

Industry Statistics

Report on

2002 Sanitary Supply Distributor Sales

Results of a joint research study conducted by [Sanitary Maintenance](#) magazine and the International Sanitary Supply Association (ISSA)

About the Study...

This study was designed, prepared and conducted by the Research Department of Trade Press Publishing Corp., publisher of *Sanitary Maintenance* magazine, in conjunction with the International Sanitary Supply Association (ISSA). Its primary purpose was to gather information on distributor sales of chemicals, power equipment, paper/plastic products and supplies/accessories. Data shown in this report was derived from non-duplicated questionnaires returned from a random sample of U.S. Sanitary Maintenance readers and ISSA members. Projected market totals were computed using weighted means. Dollar figures presented represent sales by distributors after markup. Estimates for manufacturer sales are difficult to make based on these figures since markup varies from category to category and from one distributor to another.

Survey Results

[Breakdown of Product Sales](#)

[Additional Sales Information](#)

2002 Distributor Sales Volume

TOTAL SALES - \$21,100,000,000		Percentage of Total
Paper/Plastics	\$8,798,700,000	41.7%
Chemicals	\$7,638,200,000	36.2%
Supplies & Accessories	\$2,363,200,000	11.2%
Power Equipment	\$1,477,000,000	7.0%
Other Janitorial Products	\$822,900,000	3.9%

2002 Distributor Sales by Market Segment

Industrial (manufacturing plants, food processing, utilities, warehouses)	\$2,890,700,000	13.7%
Contract Cleaners	\$2,601,700,000	12.3%
Commercial (office buildings, property management firms)	\$2,553,100,000	12.1%
Health Care (hospitals, nursing homes, clinics, medical offices, dental offices)	\$2,532,000,000	12.0%
Educational (schools, colleges/universities)	\$2,426,500,000	11.5%

Restaurants/Clubs (stand-alone, country clubs)	\$2,004,500,000	9.5%
Retail (grocery, shopping malls, department stores, auto dealers, misc. retail)	\$1,899,000,000	9.0%
Hotels/Motels	\$1,329,300,000	6.3%
Governmental (municipal, county, state, federal)	\$1,244,900,000	5.9%
Transportation (airports, public transit, bus and rail stations)	\$537,600,000	2.6%
Residential (apartment buildings, condominiums)	\$511,000,000	2.4%
Religious (churches, convents, etc., excluding hospitals & schools)	\$379,800,000	1.8%
Recreation (stadiums, health clubs, movie theaters, casinos, bowling alleys)	\$189,900,000	0.9%
Total	\$21,100,000,000	

[top](#)

Breakdown of 2002 Product Sales

2002 Chemical Sales - \$7,638,200,000

Bench Products (lubricants, solvents, parts cleaner, cutting fluids)	\$412,462,800	5.4%
Bio Enzymes (drain openers/drain cleaners, etc.)	\$206,231,400	2.7%
Carpet Care Chemicals (shampoos, pretreats, spotters, etc.)	\$542,312,200	7.1%
Cleaners & Degreasers (glass, wall)	\$1,161,006,400	15.2%
Disinfectants & Sanitizers (bowl/porcelain cleaners, etc.)	\$771,458,200	10.1%
Hand Cleaners (bar, liquid, powder, etc.)	\$901,307,600	11.8%
Ice Melts	\$420,101,000	5.5%
Insecticides, Herbicides & Pesticides	\$53,467,400	0.7%
Laundry Detergents	\$244,422,400	3.2%
Odor Control (blocks, liquids, gels)	\$374,271,800	4.9%
Pool/Spa Care Products	\$38,191,000	0.5%
Resilient & Hard Floor Chemicals (strippers, neutralizers, seals, finishers, restorers, spray buffs, etc.)	\$1,688,042,200	22.1%
Warewash Chemicals	\$236,784,200	3.1%
Water Treatment Chemicals	\$22,914,600	0.3%
Other chemicals not listed above	\$565,226,800	7.4%
Total	\$7,638,200,000	

2002 Power Equipment Sales - \$1,477,000,000

Automatic Scrubbers	\$246,659,000	16.7%
Battery Powered Floor Machines (polishers/burnishers)	\$75,327,000	5.1%
Carpet Extractors	\$200,872,000	13.6%
Electric (Corded) Powered Floor Machines (polishers/burnishers)	\$234,843,000	15.9%
Pressure Washers	\$25,109,000	1.7%
Propane Powered Floor Machines	\$56,126,000	3.8%
Power Sweepers	\$36,925,000	2.5%
Replacement Parts	\$147,700,000	10.0%
Ultrasonic Cleaners	\$1,477,000	0.1%
Vacuums (backpack)	\$60,557,000	4.1%
Vacuums (tank and wet/dry)	\$41,356,000	2.8%
Vacuums (upright, wide area)	\$267,337,000	18.1%
Other Power Equipment not listed above	\$82,712,000	5.6%
Total	\$1,477,000,000	
2002 Supplies/Accessories - \$2,363,200,000		
Absorbents/Spill Containment	\$51,990,400	2.2%
Brooms & Brushes	\$252,862,400	10.7%
Dusters, Dust Mops, & Applicator Pads	\$241,046,400	10.2%
Floor Pads	\$255,225,600	10.8%
Floor Machine Brushes	\$49,627,200	2.1%
Gloves (lightweight, disposable, safety)	\$215,051,200	9.1%
Hand Tools (scrapers, screwdrivers, pliers, hammers, flashlights)	\$59,080,000	2.5%
Mats & Matting	\$252,862,400	10.7%
Microfiber Products (mops, cloths, etc.)	\$56,716,800	2.4%
Wet Mops (all types except microfiber)	\$215,051,200	9.1%
Mopping Equipment (buckets, wringers, etc.)	\$163,060,800	6.9%
Protective Clothing/Equipment	\$87,438,400	3.7%
Safety Products (other than gloves)	\$63,806,400	2.7%
Signage/Barricades	\$21,268,800	0.9%
Squeegees	\$25,995,200	1.1%
Warewashing Equipment	\$30,721,600	1.3%
Waste Handling Equipment (carts, receptacles, not liners)	\$113,433,600	4.8%
Washroom Fixtures (dryers, dispensers, toilet partitions)	\$59,080,000	2.5%
Window Washing Accessories (buckets, holsters, etc., not squeegees)	\$35,448,000	1.5%
Other Supplies/Accessories not listed above	\$113,433,600	4.8%

Total **\$2,363,200,000**

2002 Paper/Plastics - \$8,798,700,000

Food Service Disposables (napkins, plates, bowls, cups, cutlery, wraps) \$1,346,201,100 15.3%

Industrial Wipers \$580,714,200 6.6%

Liners & Bags (paper or synthetic/plastic) \$1,821,330,900 20.7%

Packaging Products \$1,073,441,400 12.2%

Towels, Facial Tissue and Toilet Tissue \$3,739,447,500 42.5%

Other Paper/Plastics not listed above \$237,564,900 2.7%

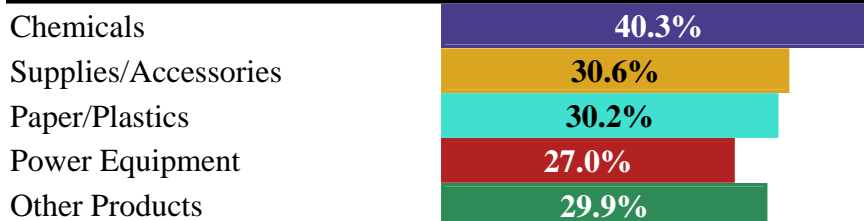
Total **\$8,798,700,000**

2002 Other Janitorial Products Not Listed in Any Preceding Category - \$822,900,000

[top](#)

Additional Sales Information

2002 Average Gross Margin



Number of Salespeople Employed

Inside Salespeople 3
Outside Salespeople 5

Source of Orders

