

HIGH-SPEED STEEL CUTTING TOOLS MARKET

The U.S. market for high-speed steel cutting tools represents about \$2.1 billion, according to estimates from MDM Analytics, Boulder, 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
3714 Motor Vehicle Parts and Accessories	\$214,616,870	5,221
3711 Motor Vehicles and Passenger Car Bodies	\$136,964,203	1,994
3724 Aircraft Engines and Engine Parts	\$123,284,960	994
3721 Aircraft	\$88,965,672	1,968
3599 Industrial and Commercial Machinery and Equipment	\$86,473,108	22,407
3531 Construction Machinery and Equipment	\$85,824,508	4,212
3523 Farm Machinery and Equipment	\$66,741,009	3,397
3544 Special Dies and Tools, Die Sets, Jigs and Fixtures	\$48,122,498	5,173
3519 Internal Combustion Engines	\$30,377,036	1,020
3728 Aircraft Parts and Auxiliary Equipment	\$30,015,934	2,560











TOP 10 CONSTRUCTION INDUSTRIES

SIC code	Market Value	Companies
1711 Plumbing, Heating and Air-Conditioning	\$102,611,763	179,249
1731 Electrical Work	\$71,006,853	120,448
1542 General Contractors-Nonresidential Buildings	\$27,657,452	47,229
1629 Heavy Construction	\$14,813,819	14,525
1761 Roofing, Siding, and Sheet Metal Work	\$14,345,082	53,612
1751 Carpentry Work	\$14,297,238	45,839
1521 General Contractors-Single-Family Houses	\$13,390,383	428,324
1541 General Contractors-Industrial Buildings and Warehouses	\$13,254,224	15,002
1611 Highway and Street Construction	\$11,039,106	26,414
1522 General Contractors-Residential Buildings	\$9,940,585	39,905

TOP 10 MINING/UTILITIES INDUSTRIES

SIC code	Market Value	Companies
1381 Drilling Oil and Gas Wells	\$937,219	2,780
1389 Oil and Gas Field Services	\$672,726	12,164
1311 Crude Petroleum and Natural Gas	\$507,399	6,100
1221 Bituminous Coal and Lignite Surface Mining	\$249,961	566
1479 Chemical and Fertilizer Mineral Mining	\$210,063	130
1382 Oil and Gas Field Exploration Services	\$192,398	5,612
1222 Bituminous Coal Underground Mining	\$90,722	158
1021 Copper Ores	\$69,324	96
1011 Iron Ores	\$65,772	99
1099 Miscellaneous Metal Ores	\$63,890	60

END-USER CONSUMPTION BY REGION

NORTHEAST COASTAL		Construction	\$15,739,817
		Manufacturing	\$102,610,414
		Mining	\$19,614
		Region total	\$118,369,845
MID- ATLANTIC		Construction	\$38,256,386
		Manufacturing	\$148,829,091
		Mining	\$166,576
		Region total	\$187,252,053
SOUTH ATLANTIC		Construction	\$73,281,340
		Manufacturing	\$244,146,024
		Mining	\$273,349
		Region total	\$317,700,712
SOUTHEAST CENTRAL		Construction	\$18,184,903
		Manufacturing	\$97,548,478
		Mining	\$125,343
		Region total	\$115,858,724
NORTHEAST CENTRAL		Construction	\$42,920,598
		Manufacturing	\$531,891,481
		Mining	\$223,807
		Region total	\$575,035,886
NORTHWEST CENTRAL		Construction	\$24,470,494
		Manufacturing	\$150,894,596
		Mining	\$145,100
		Region total	\$175,510,191
SOUTHWEST CENTRAL		Construction	\$43,770,087
		Manufacturing	\$181,951,419
		Mining	\$1,699,723
		Region total	\$227,421,229
MOUNTAIN STATES		Construction	\$28,263,657
		Manufacturing	\$77,396,717
		Mining	\$566,854
		Region total	\$106,227,228
PACIFIC COAST		Construction	\$51,352,181
		Manufacturing	\$202,753,784
		Mining	\$212,710
		Region total	\$254,318,675
U.S. TOTAL		Construction	\$336,239,464
		Manufacturing	\$1,738,022,004
		Mining	\$3,433,074
		U.S. total	\$2,077,694,542

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

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