

Power & Hand Tools - *Private Companies Report*

- *Profiles the top private US producers power and hand tools*
- *Analyzes outlook for power and hand tools*
- *Reveals annual sales and employment*

An essential tool if you are involved with...

- * ***Mergers and Acquisitions***
- * ***Cooperative and Licensing Agreements***
- * ***Joint Ventures***

Power & Hand Tools

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Power & Hand Tools - Private Companies Report profiles more than 130 private U.S. producers of power and hand tools. This information will assist in making decisions concerning acquisitions, joint ventures and cooperative agreements.

Examine the report highlights, sample pages and table of contents on the following pages and see how *Power & Hand Tools - Private Companies Report* can serve as a valuable decision making tool for your company.

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List of Contents, Tables and Charts

This new report profiles more than 130 private U.S. companies active in the power and hand tools industry. To frame the industry, Freedonia analysts have prepared an overview of the market and general industry. The analysis explores the key indicators that drive demand, highlights company capabilities and annual sales, identifies private company characteristics and shows regional concentration.

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Companies Profiled

** Sample profiles
on pages 4 and 5*

A&E Mfg. Co.
Kastar Hand Tools
Adhesive Technologies Inc.
Adjustable Clamp Co.
Air Tool Service Co.
Ajax Tool Works Inc.
Alexander Mfg. Co.
Allfast Fastening Systems Inc.
Allied Machine & Engineering Corp.
Alltrade Inc.
Allway Tools Inc.
Amana Tool Corp.
American Kal Mfg. Corp.
American Saw & Mfg. Co.
American Tool Companies Inc.
Armstrong-Blum Mfg. Co.
Astro Tool Corp.
Atlanta SharpTech
Baltimore Tool Works Inc.
BARCO Industries Inc.
Beere Precision Medical Instruments Inc.
Best Way SKYO
SKYO Industries
Blackstone Industries Inc.
The Foredom Electric Co.
The Olson Saw Co.
Zona Tool Co.
Brunner & Lay Inc.
Buck Knives Inc.
Carlton Co.
Central Tools Inc.
Century Drill & Tool Co. Inc.
Channellock Inc.
Colonial Knife Co. Inc.
Cornwell Quality Tools Co.
The Council Tool Co. Inc.
Daniels Mfg. Corp.
Dasco Pro Inc.
Dead On Tools Co. Inc.
Hart Tool Co.
DESA Holdings Corp.
Diamond Productions Inc.
Consolidated Diamond Blade
Hoffman Diamond Products

Smit (Anton) Inc.
Diamond Saw Works Inc.
DoALL Co.
Dowley Mfg. Inc.
Oldforge Tools
Drake Corp.
Dreyco Inc.
Durstun Mfg. Co.
Vim Tools
Dynabrade Inc.
Eklind Tool Co.
Empire Level Mfg. Corp.
Emporium Specialties Co. Inc.
Enderes Tool Co. Inc.
Estwing Mfg. Co.
Everhard Products Inc.
Fabco-Air Inc.
Bennett Co. Inc.
The Fletcher-Terry Co.
General Tools Mfg. Co. LLC
Gesswein (Paul H.) & Co. Inc.
Great Neck Saw Manufacturers Inc.
Grobet USA
Harrington Tools Inc.
Hastings Fiber Glass Products Inc.
Hexacon Electric Co.
Hyde Mfg. Co.
Ideal Industries Inc.
Imperial Schrade Corp.
Johnson Level & Tool Mfg. Co. Inc.
Ken-Tool
Summit Tool Co.
Key Knife Inc.
Klein Tools Inc.
K-Line Industries Inc.
KW Products Inc.
Lamson & Goodnow Mfg. Co.
Larin Corp.
Larson (Robert) Co. Inc.
Leatherman Tool Group Inc.
Lie-Nielsen Toolworks Inc.
Lisle Corp.
M-D Building Products Inc.
Macklanburg-Duncan Co.
Malco Products Inc.
Mann Edge Tool Co.
Collins Axe
Marco Products Co.
Marshalltown Trowel Co.
Martin Sprocket & Gear Inc.
Mayhew Steel Products Inc.
McKenzie Sports Products Inc.
Metabo USA Corp.
Midwest Industrial Packaging Inc.
Milwaukee Tool & Equipment Co.
MK Diamond Products Inc.

MKT Fastening LLC
The Morse (MK) Co.
National Steel Rule Co.
Oldham Co.
Olympia Industrial Inc.
Orcon Corp.
Pacific Handy Cutter Inc.
Spectrum Tools
Park Tool Co.
Peace Industries Ltd.
Penn-Union Co.
Plasplugs Inc.
PNEUTEK Inc.
Powers Fasteners Inc.
Pratt-Read Corp.
A&L Handle Co.
RAF Industries Inc.
Disston Precision Inc.
Spencer Products Co.
US Tape Co.
Red Devil Inc.
Reed Mfg. Co.
Relton Corp.
Rex International USA Inc.
Wheeler Mfg.
Rosebrough Tool Co. Inc.
Rostra Tool Co.
Saginaw Products Corp.
S-B Power Tool Co. LLC
Schmidt (George T.) Inc.
Senco Products Inc.
Severance Tool Industries Inc.
Seymour Mfg. Co. Inc.
Structron Corp.
Simonds Inc.
The Specialty Mfg. Co.
Stihl Inc.
Stride Tool Inc.
Imperial Tool
Milbar Corp.
Tamco Inc.
Techni Edge Mfg. Corp.
TRUMPF Inc.
Ullman Devices Corp.
Unger Enterprises Inc.
US Industrial Tool & Supply Co.
Vaughan & Bushnell Mfg. Co.
V&B Mfg. Co.
Wahl Clipper Corp.
Warner Mfg. Co.
Warwood Tool Co.
WEN Products Inc.
Wilde Tool Co. Inc.
Wilton Corp.
Wright Tool Co.
Zephyr Mfg. Co. Inc.
Zim Mfg. Co. Inc.

Detailed Company Profile

More than 130 private company profiles are compiled and range from detailed to brief company descriptions. (See Samples)

All companies are individually contacted and the majority of the companies verify the data.

Hard to obtain sales and employment figures, key products and services and an overview of corporate operations are provided.

PRIVATE COMPANY PROFILES

Amana Tool Corporation

120 Carolyn Boulevard
Farmingdale, NY 11735
County: Nassau
County Code: 36059

Phone: 631-752-1300
Fax: 631-752-1674
Web Address: <http://www.amanatool.com>

Annual Sales: **SAMPLE PROFILE**
Employment:
Key Executive:

Key Products: boring and drilling tool bits and accessories, router bits, shaper cutters, knives, hand tools, saw blades, drills and dado sets

Census Code SIC(s): 3423; 3425; 3546

SIC Description(s): hand and edge tools, except machine tools and hand saws; saw blades and hand saws; power-driven hand tools

Amana Tool is a manufacturer of cutting tools. The Company's products include boring and drilling tool bits and accessories, router bits and related tools, shaper cutters, knives, hand tools, saw blades, drills and dado sets. Over 800 different router and boring bits are offered. Amana's products are primarily used by the professional industrial and construction markets, as well as the consumer do-it-yourself market.

The Company manufactures a broad range of boring and drilling tool bits and related accessories. Products include pattern bits, inch and metric boring bits, drill bits, carbide counterbores, replacement chucks, carbide-tipped and

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NOVA multi-profile router cutter system, the INFINITY RAISED PANEL SYSTEM cutter and the DYNABIT laminate trim bit. The NOVA system is designed to provide the properties of professional replaceable tip tooling at an inexpensive price. The INFINITY RAISED PANEL SYSTEM features a single-cutter body with eight profiles for computer numeric controlled applications, specifically for raised panel and door making. The DYNABIT

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PROFILES

Brief Company Profile

These profiles give you insight into the operations of private companies, and can help you:

- Identify companies for investment, merger, and/or acquisition opportunities based on size, products, and location.
- Evaluate the position of your competitors based on sales and/or employment figures.

PRIVATE COMPANY PROFILES

Key Knife Incorporated

19100 Southwest 125th Court
Tualatin, OR 97062
County: Washington
County Code: 41067

Phone: 503-403-2000

Fax: 503-691-2240

Web Address: <http://www.keyknife.com>

Annual Sales

Employment

Key Executive

SAMPLE PROFILE

Key Products: pneumatic rehoners and grinders, and woodcutting accessories
Census Code SIC(s): 3423; 3546

SIC Description(s): hand and edge tools, except machine tools and hand saws; power-driven hand tools

Key Knife manufactures portable, pneumatic rehoners and grinders, as well as woodcutting accessories, such as knives and chippers, for the wood industry, including sawmill, pulp mill and oriented strandboard applications. The Company also provides related services such as installation supervision, personnel training and routine on-site consultation. Clamp and holder repair services are also available. In addition to its Tualatin, Oregon headquarters and production facility, Key Knife has sales locations in South Carolina, Canada (2), Austria and Australia.

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Market Overview

The Market Overview Section discusses factors influencing supply and demand, including fixed investment trends and the outlook for construction.

This information helps you:

- Determine what external factors will impact future supply and demand
- Measure your market and sales potential based on supply and demand forecasts.
- Propose new areas for product development based on market trends & innovations.

MARKET OVERVIEW

Power Tools

US demand for power tools, parts and accessories is expected to increase 4.9 percent per annum through 2005, to 1.5 percent, compared to the industry average of 4.2 percent. Factors adversely affecting demand include slowing growth in construction expenditures and a decline in new housing starts, which will dampen gains in the professional market. Deceleration of new households will limit gains for do-it-yourselfers (DIYers), and competition from low-cost imports will hinder value gains. However, demand will be spurred by production efficiencies, as better- and faster-performing, more competitively priced power tools continue to replace hand tools. Additionally, product innovations will benefit power tools and shift the product mix toward more efficiently engineered and, therefore, more expensive models, thereby boosting dollar gains.

All types of power tools have experienced technological developments which provide value-added features. Ergonomically designed handles and triggers, as well as better balanced models aim to prevent such afflictions as carpal tunnel syndrome and other muscle strains. Additional features include the use of new materials and engineering for noise dampening to prevent hearing loss, and vibration and shock absorption to reduce the strain of repetitive operations. Moreover, the development of a greater number of cordless electric tools has fueled the professional market. Despite the higher initial costs of power tools,

FACTORS AFFECTING POWER TOOL DEMAND BY MARKET

Market	Factors Driving Demand	Factors Restraining Demand
Professional Construction	Wide variety of tools used and the size of the industry. Growing residential renovation spending. Many contractor models that increase production.	Deceleration of construction expenditures, particularly residential and nonbuilding. Decreasing number of new housing starts, particularly in the West and South. Geographic concentration.
Professional Automotive Aftermarket	Rising number and age of motor vehicle stock. Increasing sophistication in automotive designs, driving demand for greater numbers of more specific tools.	Increased frequency of consumer DIY repairs, due to the greater affordability of hand-held automotive diagnostic tools.

(continued)

Industry Structure

Gain a better understanding of your competition and analyze your company's position in the industry with information about the characteristics of leading power and hand tool manufacturers including total sales, capabilities and regional concentration.

This information helps you:

- Evaluate diversification opportunities based on product lines of other private companies.
- Understand barriers to entry based on industry concentration.
- Develop positioning strategies based on size of competitors.

INDUSTRY STRUCTURE

Private Company Characteristics

Private companies that operate in the hand tool industry range from small producers of specialty tools, to large companies like \$160 million American Tool. Some companies focus on a few hand tool categories, such as American Tool, a producer of professional-grade tile, and other specialty tools. However, most private firms offer a range of hand tools, encompassing production methods and markets. One example is \$60 million Olympia Industrial, which offers hand service tools such as wrenches, pliers, clamps, screwdrivers, nut drivers, awls, punches, measuring tools, files, trowels, hammers, various bars, mattocks, picks and diamond-shaped splitting wedges. In addition, the company produces edge tools (e.g., knives, chisels, axes) and saws, as well as power tools. Even much smaller firms are able to offer a wide range of hand tools, such as \$10 million US Industrial Tool & Supply, a producer of hand tools for many users, including mechanics.

Many private hand tool producers are diversified into power tools, and a number offer unrelated products as well, through various subsidiaries. For example, \$15

Selected Private Hand Tool Companies	Corporate Sales (mil \$)*	Type							Market					
		Hammers	Pliers	Screwdrivers	Wrenches	Other Hand Service	Edge Tools	Handaws	Miscellaneous	Consumer	Professional Automotive	Professional Construction	Professional Industrial	Other Pro/Unspecified
Company														
A&E Manufacturing	20	•	•	•	•	•		•	•	•				
Adjustable Clamp	20					•		•			•	•	•	•
Ajax Tool Works	10						•				•	•	•	•
Alexander Manufacturing	15		•	•	•	•			•	•	•	•	•	•
Alltrade	30	•	•	•	•	•		•	•	•				
Allway Tools	12			•			•	•	•	•		•		
Amana Tool	10						•	•	•	•		•	•	
American Kal Manufacturing		•	•	•	•				•	•				•
American Saw & Manufact								•		•		•	•	
American Tool				•	•	•	•	•	•	•	•	•	•	•
Armstrong-Blum Manufac								•		•		•	•	
Astro Tool						•							•	•
Baltimore Tool Works	>3						•	•	•	•		•	•	•

* Sales are 2000 estimates of total corporate sales including products other than hand tools.

Report Highlights

- Private participants in the \$11.5 billion power and hand tool industry are most active in producing manual hand tools, electric power tools and power tool accessories.
- One private concern is the second largest power tool producer, with over \$800 million in related sales, and six other private companies each had tool sales in excess of \$100 million.
- The top six private power tool makers accounted for 21 percent of that market, and the six private leaders in the hand tool segment made up 9 percent of that market.
- A number of private companies are significant suppliers of particular tools, such as chain saws, and one has become a private leader solely through its production of multitools.
- Smaller private companies are able to compete in the industry by offering job-specific tools, such as for automotive applications and certain construction jobs including carpet and tile installation.
- US demand for power and hand tools is forecast to increase 4.2 percent per year to \$14.2 billion in 2005.

About The Freedonia Group

Advantages of Freedonia Reports

The Freedonia Group, Inc. is a leading international industry report/database company.

Since 1985, Freedonia has published over 1,600 titles covering areas such as building materials, chemicals, plastics, industrial components and equipment, household goods, coatings and adhesives, health care, packaging, security, and many other industries.

Private companies reports encompass not only Freedonia's notable industry forecasts, but also market shares, product information and sales and employment figures for **private companies**. Corporate analysts are constantly monitoring privately-held companies to provide the most up-to-date and comprehensive profiles. Freedonia is able to gather and prepare this proprietary information based on our reputation as a leading market research firm.

By obtaining Freedonia's report on private companies in the power and hand tools industry, you will be able to:

- **Identify companies for possible investment, merger, and /or acquisition opportunities** based on size, products and location.
- **Measure your market and sales potential** based on demand forecasts.
- **Propose new areas for product development** based on material trends.
- **Develop positioning strategies** based on size and geographic location of competitors.
- **Evaluate diversification opportunities** based on product lines of other private companies.
- **Understand barriers to entry** based on industry concentration and market shares.

Our Customers

Freedonia's clients include major US and international companies in the manufacturing, services, consulting and financial sectors.

Typical purchasers of Freedonia studies :

- Key Executives
- Corporate Planners
- Market Researchers
- Financial Analysts
- Information Centers
- New Product Developers
- Merger & Acquisition Specialists

Since 1985 we have provided research to customers ranging in size from global conglomerates to one person consulting firms. More than 90% of the industrial companies in the Fortune 500 use Freedonia research to help with their strategic planning.

Some of Freedonia's customers in the power and hand tools industry include: Alltrade Incorporated, American Tool Companies Incorporated and Klein Tools Incorporated.

Because Freedonia is a source for reliable information, our forecasts have been cited in numerous publications such as *The Financial Times*, *The Wall Street Journal*, *Purchasing* and *National Home Center News*.

Related Studies and Reports

For more information about these or other Freedonia titles, please contact us at:

The Freedonia Group, Inc.

Phone: (440) 684-9600

(800) 927-5900

Fax: (440) 646-0484

World Power Tools

World demand for power tools will grow 5.8% per year through 2005. Gains will result from rising construction spending in developing nations and the popularity of large home center stores and "do-it-yourself" home repairs in developed countries. Electric tools will remain dominant and grow the fastest, especially electric saws. This study analyzes the US\$18.5 billion world power tool industry to 2005 and 2010 by product, region and for 22 countries. It also details market share and profiles leading firms.

#1419. 5/01. \$4,500

Siding

Demand for exterior cladding in the US will reach 109 million squares in 2005. Fiber cement will be the star performer, experiencing unit gains of nearly 5% annually and continuing to wrest market share from wood and vinyl. However, vinyl will remain the market leader, benefiting from expenditures on residential remodeling. This study analyzes the \$8.6 billion US siding industry to 2005 and 2010 by material, market and region. It also profiles selected industry participants and presents market share data.

#1413. 4/00. \$3,700

Plumbing Fixtures & Fittings

US demand for plumbing products will grow 3.4% annually. Advances will be strongest in repair and improvement markets, both for residential and non-residential construction. More intensive use of fixtures and fittings in new housing, such as in increasing numbers of bathrooms, will help offset a slowdown in new home construction. This study analyzes the \$8.6 billion US plumbing products industry to 2004 and 2009 by material, type, market and region. It also details market shares and profiles key firms.

#1327. 10/00. \$3,700

Cabinets

US demand for cabinets will grow over 5% annually through 2004. Residential improvements (e.g., kitchen and bathroom) will provide the best opportunities. Continuing increases in kitchen sizes and the number of bathrooms per unit will partially offset a decline in housing starts. Demand in the South and West will outpace the national average. This study analyzes the \$9.6 billion US cabinets industry to 2004 and 2009 by material, market and region. It also profiles key firms and details market share data.

#1272. 6/00. \$3,600

Lighting Fixtures

US demand for lighting fixtures will grow nearly 5% annually, spurred by industrial and nonbuilding construction as well as commercial and industrial retrofitting. New products offering increasing energy efficiency and better performance (e.g., fluorescent fixtures with dimming electronic ballasts) will also support growth in the replacement market. This study analyzes the \$14.4 billion US lighting fixtures industry to 2004 and 2009 by product and market. It also profiles key firms and presents market share data.

#1253. 5/00. \$3,400

Machine Tools - Private Companies Report

Seven private companies generate US machine tool sales of over \$100 million and total worldwide machine tool sales of \$150 million or more. Twelve other private firms have total corporate sales of over \$100 million. This report profiles 100+ privately-held firms (e.g., Gleason, Goldman Industrial, Haas Automation, Ingersoll International, Mazak, Minster Machine, TRUMPF Inc.) and lists them by product and location. The report also details market share, forecasts industry demand and reviews acquisitions.

#1245. 6/00. \$3,200

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. 2/00. \$3,600

