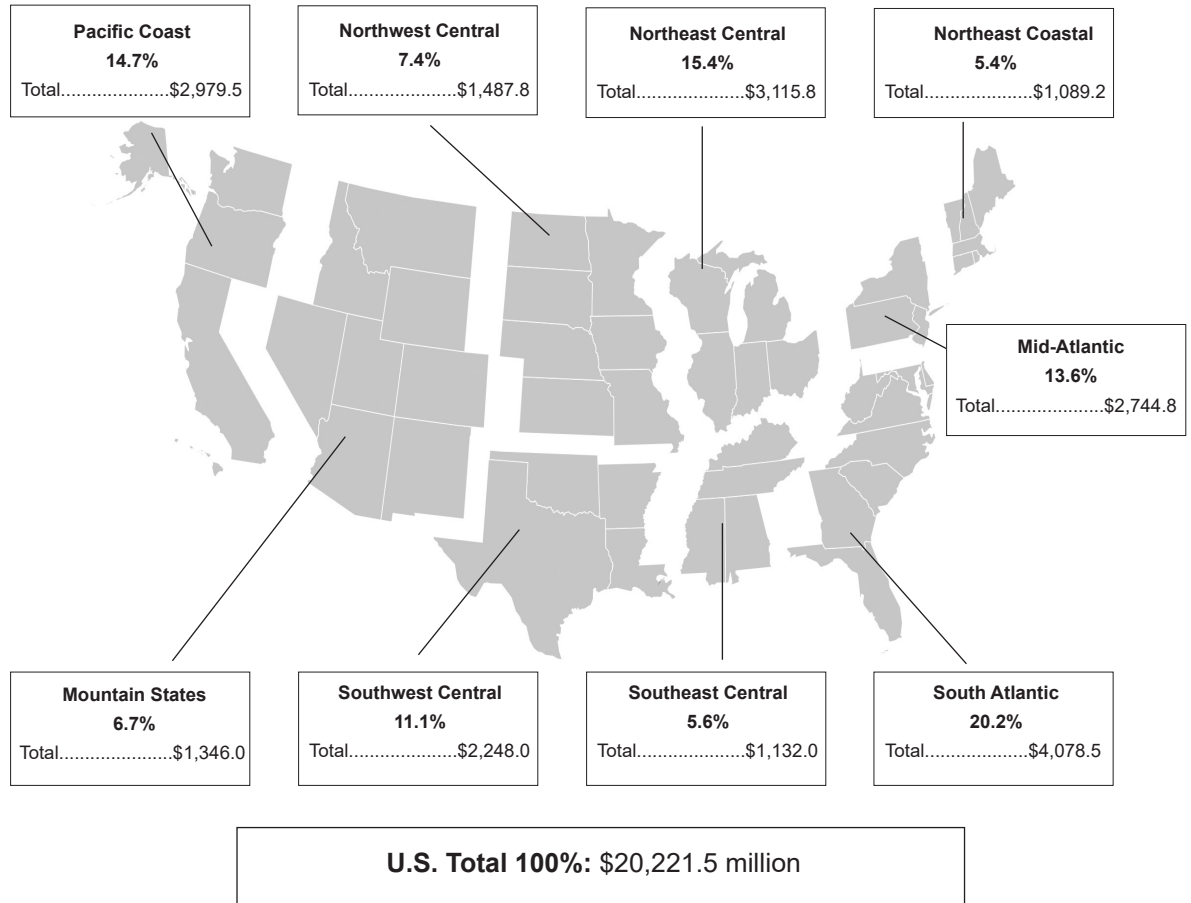


MARKET ANALYSIS: Janitorial Supplies Consumption in the United States

Consumption of Janitorial Supplies in the U.S. was \$20.2 billion in 2015, according to data from MDM Analytics. All estimates are 2015 end user demand, in U.S. dollars, including distributor margin.

■ U.S. End-User consumption of Janitorial Supplies by region, in millions of \$ (2015 estimates)



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

Top 10 end-markets in \$ volume, by NAICS code, consuming Janitorial Supplies (2015 estimates)

End User	Estimated Consumption
622110 General Medical and Surgical Hospitals	\$1,883.2 million
611110 Elementary and Secondary Schools	\$1,017.8 million
722511 Full-Service Restaurants	\$554.7 million
721110 Hotels (except Casino Hotels) and Motels	\$522.1 million
722513 Limited-Service Restaurants	\$521.8 million
561720 Janitorial Services	\$503.5 million
623110 Nursing Care Facilities (Skilled Nursing Facilities)	\$498.5 million
621111 Offices of Physicians (except Mental Health Specialists)	\$395.4 million
611310 Colleges, Universities, and Professional Schools	\$373.6 million
445110 Supermarkets and Other Grocery (except Convenience) Stores	\$350.2 million

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