

HAND TOOLS MARKET

The U.S. market for hand tools represents about \$4.9 billion, according to estimates from MDM Analytics, Boulder, Colorado. The following charts show the top 10 industries, by Standard Industrial Classification (SIC) code, consuming these products in the manufacturing, con-

struction 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
3599 Industrial and Commercial Machinery and Equipment	\$ 107,381,397	22,014
3721 Aircraft	105,632,227	2,696
3714 Motor Vehicle Parts and Accessories	105,071,468	5,790
3711 Motor Vehicles and Passenger Car Bodies	73,998,963	1,924
3724 Aircraft Engines and Engine Parts	72,522,737	1,136
2621 Paper Mills	64,144,737	2,092
3531 Construction Machinery and Equipment	53,904,365	4,055
3441 Fabricated Structural Metal	51,434,514	6,609
3544 Special Dies and Tools, Die Sets, Jigs and Fixtures	51,379,209	4,897
3523 Farm Machinery and Equipment	49,143,765	3,527











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$ 401,630,908	184,425
1731 Electrical Work	243,165,702	116,915
1521 General Contractors-Single-Family Houses	162,073,918	447,772
1542 General Contractors-Nonresidential Buildings	136,459,694	45,655
1611 Highway and Street Construction	106,957,886	26,239
1771 Concrete Work	88,562,471	42,603
1623 Water, Sewer, and Utility Lines	84,949,569	13,038
1629 Heavy Construction	70,082,722	13,923
1541 General Contractors-Industrial Buildings and Warehouses	57,273,673	13,430
1721 Painting and Paper Hanging	55,690,479	91,526

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1389 Oil and Gas Field Services	\$ 16,243,281	12,421
1381 Drilling Oil and Gas Wells	11,454,846	2,490
1479 Chemical and Fertilizer Mineral Mining	5,630,189	120
1311 Crude Petroleum and Natural Gas	3,668,581	5,716
1221 Bituminous Coal and Lignite Surface Mining	3,039,679	530
1382 Oil and Gas Field Exploration Services	1,408,408	5,664
1321 Natural Gas Liquids	1,177,908	478
1222 Bituminous Coal Underground Mining	1,102,478	143
1041 Gold Ores	1,071,009	364
1422 Crushed and Broken Limestone	1,062,214	1,005

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$77,419,747
		Manufacturing	\$173,214,977
		Mining	\$335,707
		Region total	\$250,970,430
MID- ATLANTIC		Construction	\$190,305,265
		Manufacturing	\$355,685,500
		Mining	\$3,253,972
		Region total	\$549,244,736
SOUTH ATLANTIC		Construction	\$368,383,100
		Manufacturing	\$503,876,176
		Mining	\$4,014,065
		Region total	\$876,273,341
SOUTHEAST CENTRAL		Construction	\$90,380,029
		Manufacturing	\$215,439,003
		Mining	\$1,777,699
		Region total	\$307,596,731
NORTHEAST CENTRAL		Construction	\$218,483,804
		Manufacturing	\$754,452,532
		Mining	\$3,501,494
		Region total	\$976,437,830
NORTHWEST CENTRAL		Construction	\$123,051,636
		Manufacturing	\$263,990,676
		Mining	\$2,752,197
		Region total	\$389,794,509
SOUTHWEST CENTRAL		Construction	\$231,162,099
		Manufacturing	\$342,292,022
		Mining	\$25,613,939
		Region total	\$599,068,060
MOUNTAIN STATES		Construction	\$145,472,106
		Manufacturing	\$149,808,878
		Mining	\$8,481,242
		Region total	\$303,762,226
PACIFIC COAST		Construction	\$260,869,964
		Manufacturing	\$391,633,888
		Mining	\$3,564,334
		Region total	\$656,068,186
U.S. TOTAL		Construction	\$1,705,527,749
		Manufacturing	\$3,150,393,653
		Mining	\$53,294,648
		U.S. total	\$4,909,216,049

Source: MDM Analytics Boulder, Colo., (303) 443-5062, www.mdm.com/analytics.

GROW YOUR MARKET SHARE

Market intelligence to
target high-potential
accounts

Market profiles by:

- County
- Zip
- Account

 **mdm analytics**

888-742-5060
www.mdm.com/analytics

**Reach your full
market potential**