

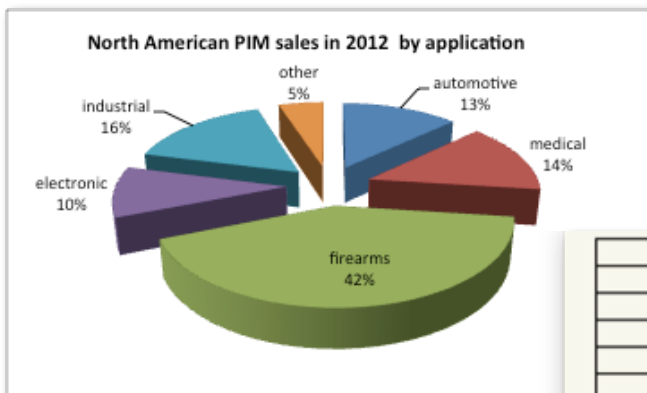
# PIM 2014 Market Study

Powder injection molding (PIM) recently took some large leaps forward. For 2012 the PIM technology accounted for about \$1.45 billion in sales. It is an impressive performance, rising from modest sales of \$6 million in 1986 when there were about 30 active operations. This 180-page report, with 39 tables and 9 figures, emerges from data collected for nearly 800 organizations associated with the PIM industry and includes metals, ceramics, cemented carbides and composites. With 15 years of history in assembling data on PIM companies, their products, sales, powder consumption, employment, materials, key customers, and vendors, considerable historical trend and statistical analyses arise beyond the situational report.

The report is organized to show where the technologies came from, the relative market position in terms of production facilities, customers, and materials, as well as forecasts for the future. To help in the corporate and regional benchmarking, data are included on geographic differences in sales, materials, applications, productivity, and financial performance. Specific attention is given to growth opportunities, barriers and new markets.

This report is designed to provide facts for assessment of operations, productivity, financial performance, and relative evaluation for merger-acquisition activity. This report serves by identifying current actors, customers, vendors and suppliers, market trends, materials, and industry concerns.

Please visit our web-site for additional details:  
<http://pim2014marketstudy.scipivision.com/>



metric	1997	2012
number of companies	234	445
number of employees	4,075	13,800
total annual industry sales	\$446 million	\$1,450 million
installed number of molders	699	2614
installed number of mixers	296	462
installed number of furnaces	540	1,167
mean employees per company	17	31
mean annual sales per company	\$1.9 million	\$3.3 million
mean number of molders per company	3.0	5.9
mean number of furnaces per company	2.3	2.6
mean number of employees per molder	5.8	5.3
mean number of employees per furnace	7.5	11.8
mean annual sales per molder	\$638,000	\$554,000
mean annual sales per furnace	\$825,000	\$1,243,000
mean annual sales per kg of powder	\$332	\$138

For further information, please contact us at  
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## Key Topics

- Status of global PIM & MIM markets
  - ceramic fabricators
  - metal fabricators
  - cemented carbide fabricators
  - metal-matrix composites fabricators
  - geographic and market distribution
  - sales distribution
  - material distribution
- Key supply chains
  - powder suppliers, names, attributes
  - binder suppliers
  - feedstock suppliers
  - captive versus custom fabricators
  - mixers, self-mixing versus purchased feedstock
  - tooling suppliers
  - molding equipment
  - debinding and sintering equipment
  - automation equipment
- Statistical analysis & trends
  - raw materials
  - equipment
  - sales
  - applications
  - PIM customers
  - regional influences
  - time trends
  - future forecast
- PIM parts production metrics
  - productivity ratios
  - sales ratios
  - unit manufacturing cells
  - sales by market and application
  - automation versus manual finishing
- Benchmarks based on top 25 PIM firms
- Industry strengths, weaknesses, opportunities & threats
- Company profiles and web-sites

### **Randall M. German, Ph.D.**

Professor German's research and teaching deal with the net-shape fabrication of engineering materials via sintering. He is a fellow of American Society for Metals, American Powder Metallurgy Institute, and American Ceramic Society. He has published over 980 articles, 24 patents, and 17 books, supervised over 100 theses, and been involved with a dozen start-up companies.

### **Sundar V. Atre, Ph.D.**

Professor Atre focuses on multi-scale materials and architectures fabricated by polymer-assisted processing of metals and ceramics. He is a tenured faculty in materials and manufacturing at Oregon State University. He has published over 150 articles and 7 patents, and been involved with over 10 start-up companies, one of which received \$50 million in private investment.