

INDUSTRIAL BRUSHES MARKET

The U.S. market for industrial brushes represents about \$195.5 million, according to estimates from MDM Analytics, Boulder, Colorado. The following charts show the top 10 industries, 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
3589 Service Industry Machinery	\$26,819,425	3,972
3714 Motor Vehicle Parts and Accessories	\$3,590,144	5,219
3721 Aircraft	\$3,266,957	2,020
3599 Industrial and Commercial Machinery and Equipment	\$3,230,399	22,634
3711 Motor Vehicles and Passenger Car Bodies	\$2,955,871	1,980
3441 Fabricated Structural Metal	\$2,710,935	6,269
3724 Aircraft Engines and Engine Parts	\$2,676,495	974
3531 Construction Machinery and Equipment	\$2,544,417	4,290
3812 Search and Navigation Equipment	\$1,998,342	2,385
3443 Fabricated Plate Work (Boiler Shops)	\$1,998,269	2,738











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$9,151,834	178,333
1521 General Contractors-Single-Family Houses	\$7,086,615	423,908
1542 General Contractors-Nonresidential Buildings	\$5,293,849	47,581
1771 Concrete Work	\$4,908,265	40,893
1611 Highway and Street Construction	\$4,431,059	26,654
1794 Excavation Work	\$2,999,920	36,961
1623 Water, Sewer, Pipeline, and Utilities	\$2,683,253	13,281
1629 Heavy Construction	\$2,199,600	14,795
1541 General Contractors-Industrial Buildings and Warehouses	\$1,978,802	15,480
1522 General Contractors-Residential Buildings	\$1,971,826	36,557

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1381 Drilling Oil and Gas Wells	\$325,569	2,800
1389 Oil and Gas Field Services	\$244,443	12,390
1479 Chemical and Fertilizer Mineral Mining	\$212,912	132
1221 Bituminous Coal and Lignite Surface Mining	\$132,823	562
1311 Crude Petroleum and Natural Gas	\$93,948	6,169
1422 Crushed and Broken Limestone	\$88,343	899
1442 Construction Sand and Gravel	\$85,927	2,494
1041 Gold Ores	\$79,972	412
1222 Bituminous Coal Underground Mining	\$48,194	157
1011 Iron Ores	\$37,401	101

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$2,401,352
		Manufacturing	\$8,566,376
		Mining	\$16,986
		Region total	\$10,984,714
MID- ATLANTIC		Construction	\$5,655,823
		Manufacturing	\$15,430,395
		Mining	\$115,655
		Region total	\$21,201,873
SOUTH ATLANTIC		Construction	\$11,056,529
		Manufacturing	\$21,496,938
		Mining	\$210,634
		Region total	\$32,764,101
SOUTHEAST CENTRAL		Construction	\$2,862,451
		Manufacturing	\$8,390,152
		Mining	\$81,255
		Region total	\$11,333,858
NORTHEAST CENTRAL		Construction	\$6,827,813
		Manufacturing	\$33,933,320
		Mining	\$158,412
		Region total	\$40,919,545
NORTHWEST CENTRAL		Construction	\$3,946,850
		Manufacturing	\$11,895,999
		Mining	\$92,836
		Region total	\$15,935,685
SOUTHWEST CENTRAL		Construction	\$7,018,538
		Manufacturing	\$15,828,459
		Mining	\$652,695
		Region total	\$23,499,692
MOUNTAIN STATES		Construction	\$4,559,313
		Manufacturing	\$6,978,563
		Mining	\$339,585
		Region total	\$11,877,461
PACIFIC COAST		Construction	\$7,885,827
		Manufacturing	\$19,002,358
		Mining	\$92,268
		Region total	\$26,980,453
U.S. TOTAL		Construction	\$52,214,496
		Manufacturing	\$141,522,560
		Mining	\$1,760,325
		U.S. total	\$195,497,381

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

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