

SAFETY PPE MARKET

The U.S. market for safety personal protective equipment (PPE) represents nearly \$9 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
2821	Plastics Materials, Synthetic Resins, and Nonvulcanizable Elastomers	\$174,087,155	3,259
2911	Petroleum Refining	\$159,892,037	1,645
2621	Paper Mills	\$149,649,439	2,131
2834	Pharmaceutical Preparations	\$140,168,454	10,523
2819	Industrial Inorganic Chemicals, not elsewhere classified	\$115,142,992	3,072
3312	Steel Works, Blast Furnaces (Including Coke Ovens), and Rolling Mills	\$114,710,513	2,534
2869	Industrial Organic Chemicals, not elsewhere classified	\$104,383,966	3,481
3714	Motor Vehicle Parts and Accessories	\$65,287,348	7,220
3089	Plastics Products, not elsewhere classified	\$59,625,409	10,492
3724	Aircraft Engines and Engine Parts	\$54,927,485	1,360











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1542	GenContractors-Nonres Bldgs, Other than Indust Bldgs, Warehouses	\$624,130,442	43,649
1771	Concrete Work	\$570,875,622	43,729
1611	Highway and Street Construction, Except Elevated Highways	\$530,052,155	27,476
1731	Electrical Work	\$451,461,031	114,409
1623	Water, Sewer, Pipeline, Communications and Power Line Construction	\$445,232,513	13,519
1711	Plumbing, Heating and Air-Conditioning	\$399,974,173	194,712
1629	Heavy Construction, not elsewhere classified	\$337,780,582	12,855
1521	General Contractors-Single-Family Houses	\$299,118,319	455,967
1794	Excavation Work	\$211,626,382	35,118
1799	Special Trade Contractors, not elsewhere classified	\$207,223,177	147,769

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$103,939,759	27,249
1389	Oil and Gas Field Services, not elsewhere classified	\$88,076,893	15,379
4953	Refuse Systems	\$81,114,081	28,710
1311	Crude Petroleum and Natural Gas	\$54,589,089	5,025
1381	Drilling Oil and Gas Wells	\$41,830,240	2,135
4941	Water Supply	\$18,440,758	11,874
1221	Bituminous Coal and Lignite Surface Mining	\$17,200,367	549
1382	Oil and Gas Field Exploration Services	\$15,642,055	7,078
1222	Bituminous Coal Underground Mining	\$7,946,378	109
4952	Sewerage Systems	\$7,622,95	2,037

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction Manufacturing Mining/Utilities Region total	\$215,846,939 \$155,946,839 \$14,393,273 \$386,187,052
MID- ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$532,592,629 \$445,287,145 \$46,885,581 \$1,024,765,354
SOUTH ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$1,061,977,173 \$580,773,251 \$63,858,488 \$1,706,608,911
SOUTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$267,949,243 \$248,924,545 \$31,456,180 \$548,329,968
NORTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$639,448,271 \$783,045,448 \$47,731,078 \$1,470,224,796
NORTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$386,996,471 \$241,421,811 \$35,890,117 \$664,308,398
SOUTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$736,517,869 \$433,833,817 \$177,331,869 \$1,347,683,555
MOUNTAIN STATES		Construction Manufacturing Mining/Utilities Region total	\$472,762,310 \$159,476,615 \$54,185,215 \$686,424,139
PACIFIC COAST		Construction Manufacturing Mining/Utilities Region total	\$748,445,297 \$350,711,904 \$50,181,544 \$1,149,338,746
U.S. TOTAL		Construction Manufacturing Mining/Utilities U.S. total	\$5,062,536,201 \$3,399,421,374 \$521,913,345 \$8,983,870,921

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

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