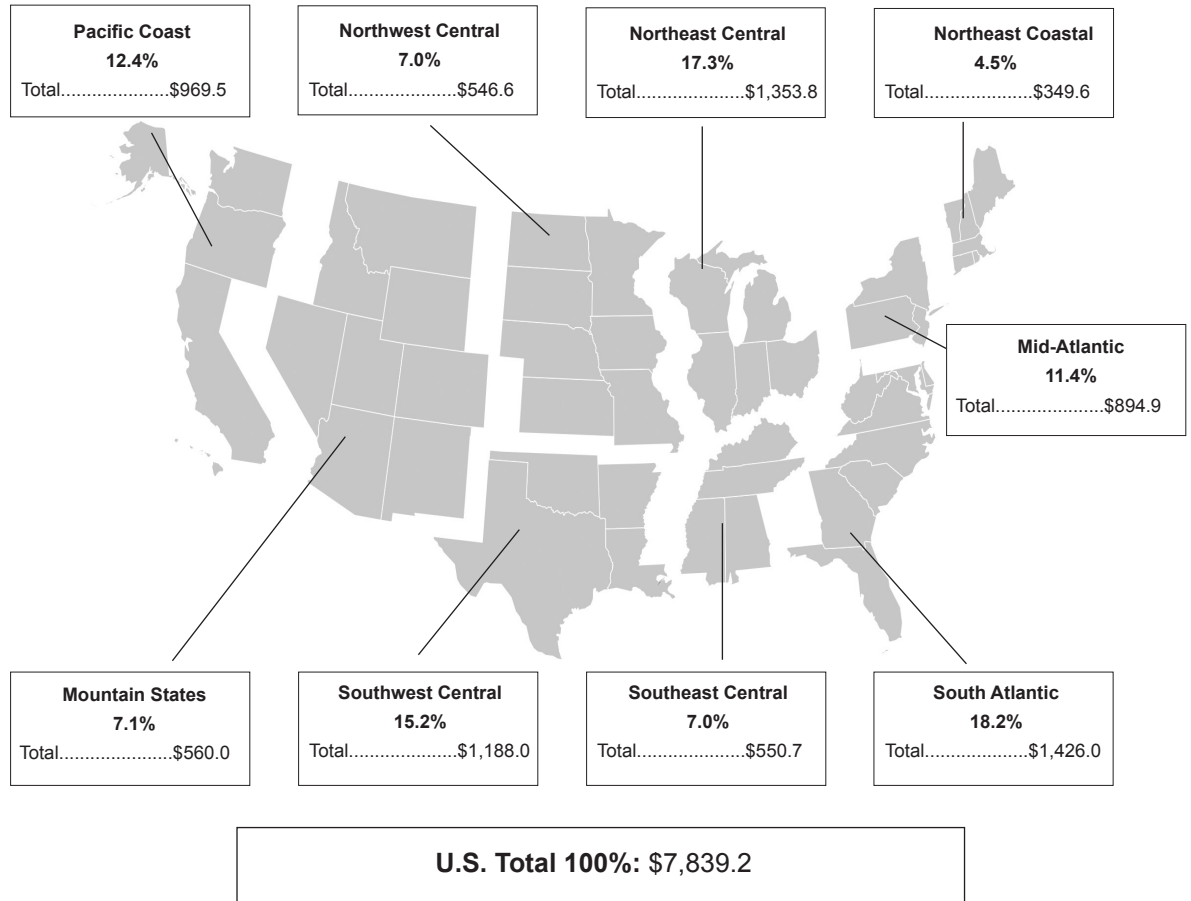


MARKET ANALYSIS: Safety Products Consumption in the United States

Consumption of Safety Products in the U.S. was \$7.8 billion in 2014, according to data from MDM Analytics (formerly Industrial Market Information). All estimates are 2014 end user demand, in U.S. dollars, including distributor margin.

■ U.S. End-User consumption of Safety Products by region, in millions of \$ (2014 estimates)



■ U.S. End-User Consumption of Safety Products: Top 10 End-Markets

Top 10 end-markets in \$ volume, by NAICS code, consuming Safety Products(2014 estimates)

End User	Estimated Consumption
236220 Commercial and Institutional Building Construction	\$512.3 million
237310 Highway, Street, and Bridge Construction	\$471.2 million
238110 Poured Concrete Foundation and Structure Contractors	\$306.8 million
237110 Water and Sewer Line and Related Structures Construction	\$268.0 million
238220 Plumbing, Heating, and Air-Conditioning Contractors	\$231.4 million
325412 Pharmaceutical Preparation Manufacturing	\$226.5 million
324110 Petroleum Refineries	\$208.5 million
325211 Plastics Material and Resin Manufacturing	\$202.7 million
238210 Electrical Contractors and Other Wiring Installation Contractors	\$195.9 million
325180 Other Basic Inorganic Chemical Manufacturing	\$187.5 million

This market size estimate was compiled by MDM Analytics, Lafayette, CO.
Learn more about MDM Analytics at www.mdm.com/analytics.