

MECHANICS HAND TOOLS MARKET

The U.S. market for mechanics hand tools represents about \$2.7 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 | \$72,995,011 | 23,224 |
| 3714 | Motor Vehicle Parts and Accessories | \$62,575,674 | 6,483 |
| 3724 | Aircraft Engines and Engine Parts | \$42,924,238 | 1,250 |
| 2621 | Paper Mills | \$36,824,627 | 2,044 |
| 3721 | Aircraft | \$34,506,003 | 2,461 |
| 3711 | Motor Vehicles and Passenger Car Bodies | \$32,479,511 | 2,159 |
| 3531 | Construction Machinery and Equipment | \$31,693,127 | 4,041 |
| 3441 | Fabricated Structural Metal | \$30,884,061 | 7,660 |
| 3544 | Special Dies and Tools, Die Sets, Jigs and Fixtures | \$29,756,044 | 4,457 |
| 3523 | Farm Machinery and Equipment | \$28,688,052 | 3,078 |

TOP 10 CONSTRUCTION INDUSTRIES

| SIC code | | Market Value | Companies |
|----------|---|---------------|-----------|
| 1711 | Plumbing, Heating and Air-Conditioning | \$211,753,306 | 190,611 |
| 1731 | Electrical Work | \$152,761,419 | 115,421 |
| 1521 | General Contractors-Single-Family Houses | \$89,435,652 | 468,840 |
| 1542 | General Contractors-Nonresidential Buildings | \$70,517,188 | 43,491 |
| 1611 | Highway and Street Construction | \$49,718,543 | 27,198 |
| 1623 | Water, Sewer, Pipeline, and Utility Line Construction | \$43,155,060 | 13,220 |
| 1771 | Concrete Work | \$41,648,369 | 44,147 |
| 1629 | Heavy Construction | \$34,456,541 | 13,131 |
| 1761 | Roofing, Siding, and Sheet Metal Work | \$28,927,631 | 63,133 |
| 1721 | Painting and Paper Hanging | \$28,352,116 | 91,244 |

TOP 10 MINING/UTILITIES INDUSTRIES

| SIC code | | Market Value | Companies |
|----------|---|--------------|-----------|
| 4911 | Electric Services | \$16,992,456 | 24,592 |
| 4213 | Trucking, Except Local | \$12,358,819 | 57,344 |
| 1389 | Oil and Gas Field Services | \$9,814,991 | 13,906 |
| 4953 | Refuse Systems | \$8,470,466 | 27,801 |
| 4111 | Local and Suburban Transit | \$6,418,305 | 8,867 |
| 4311 | United States Postal Service | \$6,283,016 | 22,522 |
| 1381 | Drilling Oil and Gas Wells | \$5,472,041 | 2,125 |
| 4841 | Cable and Other Pay Television Services | \$5,349,045 | 8,491 |
| 4899 | Communications Services | \$3,845,509 | 56,034 |
| 4212 | Local Trucking Without Storage | \$2,888,148 | 173,171 |

END-USER CONSUMPTION BY REGION

| | | | |
|-------------------|---|------------------|-----------------|
| NORTHEAST COASTAL |  | Construction | \$ 40,955,536 |
| | | Manufacturing | \$ 97,245,36 |
| | | Mining & Utility | \$ 55,432,491 |
| | | Region total | \$ 469,708,580 |
| MID-ATLANTIC |  | Construction | \$ 97,688,772 |
| | | Manufacturing | \$ 183,258,808 |
| | | Mining & Utility | \$ 12,251,777 |
| | | Region total | \$ 293,199,357 |
| SOUTH ATLANTIC |  | Construction | \$ 196,830,763 |
| | | Manufacturing | \$ 271,069,716 |
| | | Mining & Utility | \$ 17,684,419 |
| | | Region total | \$ 485,584,898 |
| SOUTHEAST CENTRAL |  | Construction | \$ 46,518,869 |
| | | Manufacturing | \$ 114,709,291 |
| | | Mining & Utility | \$ 5,936,927 |
| | | Region total | \$167,165,087 |
| NORTHEAST CENTRAL |  | Construction | \$ 112,380,828 |
| | | Manufacturing | \$ 423,209,795 |
| | | Mining & Utility | \$ 12,912,817 |
| | | Region total | \$ 541,133,872 |
| NORTHWEST CENTRAL |  | Construction | \$ 65,194,641 |
| | | Manufacturing | \$ 141,444,378 |
| | | Mining & Utility | \$ 8,266,954 |
| | | Region total | \$ 214,905,973 |
| SOUTHWEST CENTRAL |  | Construction | \$ 119,836,263 |
| | | Manufacturing | \$ 183,612,108 |
| | | Mining & Utility | \$ 23,638,116 |
| | | Region total | \$ 327,086,487 |
| MOUNTAIN STATES |  | Construction | \$ 77,499,739 |
| | | Manufacturing | \$ 83,248,512 |
| | | Mining & Utility | \$ 9,485,333 |
| | | Region total | \$ 170,233,584 |
| PACIFIC COAST |  | Construction | \$ 137,111,908 |
| | | Manufacturing | \$ 200,801,571 |
| | | Mining & Utility | \$ 12,856,078 |
| | | Region total | \$350,769,557 |
| U.S. TOTAL |  | Construction | \$ 894,017,317 |
| | | Manufacturing | \$1,698,599,540 |
| | | Mining & Utility | \$108,575,670 |
| | | U.S. total | \$2,701,192,529 |

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

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