

INDUSTRIAL MRO HOSE MARKET

The U.S. market for industrial MRO hose equipment represents about \$1.4 billion, according to estimates from MDM Analytics, Niwot, Colorado. The following charts show the top 10 sectors, 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	\$167,624,163	2,131
2911	Petroleum Refining	\$85,630,153	1,645
2869	Industrial Organic Chemicals, Not Elsewhere Classified	\$58,187,598	3,481
2819	Industrial Inorganic Chemicals, Not Elsewhere Classified	\$54,347,853	3,072
2834	Pharmaceutical Preparations	\$48,849,695	10,523
2631	Paperboard Mills	\$45,718,765	678
2821	Plastics Materials, Synthetic Resins, and Nonvulcanizable Elastomers	\$36,423,876	3,259
2611	Pulp Mills	\$31,159,180	346
2844	Perfumes, Cosmetics, and Other Toilet Preparations	\$14,856,925	6,224
2899	Chemicals and Chemical Preparations, Not Elsewhere Classified	\$10,074,413	3,634











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$368,506,054	194,712
1771	Concrete Work	\$44,232,245	43,729
1611	Highway and Street Construction, Except Elevated Highways	\$33,578,758	27,476
1542	Gen Contractors-Nonres Bldgs, Other Than Ind Bldgs & Warehouses	\$31,373,738	43,649
1629	Heavy Construction, Not Elsewhere Classified	\$27,526,475	12,855
1623	Water, Sewer, Pipeline, and Comm & Power Line Construction	\$25,992,444	13,519
1794	Excavation Work	\$25,646,248	35,118
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$15,411,586	34,491
1541	General Contractors-Industrial Buildings and Warehouses	\$14,678,305	12,858
1521	General Contractors-Single-Family Houses	\$9,819,460	455,967

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4213	Trucking, Except Local	\$11,318,217	62,267
4911	Electric Services	\$7,999,037	27,249
4212	Local Trucking Without Storage	\$3,925,937	180,224
1479	Chemical and Fertilizer Mineral Mining, Not Elsewhere Classified	\$3,443,553	97
4941	Water Supply	\$3,431,465	11,874
1041	Gold Ores	\$3,291,809	378
4311	United States Postal Service	\$3,182,261	22,753
4953	Refuse Systems	\$2,882,656	28,710
1321	Natural Gas Liquids	\$2,010,000	427
4581	Airports, Flying Fields, and Airport Terminal Services	\$1,864,111	17,268

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction Manufacturing Mining/Utilities Region total	\$29,735,066 \$33,013,644 \$2,340,444 \$65,089,154
MID- ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$67,546,384 \$112,907,980 \$7,628,981 \$188,083,344
SOUTH ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$131,616,387 \$138,800,664 \$11,018,242 \$281,435,293
SOUTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$32,519,538 \$62,908,479 \$4,396,013 \$99,824,030
NORTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$76,941,037 \$154,709,746 \$8,596,968 \$240,247,750
NORTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$46,162,978 \$48,805,289 \$5,496,137 \$100,464,404
SOUTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$85,789,520 \$104,275,263 \$10,902,702 \$200,967,485
MOUNTAIN STATES		Construction Manufacturing Mining/Utilities Region total	\$55,357,273 \$33,784,319 \$9,549,074 \$98,690,666
PACIFIC COAST		Construction Manufacturing Mining/Utilities Region total	\$91,241,635 \$70,120,473 \$8,278,462 \$169,640,570
U.S. TOTAL		Construction Manufacturing Mining/Utilities U.S. total	\$616,909,818 \$759,325,858 \$68,207,022 \$1,444,442,697

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

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