

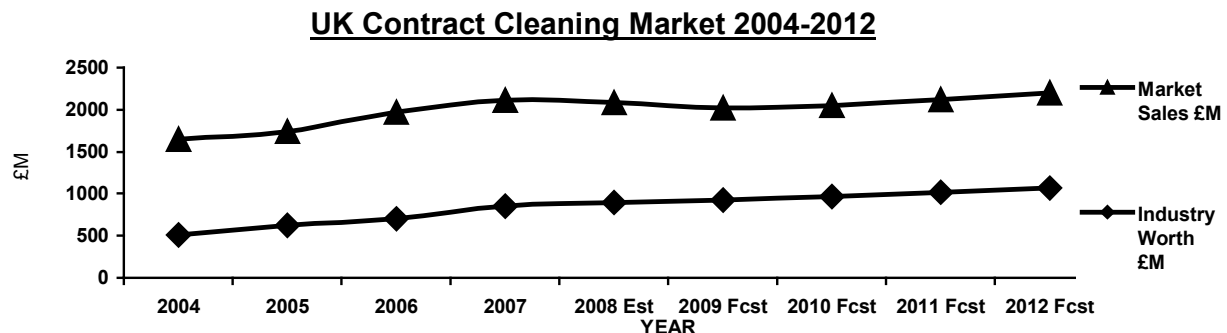
# Contract Cleaning Market Report UK 2008-2012

MTW Research have published a brand new "Contract Cleaning Market *Rank & Profile*" Report for 2008, providing a strategic **market overview & trends**, contract cleaning providers **rankings & sales** and **company profiles** in a unique, easy to use and cost effective publication. The report is now available to companies supplying to, and operating in the Contract Cleaning industry.

Based on company sales returns from 80% of the industry, this new report reviews market performance from 2004 to 2008 providing a review of key market trends in recent years, coupled with forecasts to 2012. The report also provides sales estimates for each company, alongside rankings and key performance indicators, providing an insightful review of the industry. Contact, telephone and mailing details are also provided, resulting in a comprehensive & effective sales and marketing tool which also offers excellent value for money.

## This 230+ Page Report Features:-

- Contract Cleaning Market **Sales & Trends** 2004-2008, Credit Crunch Impact
- Market Sales **Forecasts & Key Issues** 2008-2012, Economic & Business Recovery
- Contract Cleaning Services Market **Total Profit, Worth, Assets & Borrowing** 2004-2012
- **Sales Estimates** for Every Company, enabling market share assessment.
- **Industry Averages** – Turnover, Net Worth, Profitability, Liabilities, Assets etc.
- **UK Cleaning Providers Ranked** by Turnover, Profit, Assets, Net Worth etc.
- **Financial Profile** for each Cleaning Company, with an 'at a glance' financial health chart.
- **Full Mailing Details & Senior Decision Maker Sales Leads** Provided for Each Company.



## Key Benefits Of This Brand New Report Include:-

- **Current, Historical & Future Market Performance 2004-2012**
- **Identify and Target** New / More Lucrative Clients & Develop Sales Strategies
- Quickly & Efficiently Develop **Sales Leads** & Focus Your Marketing
- Develop Individual **Sales & Market Shares** for the Contract Cleaning Providers
- Identify The **Ranking, Performance & Financial Health** of the Cleaning Companies
- Understand Recent, Current & Future **Sales & Profitability Trends**

This unique report represents a **comprehensive yet cost effective** tool for understanding the current and future performance of the UK Contract Cleaning market. Based on sales & primary research of the industry, written specifically for companies active in the Cleaning industry, this easy to use, independent market research report represents an invaluable yet cost effective tool for any company selling to, or operating in the UK Contract Cleaning Industry.

**Key Features Of This 230+ Page Report Include:-**

**MARKET & INDUSTRY TRENDS 2004-2012**

- **Trends in Contract Cleaning Market 2004-2012, including**
  - Total **Market Sales** 2004 – 2007, Forecasts to 2012, Credit Crunch Issues
  - Volume **Share by Growing, Declining & Static** Sales Companies in 2008
  - Market Share **Mix by Employee Numbers & Turnover** Size in 2008
  - Market **Mix for Credit Worthiness & Ratings** in 2008
  - **Total Profit** 2004 – 2012 for Companies, Labour & Material Inflation Impact
  - Total **Assets, Liabilities & Net Worth** of Cleaning Market 2004-2012
  - **“Average” Cleaning Provider Profile** 2004-2012 – Turnover & Profit
  - Industry Averages 2004-12 - Assets, Debts, Net Worth & Employees

**RANKINGS**

- **The Contract Cleaning Providers...**
  - Ranked by **Sales Turnover** in 2007 – Sales for every company to determine market share
  - Each Company **Ranked by Profit**
  - Ranked by Combined **Current & Fixed Assets**
  - Industry Position by **Net Worth Estimates**, Number of **Employees**

**PROFILES**

- **1 Page Financial Profile for Cleaning Providers, including...**
  - Full, Registered Postal Address & Senior Decision Maker / Director Name
  - Company Type (e.g plc, private etc), Brief Description of Activities
  - 4 Years Balance Sheet of Assets, Borrowing & Net Worth
  - 4 Years of Sales per Employee & Profit per Employee (where reported)
  - Turnover & Profit Estimates Made Where Accounts Not Reported
  - Number of Employees – estimated where not reported.

**Available as Part of the Ultimate Pack:-**

- **Comprehensive Data Spreadsheet & Multi-Use Mailing List, including...**

<b>Mailing List</b>	<b>Data Spreadsheet</b>
<ul style="list-style-type: none"> <li>• <b>1,670 Leading Contract Cleaners</b> Mailing List</li> <li>• Full Company Name &amp; Postal Address</li> <li>• <b>Telephone Numbers</b></li> <li>• <b>Senior Decision Maker</b> / Purchasing Contact</li> <li>• <b>Description</b> of Activities, <b>Turnover / Employee</b> Band</li> <li>• <b>Company Type</b> (e.g Ltd / Non-limited)</li> <li>• <b>Office Type</b> (E.g Head Office, Single Site, Branch etc)</li> <li>• Telephone / Mailing <b>Preference Service Screened</b></li> <li>• <b>Multi-Use</b> – No limitations on how the data can be used</li> <li>• <b>Full Data Compliance</b> – Supplied in MS Excel format</li> </ul>	<ul style="list-style-type: none"> <li>• Company Name, Address, Tel &amp; Fax, Director Name</li> <li>• <b>4 Years Latest Accounts &amp; Balance Sheet</b> <ul style="list-style-type: none"> <li>– Turnover, profit, assets</li> <li>– Debts, net worth,</li> <li>– Sales per employee, profit per employee, working capital</li> </ul> </li> <li>• <b>Parent Company, Ultimate Holding Company</b></li> <li>• <b>Turnover Estimates</b> for every Company</li> <li>• <b>Incorporation Date</b></li> <li>• Number of <b>Employees</b></li> <li>• Data for all Companies Included in the Report</li> </ul>

*Ultimate Pack includes Report in Hard Copy, by Email and on CD-Rom with Mailing List & Spreadsheet Supplied in MS Excel on CD-Rom*

**Report Synopsis:-**

45% of contract cleaning companies experienced growth during the last 12 months to November 2008, despite the worsening economic climate, though trading conditions are likely to become much tougher in 2009. This new market report, based on sales returns from 80% of the industry, found that the contract cleaning industry in 2009 is likely to be characterised by a decline in capital expenditure and spending on equipment coupled with a growing 'squeeze' on assets as sales revenues contract over the next 12-18 months. For suppliers to the contract cleaning market, the report highlights the growing need for more focused marketing in order to target those contract cleaners who are continuing to perform well in the industry at present.

30% of contract cleaning companies are considered 'at risk' in late 2008, with the report highlighting the growing problem of customer retention. Customer loyalty is becoming less prevalent according to trade sources, and clients of contract cleaners are increasingly seeking more competitive prices before renewing contracts. This growing trend in the market is driving price competition in a sector where volume demand is now declining as smaller and medium sized firms in particular are internalising certain cleaning duties, rather than outsourcing.

With business confidence at a particularly low ebb in a number of key markets at present, indications are that suppliers to the contract cleaning sector will experience more difficult trading conditions as contractors are less willing to invest in capital equipment during a period of sustained low demand. Despite the likelihood of a downturn, however, there is likely to be some continuation of capital investment by the industry, albeit at much lower levels than recently experienced, with total assets forecast to rise by just under 4% in 2009. The report goes on to forecast a recovery in mid-late 2010, with the market set to experience a relatively fast paced return to 'real term' growth, followed by a rising level of expenditure on capital goods and equipment.

**Companies Included in the Report:-**

1st Omega Contract	Carlisle Cleaning Services	Diamond Commercial	Hopkins Cleaning Services	North East Cleaning	Smart Cleanings UK Ltd
A J Procter Cleaning	Carlton Cleaning	Clarendon Ltd	Hygienic Cleaning Co Uk	Services	Sofisti-Clean Limited
Contractors Co Ltd	Contractors Ltd	Dolphin Cleaning Services	Ideal Cleaning Services	North Star	Sparkle Cleaning Co
Able Cleaning Services Ltd	Caroline Mondo Cleaning	Douglas Support Services	Insitu Cleaning Co	OCS Group	Spick & Span Ltd
Ableclean Ltd	Celtic Cleaning	Dusters Wales Ltd	Integrated Cleaning	Optim Contract Services	Supreme Cleaning
Abracadabra Services Ltd	Central Industrial Services	Easy Clean Services Ltd	Management	Orion Cleaning Co Ltd	Services Ltd
Acre Industrial & Cleaning	Chrysalis Cleaning	Ecosse Contract Services	Inter County Service Group	Pacemaker	Sure Clean UK Ltd
Services Ltd	City Cleaning Contracts Ltd	Edwards Commercial	Interclean Commercial Ltd	Paneless Services Ltd	Sussex Cleaners Ltd
Aim Hygiene Services	Civic Maintenance Services	Cleaning Services Ltd	Inverclean Services Ltd	Phoenix Contract Services	Swallow Cleaning
Albyon Ltd	Classic Cleaning Services	Emprise Plc	ISS Facility Services Ltd	Pips Cleaning Services	Contractors
Alliance Cleaning Services	Clayton Cleaning	Enviroclean Services Ltd	J V S Cleaning Services	PKM Cleaning Ltd	Swift Office & Domestic
Alternative Cleaning Ltd	Consultants	Euroclean Contractors	Jardak Services Ltd	Poplars F.M Ltd	Cleaners Ltd
Angel Cleaning Services	Clean Image	Europa Support Services	K G B Cleaning & Support	Premier Cleaners Ltd	T J M Services Ltd
Apex Cleaning Services	Clean Living Property	Executive Cleaning Ltd	Services Ltd	Premier Cleaning &	TC Cleaning Contractors
Aramark Holdings Limited	Services Limited	Falcon Cleaning Services	Keencraft Ltd	Hygiene Services Ltd	Tewkesbury Cleaning
Archgate Cleaning &	Clean Office Services	Farnham Office Cleaning	Kenkleen Ltd	Premier Contract Cleaning	Services Ltd
Support Services Ltd	Clean Slate Ltd	Finclean S K J Ltd	Kite Contract Cleaning Ltd	Premier Contract Services	Thames Cleaning Co Ltd
Ashbon Services	Cleanbright Services Ltd	Floorbrite Cleaning	Lakethorne Ltd	(Bristol) Ltd	Thames Valley Ltd
Ashford Cleaning	Cleanbrite Ltd	Contractors Ltd	Lancaster Office Cleaning	Prestige Cleaning	The Adept Cleaning Co.Ltd
Contractors Ltd	Cleaner Care Ltd	Fluid Options UK Limited	Landmark Facilities	Contractors	The Carroll Cleaning Co
Atkins & Gregory	Cleaning Choices	Footprint Cleaning	Management Ltd	Progressive Cleaning Ltd	Three C's Ltd
Atlas Cleaning	Cleaning Enterprises	G S F Sandlyght Ltd	Langley Office	Proklean Uk Ltd	Tower Group Services Ltd
Ayleton Cleaning Ltd	Cleanit Contract Services	GBM Support Services	Maintenance	Purley Contract Cleaning	Trowbridge Office Cleaning
AYS	Cleanrite Ltd	Group Limited	LCC Support Services Ltd	Regent Office Care Ltd	Services Ltd
BCM Services Ltd	Completely Clean Ltd	Glen Cleaning Co Ltd	M & B Services Gb Ltd	Region Clean	Tudor Contract Cleaners
Bespoke Cleaning	Consortium Cleaning	Glencross Cleaning Ltd	M & D Cleaning Services	Rentokil Initial (Cleaning)	Universal Cleaning Ltd
Contractors Ltd	Services	Glenn Management Ltd	Martyn Madden	Resource (UK) Ltd	Vanguard Cleaning
Birkin Cleaning Services	Consultant Cleaners	Global Multi Service Uk	Mavis Russell Cleaning Ltd	Response Services Uk Ltd	We Clean Ltd
Blitz Cleaning &	Corporate Hygienics Ltd	Goldenclean Ltd	Meridian Contract Services	Reynard Cleaning Ltd	Windray Ltd
Maintenance Ltd	Counties Cleaning Services	Goldservice Contract	Millard's Ltd	RGS Cleaning Ltd	Wycombe Cleaning
Blue Diamond Services	Courtesy Cleaning Services	Cleaning Ltd	Millennium Cleaning Ltd	Riverside Contract	Services Ltd
Limited	Cranes Cleaning Co.Ltd	Grade One Ltd	Mitie Cleaning & Support	Cleaning Services Ltd	Wycombe Office Contract
Bluebay Cleaning Services	Crusader Cleaners Ltd	Graduate Services Ltd	Services Ltd	Robinson Hygiene Services	Cleaners Ltd
Bush Brush Cleaners Ltd	D P Cleaning Services	Hall Cleaning Services Ltd	Monthind Clean	SCB Services	Zonecloth Ltd
Busy Bee Cleaning	Delta Cleaning Services	Hayward Services Ltd	N R C Services Ltd	Scot Kleen Ltd	
C P S Group Ltd	(Scotland) Ltd	HBS Europe Services Ltd	North Downs Cleaning &	Scotia Clean Teck Ltd	
Capital Maintenance	Deniva Cleaning Services	Hitech Equipment Ltd	Maintenance	Serviscare	

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**A Comprehensive, Insightful and Cost Effective Tool To Quickly Develop Sales In, Or To The UK Contract Cleaning Market & Enhance Marketing Strategy**

A Brand New Report, Exclusively From MTW Research

