

SAFETY TEST EQUIPMENT & RESPIRATORS MARKET

The U.S. market for safety test equipment and respirators represents about \$2.1 billion, 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
2834 Pharmaceutical Preparations	\$126,549,930	7,346
2911 Petroleum Refining	\$99,549,002	1,866
2821 Plastics Materials, Synthetic Resins,	\$99,222,000	2,272
2869 Industrial Organic Chemicals	\$95,504,627	3,946
2819 Industrial Inorganic Chemicals	\$87,740,088	3,060
3471 Electroplating, Plating, Polishing, Anodizing, and Coloring	\$57,791,186	3,024
3296 Mineral Wool	\$55,067,477	285
3731 Ship Building and Repairing	\$45,907,319	1,151
2879 Pesticides and Agricultural Chemicals	\$38,471,556	1,035
3312 Steel Works, Blast Furnaces	\$32,541,549	2,779











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1623 Water, Sewer, Pipeline, and Utilities	\$122,899,001	13,490
1611 Highway and Street Construction	\$80,684,148	26,240
1542 General Contractors-Nonresidential Buildings	\$63,543,420	46,557
1771 Concrete Work	\$62,357,405	42,669
1629 Heavy Construction	\$39,672,973	14,345
1711 Plumbing, Heating and Air-Conditioning	\$30,502,073	183,113
1541 General Contractors-Industrial Buildings and Warehouses	\$26,279,615	14,164
1521 General Contractors-Single-Family Houses	\$25,289,177	442,958
1799 Special Trade Contractors	\$22,069,359	129,210
1721 Painting and Paper Hanging	\$21,936,832	90,555

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1221 Bituminous Coal and Lignite Surface Mining	\$46,439,204	550
1389 Oil and Gas Field Services	\$28,543,078	11,807
1381 Drilling Oil and Gas Wells	\$18,980,573	2,712
1479 Chemical and Fertilizer Mineral Mining	\$17,448,736	127
1222 Bituminous Coal Underground Mining	\$16,845,883	159
1021 Copper Ores	\$12,097,384	97
1099 Miscellaneous Metal Ores	\$10,149,042	63
1011 Iron Ores	\$9,439,867	97
1041 Gold Ores	\$8,307,694	388
1321 Natural Gas Liquids	\$6,007,211	545

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$23,215,864
		Manufacturing	\$68,216,175
		Mining	\$1,427,846
		Region total	\$92,859,885
MID- ATLANTIC		Construction	\$57,031,497
		Manufacturing	\$226,005,396
		Mining	\$19,772,677
		Region total	\$302,809,570
SOUTH ATLANTIC		Construction	\$122,047,592
		Manufacturing	\$209,532,159
		Mining	\$28,533,557
		Region total	\$360,113,308
SOUTHEAST CENTRAL		Construction	\$31,279,436
		Manufacturing	\$86,313,058
		Mining	\$14,325,223
		Region total	\$131,917,716
NORTHEAST CENTRAL		Construction	\$72,395,834
		Manufacturing	\$273,939,369
		Mining	\$20,396,917
		Region total	\$366,732,120
NORTHWEST CENTRAL		Construction	\$42,487,283
		Manufacturing	\$80,275,392
		Mining	\$13,035,545
		Region total	\$135,798,220
SOUTHWEST CENTRAL		Construction	\$92,327,323
		Manufacturing	\$200,161,081
		Mining	\$51,853,177
		Region total	\$344,341,580
MOUNTAIN STATES		Construction	\$51,245,396
		Manufacturing	\$63,769,643
		Mining	\$52,003,737
		Region total	\$167,018,775
PACIFIC COAST		Construction	\$83,974,508
		Manufacturing	\$136,601,457
		Mining	\$11,697,370
		Region total	\$232,273,335
U.S. TOTAL		Construction	\$576,004,732
		Manufacturing	\$1,344,813,729
		Mining	\$213,046,048
		U.S. total	\$2,133,864,509

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

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