

UK Tool Hire Market Report 2008-2012

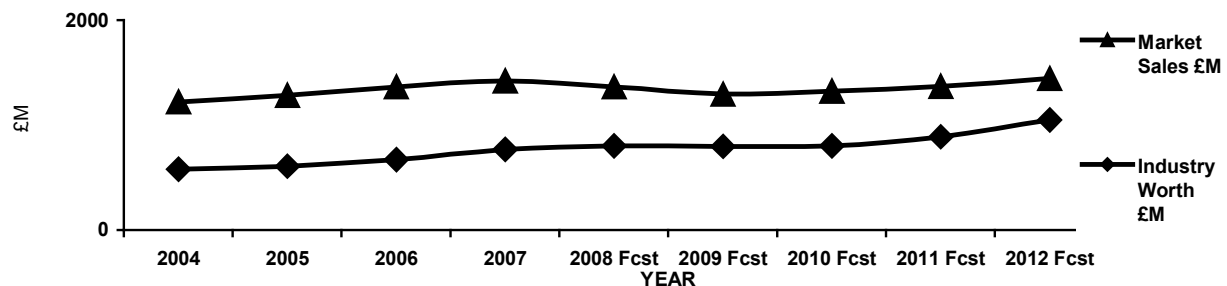
MTW Research have published a brand new "Tool Hire Market *Rank & Profile*" Report for 2008, providing strategic **market overview & trends**, tool hire company **rankings & sales** and **company profiles** in a unique, comprehensive and cost effective publication. The report is now available to tool and equipment product manufacturers, suppliers and distributors.

Based on company sales returns for more than 95% 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 110+ Page Report Features:-

- Tool Hire Market **Sales & Trends** 2004-2008, Credit Crunch Impact, Recovery Period
- Market Sales **Forecasts & Key Issues** 2008-2012, Economic & Construction Recovery
- Volume Share by Companies with **Growing, Static & Declining** Sales in 2008
- Industry **Mix by Employees, Turnover & Credit Worthiness** in 2008
- Tool Hire Market **Total Profit, Worth, Assets & Borrowing** 2004-2012, Key Trends & Issues
- **Sales Estimates** for Each Company, enabling market share assessment.
- **Industry Averages** – Turnover, Net Worth, Profitability, Liabilities, Assets etc.
- **Tool Hire Companies Ranked** by Turnover, Profit, Assets, Net Worth for 95% of Market.
- **Financial Profile** for each Tool Hire Company, with an 'at a glance' financial health chart.
- **Full Mailing Details & Senior Decision Maker Sales Leads** Provided for Each Company.

UK Tool Hire Market 2004-2012



Key Benefits Of This Brand New Report Include:-

- **Current, Historical & Future Market Performance & Trends 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 Tool Hire
- Identify The **Ranking, Performance & Financial Health** of the Tool Hire
- 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 Tool Hire market. Based on primary financial data from 95% of the industry & written specifically for tool and equipment suppliers, this independent report represents an invaluable yet cost effective sales and marketing tool for any company active in, or selling to the UK Tool Hire Industry.

Key Features Of This 110+ Page Report Include:-

MARKET & INDUSTRY TRENDS 2004-2012

- **Trends in Tool Hire 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, Inflation & Material Costs Impact
 - Total **Assets, Liabilities & Net Worth** of Tool Hire Market 2004-2012
 - **“Average” Tool Hire Company Profile** 2004-2012 – Turnover & Profit
 - Industry Averages 2004-12 - Assets, Debts, Net Worth, Sales Per Employee

RANKINGS

- **The Tool Hire Companies...**
 - Ranked by **Sales Turnover** – 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 Tool Hire, 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, 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:-

In 2008, there are around 850 individual tool hire companies active in the UK, though the industry remains particularly consolidated in value terms, with the companies in this report reporting sales contributing more than 95% of the market. The tool hire industry has experienced a healthy and sustained rate of growth in recent years from buoyant new build, DIY and RMI activity, supported by the rising trend toward the DFY (Done for You) market.

Whilst companies now face a more difficult trading environment in late 2008, there remain a number of positive issues and underlying fundamental strengths which are providing some degree of optimism, not least the recent announcement by the Government to bring forward a large number of public sector new build and RMI projects.

The leading tool hire companies are increasingly aware of the uncertain economic outlook and are now implementing a number of measures in order to improve efficiency. These measures include cost reduction and cash management initiatives, which are likely to impact on suppliers to the tool hire market in the short term. In addition, tool hire companies are now reducing the number of employees relatively quickly in recent months.

The reduction in capital expenditure will inevitably impact on tool suppliers in the short term, with a contraction in volume demand also exacerbated by rising pricing pressure as tool hire companies seek to achieve greater cost cutting measures. As such, the implications for tool and equipment manufacturers are less positive in terms of supplying to this sector in the short term and clearly illustrate the need for focused and effective marketing strategies which target those companies who are performing well in the market.

Companies Included in the Report:-

A1 Tool & Plant Hire	H 4 Hire	Protier
Access Plant Hire & Sales	Harborough Tool Hire	R K Services
Ace Line Plant	Hedon Hire	R Lord & Co
Acorn Hire Centre	Hewden Stuart	Radstock Mini Digger Hire
Acorn Plant & Tool Hire	Hire 1 (South West) Limited	Rapid Plant And Tool Hire
Armec	Hire Station	Readyhire
Ashtead Plant Hire Company	Hirepoint	Rhino Fixings & Tool Hire
Aston Tools	Hss Hire Service Group	Rotrex Group
Banson Tool Hire	Inverclyde Tool Hire	RSD Tool Hire
Beaver Tool Hire	Jewson Hire Point	South Hams Tool Hire
Brandon Hire	JG Martin Plant Hire	Speedy Hire Plc
Bulldog Tool & Plant Hire	K N Tools	Surrey Hire & Sales
Can-Do Hire Centres	Kingsbridge Hire Centre	Tamworth Trade Supplies
Castle Tool Hire	Kougar Tool Hire	Thames Valley Hire Services
CCF Plant Hire	Kursaal Tool Hire	Tool Services
Champion Hire	Ladder Hire	Tool Shack
Crusader Hire UK	Latimer Equipment Services	Tool-Time
D & M Hire & Sales	Marchstream Tool Hire	TP Hire / Keyline Tool Hire / Toolmart
D M Plant & Toolds	Mid Devon Hire	Traction Equipment Services
Direct Hire & Sales	Moat Plant Hire & Sales	Transcast Plant Hire
Dormer Plant Hire	North East Hire	Trigon Tool Hire
Double C Hire And Repair	P & G Watson	Turner Tool Hire
Express Tool Hire	Pennine Tool Hire	Universal Access & Power Plants
Fakenham Tool & Equipment Hire	Penrhyn Hire	Watson Tool Hire & Diy
Gap Group	Power Supply	William Birch & Sons
Gem Tool Hire & Sales	Premier Tool Hire & Sales	X L Tool & Plant Hire

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