

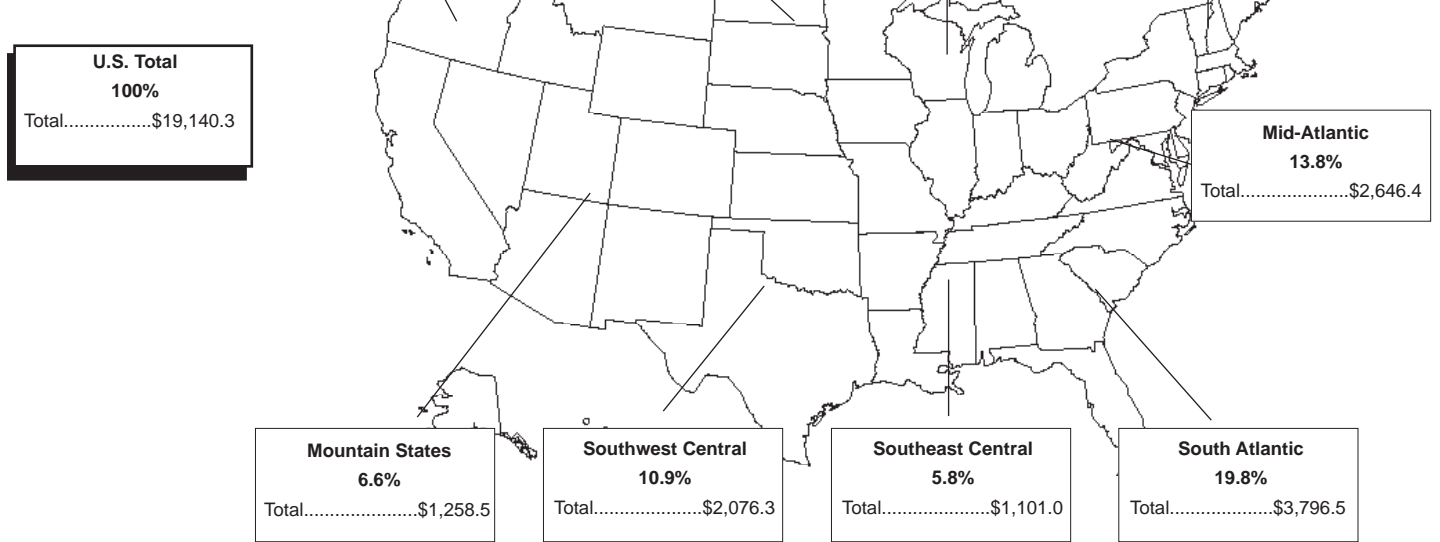
MARKETS UPDATE SUPPLEMENT P. 2

MARKET ANALYSIS: Janitorial Supplies Consumption in U.S. & Canada

Consumption of Janitorial Supplies in the U.S. was \$19.1 billion in 2010. Consumption in Canada was \$1.7 billion in 2010, according to data from Industrial Market Information.

End-user consumption of Janitorial Supplies by region, in millions of \$ (2010 estimates).

Learn more about data that Industrial Market Information can provide at www.imidata.com.



■ End-User Consumption of Janitorial Supplies in Canada by Industry & Region
in millions of \$ (2010 estimates)

Canada Total (100%): \$1,669.4	
Alberta (11%):	\$183.4
British Columbia (13%):	\$213.4
Manitoba (4%):	\$63.6
New Brunswick (2%):	\$41.0
Newfoundland (1%):	\$21.9
Nova Scotia (3%):	\$47.3
Northwest Territories (.2%):	\$2.7
Ontario (39%):	\$651.5
Prince Edward Island (.5%):	\$7.9
Quebec (23%):	\$378.9
Saskatchewan (3%):	\$55.3
Yukon Territories (.1%):	\$1.8

Top 10 Industries Overall

In \$ volume, by SIC, consuming Janitorial (2010 estimates)

SIC CODE	Volume	
	in \$millions	Companies
8062 General Medical & Surgical Hospitals	\$96.6	773
5812 Eating Places	\$84.5	50,381
8211 Elementary & Secondary Schools	\$70.9	16,219
7011 Hotels & Motels	\$53.9	11,504
5411 Grocery Stores	\$52.3	18,355
7389 Business Services, not elsewhere classified	\$44.2	82,937
8051 Skilled Nursing Care Facilities	\$43.6	1,233
9121 Legislative Bodies	\$43.3	10,684
7349 Building Maintenance Services, nec	\$42.3	6,045
5311 Department Stores	\$20.7	1,818

■ U.S. End-User Consumption of Janitorial Supplies by Industry: Top 10

Manufacturing

Top 10 industries in \$ volume, by SIC code, consuming Janitorial (2010 estimates)

SIC Code	Manufacturing Janitorial (in \$millions)	Company Count
2834 Pharmaceutical Preparations	\$49.4	3,887
3714 Motor Vehicle Parts & Accesories	\$44.9	5,057
3089 Plastics Products	\$44.9	9,518
2711 Newspapers	\$39.3	11,393
2015 Poultry Slaughtering & Processing	\$38.1	741
2752 Commercial Printing	\$35.8	28,703
3599 Industrial & Commercial Machinery & Equipment	\$33.3	27,464
3674 Semiconductors & Related Devices	\$26.2	2,629
2051 Bread & Other Bakery Products	\$26.1	4,305
2086 Bottled & Canned Soft Drinks/Carbonated Water	\$25.8	1,880

Construction

Top 10 industries in \$ volume, by SIC code, consuming Janitorial (2010 estimates)

SIC Code	Construction Janitorial (in \$millions)	Company Count
1521 Gen Contractor - Single-Family Housing	\$26.1	420,658
1711 Plumbing/Heating/Air Conditioning	\$23.9	174,678
1731 Electrical Work	\$19.7	118,229
1542 Gen Contractor - Nonresidential	\$14.3	52,263
1799 Specialty Trade Contractors, nec	\$11.1	111,183
1611 Highway & Street Construction	\$8.7	26,053
1771 Concrete Work	\$7.7	43,285
1761 Roofing, Siding & Sheet Metal Work	\$7.4	58,046
1742 Plastering, Drywall, Acoustical & Insulation Work	\$6.5	35,024
1721 Painting & Paper Hanging	\$6.5	93,606

Utilities & Mining

Top 10 industries in \$ volume, by SIC code, consuming Janitorial (2010 estimates)

SIC Code	Utilities & Mining Janitorial (in \$millions)	Company Count
4213 Trucking - Except Local	\$77.5	49,597
4813 Telephone Communications	\$74.7	33,994
4311 U.S. Postal Service	\$66.5	25,400
4212 Local Trucking without Storage	\$59.4	114,173
4911 Electric Services	\$47.8	8,239
4119 Local Passenger Transport, nec	\$41.5	25,290
4953 Refuse Systems	\$28.8	20,978
4512 Air Transportation	\$22.2	2,644
4581 Airports, Flying Fields, Airport Terminal Services	\$21.9	8,650
4111 Local & Suburban Transit	\$21.4	5,112