
		Mining/Utilities	\$8,243,880
		Region total	\$309,108,315
U.S. TOTAL		Construction	\$611,225,699
		Manufacturing	\$1,693,729,535
		Mining/Utilities	\$68,000,565
		U.S. total	\$2,372,955,799

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

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