

COUPLINGS, FLEXIBLE/MRO

The U.S. market for Flexible/MRO Couplings represents over \$390 million, 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	\$47,550,692	2,123
2631 Paperboard Mills	\$11,881,431	688
2672 Coated and Laminated Paper, Not Elsewhere Classified	\$6,954,296	546
2671 Packaging Paper and Plastics Film, Coated and Laminated	\$5,513,066	669
2421 Sawmills and Planing Mills, General	\$5,478,680	3,371
3089 Plastics Products, Not Elsewhere Classified	\$5,451,359	10,604
2611 Pulp Mills	\$5,352,392	350
2834 Pharmaceutical Preparations	\$4,665,768	10,731
3273 Ready-Mixed Concrete	\$4,116,449	7,003
2911 Petroleum Refining	\$3,356,329	1,659

► TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1731 Electrical Work	\$47,726,010	119,804
1611 Highway and Street Construction, Except Elevated Highways	\$20,098,743	28,494
1771 Concrete Work	\$19,421,783	47,109
1711 Plumbing, Heating and Air-Conditioning	\$11,675,411	204,156
1794 Excavation Work	\$11,624,825	37,324
1542 Gen Contr-Nonres Bldgs, Other than Ind Bldgs & Warehouses	\$9,737,902	45,203
1629 Heavy Construction, Not Elsewhere Classified	\$9,322,273	13,263
1623 Water, Sewer, Pipeline, and Comm & Power Line Construction	\$8,992,412	13,859
1541 General Contractors-Industrial Buildings and Warehouses	\$5,603,510	13,309
1522 Gen Contractor-Res Buildings, Other Than Single-Family	\$2,026,576	35,604

► TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
4911 Electric Services	\$8,552,318	29,749
4011 Railroads, Line-Haul Operating	\$4,000,085	2,573
4953 Refuse Systems	\$3,825,125	29,762
1041 Gold Ores	\$2,211,420	380
1221 Bituminous Coal and Lignite Surface Mining	\$2,016,940	550
4213 Trucking, Except Local	\$1,470,375	64,854
4111 Local and Suburban Transit	\$1,244,410	9,296
1422 Crushed and Broken Limestone	\$1,219,784	1,084
4512 Air Transportation, Scheduled	\$1,149,275	2,567
4581 Airports, Flying Fields, and Airport Terminal Services	\$1,133,007	17,747

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$6,736,348
		Manufacturing	\$10,238,589
		Mining/Utilities	\$1,439,926
		Region total	\$18,414,863
MID- ATLANTIC		Construction	\$16,142,396
		Manufacturing	\$25,281,910
		Mining/Utilities	\$4,373,126
		Region total	\$45,797,432
SOUTH ATLANTIC		Construction	\$31,075,497
		Manufacturing	\$37,904,489
		Mining/Utilities	\$6,805,700
		Region total	\$75,785,686
SOUTHEAST CENTRAL		Construction	\$8,077,873
		Manufacturing	\$17,817,777
		Mining/Utilities	\$2,874,161
		Region total	\$28,769,812
NORTHEAST CENTRAL		Construction	\$19,116,595
		Manufacturing	\$47,706,537
		Mining/Utilities	\$5,524,709
		Region total	\$72,347,841
NORTHWEST CENTRAL		Construction	\$11,673,208
		Manufacturing	\$13,613,380
		Mining/Utilities	\$3,433,017
		Region total	\$28,719,605
SOUTHWEST CENTRAL		Construction	\$21,430,236
		Manufacturing	\$19,491,799
		Mining/Utilities	\$5,663,818
		Region total	\$46,585,853
MOUNTAIN STATES		Construction	\$14,015,853
		Manufacturing	\$8,113,595
		Mining/Utilities	\$5,641,293
		Region total	\$27,770,740
PACIFIC COAST		Construction	\$22,168,897
		Manufacturing	\$19,562,336
		Mining/Utilities	\$4,178,849
		Region total	\$45,910,083
U.S. TOTAL		Construction	\$150,436,904
		Manufacturing	\$199,730,412
		Mining/Utilities	\$39,934,600
		U.S. total	\$390,101,915

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

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