

# SAFETY (PPE) MARKET

The U.S. market for safety (PPE) represents about \$5.2 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, con-

struction, 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
2911 Petroleum Refining	\$112,259,039	2,055
2821 Plastics Materials	\$103,293,018	2,019
3312 Steel Works	\$94,502,749	2,940
2621 Paper Mills	\$82,261,589	2,213
2834 Pharmaceutical Preparations	\$82,099,040	5,621
2819 Industrial Inorganic Chemicals	\$72,611,118	3,252
2869 Industrial Organic Chemicals	\$72,178,956	1,866
2631 Paperboard Mills	\$36,106,746	794
3321 Gray and Ductile Iron Foundries	\$35,013,075	492
3089 Plastics Products	\$31,754,123	10,024











## TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1542 General Contractors-Nonresidential	\$367,281,644	50,437
1611 Highway and Street Construction	\$357,310,416	29,373
1771 Concrete Work	\$272,302,082	38,023
1623 Water, Sewer, Pipeline, and Utilities	\$237,313,262	12,794
1711 Plumbing, Heating and Air-Conditioning	\$214,527,193	191,373
1731 Electrical Work	\$197,553,843	132,761
1629 Heavy Construction	\$188,512,670	15,953
1521 General Contractors-Single-Family Houses	\$127,534,804	395,921
1794 Excavation Work	\$120,281,933	41,499
1799 Special Trade Contractors	\$103,008,669	130,573

## TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1389 Oil and Gas Field Services	\$36,526,786	12,293
1381 Drilling Oil and Gas Wells	\$21,554,748	2,848
1311 Crude Petroleum and Natural Gas	\$17,542,172	6,484
1221 Bituminous Coal and Lignite Surface Mining	\$13,682,731	663
1479 Chemical and Fertilizer Mineral Mining	\$7,838,828	157
1382 Oil and Gas Field Exploration Services	\$6,321,439	6,061
1222 Bituminous Coal Underground Mining	\$4,966,122	208
1011 Iron Ores	\$3,302,479	103
1021 Copper Ores	\$2,944,760	82
1099 Miscellaneous Metal Ores	\$2,771,898	57

# END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$124,824,126
		Manufacturing	\$103,489,409
		Mining	\$815,397
		Region total	\$229,128,932
MID- ATLANTIC		Construction	\$302,700,279
		Manufacturing	\$273,035,167
		Mining	\$7,662,845
		Region total	\$583,398,291
SOUTH ATLANTIC		Construction	\$617,113,516
		Manufacturing	\$354,615,885
		Mining	\$13,325,022
		Region total	\$985,054,423
SOUTHEAST CENTRAL		Construction	\$171,778,563
		Manufacturing	\$184,551,917
		Mining	\$6,531,719
		Region total	\$362,862,200
NORTHEAST CENTRAL		Construction	\$373,313,489
		Manufacturing	\$510,423,900
		Mining	\$8,230,646
		Region total	\$891,968,035
NORTHWEST CENTRAL		Construction	\$215,161,857
		Manufacturing	\$153,483,605
		Mining	\$7,163,630
		Region total	\$375,809,093
SOUTHWEST CENTRAL		Construction	\$408,596,415
		Manufacturing	\$303,711,393
		Mining	\$61,155,990
		Region total	\$773,463,798
MOUNTAIN STATES		Construction	\$261,289,028
		Manufacturing	\$92,837,029
		Mining	\$20,475,937
		Region total	\$374,601,993
PACIFIC COAST		Construction	\$426,415,068
		Manufacturing	\$234,331,216
		Mining	\$7,995,341
		Region total	\$668,741,624
U.S. TOTAL		Construction	\$2,901,192,342
		Manufacturing	\$2,210,479,521
		Mining	\$133,356,527
		U.S. total	\$5,245,028,390

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

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