

CUTTING TOOLS MARKET

The U.S. market for cutting tools (carbide and high-speed steel) represents about \$6.7 billion, according to estimates from MDM Analytics, Niwot, Colorado. The following charts show the top 10 sectors, 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	\$676,623,699	1,360
3714	Motor Vehicle Parts and Accessories	\$435,675,159	7,229
3599	Industrial & Comm Machinery and Equipmt, Not Elsewhere Classified	\$419,517,728	24,843
3531	Construction Machinery and Equipment	\$404,108,606	4,089
3523	Farm Machinery and Equipment	\$352,182,812	3,182
3711	Motor Vehicles and Passenger Car Bodies	\$185,373,507	2,285
3544	Special Dies & Tools, Die Sets, Jigs & Fixtures, and Industrial Molds	\$167,332,280	4,374
3621	Motors and Generators	\$145,244,640	1,608
3519	Internal Combustion Engines, Not Elsewhere Classified	\$142,569,617	824
3541	Machine Tools, Metal Cutting Types	\$135,436,311	2,134











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$162,713,868	196,710
1731	Electrical Work	\$137,477,606	115,569
1542	Gen Contractors-Nonres Bldgs, Other than Ind Bldgs & Warehouses	\$52,621,298	43,974
1761	Roofing, Siding, and Sheet Metal Work	\$26,508,118	65,411
1521	General Contractors-Single-Family Houses	\$21,077,642	465,921
1751	Carpentry Work	\$20,568,002	47,634
1629	Heavy Construction, Not Elsewhere Classified	\$19,630,617	13,013
1541	General Contractors-Industrial Buildings and Warehouses	\$18,066,724	13,023
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$14,773,847	34,858
1611	Highway and Street Construction, Except Elevated Highways	\$14,544,777	27,750

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$2,392,968	27,372
1381	Drilling Oil and Gas Wells	\$1,259,336	2,139
4953	Refuse Systems	\$1,224,679	29,032
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$1,136,319	15,498
1311	Crude Petroleum and Natural Gas	\$1,083,573	5,037
4813	Telephone Communications, Except Radiotelephone	\$453,452	26,568
4311	United States Postal Service	\$379,559	22,849
1382	Oil and Gas Field Exploration Services	\$330,280	7,110
4812	Radiotelephone Communications	\$278,455	40,357
4922	Natural Gas Transmission	\$254,988	1,794

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$25,986,945
		Manufacturing	\$350,547,482
		Mining/Utilities	\$371,382
		Region total	\$376,905,809
MID- ATLANTIC		Construction	\$62,139,932
		Manufacturing	\$583,484,543
		Mining/Utilities	\$1,109,961
		Region total	\$646,734,436
SOUTH ATLANTIC		Construction	\$117,986,905
		Manufacturing	\$790,005,474
		Mining/Utilities	\$1,655,169
		Region total	\$909,647,547
SOUTHEAST CENTRAL		Construction	\$28,371,181
		Manufacturing	\$356,403,792
		Mining/Utilities	\$653,192
		Region total	\$385,428,165
NORTHEAST CENTRAL		Construction	\$68,485,929
		Manufacturing	\$1,788,035,922
		Mining/Utilities	\$1,193,145
		Region total	\$1,857,714,996
NORTHWEST CENTRAL		Construction	\$40,353,501
		Manufacturing	\$558,723,737
		Mining/Utilities	\$817,424
		Region total	\$599,894,661
SOUTHWEST CENTRAL		Construction	\$73,940,562
		Manufacturing	\$667,008,883
		Mining/Utilities	\$3,752,773
		Region total	\$744,702,218
MOUNTAIN STATES		Construction	\$49,325,017
		Manufacturing	\$309,604,963
		Mining/Utilities	\$1,088,055
		Region total	\$360,018,035
PACIFIC COAST		Construction	\$85,109,865
		Manufacturing	\$704,045,298
		Mining/Utilities	\$1,233,961
		Region total	\$790,389,124
U.S. TOTAL		Construction	\$551,699,837
		Manufacturing	\$6,107,860,093
		Mining/Utilities	\$11,875,061
		U.S. total	\$6,671,434,992

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

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