US demand to exceed $12 billion in 2005
Following several years of generally healthy gains during most of the 1990s, growth in demand for industrial fasteners is likely to slow somewhat through mid-decade, rising just over four percent per annum through 2005 to more than $12 billion, as OEM fundamentals turn less favorable in a softening macroeconomic environment.

Key findings:
-- The key automotive, industrial machinery, fabricated metals and construction fastener markets appear especially vulnerable to a slowdown, although electronic and aerospace equipment will provide some offsetting support, and aftermarket-related demand is expected to hold up relatively well in most segments.

-- Fastener suppliers will continue to face competitive threats from adhesives, welding and other alternative joining techniques, but will respond with a spate of technological innovations in their right, including the development of advanced fasteners made from plastics, composites, stainless steel and other materials.

-- Similarly, while imports of low-cost, commodity-type fasteners into the US will continue to rise, domestic suppliers will target specialty and other high-end segments of the fastener business, and will work with customers to develop systems-based assembly solutions.

Industry restructuring & consolidation to continue
After a spate of high-profile acquisitions during the 1998-2000 period, corporate change activity in the fastener industry is likely to moderate at least somewhat in tandem with a general slowing in the overall M&A marketplace. However, US-based fastener producers will continue to expand their global presence through the acquisition of foreign concerns, especially within the developing world. In addition, a trend toward single-source supplying agreements (such as that reached between Ford Motor and Emhart in late 2000) in many market segments will be a force promoting consolidation in the US and global fastener industries.

Study coverage
Industrial Fasteners, a new Freedonia study priced at $3700, assesses threats and opportunities in the $10 billion US industrial fastener business. Historical data through 2000 and forecasts to 2005 and 2010 are provided in current dollars for fastener demand by type and by OEM and MRO application. The study also evaluates market share and profiles key suppliers including the likes of Emhart, Fairchild, ITW, SPS and Textron.

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Freedonia analysts expand their investigations by interviewing key industry participants, experts and end-users.

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Freedonia's high quality analysis, concise overviews and consistent framework of economic indicators provide our clients with a competitive edge. All writing, editing, compilation of data and analysis for Freedonia studies is done in-house to assure quality control.

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This study can help you:

- determine your market & sales potential
- learn more about industry competitors
- assess new products & technologies
- identify companies to merge with or acquire
- complement your own research & planning
- gather data for presentations
- make better business decisions
- confirm your own internal data

The market for industrial fasteners within the services sector is projected to annually increase 5.6 percent through 2005 to $1.1 billion, well above the forecast annual pace for MRO fastener demand as a whole but a rather noticeable deceleration from the mid/latter 1990s performance. The slowdown reflects predominantly cyclical factors, in particular the prospects for a more moderate pace of demand for business, personal and other services in a less sanguine macroeconomic environment. Of course, services tend to comprise inherently less cyclical markets for most types of products than industrial enterprises, fasteners not expected. This is especially true in the automotive and other repair-oriented services, which tend to be large consumers of fasteners in all economic climates, and can be expected to benefit from the substantial numbers of motor vehicles and other durable goods purchased during the long economic expansion of the 1990s. Such products will create significant aftermarket demand for fasteners and similar items as they are repaired and maintained over their useful lives. In addition, secularly expanding areas such as communications and information services comprise growth markets for fasteners as well.

The services sector encompasses the lodging, personal services, entertainment, automotive and other repair, advertising and communications, transportation (including distribution and warehousing) and business services (legal and accounting, building maintenance and equipment rental, personnel and employment, security, consulting, data processing, etc.) industries. The most intensive fastener users within the sector are repair shops, including automotive, electrical, clocks and watches, furniture, locksmiths and various others. Fasteners are also consumed in the telecommunications sector, especially for infrastructure maintenance and upgrade. Not surprisingly given the technical complexities involved, specialty fasteners such as plastic inserts and miniature screws are well represented within the communications market. Fasteners are also used to maintain material handling and other types of equipment within the warehousing and distribution-related industries. Beyond these, sample page

The aerospace-grade fastener business has undergone a rather substantial amount of restructuring in recent years in a somewhat unsettled market environment. The most recent large-scale development was aluminum giant Alcoa’s acquisition of Cordant Technologies in May 2000, which brought along with it Huck International, a major global supplier of both aerospace and industrial fasteners. This followed about a year after Fairchild’s purchase of Kaynar Technologies, another deal involving two leading aerospace fastener producers. Along with Fairchild and Huck, other significant factors in the aerospace-grade segment of the world fastener industry include SPS Technologies and Textron of the US, along with GFI Industries of France.

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### Historical data (1990, 1995, 2000) as well as forecasts to 2005 and 2010

### Freedonia’s methods involve:

- interviewing key industry participants, experts and end-users
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**Industrial Rubber Products**

Sales of industrial rubber products in the US will grow over 6% annually. Gains will be driven by expanded use of geomembranes and rubber roofing and flooring. The aerospace and other transportation market will also post rapid gains, while mechanical rubber goods remains the largest product group, with most demand related to motor vehicles. The study details the $15.5 billion US industrial rubber products industry to 2004 and 2009 by type and market. It also evaluates market shares and profiles key companies. #1309 08/2000 $3800

**World Light Vehicles**

The best long term growth for the major automakers will be found in the rapidly industrializing countries of Latin America, Eastern Europe and Asia. Light trucks, minivans, SUVS, etc., will remain popular, especially in developed nations where such vehicles were viewed as practical alternatives to passenger cars. The study analyzes the $53 million unit world light vehicle industry to 2004 and 2009 by type, geographic region and 36 individual countries. It also evaluates market shares and profiles key global producers. #1262 05/2000 $4200

**World Fasteners**

Gains in global fastener demand will be fueled by development in Asian, Latin American and Eastern European countries. Fasteners used in electronic products, along with plastic fasteners and specialty designs, will grow the fastest. MRO and construction demand will outperform the OEM market in most areas. This study analyzes the $32 billion world fasteners industry to 2004 and 2009 by product and application in 6 regions and 35 countries. It also details market share and profiles key producers. #1247 04/2000 $4700

**Power & Hand Tools**

US demand for power and hand tools will grow over 4% annually to $13.5 billion in 2004. Consumer upgrades to more powerful, high-end power tools, and the continuing development of improved cordless products, will partially offset slowing household formations. Professional users will continue to comprise over two-thirds of the market. This study analyzes the $11 billion US power and hand tool industry to 2004 and 2009 by product and market. It also presents market share data and profiles key firms. #1231 02/2000 $3600

**Industrial Fasteners - Private Companies Report**

Private companies are well represented in this $8.7 billion US market. Five have total fastener sales of at least $75 million, with the largest at $110 million. Many other private firms also hold significant positions in niche markets, such as aerospace. This report profiles over 160 privately-held fastener producers (e.g., Air Industries, FabriSteel, Flexitallic Group, MacLean-Fogg, MNP, Rockford). The report also forecasts industry demand, presents market share data and lists companies by product and location. #1171 10/1999 $3000

**World Bearings**

The world market for anti-friction bearings will grow over 6% annually. Fueling gains will be achieved by a brightening economic outlook in most developing regions and a firm expansion in continental Western Europe. Some slowing in OEM demand and lacklustre motor vehicle production in developed countries will limit further advances. This study analyzes the $30 billion world bearings industry to 2003 and 2008 by product and market, and in over 30 countries and 6 regions. It also evaluates market share and profiles key competitors. #1130 07/1999 $4200

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