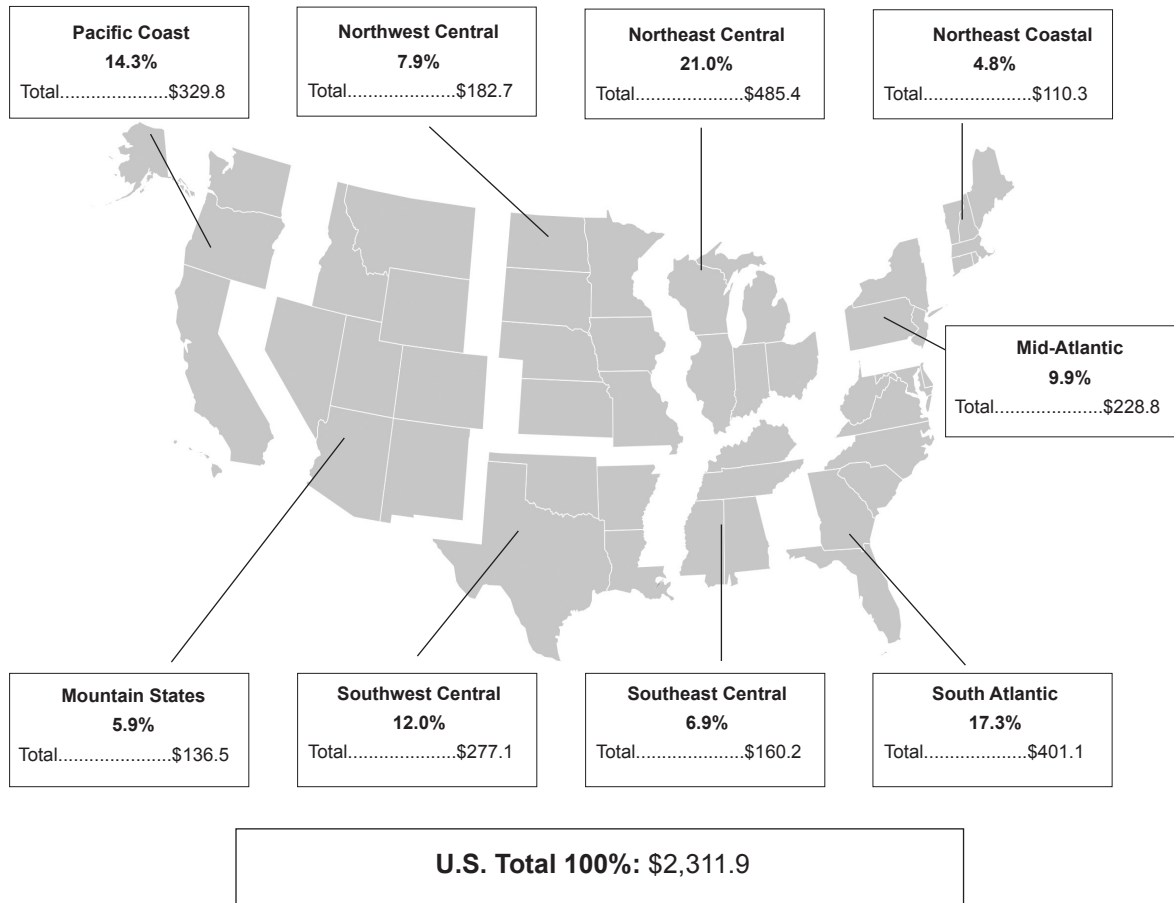


## MARKET ANALYSIS: Power Tools Consumption in North America

Consumption of Power Tools in the U.S. was \$2.3 billion in 2013, according to data from MDM Analytics (formerly Industrial Market Information). In Canada, consumption of Power Tools was \$257.1 million and in Mexico consumption was \$265.1 million. All estimates are 2013 end user demand, in U.S. dollars, including distributor margin.

**MARKETS  
UPDATE  
SUPPLEMENT  
P. 3**

### ■ U.S. End-User consumption of Power Tools by region, in millions of \$ (2013 estimates)



### ■ U.S. End-User Consumption of Power Tools: Top 10 End-Markets

Top 10 end-markets in \$ volume, by NAICS code, consuming Power Tools (2013 estimates)

End User	Estimated Consumption
238220 Plumbing, Heating, and Air-Conditioning Contractors	\$129.1 million
238210 Electrical Contractors and Other Wiring Installation Contractors	\$98.7 million
336390 Other Motor Vehicle Parts Manufacturing	\$76.6 million
336411 Aircraft Manufacturing	\$72.8 million
236220 Commercial and Institutional Building Construction	\$64.6 million
336111 Automobile Manufacturing	\$64.5 million
336412 Aircraft Engine and Engine Parts Manufacturing	\$37.6 million
334310 Audio and Video Equipment Manufacturing	\$35.8 million
238110 Poured Concrete Foundation and Structure Contractors	\$29.8 million
333120 Construction Machinery Manufacturing	\$28.9 million

## End-User Consumption of Power Tools in Canada

### ■ End-Market Size by Province (U.S.\$)

Provinces	Estimated Consumption
Ontario	\$112.2 million
Quebec	\$57.6 million
Alberta	\$33.0 million
British Columbia	\$27.0 million
Manitoba	\$9.5 million
Saskatchewan	\$6.1 million
New Brunswick	\$4.6 million
Nova Scotia	\$4.3 million
Newfoundland and Labrador	\$2.0 million
Prince Edward Island	\$0.6 million
Northwest Territory	\$0.1 million
Yukon	\$0.1 million
Nunavut Territory	\$0.03 million

### ■ Top 5 End-Markets for Power Tools

End-markets in \$ volume, by NAICS code (2013 estimates)

6-digit NAICS	Description	Estimated Consumption
238220	Plumbing, Heating and Air-Conditioning Contractors	\$11.8 million
238210	Electrical Contractors and Other Wiring Installation Contractors	\$9.9 million
336390	Other Motor Vehicle Parts Manufacturing	\$8.2 million
336111	Automobile Manufacturing	\$8.1 million
333132	Oil and Gas Field Machinery & Equipment Manufacturing	\$7.3 million

Total Consumption in Canada: \$257.1 million

## End-User Consumption of Power Tools in Mexico

### ■ End-Market Size: Top 10 States (U.S.\$)

States	Estimated Consumption
Distrito Federal	\$34.8 million
Mexico	\$34.8 million
Nuevo Leon	\$29.1 million
Jalisco	\$22.6 million
Chihuahua	\$19.5 million
Coahuila De Zaragoza	\$19.1 million
Baja California	\$13.4 million
Tamaulipas	\$13.2 million
Guanajuato	\$12.2 million
Queretaro De Arteaga	\$10.3 million

### ■ Top 5 End-Markets for Power Tools

End-markets in \$ volume, by NAICS code (2013 estimates)

6-digit NAICS	Description	Estimated Consumption
336390	Other Motor Vehicle Parts Manufacturing	\$39.2 million
236220	Commercial and Institutional Building Construction	\$12.7 million
336111	Automobile Manufacturing	\$10.0 million
313210	Broadwoven Fabric Mills	\$8.0 million
334419	Other Electronic Component Mfg	\$6.2 million

Total Consumption in Mexico: \$265.1 million

This market size estimate was compiled by MDM Analytics, Lafayette, CO. Learn more about MDM Analytics at [www.mdm.com/analytics](http://www.mdm.com/analytics).