

CUTTING TOOLS

The U.S. market for cutting tools – both carbide and high-speed steel combined – represents about \$6.9 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
3724	Aircraft Engines and Engine Parts	\$687,691,919	1,324
3714	Motor Vehicle Parts and Accessories	\$529,396,690	7,204
3599	Industrial and Comm. Machinery and Equip, Not Elsewhere Classified	\$441,521,046	24,726
3531	Construction Machinery and Equipment	\$411,179,533	4,150
3523	Farm Machinery and Equipment	\$347,973,453	3,225
3711	Motor Vehicles and Passenger Car Bodies	\$206,217,709	2,314
3544	Special Dies and Tools, Die Sets, Jigs and Fixtures, and Ind. Molds	\$166,227,893	4,434
3621	Motors and Generators	\$155,049,599	1,607
3519	Internal Combustion Engines, Not Elsewhere Classified	\$141,754,912	821
3541	Machine Tools, Metal Cutting Types	\$139,113,216	2,193











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$160,085,593	196,608
1731	Electrical Work	\$136,439,688	116,377
1542	Gen Contractors-Nonres Bldgs, Other than Indust Bldg and Warehouses	\$52,530,658	44,339
1761	Roofing, Siding, and Sheet Metal Work	\$26,267,593	65,144
1521	General Contractors-Single-Family Houses	\$20,781,418	469,752
1751	Carpentry Work	\$20,204,128	48,222
1629	Heavy Construction, Not Elsewhere Classified	\$19,965,778	13,224
1541	General Contractors-Industrial Buildings and Warehouses	\$17,918,492	13,219
1611	Highway and Street Construction, Except Elevated Highways	\$14,790,119	27,957
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$14,769,514	35,309

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$2,436,173	27,050
1381	Drilling Oil and Gas Wells	\$1,386,767	2,183
4953	Refuse Systems	\$1,224,285	28,919
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$1,161,736	15,473
1311	Crude Petroleum and Natural Gas	\$974,941	5,080
4813	Telephone Communications, Except Radiotelephone	\$461,720	26,949
4311	United States Postal Service	\$390,994	23,051
1382	Oil and Gas Field Exploration Services	\$349,915	7,059
4812	Radiotelephone Communications	\$303,403	40,728
4841	Cable and Other Pay Television Services	\$288,465	8,281

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$25,829,403
		Manufacturing	\$418,360,073
		Mining/Utilities	\$463,515
		Region total	\$444,652,991
MID- ATLANTIC		Construction	\$61,584,360
		Manufacturing	\$590,657,034
		Mining/Utilities	\$1,116,551
		Region total	\$653,357,945
SOUTH ATLANTIC		Construction	\$117,507,725
		Manufacturing	\$807,250,105
		Mining/Utilities	\$1,731,910
		Region total	\$926,489,740
SOUTHEAST CENTRAL		Construction	\$27,969,946
		Manufacturing	\$364,767,093
		Mining/Utilities	\$656,705
		Region total	\$393,393,744
NORTHEAST CENTRAL		Construction	\$68,135,976
		Manufacturing	\$1,931,436,022
		Mining/Utilities	\$1,199,655
		Region total	\$2,000,771,653
NORTHWEST CENTRAL		Construction	\$40,072,197
		Manufacturing	\$571,985,031
		Mining/Utilities	\$823,869
		Region total	\$612,881,097
SOUTHWEST CENTRAL		Construction	\$72,500,912
		Manufacturing	\$675,878,487
		Mining/Utilities	\$3,792,717
		Region total	\$752,172,116
MOUNTAIN STATES		Construction	\$48,959,798
		Manufacturing	\$314,037,867
		Mining/Utilities	\$1,156,373
		Region total	\$364,154,038
PACIFIC COAST		Construction	\$84,808,037
		Manufacturing	\$721,529,073
		Mining/Utilities	\$1,282,368
		Region total	\$807,619,478
U.S. TOTAL		Construction	\$547,368,354
		Manufacturing	\$6,395,900,785
		Mining/Utilities	\$12,223,663
		U.S. total	\$6,955,492,802

Source: MDM Analytics, Niwot, Colorado, (303) 443-5062, 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

**Reach your full
market potential**