

POWER TOOLS – ELECTRIC AND AIR

The U.S. market for electric- and air-powered tools represents about \$3.7 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
3714	Motor Vehicle Parts and Accessories	\$198,988,625	7,220
3711	Motor Vehicles and Passenger Car Bodies	\$97,081,275	2,257
3724	Aircraft Engines and Engine Parts	\$79,030,655	1,360
3721	Aircraft	\$73,273,575	2,355
3651	Household Audio and Video Equipment	\$59,168,257	2,083
3441	Fabricated Structural Metal	\$54,288,809	8,220
3728	Aircraft Parts and Auxiliary Equipment, Not Elsewhere Classified	\$53,495,960	3,437
3531	Construction Machinery and Equipment	\$47,847,156	4,030
3812	Search, Detection, Navig, Guidance, Aeronautical, Naut. Systems/Instruments	\$46,569,562	3,877
3523	Farm Machinery and Equipment	\$43,675,236	3,161











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$254,187,772	194,712
1731	Electrical Work	\$238,042,410	114,409
1542	Gen. Contractors-Nonres. Bldgs, Other Than Ind. Bldgs/Warehouses	\$91,346,477	43,649
1771	Concrete Work	\$65,739,812	43,729
1521	General Contractors-Single-Family Houses	\$63,431,705	455,967
1623	Water, Sewer, Pipeline, and Commun. and Power Line Construction	\$40,808,004	13,519
1611	Highway and Street Construction, Except Elevated Highways	\$36,785,047	27,476
1522	General Contractors-Residential Buildings, Other Than Single-Family	\$35,897,853	34,491
1629	Heavy Construction, Not Elsewhere Classified	\$33,898,181	12,855
1541	General Contractors-Industrial Buildings and Warehouses	\$32,399,390	12,858

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$15,434,960	27,249
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$8,294,644	15,379
1381	Drilling Oil and Gas Wells	\$5,338,575	2,135
4213	Trucking, Except Local	\$5,331,605	62,267
4953	Refuse Systems	\$3,898,413	28,710
1442	Construction Sand and Gravel	\$3,065,010	2,378
1479	Chemical and Fertilizer Mineral Mining, Not Elsewhere Classified	\$2,662,542	97
4311	United States Postal Service	\$2,555,406	22,753
1422	Crushed and Broken Limestone	\$2,412,070	1,076
1311	Crude Petroleum and Natural Gas	\$2,193,781	5,025

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction Manufacturing Mining/Utilities Region total	\$49,356,999 \$142,371,710 \$2,858,357 \$194,587,066
MID- ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$118,206,079 \$257,022,950 \$8,364,448 \$383,593,477
SOUTH ATLANTIC		Construction Manufacturing Mining/Utilities Region total	\$226,636,559 \$402,289,087 \$12,599,452 \$641,525,098
SOUTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$54,320,728 \$180,311,271 \$5,239,476 \$239,871,475
NORTHEAST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$132,324,273 \$623,968,920 \$9,717,549 \$766,010,743
NORTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$78,910,693 \$194,941,977 \$6,409,284 \$280,261,954
SOUTHWEST CENTRAL		Construction Manufacturing Mining/Utilities Region total	\$145,072,338 \$279,941,622 \$20,527,246 \$445,541,206
MOUNTAIN STATES		Construction Manufacturing Mining/Utilities Region total	\$96,492,505 \$143,814,123 \$9,529,410 \$249,836,039
PACIFIC COAST		Construction Manufacturing Mining/Utilities Region total	\$164,102,069 \$332,409,184 \$9,138,188 \$505,649,441
U.S. TOTAL		Construction Manufacturing Mining/Utilities U.S. total	\$1,065,422,244 \$2,557,070,844 \$84,383,409 \$3,706,876,498

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

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