

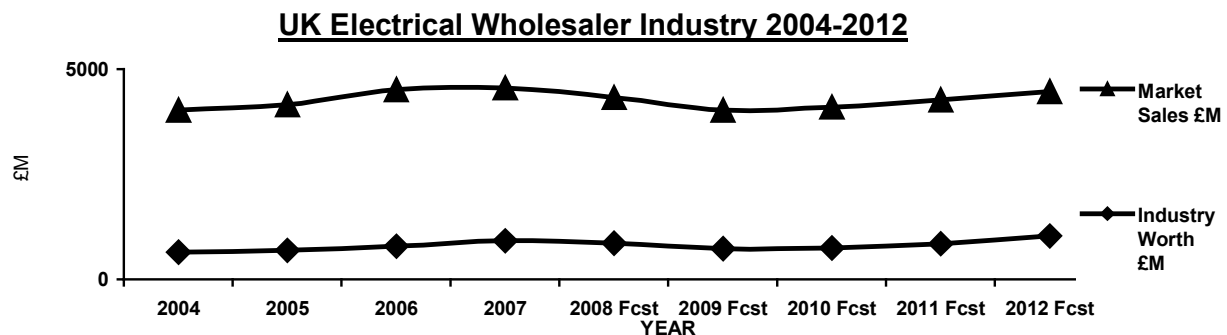
UK Electrical Wholesalers Industry Report 2008-2012

MTW Research have published a brand new “Electrical Wholesalers Market *Rank & Profile*” Report for 2008, providing a strategic **industry overview & trends**, Electrical Wholesalers **rankings & sales** and **company profiles** in a unique, easy to use and cost effective publication. The report is now available to electrical product manufacturers, suppliers and distributors.

Based on company sales returns for more than 90% of the industry, this new report reviews performance from 2004 to 2008 providing a review of key 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 160+ Page Report Features:-

- Electrical Wholesaler Industry **Sales & Trends** 2004-2008, Credit Crunch Impact
- Industry Sales **Forecasts & Key Issues** 2008-2012, Economic & Construction Recovery
- Electrical Wholesaler Industry **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 Electrical Wholesalers Ranked** by Turnover, Profit, Assets, Net Worth etc.
- **Financial Profile** for each Electrical Wholesaler, 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 Industry 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 Electrical Wholesalers
- Identify The **Ranking, Performance & Financial Health** of the Electrical Wholesalers
- 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 Electrical Wholesaler Industry. Based on sales from 90% of the industry, written specifically for electrical product manufacturers and distributors, this easy to use, independent market research report represents an invaluable yet cost effective tool for any company active in selling to, or operating in the UK Electrical Wholesale Industry.

Key Features Of This 160+ Page Report Include:-

INDUSTRY TRENDS 2004-2012

- **Trends in Electrical Wholesalers Industry 2004-2012, including**
 - Total **Industry Sales** 2004 – 2007, Forecasts to 2012, Credit Crunch Issues
 - **Total Profit** 2004 – 2012 for Wholesalers, Inflation & Material Costs Impact
 - Total **Assets, Liabilities & Net Worth** of Wholesalers Market 2004-2012
 - **“Average” Electrical Wholesaler Profile** 2004-2012 – Turnover & Profit
 - Wholesaler Averages 2004-12 - Assets, Debts, Net Worth & Employees

RANKINGS

- **The Electrical Wholesalers...**
 - 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 Electrical Wholesalers, 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...**
 - Full Company Name & Registered Postal Address
 - Telephone Number for Each Company, Fax Number Where Available
 - Senior Decision Maker / Director Contact
 - Company Type, Incorporation Date, Brief Official Description of Activities
 - 4 Year Turnover & Profit Where Reported
 - 4 Years Balance Sheet, Assets, Liabilities & Net Worth, Sales per Employee
 - Supplied in All Formats, CD-Rom, Hard Copy & Email.

Report Snapshot:-

UK Electrical Wholesalers are now increasingly re-focusing their attention on achieving turnover as volume demand slows in mid-late 2008, and away from the recent trend of ‘cherry-picking’ more profitable projects. The new report found that whilst the market rose by just over 1% in 2007 profitability increased by almost 8%, in part reflecting the adoption by wholesalers of the phrase ‘turnover is vanity, profit is sanity’. However, in 2008 indications are that this trend is reversing as housebuilding and commercial construction activity slows. The contraction in construction and RMI activity is resulting in weaker volume demand for electrical products and accessories, giving rise to less opportunity for wholesalers to ‘cream off’ the more profitable supply contracts.

The implications for electrical product manufacturers and distributors of these findings are clear, with this trend compounding growing pricing pressure in the market in the short term. The findings also point to the likelihood of a relatively fast paced rise in borrowing in the industry, with debt rising to around 40% of sales by 2009, further exacerbating the issue of price sensitivity in terms of purchasing by the wholesalers. These, and other issues suggest a more complex trading environment for electrical product manufacturers in the short term and highlight the need for a clear and coherent strategy with which to weather the coming financial difficulties.

MTW go on to develop possible future scenarios for the UK electrical wholesale market, with optimism returning to the market by 2010. However, the short term future is not necessarily as bleak as some predict, with assets continuing to rise in 2008 throughout the industry, though variations in individual performance mean that manufacturers must increasingly target and focus on those companies who continue to perform well at present.

Companies Included in the Report:-

A A Electric UK	Cleveland Cable Co	F C C Electrical	Kent Electrical Supplies	Online Electrical	Smj (UK)
A M P Electrical Distributors	Colin Khalid Electrical	Wholesalers	Knk Electrical Wholesalers	Wholesalers	Sparkworld
A.I.B Electrical Wholesale	Countrywide Electrical	First Stop Electrical	L P D Electrical Wholesale	Park Electrical Services	Specialised Wiring
AA Electrical Wholesalers	Distributors	Wholesale	Led Electrical	Parmley Graham	Accessories
Accord Electrical	Cox Electrical Supplies	Foyle Electrics Wholesale	Leigh Electrical Supplies	Phoenix Contact	Stearn Electric Co
Wholesalers	Cumberland Electrical	G C G Electrical	Lexibook	Potter & Sons Swindon	T & R Electrical
Alert Electrical Wholesalers	Wholesalers	Wholesalers	Litelm	Qvs Electrical Wholesale	Wholesalers
Alfred J Hurst	Cyril Campbell Electrics	G L S Shermelds	Lockwell Electrics	Qvs Industrial Controls	T N Robinson
Amble Electrical	Daton Electrical	G M W Electrical	Marlowe Holdings	R & M Electrical Group	Takbro
Distributors	David Harrison & Sons	Distributors	Mashco	Ralco Electrical Supplies	Target Electrical Supplies
Anglia Electrical	Demesne Electrical Sales	Garfield Electrical	Massgrove Electrical	Rapid Electronics	UK Electrical Supplies
Distributors	Denmans Electrical	Distributors	Masterplug	Regency Electrical	Underwoods Electrical
Apex Cables	Wholesalers	Geneva Industries	Medlock Electrical	Distributors	Distributors
Atco Electrical Distributors	Devondale Electrical	Gil-Lec	Distributors	Rexel Senate	Valmo Electrical Supplies
Bew Electrical Distributors	Dynamic Electric Co.	Glyn	Menekes Electric	Rifina Co	W.G.A Industrial Control
Bridgeton Corporation	Dyson Products	Hagemeyer UK	Mercer's Electrical	Riverbank Electrical	Equipment
Bridisco	Eckstronics	Hardman Isherwood	Distributors	Wholesale	Wellhead Electrical
C & S Electrical Wholesale	Edwardes Bros (Dulwich)	Hedley & Ellis	Miltown Electrical	Routeco Plc	Supplies
C E F Holdings	Electric Center	Hewett Electrical Supplies	Wholesale	Saft Power Systems	Whinstone Agencies
Cable Management Centre	Electric Centre Limited	Holland House Electrical	Mitre Electrical Supplies	Limited	Wholesale Electrical
Cable Services Limited	Electrical Supplies Bolton	Industrial Contract Supplies	Ndm Agencies	Salford Electrical Factors	Supplies
Cable Systems	ERF Electrical Wholesalers	Inman & Co (Electrical)	Northampton Electrical	Scattergood & Johnson	Wilts Wholesale Electrical
Cables Fans & Fittings	Express Electrical	J S C Electrical Distributors	Distributors	Scolmore International	Co.
Capital Wholesale Harrow	Distributors	Jack Hinton Electrical	Northern & Central Wigan	Securlec	Worcester Electrical
Celebration Lighting	Express Logic	Jarel Uk	Oak Electrical Distributors	Sellec (Special Cables)	Distributors
City Electrical Factors	Eyre & Elliston Holdings	John Cribb & Sons	Octopus Electrical	Sentor Electrical Services	Wyre Electrical Services
Clanrye Electrical Supplies	Limited	John Maclean & Sons	Oem Automatic	Sicame Electrical	
Clearlight Electrical Co		Electrical		Distribution	

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