INDUSTRIAL HOSE MRO MARKET

The U.S. market for industrial hose MRO represents about $1.7 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	$175,572,715	2,246
2911	Petroleum Refining	$93,917,240	1,654
2834	Pharmaceutical Preparations	$48,132,700	11,009
2631	Paperboard Mills	$45,622,474	678
2869	Industrial Organic Chemicals, Not Elsewhere Classified	$36,112,606	3,883
2611	Pulp Mills	$33,428,828	344
2821	Plastics Materials, Synthetic Resins, and Nonvulcanizable Elastomers	$33,347,649	3,421
2819	Industrial Inorganic Chemicals, Not Elsewhere Classified	$19,826,705	3,411
2874	Phosphatic Fertilizers	$10,798,106	111
2844	Perfumes, Cosmetics, and Other Toilet Preparations	$10,765,525	6,928

TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	$426,167,652	206,535
1771	Concrete Work	$50,528,392	47,980
1611	Highway and Street Construction, Except Elevated Highways	$36,977,902	28,764
1542	Gen Contractors-Nonres Bldgs, Other than Indl Bldgs and Warehouses	$34,942,434	44,923
1629	Heavy Construction, Not Elsewhere Classified	$30,019,051	13,240
1794	Excavation Work	$29,999,277	39,050
1623	Water, Sewer, Pipeline, and Comm and Power Line Construction	$29,186,043	14,473
1522	General Contractors–Residential Buildings, Other Than Single-Family	$17,226,650	35,569
1541	General Contractors–Industrial Buildings and Warehouses	$16,437,904	13,106
1521	General Contractors-Single-Family Houses	$11,080,882	462,032

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	$10,024,836	32,293
4213	Trucking, Except Local	$9,912,879	65,679
4212	Local Trucking Without Storage	$4,037,768	241,880
4311	United States Postal Service	$3,873,774	26,713
1041	Gold Ores	$3,407,422	379
4941	Water Supply	$3,325,654	12,120
4953	Refuse Systems	$3,245,283	31,058
4581	Airports, Flying Fields, and Airport Terminal Services	$2,209,039	18,320
1321	Natural Gas Liquids	$2,166,077	435
1221	Bituminous Coal and Lignite Surface Mining	$1,772,422	551

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	$33,321,947
		Manufacturing	$29,451,451
		Mining/Utilities	$3,426,883
		Region total	$66,200,281
MID-ATLANTIC		Construction	$76,491,921
		Manufacturing	$102,969,434
		Mining/Utilities	$7,352,976
		Region total	$186,814,331
SOUTH ATLANTIC		Construction	$149,270,747
		Manufacturing	$119,307,019
		Mining/Utilities	$10,410,644
		Region total	$278,988,410
SOUTHEAST CENTRAL		Construction	$149,270,747
		Manufacturing	$119,307,019
		Mining/Utilities	$10,410,644
		Region total	$278,988,410
NORTHEAST CENTRAL		Construction	$88,544,871
		Manufacturing	$129,773,348
		Mining/Utilities	$8,524,137
		Region total	$226,842,357
NORTHWEST CENTRAL		Construction	$55,186,533
		Manufacturing	$41,096,845
		Mining/Utilities	$4,962,155
		Region total	$101,245,532
SOUTHWEST CENTRAL		Construction	$96,425,988
		Manufacturing	$96,043,801
		Mining/Utilities	$10,409,564
		Region total	$202,879,354
MOUNTAIN STATES		Construction	$63,564,715
		Manufacturing	$8,295,535
		Mining/Utilities	$122,607,372
		Region total	$194,467,622
PACIFIC COAST		Construction	$104,083,778
		Manufacturing	$7,611,501
		Mining/Utilities	$217,534,758
		Region total	$329,230,037
U.S. TOTAL		Construction	$704,548,595
		Manufacturing	$598,491,322
		Mining/Utilities	$389,444,749
		U.S. total	$1,692,484,665

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

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