

# HSS CUTTING TOOLS MARKET

The U.S. market for high-speed steel (HSS) cutting tools represents about \$2.3 billion, according to estimates from MDM Analytics, Niwot, Colorado. The following charts show the top 10 industries, by Standard Industrial Classification (SIC) code, consuming these products in the

manufacturing, construction 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
3714 Motor Vehicle Parts and Accessories	\$251,682,308	6,441
3724 Aircraft Engines and Engine Parts	\$148,724,761	1,241
3711 Motor Vehicles and Passenger Car Bodies	\$134,379,064	1,916
3599 Industrial and Commercial Machinery and Equipment	\$103,846,313	23,554
3531 Construction Machinery and Equipment	\$99,482,417	4,039
3721 Aircraft	\$69,247,480	2,398
3523 Farm Machinery and Equipment	\$65,027,579	2,927
3544 Special Dies and Tools, Die Sets, Jigs and Fixtures	\$50,715,749	4,604
3728 Aircraft Parts and Auxiliary Equipment	\$38,895,502	3,166
3812 Search & Navigation Equipment	\$33,856,060	3,897











## TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$121,748,367	194,092
1731 Electrical Work	\$82,845,952	117,877
1542 General Contractors-Nonresidential Buildings	\$32,172,905	43,798
1761 Roofing, Siding, and Sheet Metal Work	\$17,331,936	63,932
1521 General Contractors-Single-Family Houses	\$16,473,408	478,689
1629 Heavy Construction	\$16,377,646	13,285
1751 Carpentry Work	\$16,259,220	49,257
1541 General Contractors-Industrial Buildings and Warehouses	\$14,175,603	12,582
1611 Highway and Street Construction	\$11,950,690	27,615
1522 General Contractors-Residential Buildings	\$11,130,114	33,439

## TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
4911 Electric Services	\$1,430,873	24,202
4953 Refuse Systems	\$928,542	27,922
1381 Drilling Oil and Gas Wells	\$925,036	2,164
1389 Oil and Gas Field Services	\$847,433	13,066
1311 Crude Petroleum and Natural Gas	\$491,626	5,109
4813 Telephone Communications, Except Radiotelephone	\$309,734	31,176
1221 Bituminous Coal and Lignite Surface Mining	\$259,961	552
4922 Natural Gas Transmission	\$232,911	1,658
1382 Oil and Gas Field Exploration Services	\$228,123	6,428
1479 Chemical and Fertilizer Mineral Mining	\$210,728	106

# END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$17,981,814
		Manufacturing	\$101,256,017
		Mining/Utilities	\$234,104
		Region total	\$28,341,519
MID- ATLANTIC		Construction	\$45,090,247
		Manufacturing	\$157,896,221
		Mining/Utilities	\$765,577
		Region total	\$61,645,446
SOUTH ATLANTIC		Construction	\$84,875,581
		Manufacturing	\$271,589,240
		Mining/Utilities	\$1,174,987
		Region total	\$357,639,808
SOUTHEAST CENTRAL		Construction	\$20,260,842
		Manufacturing	\$119,970,755
		Mining/Utilities	\$419,280
		Region total	\$140,650,877
NORTHEAST CENTRAL		Construction	\$49,414,926
		Manufacturing	\$559,325,738
		Mining/Utilities	\$820,997
		Region total	\$609,561,661
NORTHWEST CENTRAL		Construction	28,102,552
		Manufacturing	\$168,724,022
		Mining/Utilities	\$532,620
		Region total	\$197,359,194
SOUTHWEST CENTRAL		Construction	\$51,562,687
		Manufacturing	\$193,895,752
		Mining/Utilities	\$2,494,863
		Region total	\$247,953,302
MOUNTAIN STATES		Construction	\$33,771,542
		Manufacturing	\$93,866,855
		Mining/Utilities	\$842,465
		Region total	\$128,480,862
PACIFIC COAST		Construction	\$221,953,735
		Manufacturing	\$59,702,599
		Mining	\$851,638
		Region total	\$282,507,972
U.S. TOTAL		Construction	\$390,762,790
		Manufacturing	\$1,888,478,335
		Mining/Utilities	\$8,136,531
		U.S. total	\$2,287,377,656

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

## GROW YOUR MARKET SHARE

Market intelligence to  
target high-potential  
accounts

### Market profiles by:

- County
- Zip
- Account



**888-742-5060**

[www.mdm.com/mdm-analytics](http://www.mdm.com/mdm-analytics)

**Reach your full  
market potential**