

TAPES

The U.S. market for tapes represents about \$11.2 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
2026	Fluid Milk	\$190,345,584	746
3221	Glass Containers	\$158,897,204	282
2033	Canned Fruits, Vegetables, Preserves, Jams, and Jellies	\$125,893,515	1,773
2038	Frozen Specialties, Not Elsewhere Classified	\$122,274,011	701
2096	Potato Chips, Corn Chips, and Similar Snacks	\$116,053,889	820
2037	Frozen Fruits, Fruit Juices, and Vegetables	\$106,741,359	635
2023	Dry, Condensed, and Evaporated Dairy Products	\$104,174,338	1,787
2084	Wines, Brandy, and Brandy Spirits	\$100,262,964	11,135
2834	Pharmaceutical Preparations	\$93,495,146	11,009
2086	Bottled and Canned Soft Drinks and Carbonated Waters	\$91,732,309	4,305

TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1731	Electrical Work	\$3,465,168,244	119,825
1711	Plumbing, Heating and Air-Conditioning	\$1,482,734,636	206,535
1521	General Contractors-Single-Family Houses	\$602,622,157	462,032
1542	GenContractors-Nonresl Bldgs, Other than Ind Bldgs and Warehouses	\$317,007,257	44,923
1721	Painting and Paper Hanging	\$246,431,703	85,926
1541	General Contractors-Industrial Buildings and Warehouses	\$145,364,999	13,106
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$128,875,680	35,569
1742	Plastering, Drywall, Acoustical, and Insulation Work	\$106,547,834	30,259
1623	Water, Sewer, Pipeline, and Comm & Power Line Construction	\$101,645,627	14,473
1611	Highway and Street Construction, Except Elevated Highways	\$83,337,524	28,764

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$34,993,147	32,293
4311	United States Postal Service	\$26,091,959	26,713
4813	Telephone Communications, Except Radiotelephone	\$20,228,885	26,371
4213	Trucking, Except Local	\$13,805,867	65,679
4812	Radiotelephone Communications	\$12,230,261	40,944
4899	Communications Services, Not Elsewhere Classified	\$10,264,251	51,092
4841	Cable and Other Pay Television Services	\$9,340,844	8,630
4212	Local Trucking Without Storage	\$8,291,837	241,880
4581	Airports, Flying Fields, and Airport Terminal Services	\$7,033,551	18,320
4783	Packing and Crating	\$6,744,120	1,512

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction Manufacturing Mining/Utilities Region total	\$338,347,995 \$197,205,990 \$12,929,248 \$548,483,232
MID- ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$816,392,007 \$588,713,509 \$23,099,012 \$1,428,204,528
SOUTH ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$1,503,655,093 \$611,331,640 \$34,606,707 \$2,149,593,440
SOUTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$353,419,283 \$199,006,708 \$10,569,939 \$562,995,930
NORTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$856,409,921 \$771,112,384 \$25,164,436 \$1,652,686,742
NORTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$510,599,756 \$343,243,891 \$14,342,014 \$868,185,662
SOUTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$909,960,404 \$398,914,576 \$31,972,833 \$1,340,847,813
MOUNTAIN STATES		Construction Manufacturing Mining/Utilities Region total	\$612,807,087 \$226,148,549 \$14,369,086 \$853,324,722
PACIFIC COAST		Construction Manufacturing Mining/Utilities Region total	\$1,131,816,264 \$673,972,189 \$24,972,063 \$1,830,760,517
U.S. TOTAL		Construction Manufacturing Mining/Utilities U.S. total	\$7,033,407,811 \$4,009,649,436 \$192,025,339 \$11,235,082,585

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

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