

The U.S. Leads Hand Tools Market

2021-2022美國手工具市場

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U.S. Overview

The U.S is the 25th freest economy in 2022. It has a population of 329.4 million and a GDP of USD 20.9 trillion. Its GDP per capita is USD 63,414. Inflation is 1.2% and the rate of unemployment is 8.3%. In 2021 they could absorb USD 156.3 billion foreign direct investment.¹

U.S. Hand Tool Statistics

Hand tools are used in the construction, automotive, aerospace, construction, and DIY sectors for various applications including drilling, hammering, sawing, etc. The professional assembly or repair market is larger and the future potential is greater. Professionals use hand tools more frequently than DIY users, and have continuous demand, and are more likely to purchase value-added hand tools.

The value of U.S. hand tool manufacturing was USD 7.95 billion in 2021 and it will reach USD 7.90 billion in 2022, which means 0.5 percent lower than last year. However, the U.S. hand tool market has grown annually with a rate of 2.9% between 2017-2022. The U.S. has always been a major exporter of hand tools in the world.²

In 2021, the export value was as high as USD 4.74 billion. The value of imported hand tools was USD 12.35 billion. It is predictable that the exported hand tool value may increase to USD 4.9 billion by the end of 2022. The following table shows the statistics of exported hand tools from the U.S to the world. Two countries were the main markets for U.S hand tools. They bought 47% of the whole U.S. exported hand tools, which were Canada (with a 30% share) and Mexico (with a 17% share³).

Exported Hand Tools from the U.S. to the World

Unit: 1,000 USD

Importers	Sep. 2021	Oct. 2021	Nov. 2021	Dec. 2021	Jan. 2022	Feb. 2022	Mar. 2022	Apr. 2022
World	406,201	450,429	388,442	381,551	362,043	391,102	462,775	431,849
Canada	111,562	124,942	113,691	111,260	109,922	112,379	133,927	129,825
Mexico	72,429	72,986	70,142	62,677	62,868	74,327	80,818	75,385

In terms of the imported value, the number should be USD 13.2 billion. The following table shows the statistics of imported hand tools by the U.S from the world. Four countries were the main hand tool suppliers to the U.S market and they allocated 58% of the whole U.S. imported hand tools, which were: China (with a 31.2% share), Taiwan (with a 10.5% share), Germany (with a 9.0% share) and Japan (with a 7.3% share).

1. <https://www.heritage.org/index/country/unitedstates#:~:text=The%20United%20States'%20economic%20freedom,the%20regional%20and%20world%20averages.>
 2. <https://www.ibisworld.com/industry-statistics/market-size/hand-tool-manufacturing-united-states/>
 3. https://www.trademap.org/Country_SelCountry_MQ_TS.aspx?wpm=1%7c842%7c%7c%7c%7c82%7c%7c%7c2%7c1%7c1%7c2%7c2%7c3%7c2%7c1%7c1%7c1

Imported Hand Tools to the U.S. from the World

Unit: 1,000 USD

Exporters	Sep. 2021	Oct. 2021	Nov. 2021	Dec. 2021	Jan. 2022	Feb. 2022	Mar. 2022	Apr. 2022
World	1,074,579	1,097,607	1,052,835	1,106,469	1,088,746	1,036,441	1,182,766	1,079,233
China	383,234	404,319	404,552	399,459	440,107	376,710	382,554	336,213
Taiwan	113,457	137,009	103,902	116,724	107,791	123,513	140,797	112,860
Germany	82,618	98,622	83,439	84,737	81,611	84,474	105,833	97,499
Japan	83,887	77,071	80,522	71,140	63,531	71,346	93,459	78,427

Future of Hand Tools in the U.S.

Due to the growing demand in various industrial sectors such as aerospace, defence, automotive, and other industries, metal cutting tools are expected to have the highest compound annual growth rate during the forecast period. Increasing investment in construction and infrastructure development activities is driving the demand for metal cutting tools.

US Construction Projection:

The construction industry in the U.S. is expected to grow steadily over the next four years. The growth momentum is expected to continue over the forecast period, recording a CAGR of 5.0% during 2022-2026. The construction output in the country is expected to reach USD 1,650,159.2 million by 2026.⁴

Aerospace Industry:

The US aerospace and defence market was USD 427 billion in 2021; it will be USD 436 billion in 2022 and by a CAGR of around 2.37% during the forecast period (2021-2030) it will pass USD 550 billion.⁵

Automotive Industry:

Car production in the U.S. decreased to 1.83 million units in May 2022 from 1.84 million units in April 2022. Car production in the U.S. is expected to be 1.85 million units by July 2022, according to Trading Economics global expectations. Monthly US car production is projected to trend around 2.70 million units in 2023 and 2.80 million units in 2024.⁶

DIY Usage:

The value of DIY tools in the U.S. was USD 543 million in 2021, which may grow 3.3% in 2022. Therefore, its value should be USD 562 million. U.S. DIY market is expected to grow at a CAGR of 3.4% between 2022 to 2028.⁷

Final Word⁸

The gradual increase in consumer spending power, coupled with market factors such as technological advancement, has led to rapid changes in consumer tier habits, and the US hardware consumption channel has expanded from the previous print media to digital channels. The consumption power of the new generation in hardware and repair products is gradually expanding. The millennial generation has reached the age of raising children in the family. This consumer group is locked in as the main target audience. The reason is that the millennial generation prefers buying old houses and their acceptance of DIY is above the average; nearly 90% have been involved in DIY at home. Not only is it limited to home repairs, but they also like to remodel their living space by themselves, pursuing good prices, product features, and product stability. Price is still the main consideration factor when buying hardware products, followed by product-related information. In addition, data show that 92% of hardware repair users will search through the Internet to compare prices and products before buying. More than 30% of consumers will buy directly online, and nearly 50% of consumers will use the Internet to search and compare, and then go to physical stores to buy. The contribution of innovation is also quite high in the market, and the emergence of new designs is expected to increase the commercial potential of hand tools. This will help the manual tool market show sustainable growth during the forecast period. ■

4. <https://www.globenewswire.com/news-release/2022/02/22/2389055/28124/en/United-States-Construction-Industry-is-Forecast-to-Grow-by-8-8-to-Reach-USD-1-355-097-million-in-2022-Despite-Near-Term-Challenges.html#:~:text=The%20construction%20industry%20in%20United%20States%20is%20expected%20to%20grow,USD%201%2C650%2C159.2%20million%20by%202026.>

5. <https://www.mordorintelligence.com/industry-reports/us-aerospace-and-defense-market>

6. <https://tradingeconomics.com/united-states/car-production>

7. <https://techbullion.com/sales-of-hitter-based-hand-tools-between-2022-and-2028-will-grow-at-3-4-cagr-future-market-insights-inc/>

8. <https://www.market-prospects.com/articles/us-hand-tools-market>