Power & Hand Tools

US Industry Study with Forecasts for **2016 & 2021**

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Power & Hand Tools

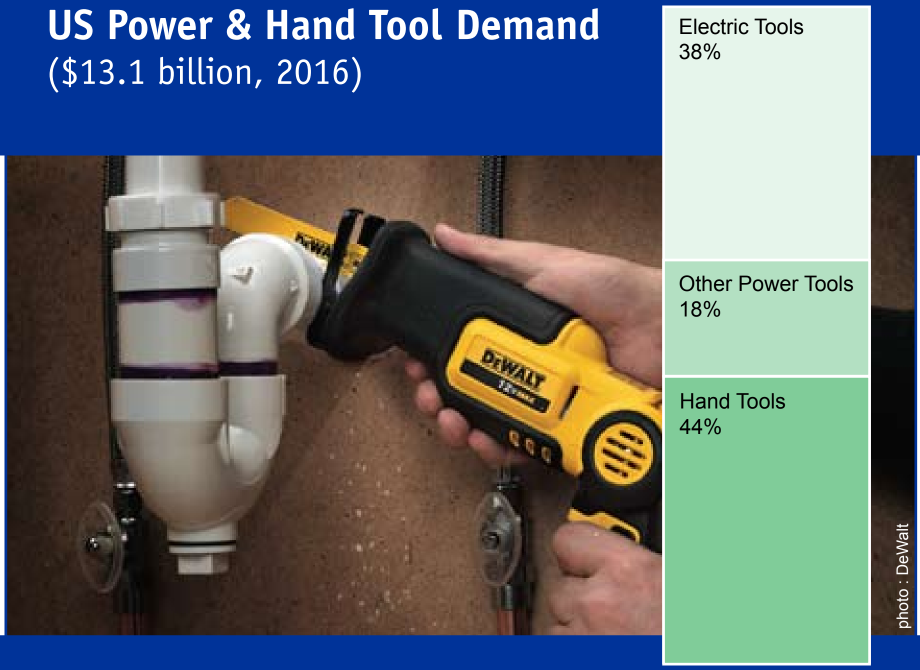
US Industry Study with Forecasts for ***2016 & 2021***

Gains in US demand will be driven in part by the continued popularity of DIY and home remodeling activities among consumers, and by an improved US manufacturing environment.

US demand to rise 4.8% annually through 2016

Demand for power and hand tools in the US is forecast to expand 4.8 percent per year to $13.1 billion in 2016, a turnaround from declines recorded during the 2006-2011 period. Growth will benefit in large part from recovering construction activity, specifically an expected rebound in housing starts. The continued popularity of DIY and home remodeling activities among consumers will provide additional sales opportunities, and an improved US manufacturing environment will also support gains. However, intense price competition in nearly every category of tools will serve to restrain advances in market value. The durability of many engine-driven, hand, and pneumatic tools will also limit overall sales gains.

US Power & Hand Tool Demand
($13.1 billion, 2016)



Demand for power tools to outperform hand tools

Demand gains for power tools will outperform those for hand tools, as power tools -- especially cordless electric tools -- benefit from greater capacity for innovation. For instance, battery technology improvements have made cordless electric tools more powerful, which has increased their usage -- especially in the professional market. Additionally, lithium-ion batteries are becoming increasingly prominent in cordless tools, as they offer a lighter weight and longer run time than the nickel-based batteries they replace. Advances in the hand tool market are ultimately limited by their inherently simple design, which allows for only modest improvements and pricing increases. In addition, many hand tools are designed to last decades, restraining opportunities for replacement sales.

Professional demand growth to outpace DIY

The professional market comprised the majority of power and hand tool demand in 2011, which reflects the greater concentration of expensive power tools in the professional market. In addition, professionals tend to use tools on a daily basis and, as a result, must replace tools more frequently (although professionals can use some basic hand tools for more than a decade). Professionals are often willing to pay more for higher quality tools, since the initial investment will pay off over the long run through better performance and longer tool life.

In contrast, consumers are more likely to purchase tools based on price, and rarely require more expensive hydraulic and pneumatic tools. Consumer demand is tied to individual participation in DIY home maintenance and repair, various hobbies, and other diverse factors. Professional demand growth will outpace consumer gains through 2016, due to a rebound in housing starts and increases in manufacturing output.

Power & Hand Tools

US Industry Study with Forecasts for ***2016 & 2021***

Sample Text, Table & Chart

POWER TOOLS

Pneumatic

Demand for pneu[...] SAMPLE TEXT [...] perc[...] year through 2016 to $[...]uct s[...] will result primarily fro[...]d ac[...] manufacturing activity,[...] for p[...] tools. Gains will also b[...]r of [...] in use and growth in the [...] techn[...] However, increased competition from electric tools, which b[...] the convenience of not requiring a compressor, will limit sale[...] Further restraining growth is the nature of pneumatic tools, a[...] utilized mostly by professionals, and experience only a mode[...] of consumer demand.

Pneumatic systems are widely preferred by professional[...] to their cleanliness, durability, and speed. Pneumatic tools o[...] torque control and durability than other types, although they [...] by their reduced mobility due to air hoses and by the mainter[...] quired for their compressors, oilers, and regulators. Pneumatic tools are generally more expensive than other power tool types. As a result, most consumers will purchase alternative tools, or choose to rent pneumatic tools that are too expensive and will not be utilized enough to warrant their purchase. The high degree of durability that pneumatic tools offer also dampens gains, since replacement cycles tend to be longer than for other tools. In addition, the high vibration and noise levels can also impact sales of pneumatic tools. However, many product inno[...] on addressing this issue. For example, Chicago Pneumatic T[...] Copco) introduced a new line of impact wrenches in May 20[...] are designed to offer the lowest noise levels of any pneumati[...] wrench.

Nailers and staplers will experience the most rapid grov[...] pneumatic tool through 2016, primarily due to the improved[...]

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TABLE IV-2

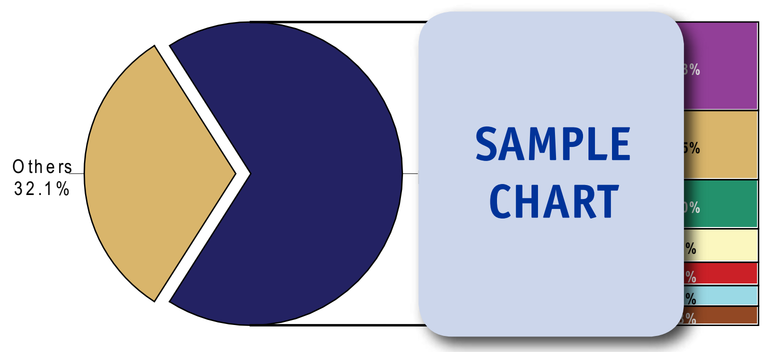
ELECTRIC TOOL SUPPLY & DEMAND
(million dollars)

SAMPLE TABLE

Item	2001	2006	2011	2016	2021
Resident Population (million persons)	2[...]				6
$ electric tools per capita					7
Electric Tool Demand					0
Drills					5
Saws					0
Sanders, Polishers, & Grinders					5
Screwdrivers					0
Planers & Routers					0
Hammers					0
Other Electric Tools					0
Parts & Attachments					0
+ exports					0
- imports					5
Electric Tool Shipments					5
% electric					0
Power Tool Demand	5[...]				40

CHART VII-2

POWER TOOL MARKET SHARE
($5.7 billion)



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Sample Profile, Table & Forecast

TABLE V-2

HAND SERVICE TOOL SUPPLY & DEMAND
(million dollars)

Item	2001	2006	2011	2016	2021
Resident Population (million persons)	2				6
$ hand service tools per capita					3
Hand Service Tool Demand					0
Wrenches					0
Pliers					0
Specialized Automobile Tools					0
Screwdrivers					5
Hammers					5
Other Hand Service Tools					0
+ exports					5
- imports					0
Hand Service Tool Shipments					5
% hand service					8
Hand Tool Demand	4				60

SAMPLE TABLE

COMPANY PROFILES

Great Neck Saw Manufacturers Incorporated
165 East 2nd Street
Mineola, NY 11501
516-746-5
http://w

Annual
Employ

Key Pro ... se tools, knives, levels a ... pment manufacturer automot

SAMPLE PROFILE

Great Neck Saw Manufacturers is a producer of hand tools, power tools and power tool accessories for the professional and do-it-yourself markets. The Company is privately held.

The Company is engaged in the US power and hand tool industry through the manufacture and sale of GREAT NECK hand tools, GREAT NECK power tools, SHEFFIELD knives and multitools, MAYES levels, original equipment manufacturer (OEM) automotive tools, and ESSENTIALS brand designed for a woman's tool needs. The Company manufactures approximately 500 tool products at production facilities in Mineola, New York; Millbury, Massachusetts; and Johnson City, Tennessee; and also maintains a distribution location in Memphis, Tennessee. Great Neck Saw's tool products are sold through a variety of national home improvement stores and retailers, including Ace Hardware Corporation (Oak Brook, Illinois), True Value Company (Chicago, Illinois), Lowe's Companies Incorporated (Mooresville, North Carolina), Home Depot Incorporated (Atlanta, Georgia), Do it Best Corporation (Fort Wayne, Indiana), Menards Incorporated (Eau Claire, Wisconsin), and Sears Holdings (Hoffman Estates, Illinois).

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"Demand for hammers is forecast to increase 4.0 percent annually through 2016 to $170 million, a significant improvement over market gains during the 2006-2011 period. The turnaround in US construction activity will be the primary driver for sales gains, as these tools are essential for professional users. In addition, the increasing number of US households will provide additional sales opportunities among consumers, since even the most non-mechanically inclined consumer is likely to ..."
--Section V, pg. 159

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Other Studies

World Power Tools

World power tool demand is forecast to increase 4.5 percent annually through 2016 to $28.1 billion. The Asia/Pacific region will be the fastest growing market, followed by North America. In the US, gains will be driven by a rebound in housing starts and manufacturing activity. Cordless electric tools will be the fastest growing segment. This study analyzes the $22.5 billion world power tool industry, with forecasts for 2016 and 2021 by product, market, world region and for 25 countries. The study also evaluates company market share and profiles industry players.

#2996 .... February 2013 .... $6300

World Housing

New housing construction will reach 60.5 million units in 2016, an increase of 3.5 percent per annum. Most new units will be built in developing countries, where population and housing growth will be the strongest. Multifamily housing units will outpace single-family units. This study analyzes the 50.7 million unit world housing industry, with forecasts for 2016 and 2021 by type, world region and for 22 major countries. The study also considers market environment factors such as world economic and demographic trends, and housing construction expenditures.

#2942 .... September 2012................ $5500

World Batteries

World demand for batteries is forecast to rise 8.1 percent annually to $132 billion in 2016. China will remain the largest market while India and South Korea will grow the fastest. Secondary batteries will outpace primary types, the former driven by uses in mobile phones, portable computers, and personal entertainment devices. This study analyzes the $89.4 billion world battery industry, with forecasts for 2016 and 2021 by product, market, world region and for 32 major countries. The study also evaluates company market share and profiles industry participants.

#2939 .... October 2012 .... $6500

Outdoor Furniture & Grills

US demand for outdoor furniture and grill products is expected to rise 4.0 percent annually to nearly $7 billion in 2015. The grill and related accessories segment will see the fastest growth, followed by the larger outdoor furniture and accessories segment. An expected rebound in the housing market will offer opportunities in the dominant residential sector. This study analyzes the $5.7 billion US outdoor furniture and grill industry, with forecasts for 2015 and 2020 by product, market and region. The study also evaluates company market share and profiles industry players.

#2828 ....January 2012 .... $4900

Power Lawn & Garden Equipment

US demand for power lawn and garden equipment will increase 5.7 percent yearly through 2015. Turf and grounds equipment and garden tractors and rotary tillers will be the fastest growing segments, while lawnmowers will remain dominant. The fastest regional gains will be posted in the South and Midwest. This study analyzes the $7.9 billion US power lawn and garden equipment industry, with forecasts for 2015 and 2020 by product, market, material and US region. The study also evaluates company market share and profiles 34 industry players.

#2756 ....April 2011 .... $4900

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