

HAND TOOLS

The U.S. market for hand tools represents about \$12 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	\$224,603,466	7,518
3724	Aircraft Engines and Engine Parts	\$214,835,971	1,398
3721	Aircraft	\$195,732,951	2,468
2621	Paper Mills	\$146,548,793	2,191
3441	Fabricated Structural Metal	\$136,845,354	8,616
3544	Special Dies & Tools, Die Sets, Jigs & Fixtures, and Industrial Molds	\$117,731,303	4,327
3711	Motor Vehicles and Passenger Car Bodies	\$110,109,332	2,400
2821	Plastics Materials, Synthetic Resins, and Nonvulcanizable Elastomers	\$100,219,247	3,394
3728	Aircraft Parts and Auxiliary Equipment, Not Elsewhere Classified	\$91,199,536	3,574
2911	Petroleum Refining	\$88,096,567	1,678











TOP 10 CONSTRUCTION INDUSTRIES

SIC code		Market Value	Companies
1711	Plumbing, Heating and Air-Conditioning	\$1,148,038,727	208,374
1731	Electrical Work	\$836,961,097	121,296
1521	General Contractors-Single-Family Houses	\$464,447,437	475,963
1542	General Contractors-Nonresidential Buildings, Other than Industrial	\$351,519,801	45,474
1611	Buildings and Warehouses	\$260,459,003	29,072
1771	Highway and Street Constr, Except Elev Highways, Concrete Work	\$232,779,476	48,811
1623	Water, Sewer, Pipeline, and Comm and Power Line Construction	\$212,673,010	14,219
1541	General Contractors-Industrial Buildings and Warehouses	\$163,586,678	13,384
1629	Heavy Construction, Not Elsewhere Classified	\$161,445,443	13,377
1761	Roofing, Siding, and Sheet Metal Work	\$154,718,025	73,775

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code		Market Value	Companies
4911	Electric Services	\$95,602,351	31,720
4213	Trucking, Except Local	\$45,251,175	66,781
4953	Refuse Systems	\$40,991,601	30,824
1389	Oil and Gas Field Services, Not Elsewhere Classified	\$34,776,537	16,081
1381	Drilling Oil and Gas Wells	\$30,647,167	2,164
4841	Cable and Other Pay Television Services	\$29,031,004	8,759
4311	United States Postal Service	\$28,718,692	26,770
4111	Local and Suburban Transit	\$28,055,309	9,646
4899	Communications Services, Not Elsewhere Classified	\$17,154,439	53,308
1311	Crude Petroleum and Natural Gas	\$15,673,714	5,130

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$215,228,659
		Manufacturing	\$310,095,778
		Mining/Utilities	\$35,706,365
		Region total	\$561,030,802
MID- ATLANTIC		Construction	\$532,729,075
		Manufacturing	\$616,814,011
		Mining/Utilities	\$53,802,516
		Region total	\$1,203,345,602
SOUTH ATLANTIC		Construction	\$1,011,666,421
		Manufacturing	\$944,457,679
		Mining/Utilities	\$75,896,984
		Region total	\$2,032,021,084
SOUTHEAST CENTRAL		Construction	\$247,729,853
		Manufacturing	\$402,277,318
		Mining/Utilities	\$25,492,079
		Region total	\$675,499,250
NORTHEAST CENTRAL		Construction	\$591,650,184
		Manufacturing	\$1,395,687,913
		Mining/Utilities	\$55,697,254
		Region total	\$2,043,035,352
NORTHWEST CENTRAL		Construction	\$350,047,221
		Manufacturing	\$449,246,041
		Mining/Utilities	\$34,077,181
		Region total	\$833,370,443
SOUTHWEST CENTRAL		Construction	\$671,161,451
		Manufacturing	\$649,247,890
		Mining/Utilities	\$109,788,737
		Region total	\$1,430,198,078
MOUNTAIN STATES		Construction	\$422,266,627
		Manufacturing	\$308,711,318
		Mining/Utilities	\$38,744,397
		Region total	\$769,722,341
PACIFIC COAST		Construction	\$726,531,057
		Manufacturing	\$55,891,016
		Mining/Utilities	\$1,746,934,751
		Region total	\$2,529,356,824
U.S. TOTAL		Construction	\$4,769,010,548
		Manufacturing	\$5,132,428,963
		Mining/Utilities	\$2,176,140,265
		U.S. total	\$12,077,579,776

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

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