

FASTENERS – MRO AND OEM COMBINED

The U.S. market for MRO and OEM Fasteners represents about \$10.3 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
3711	Motor Vehicles and Passenger Car Bodies	\$1,042,639,234	2,286
3714	Motor Vehicle Parts and Accessories	\$935,896,395	7,181
3441	Fabricated Structural Metal	\$295,435,770	8,190
3444	Sheet Metal Work	\$247,246,283	5,879
3429	Hardware, Not Elsewhere Classified	\$189,210,205	1,875
3448	Prefabricated Metal Buildings and Components	\$182,685,255	1,987
3599	Ind and Comm Machinery and Equipment, Not Elsewhere Classified	\$180,614,302	24,801
3523	Farm Machinery and Equipment	\$173,870,441	3,190
3651	Household Audio and Video Equipment	\$169,126,757	2,100
2431	Millwork	\$142,356,148	15,258











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$471,628,102	195,970
1542	GenContractors-Nonres Bldgs, Other than Indust Bldgs & Warehouses	\$224,835,051	43,989
1521	General Contractors-Single-Family Houses	\$191,276,248	466,851
1731	Electrical Work	\$163,609,689	115,524
1629	Heavy Construction, Not Elsewhere Classified	\$102,704,840	13,027
1541	General Contractors-Industrial Buildings and Warehouses	\$100,983,044	13,021
1761	Roofing, Siding, and Sheet Metal Work	\$90,106,937	64,658
1623	Water, Sewer, Pipeline, and Comm & Power Line Construction	\$77,336,460	13,577
1611	Highway and Street Construction, Except Elevated Highways	\$69,648,078	27,736
1771	Concrete Work	\$62,950,752	44,397

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$13,872,401	27,034
1221	Bituminous Coal and Lignite Surface Mining	\$10,519,646	551
1479	Chemical and Fertilizer Mineral Mining, Not Elsewhere Classified	\$8,047,785	97
1041	Gold Ores	\$6,890,033	381
4953	Refuse Systems	\$6,477,565	28,806
1222	Bituminous Coal Underground Mining	\$4,801,423	113
1311	Crude Petroleum and Natural Gas	\$3,927,510	5,018
4941	Water Supply	\$3,789,956	11,940
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$3,347,334	15,414
1241	Coal Mining Services	\$3,183,315	536

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$79,102,180
		Manufacturing	\$431,580,951
		Mining/Utilities	\$2,349,679
		Region total	\$513,032,810
MID-ATLANTIC		Construction	\$190,813,818
		Manufacturing	\$748,785,088
		Mining/Utilities	\$10,385,764
		Region total	\$949,984,670
SOUTH ATLANTIC		Construction	\$375,075,467
		Manufacturing	\$1,215,655,001
		Mining/Utilities	\$14,984,760
		Region total	\$1,605,715,228
SOUTHEAST CENTRAL		Construction	\$94,560,436
		Manufacturing	\$607,228,726
		Mining/Utilities	\$8,649,395
		Region total	\$710,438,556
NORTHEAST CENTRAL		Construction	\$217,661,791
		Manufacturing	\$2,507,030,928
		Mining/Utilities	\$10,334,119
		Region total	\$2,735,026,838
NORTHWEST CENTRAL		Construction	\$129,526,834
		Manufacturing	\$626,972,924
		Mining/Utilities	\$7,869,551
		Region total	\$764,369,309
SOUTHWEST CENTRAL		Construction	\$242,226,100
		Manufacturing	\$877,080,142
		Mining/Utilities	\$18,397,313
		Region total	\$1,137,703,555
MOUNTAIN STATES		Construction	\$155,955,793
		Manufacturing	\$412,777,134
		Mining/Utilities	\$18,223,571
		Region total	\$586,956,498
PACIFIC COAST		Construction	\$265,697,113
		Manufacturing	\$1,007,198,153
		Mining/Utilities	\$10,382,880
		Region total	\$1,283,278,146
U.S. TOTAL		Construction	\$1,750,619,532
		Manufacturing	\$8,434,309,046
		Mining/Utilities	\$101,577,032
		U.S. total	\$10,286,505,609

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

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