

# HAND TOOLS MARKET

The U.S. market for General Hand Tools represents about \$5.9 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
3599	Industrial and Commercial Machinery and Equipment	\$136,251,875	23,554
3714	Motor Vehicle Parts and Accessories	\$130,189,818	6,441
3724	Aircraft Engines and Engine Parts	\$92,438,048	1,241
3721	Aircraft	\$86,872,310	2,398
3711	Motor Vehicles and Passenger Car Bodies	\$76,710,282	1,916
2621	Paper Mills	\$78,248,799	1,957
3531	Construction Machinery and Equipment	\$66,018,002	4,039
3441	Fabricated Structural Metal	\$65,823,016	7,540
3544	Special Dies and Tools, Jigs and Fixtures	\$57,211,784	4,604
3523	Farm Machinery and Equipment	\$50,591,398	2,927











## TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$503,496,635	194,092
1731	Electrical Work	\$299,762,102	117,877
1521	General Contractors-Single-Family Houses	\$210,672,109	478,689
1542	General Contractors-Nonresidential Buildings	\$167,720,392	43,798
1611	Highway and Street Construction	\$122,341,919	27,615
1771	Concrete Work	\$109,251,546	44,576
1623	Water, Sewer, Pipeline, and Utility Construction	\$102,167,939	13,079
1629	Heavy Construction	\$81,865,102	13,285
1721	Painting and Paper Hanging	\$68,095,495	93,712
1761	Roofing, Siding, and Sheet Metal Work	\$67,533,354	63,932

## TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$37,860,028	24,202
4213	Trucking, Except Local	\$23,473,564	49,803
1389	Oil and Gas Field Services	\$21,619,443	13,066
4953	Refuse Systems	\$18,902,708	27,922
4111	Local and Suburban Transit	\$11,862,612	8,891
1381	Drilling Oil and Gas Wells	\$11,945,668	2,164
4311	United States Postal Service	\$10,022,810	21,437
4841	Cable and Other Pay Television Services	\$8,900,880	8,753
4899	Communications Services	\$8,904,920	58,146
4512	Air Transportation, Scheduled	\$5,933,606	2,451

# END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$95,848,384
		Manufacturing	\$184,292,102
		Mining	\$7,849,051
		Region total	\$287,989,537
MID- ATLANTIC		Construction	\$235,853,474
		Manufacturing	\$379,727,052
		Mining	\$26,606,256
		Region total	\$642,186,782
SOUTH ATLANTIC		Construction	\$457,442,655
		Manufacturing	\$590,464,040
		Mining	\$38,873,753
		Region total	\$1,086,780,448
SOUTHEAST CENTRAL		Construction	\$109,248,251
		Manufacturing	\$252,897,606
		Mining	\$12,699,692
		Region total	\$374,845,549
NORTHEAST CENTRAL		Construction	\$265,385,750
		Manufacturing	\$870,175,604
		Mining	\$28,001,619
		Region total	\$1,163,562,973
NORTHWEST CENTRAL		Construction	\$151,730,225
		Manufacturing	\$301,974,841
		Mining	\$17,194,671
		Region total	\$470,899,737
SOUTHWEST CENTRAL		Construction	\$280,784,758
		Manufacturing	\$384,270,432
		Mining	\$51,547,065
		Region total	\$716,602,255
MOUNTAIN STATES		Construction	\$180,386,132
		Manufacturing	\$173,854,872
		Mining	\$20,980,321
		Region total	\$375,221,325
PACIFIC COAST		Construction	\$318,819,489
		Manufacturing	\$427,200,126
		Mining	\$28,181,797
		Region total	\$774,201,412
U.S. TOTAL		Construction	\$2,095,499,118
		Manufacturing	\$3,564,856,675
		Mining	\$231,934,225
		U.S. total	\$5,892,290,018

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

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