

Lighting Retailers Market Report UK 2008-2012

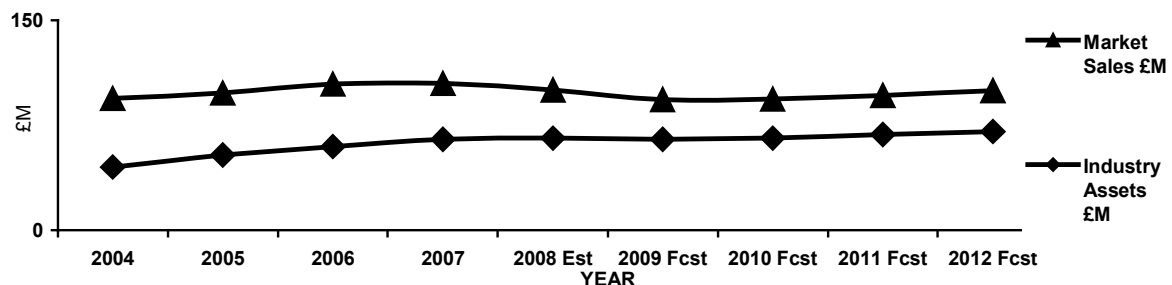
MTW Research have published a brand new "Lighting Retailers Market *Rank & Profile*" Report for 2008, providing a strategic **market overview & trends**, independent lighting retailers **rankings & sales** and **company profiles** in a unique, easy to use and cost effective publication. The report is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

Based on company sales returns from 70% of the independent lighting retailer 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 and perceptive review of the industry. Comprehensive contact, telephone and mailing details are also provided for more than 90% of the market by volume, resulting in a comprehensive & effective sales and marketing tool which also offers excellent value for money.

This 170+ Page Report Features:-

- Lighting Retailers Market **Sales & Trends** 2004-2008, Impact of Recession & Credit Crisis
- Market Sales **Forecasts & Key Issues** 2008-2012, Economic & Business Recovery
- Lighting Retailers 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 Lighting Retailers Ranked** by Turnover, Profit, Assets, Net Worth etc.
- **Financial Profile** for each Lighting Company included, with 'at a glance' financial health chart.
- **Full Mailing Details & Senior Decision Maker Sales Leads** Provided for 90% of the Market.

UK Lighting Retailers Market 2004-2012



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 Lighting Retailers Providers
- Identify The **Ranking, Performance & Financial Health** of the Lighting 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 independent lighting retailers market. Based on sales & primary research, written specifically for companies active in the domestic lamps and luminaires industry, this easy to use, independent market intelligence report represents an invaluable yet cost effective tool for any company selling to, or operating in the UK Lighting Retail Industry.

Key Features Of This 170+ Page Report Include:-

MARKET & INDUSTRY TRENDS 2004-2012

- **Trends in Lighting Retailers 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, Purchasing Power, Inflation Impact
 - Total **Assets, Liabilities & Net Worth** of Lighting Retail Market 2004-2012
 - **“Average” Lighting Retailer Profile** 2004-2012 – Turnover & Profit
 - Industry Averages 2004-12 - Assets, Debts, Net Worth & Employees

RANKINGS

- **The Lighting Retailers...**
 - 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 Lighting Retailers, 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...**

Mailing List	Data Spreadsheet
<ul style="list-style-type: none"> • 580+ Leading Lighting Retailers Mailing List • Full Company Name & Postal Address • Telephone Numbers • Senior Decision Maker / Purchasing Contact • Description of Activities, Turnover / Employee Band • Company Type (e.g Ltd / Non-limited) • Office Type (E.g Head Office, Single Site, Branch etc) • Telephone / Mailing Preference Service Screened • Multi-Use – No limitations on how the data can be used • Full Data Compliance – Supplied in MS Excel format 	<ul style="list-style-type: none"> • Company Name, Address, Tel & Fax, Director Name • 4 Years Latest Accounts & Balance Sheet <ul style="list-style-type: none"> – Turnover, profit, assets – Debts, net worth, – Sales per employee, profit per employee, working capital • Parent Company, Ultimate Holding Company • Turnover Estimates for every Company in Report • Incorporation Date • Number of Employees • Data for all Companies Included in the Report

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:-

Whilst independent lighting retailers may lose some market share in 2009, a period of rapid transition and market re-positioning should result in a more healthy lighting distribution channel from 2010 onwards. This report, based on company sales from 70% of the market, found that lighting retailers are facing an increasingly difficult and complex trading environment in late 2008, with rising pressure on sales and profitability likely to characterise the channel in 2009. Whilst the recent 2.5% VAT reduction may offer some light relief to lighting retailer margins, MTW forecast that the sector will undergo a period of rapid transformation as retailers re-position themselves in order to avoid further pricing pressures.

The implications for lighting manufacturers and suppliers are clear as the independents seek to differentiate themselves from competing channels such as the DIY 'Sheds'. The market continues to polarise, with 20% of independent retailers recorded as being 'at serious risk', with companies with a less well defined market position will feel the full force of the downturn in 2009.

However, the report also provides a degree of optimism, with market growth forecast for the medium term and more than 70% of the industry regarded as being a 'low or below average risk'. There is a growing necessity for lighting product manufacturers to understand current market conditions and identify those companies who are best placed to weather the economic downturn in order to sustain sales in the UK domestic lamps and luminaires market. Suppliers to the independent lighting stockists are likely to experience an increasingly competitive environment where retailers are progressively seeking to implement cost cutting measures. Sources indicate that retailers will inevitably look to suppliers to achieve this cost saving to some extent, with pricing pressures feeding through to the lighting manufacturers as a result.

Companies Included in the Report:-

A P Lamp Distributors Ltd	Chorley Lighting Centre Ltd	Green Lighting	Litecraft	Pizzazz	The Lamp Shed
Abbeygate Lighting	Cotterell Light Centres	Group B Lighting	London Lighting Co Ltd	Poolglo Ltd	The Light Brigade Ltd
Academy Wholesale	Creative Living Ltd	Inspired Lighting Ltd	Lumino Ltd	Prewer & Orsborn	The Light House York Ltd
Electrics Ltd	Cutting Edge Lighting	J.J Lighting & Electrical Ltd	Luton Lighting Centre Ltd	Prime Light Electrical Ltd	The Lighthouse Ltd
Akshars Ltd	Technology	Jessica Jones Lighting	Lux Lighting Ltd	Profile Lighting Services	The Lighting Centre Ltd
All Square Grp Ltd	D R Kershaw Ltd	Kent Lighting Ltd	Luxa Ltd	Projected Image Digital Ltd	The Lighting Studio
All Weather Lighting	Danlec Electrical & Lighting	Koltrane Lighting Ltd	M I L Master In Light Ltd	Richard James Lighting Ltd	The Lite Spot UK Ltd
Ansong	Derham's Specialist	L & M Lighting Ltd	Mapperley Lighting & Gifts (2004) Ltd	Robert Matthew Lighting	Tom Phillips Ltd
Aquila Design	Lighting	Lamps & Lighting	Marine Lighting (UK) Ltd	Robinsons Lighting Ltd	Topkapi Interiors Ltd
Arthur English (Ilkley) Ltd	Divva Lighting Ltd	L'aura Lights Ltd	Mers-E-Lec Ltd	Ryness Electrical Supplies	Tornado Lighting & Design
B.J Lighting Supplies Ltd	Elite Lighting & Alarms Ltd	Ledco	Mister S Ltd	S C A Distributors Ltd	Town & Country Lighting
Barbizon Europe Ltd	Emco Group Ltd	Leyden Electrical Supplies	Mw United Ltd	S G E Biz	UK Pavement Light
Baro Lighting UK Ltd	Enlightenment By Design	Light House Discounts	New Effect Ltd	Simply Lighting	Construction Ltd
Basement Lighting	Exclusive Lighting Ltd	Light In Design Ltd	Northgate Lighting Systems	Sparks Electrical	Universal Lighting Services
Bayada Bros & Co.Ltd	Ezards Lighting	Lightbox Ltd	Npn Enterprises Ltd	Stanways Lighting & Heating	Universal Stars Inc Ltd
Bella Figura	Faraday Lighting Gallery	Lighthouse Electrical	Nulite Lighting Ltd	Starna Industries Ltd	V L M
Bernlite Ltd	Fiat Lux	Lighting Bug	Orlight Ltd	Sterling Lights	Vaughan Ltd
Bridport Lighting Centre Ltd	Firstlight Products Ltd	Lighting Electrical	Ottimo Ltd	Stockfield Manufacturing	Veco International Ltd
Brightlights Lighting & Electrical	Forme Ltd	Lighting Inspirations	Pagazzi Lighting Ltd	Streetstyle UK Ltd	Villa Verde Ltd
Bulpitts Lampshades Ltd	Garvagh Lightings Ltd	Lighting Store Co	Performance In Lighting UK	Sycamore Lighting Ltd	Visibility Lighting & Sound
Cameron Peters	General Lamps	Lighting Styles Ltd	Peter James Lighting	The Complete Lighting Co	Warmmead Electrical Ltd
Charles Edwards Antiques	Global Lighting UK Ltd	Lights Fantastic Chester	Stroud Ltd	The Lamp Co	We-EF Lighting Ltd
	Goodwill Sales Ltd	Lincolnshire Lighting Ltd			West Midlands Lighting Ltd

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4. LIGHTING RETAILERS PROFILES

(1 Page Financial Profile for Each Company)

Including:-

Full Address, Director Name, 'At a Glance' Financial Indicator Chart, Parent, Incorporation Date, Key Financial Performance Indicators including turnover & profit estimate where not reported – see the sample on the website for more detail.

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

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