

METAL CUTTING FLUIDS MARKET

The U.S. market for metal cutting fluids represents about \$4.3 billion, according to estimates from MDM Analytics, Boulder, Colo. The following charts show the top industries, by Standard Industrial Classification (SIC) code, consuming these products in manufacturing and

construction, 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 25 MANUFACTURING INDUSTRIES

SIC code	Market Value	Companies
3724 Aircraft Engines and Engine Parts	\$300,081,829	916
3714 Motor Vehicle Parts and Accessories	\$292,759,854	3,896
3599 Industrial and Commercial Machinery and Equipment	\$222,121,051	20,768
3711 Motor Vehicles and Passenger Car Bodies	\$173,450,270	1,443
3721 Aircraft	\$159,350,543	1,863
3519 Internal Combustion Engines	\$120,832,200	883
3523 Farm Machinery and Equipment	\$113,346,356	2,958
3545 Cutting Tools, Machine Tool Accessories	\$110,553,809	2,271
3541 Machine Tools, Metal Cutting Types	\$102,403,642	2,556
3531 Construction Machinery and Equipment	\$94,551,056	4,165
3491 Industrial Valves	\$86,571,382	809
3429 Hardware	\$85,777,259	1,978
3544 Special Dies and Tools, Die Sets, Jigs and Fixtures	\$79,538,656	4,352
3561 Pumps and Pumping Equipment	\$69,300,632	1,398
3494 Valves and Pipe Fittings	\$64,485,072	684
3562 Ball and Roller Bearings	\$63,671,428	391
3511 Turbines, and Turbine Generator Set Units	\$60,379,733	719
3452 Bolts, Nuts, Screws, Rivets, and Washers	\$58,563,747	1,303
3451 Screw Machine Products	\$52,743,765	1,204
3621 Motors and Generators	\$49,196,093	1,533
3826 Laboratory Analytical Instruments	\$46,783,153	1,675
3563 Air and Gas Compressors	\$43,743,355	694
3728 Aircraft Parts and Auxiliary Equipment	\$43,025,654	2,327
3841 Surgical and Medical Instruments and Apparatus	\$42,273,147	4,345
3559 Special Industry Machinery	\$41,493,305	2,766

TOP CONSTRUCTION INDUSTRY

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$289,299	191,373

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$35,289
		Manufacturing	\$425,984,802
		Region total	\$426,020,091
MID- ATLANTIC		Construction	\$22,434
		Manufacturing	\$192,156,158
		Region total	\$192,178,592
SOUTH ATLANTIC		Construction	\$39,546
		Manufacturing	\$1,367,770,386
		Region total	\$1,367,809,932
SOUTHEAST CENTRAL		Construction	\$15,602
		Manufacturing	\$257,637,327
		Region total	\$257,652,928
NORTHEAST CENTRAL		Construction	\$21,114
		Manufacturing	\$383,047,522
		Region total	\$383,068,636
NORTHWEST CENTRAL		Construction	\$39,276
		Manufacturing	\$489,135,014
		Region total	\$489,174,290
SOUTHWEST CENTRAL		Construction	\$64,942
		Manufacturing	\$559,509,440
		Region total	\$559,574,382
MOUNTAIN STATES		Construction	\$17,202
		Manufacturing	\$273,174,485
		Region total	\$273,191,687
PACIFIC COAST		Construction	\$33,892
		Manufacturing	\$426,987,201
		Region total	\$427,021,093
U.S. TOTAL		Construction	\$289,298
		Manufacturing	\$4,375,402,334
		U.S. total	\$4,375,691,631

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

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