



# **Access Equipment Market Suppliers Rank & Profile UK 2008**

## **SAMPLE**

**Competitor Analysis, Financial Comparison, Profile & Ranking Report of  
Suppliers & Competitors Active in the Access Equipment Market**

**February 2008**

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#### **Estimates Provided**

In order to enable benchmarking, competitor analysis and facilitate further market research, MTW have provided estimates for turnover, profit before tax and number of employees for small and medium sized companies who are not obliged to submit this information to Companies House. As such, in the interests of clarity, all data relating to turnover, profit and number of employees provided in this report should be regarded as independent estimates by MTW. Whilst we endeavour to attain high levels of accuracy with these estimates, they may not reflect the actual figures of a company and should therefore be treated with caution.

## 1. Introduction to Competitor Rank & Profile Reports

MTW Research *Rank and Profile* reports are designed to provide the reader with an independent, comprehensive overview of the current and recent trading conditions within their respective markets in an easy to use and easy to disseminate format.

Researched and collated by market research professionals who have been writing market reports on these sectors since 1999, MTW's *Rank and Profile* reports represent an excellent tool on which to base further competitor and market analysis or can simply be used to gain a greater understanding of the performance of your competitors in recent years and how this compares with your company's performance.

This report enables the reader to undertake

- **Fast and Effective Competitor Analysis**

With the report providing an Industry Overview with industry totals, averages and forecasts to 2012; Ranking section; and a more detailed Profile section, the depth and range of analysis provides a comprehensive overview of the market's performance and estimated ranking for each company included in the report. Each company has a 1 page key financial indicators profile providing crucial competitor analysis on which to base further research and strategic decision making.

- **Benchmark & Monitor your Company's Performance against the Industry.**

3 years of the most recent accounts available, supported where appropriate by our own estimates, is supplied for each company enabling the reader to understand the position of your company in the market and gauge its performance against your competitors in recent years.

- **Turnover & Profit Estimates for Every Company**

MTW reports are unique in that we have provided an estimate for turnover and profit ranking for every company listed, enabling smaller and medium sized companies to gauge their market share, as well as the larger companies. Whilst we don't claim that every estimate we make is accurate, this will always be our aim.

- **Track and Monitor Your Closest Competitors' Financial Performance.**

Key financial data are provided for every company listed for the last 3 years, enabling the reader to quickly and effectively track your competitor's performance in recent years, providing an excellent foundation on which to base further SWOT analysis to provide a comprehensive review of your competitive environment.

- **A Company Listing More Relevant to Your Market**

MTW Research have been researching and writing market reports in this industry since 1999 and as such we are able to develop a company listing which is more relevant to your chosen market, saving you time and money.

- **Identify and Assess Possible Acquisition Targets**

The ranking section of this report, coupled with and the provision of key financial data such as assets, liabilities and net worth for the last 3 years in the Profiles section, enables the reader to quickly identify possible acquisition targets.

- **Save Your Company's Time & Money**

MTW's *Rank & Profile* reports don't bombard you with irrelevant financial data, they are designed to enable you to engage in fast and effective market and competitor analysis. We focus on providing what's important in an easy to reference and use format.

## 2. Access Equipment Industry

### 2.1 Introduction to this Rank & Profile Report

In order to provide an easy to use tool for the basis of a competitor analysis study, this report provides the following information:-

#### **Industry Overview 2004-2012**

*Overview of the industry's performance 2004-2007 and forecasts to 2012, including:-*

- Total Industry Sales Turnover
- Total Industry Profitability
- Combined Industry Assets & Liabilities
- Total Industry Net Worth

#### **Average Supplier Performance 2004-2012**

*A Profile of the 'Average' supplier in the industry, enabling effective and fast comparisons:-*

- Average Supplier Revenue 2004-2012
- Average Supplier Profit Levels 2004-2012
- Average Assets & Liabilities 2004-2012
- Average Net Worth 2004-2012
- Average Number of Employees

#### **Supplier Ranking**

*Provided for the leading 100 companies in tabular and top 10 in chart format:-*

- By Turnover & Individual Sales Revenue Estimates for 2007
- By Profit
- By Total, Combined Assets
- By Net Worth
- By Number of Employees

#### **Supplier Profile**

*Financial data and estimates provided for the last 3 years of trading for every company:-*

- Debtors Value (i.e. money owed to company each year over the last 3 years)
- Fixed Assets (e.g. value of land, buildings, vehicles, equipment etc)
- Current Assets (i.e. cash & other assets to be sold within 1 year)
- Current Liabilities (i.e. debts or obligations due in 1 year)
- Long Term Liabilities (i.e. debts or obligations which extend beyond 1 year)
- Net Worth (i.e. total assets less total liabilities)
- Brief Description of Activities
- Full Registered Address & Postcode
- Incorporation Date
- Ultimate Holding Company & Parent Company (if applicable)
- Number of Employees (estimates given where no data exists from Companies House)

## 2.2 Access Equipment Competitor Listing

The following table provides a listing of the companies which are included, and for the purposes of this report, defined as 'the industry'.

Whilst we endeavour to ensure that the majority of the major companies are included, it should be noted that the list of companies included in this report is not exhaustive and the inclusion or otherwise of a company in this report does not necessarily indicate a company's relevance to a particular market.

**Figure 1: Access Equipment Suppliers Listing**

• Abru	• Hewden Stuart Plc	• Richard Turner Limited
• Alimak Hek Ltd	• Higher Platforms Group Ltd	• Rise Hire Limited
• Aliscaff Ltd	• Highland Access Ltd	• RMD Kwickform Limited
• Alto Tower Systems Ltd	• Hi-lift Equipment Ltd	• Rotrex Group Limited
• Andrews Sykes Group plc	• HSS Hire Service Holdings Ltd	• S&W Engineering Limited
• Ashtead Plant Hire Company Ltd	• Interlink Alloy Systems Ltd	• Safe T Reach Limited
• Atrium Gantrys Ltd	• Introland Ltd	• Safehire Limited
• Brandon Hire plc	• Jackson Lift Services Ltd	• Securequip Limited
• C & G Platforms Ltd	• JD Plant Services Ltd	• Select Manufacturing Limited
• Carter Cradle Maintenance Ltd	• Kestrel Powered Access Ltd	• Selwood Group Limited
• Cento Engineering Co Ltd	• Ladder and Fencing Industries Newent Ltd	• Skyform Limited
• Central Access Ltd	• Latchways Plc	• Skyform Scotland Limited
• Clow Group Ltd	• Lavendon Group PLC	• Skyline Tower Crane Services
• Cox Hire Ltd	• Layher Ltd	• Skyreach Access Solutions
• Cradletech Ltd	• Light Hire Ltd	• Skywinder Limited
• CTE UK	• Lobo Systems Limited	• Smart Platform Rental Limited
• Deborah Services Ltd	• London Building Equipment UK Limited	• Smartlock Access Control
• Dura - Stilts (Europe) Ltd	• Loxam Access Limited	• Southern Contract Lifting Limited
• Easi Uplifts (N I ) Ltd	• M & S Hire Limited	• Southern Cranes And Access
• Easi-dec Access Systems Ltd	• M F B Fabrications Limited	• Street Cranexpress Limited
• EPL Access Ltd	• Manitowoc Crane Group UK Limited	• Surespan Limited
• Euro Towers Ltd	• Mastclimbers Limited	• Suspended Access Systems
• Eurolift (Tower Cranes) Ltd	• Max Access Limited	• T B Davies UK Limited
• European Platform Systems Ltd	• Merlo UK Limited	• Technical Access Engineering
• Facade Hoists International Ltd	• Miles Robinson Limited	• Terex Demag Limited
• Facelift (Gb) Ltd	• Nationwide Access Limited	• Thames Crane Services Limited
• Falcon Crane Hire Ltd	• Nawrocki Alpin UK Limited	• The Platform Company UK
• Finning UK Ltd	• Niftylift Limited	• Trac International Limited
• Forrester Access Ltd	• Orion Access Services Limited	• Track Technology Limited
• Freeway Lift Services Ltd	• Panther Platform Rentals Limited	• Tractel UK Limited
• GAP Group Ltd	• Paxton Access Limited	• Turner Access Limited
• GE Capital Equipment Services	• Planet Platforms Limited	• U K Lift Company Limited The
• Generation (Uk) Ltd	• Planet Platforms Southern Limited	• UK Access Equipment Limited
• Genie Uk Ltd	• Planet Platforms Western Limited	• UK Access Solutions Limited
• Giraffe Access Co Ltd	• Platform Sales & Hire Limited	• UK Platforms Limited
• Haki Ltd	• PMA Systems Cradles Limited	• Upright UK Limited
• Haulotte Uk Ltd	• Power Access Systems Limited	• Versalift Distributors UK Limited
• Haydock Access Ltd	• Power Platform Services Limited	• Vertical Access Limited
• HCL Safety Ltd	• Premier Access Systems Limited	• Yardbourne Limited
• Height Solutions Ltd	• Promax Access Limited	• Zarges UK Limited
• Heightex Ltd	• Ranger Equipment Limited	• Zoom Holdings UK Limited

Source: MTW Research

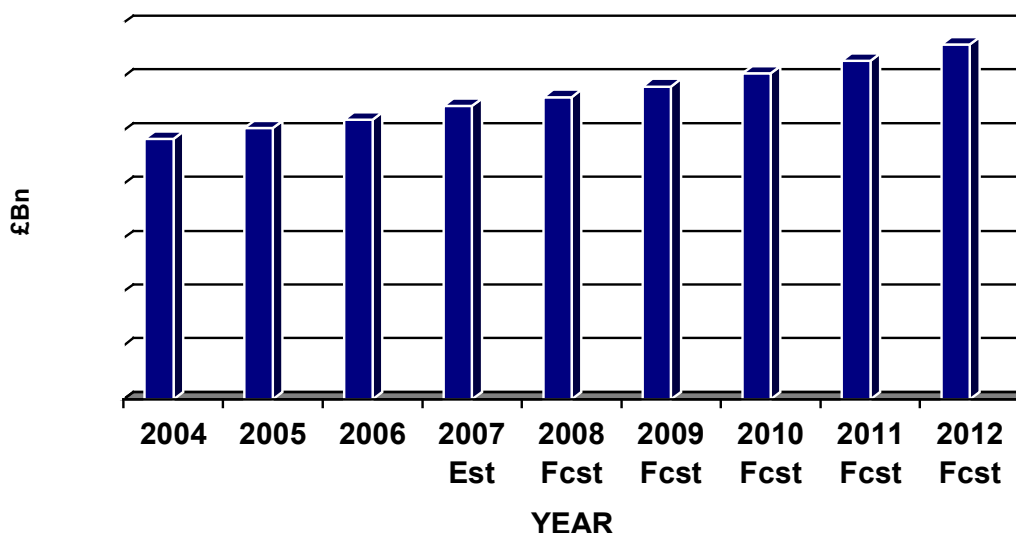
## 2.3 Access Equipment Industry Performance 2004-2012

The following section illustrates the overall, combined performance of the leading suppliers in Access Equipment in terms of revenue, profit, assets, liabilities and net worth.

### 2.3.1 Access Equipment Supplier Sales 2004-2012

The following table illustrates the performance of the selected suppliers of Access Equipment in terms of combined revenues between 2004 and 2007 and forecasts to 2012:-

**Figure 2: Access Equipment Suppliers Total Sales Revenue 2004-2012**



**Source: MTW Research / Company Financials (Figures censored)**

In 2007, the combined sales of the suppliers identified reached in excess of £xx billion, reflecting growth of 5% over the previous year. Since 2004, sales have grown by almost xx%. Forecasts are for this growth to continue, to reach around £xx billion by 2012.

The annual change in sales revenue

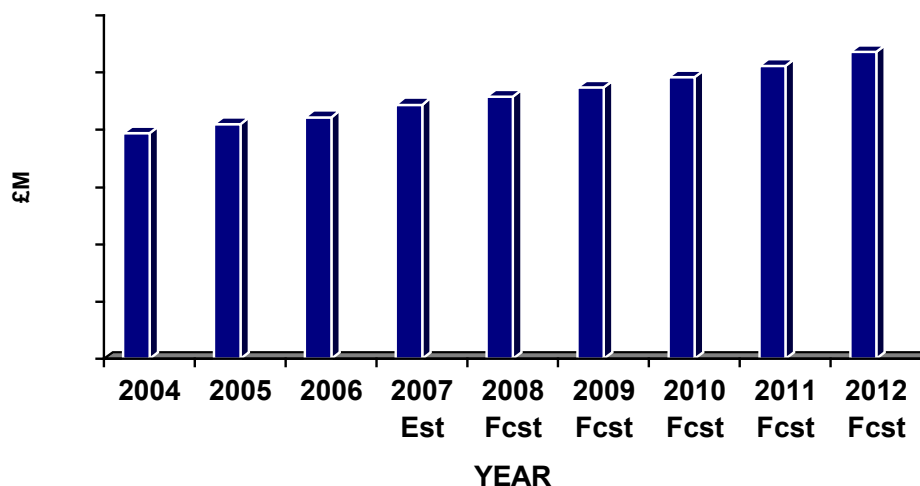
## 2.4 Average Access Equipment Suppliers' Performance 2004-2012

The following section illustrates the average performance of the selected access equipment suppliers in terms of revenue, profit, assets, liabilities and net worth.

### 2.4.1 Access Equipment Supplier Average Sales Revenue 2004-2012

The following table illustrates the average sales revenue of Access Equipment suppliers between 2004 and forecasts to 2012:-

**Figure 12: Access Equipment Suppliers Average Sales Turnover 2004-2012**



*Source: MTW Research / Company Financials (Figures censored from Sample)*

As illustrated,

## 3. Access Equipment Supplier Rankings

### 3.1 Introduction to the Rankings

The following section ranks the companies identified in the previous chapter by various key financial indicators. It should be noted that whilst we have endeavoured to limit the listing of companies to those which primarily operate in the Access Equipment industry, each company will have varying degrees of activity within this sector.

Where possible, we have used the financial information reported by each company. However, for small and medium sized companies reporting obligations are less strict and these companies are not obliged to disclose turnover, profit before tax and other information such as number of employees etc. Where this data does not exist, MTW have provided an estimate based on previous performance, industry averages other financial indicators and background knowledge of the industry.

Whilst we endeavour to attain high levels of accuracy, it should be borne in mind, therefore, that the rankings and other information provided within this report contain an element of estimation. In addition, for companies which are owned by foreign parent organisations, balance sheets may not always reflect a business's actual level of activity in a market. Given these complexities, the following should be treated with a degree of caution.

### 3.2 Sales Estimates & Turnover Ranking 2007

#### 3.2.1 Access Equipment Suppliers Ranking by Turnover - 2007

The following table illustrates our estimates of the rank by turnover for each of the selected Access Equipment suppliers in 2007:-

**Table 23: Ranking by Turnover 2007 - Access Equipment Suppliers**

Rank	Company	Rank	Company	Rank	Company	Rank	Company
1	Sample Company	32	Sample Company	63	Sample Company	94	Sample Company
2	Sample Company	33	Sample Company	64	Sample Company	95	Sample Company
3	Sample Company	34	Sample Company	65	Sample Company	96	Sample Company
4	Sample Company	35	Sample Company	66	Sample Company	97	Sample Company
5	Sample Company	36	Sample Company	67	Sample Company	98	Sample Company
6	Sample Company	37	Sample Company	68	Sample Company	99	Sample Company
7	Sample Company	38	Sample Company	69	Sample Company	100	Sample Company
8	Sample Company	39	Sample Company	70	Sample Company	101	Sample Company
9	Sample Company	40	Sample Company	71	Sample Company	102	Sample Company
10	Sample Company	41	Sample Company	72	Sample Company	103	Sample Company
11	Sample Company	42	Sample Company	73	Sample Company	104	Sample Company
12	Sample Company	43	Sample Company	74	Sample Company	105	Sample Company
13	Sample Company	44	Sample Company	75	Sample Company	106	Sample Company
14	Sample Company	45	Sample Company	76	Sample Company	107	Sample Company
15	Sample Company	46	Sample Company	77	Sample Company	108	Sample Company
16	Sample Company	47	Sample Company	78	Sample Company	109	Sample Company
17	Sample Company	48	Sample Company	79	Sample Company	110	Sample Company
18	Sample Company	49	Sample Company	80	Sample Company	111	Sample Company
19	Sample Company	50	Sample Company	81	Sample Company	112	Sample Company
20	Sample Company	51	Sample Company	82	Sample Company	113	Sample Company
21	Sample Company	52	Sample Company	83	Sample Company	114	Sample Company
22	Sample Company	53	Sample Company	84	Sample Company	115	Sample Company
23	Sample Company	54	Sample Company	85	Sample Company	116	Sample Company
24	Sample Company	55	Sample Company	86	Sample Company	117	Sample Company
25	Sample Company	56	Sample Company	87	Sample Company	118	Sample Company
26	Sample Company	57	Sample Company	88	Sample Company	119	Sample Company
27	Sample Company	58	Sample Company	89	Sample Company	120	Sample Company
28	Sample Company	59	Sample Company	90	Sample Company	121	Sample Company
29	Sample Company	60	Sample Company	91	Sample Company	122	Sample Company
30	Sample Company	61	Sample Company	92	Sample Company	123	Sample Company
31	Sample Company	62	Sample Company	93	Sample Company		

Source: MTW Research Sales Estimates



### 3.2.2 Individual Turnover Estimates - 2007

The following table illustrates the estimated turnover for each company ranked 1-60 for 2007:-

**Table 24a: Turnover Estimates £M 2007 - Access Equipment Suppliers 1- 60**

<b>Rank</b>	<b>Company</b>	<b>£M</b>	<b>Rank</b>	<b>Company</b>	<b>£M</b>
1	Sample Company	470.3	31	Sample Company	13.5
2	Sample Company	283.0	32	Sample Company	13.5
3	Sample Company	254.7	33	Sample Company	13.0
4	Sample Company	163.5	34	Sample Company	12.0
5	Sample Company	160.9	35	Sample Company	10.3
6	Sample Company	126.0	36	Sample Company	10.0
7	Sample Company	73.7	37	Sample Company	9.5
8	Sample Company	73.5	38	Sample Company	9.5
9	Sample Company	67.2	39	Sample Company	9.4
10	Sample Company	66.3	40	Sample Company	9.2
11	Sample Company	65.0	41	Sample Company	8.8
12	Sample Company	60.0	42	Sample Company	8.2
13	Sample Company	46.4	43	Sample Company	7.9
14	Sample Company	44.0	44	Sample Company	7.8
15	Sample Company	43.6	45	Sample Company	7.7
16	Sample Company	43.0	46	Sample Company	7.7
17	Sample Company	37.3	47	Sample Company	7.2
18	Sample Company	33.0	48	Sample Company	7.1
19	Sample Company	32.1	49	Sample Company	7.0
20	Sample Company	31.0	50	Sample Company	6.9
21	Sample Company	29.0	51	Sample Company	6.1
22	Sample Company	28.0	52	Sample Company	6.0
23	Sample Company	27.3	53	Sample Company	5.8
24	Sample Company	26.0	54	Sample Company	4.8
25	Sample Company	25.1	55	Sample Company	4.8
26	Sample Company	23.2	56	Sample Company	4.6
27	Sample Company	22.0	57	Sample Company	4.5
28	Sample Company	21.6	58	Sample Company	4.2
29	Sample Company	20.9	59	Sample Company	4.1
30	Sample Company	20.6	60	Sample Company	3.5

Source: MTW Research

The following table illustrates the estimated turnover of companies ranked 61-123:-

**Table 24b: Turnover Estimates £M 2007 - Access Equipment Suppliers 61-123**

<b>Rank Company</b>	<b>£M</b>	<b>Rank Company</b>	<b>£M</b>
61 Sample Company	3.3	93 Sample Company	1.2
62 Sample Company	2.9	94 Sample Company	1.2
63 Sample Company	2.9	95 Sample Company	1.1
64 Sample Company	2.7	96 Sample Company	1.1
65 Sample Company	2.5	97 Sample Company	1.1
66 Sample Company	2.5	98 Sample Company	1.0
67 Sample Company	2.2	99 Sample Company	1.0
68 Sample Company	2.2	100 Sample Company	1.0
69 Sample Company	2.1	101 Sample Company	0.9
70 Sample Company	2.1	102 Sample Company	0.8
71 Sample Company	2.1	103 Sample Company	0.8
72 Sample Company	2.0	104 Sample Company	0.7
73 Sample Company	2.0	105 Sample Company	0.7
74 Sample Company	2.0	106 Sample Company	0.6
75 Sample Company	2.0	107 Sample Company	0.5
76 Sample Company	1.9	108 Sample Company	0.5
77 Sample Company	1.9	109 Sample Company	0.5
78 Sample Company	1.9	110 Sample Company	0.5
79 Sample Company	1.9	111 Sample Company	0.5
80 Sample Company	1.8	112 Sample Company	0.4
81 Sample Company	1.7	113 Sample Company	0.4
82 Sample Company	1.7	114 Sample Company	0.4
83 Sample Company	1.6	115 Sample Company	0.4
84 Sample Company	1.6	116 Sample Company	0.4
85 Sample Company	1.5	117 Sample Company	0.3
86 Sample Company	1.5	118 Sample Company	0.2
87 Sample Company	1.5	119 Sample Company	0.2
88 Sample Company	1.5	120 Sample Company	0.2
89 Sample Company	1.3	121 Sample Company	0.2
90 Sample Company	1.3	122 Sample Company	0.1
91 Sample Company	1.3	123 Sample Company	0.1
92 Sample Company	1.2		

**Source: MTW Research**

It should be noted that the above turnover figures are our estimates, based on data from Companies House and other sources and as such, should be regarded as indicative only. All figures have been rounded for the purposes of the above tables.

### 3.3 Suppliers Ranking by Profit - 2007

The following table illustrates our estimates of the rank by profit for each of the selected Access Equipment suppliers in 2007:-

Table 25: Ranking by Profit 2007 - Access Equipment Suppliers

**Source: MTW Research Sales Estimates**



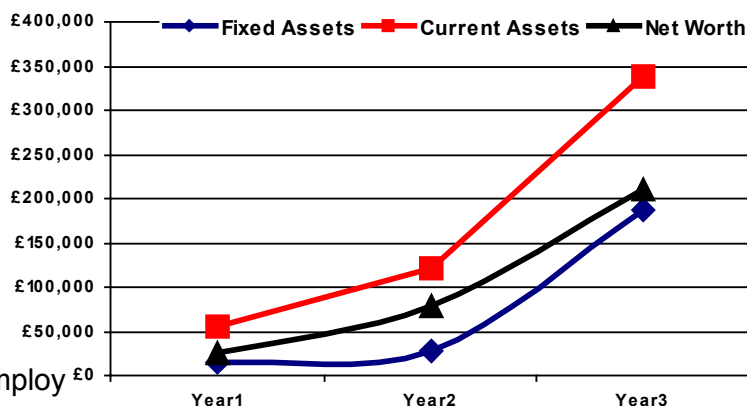
## 4. Access Equipment Suppliers Profiles

### Sample Limited

Address1  
Address2  
Address3  
Address4  
Address4

### Company Profile Overview

Sample Limited is a Private limited with share capital company, incorporated on April 14, 2004. The company's main activities are described as "Supply of Access Equipment". The company is estimated to employ approximately 10-20 employees in 2008.



To year end, March 31, 2007, Sample Limited is indicated to have achieved a turnover of around £2 million. Pre-tax profit for the same period is estimated at around £0.2 million.

The following table briefly provides a top line overview on Sample Limited:-

### Overview of Skyline Sample Limited's Key Financials

<b>Company Name</b>	Sample Limited
<b>Brief Description of Activities</b>	Supply of access equipment
<b>Parent Company</b>	N/A
<b>Ultimate Holding Company</b>	N/A
<b>Estimated Number of Employees</b>	10-20

### Key Financial Indicators Analysis - Sample Limited

#### Key Financial Indicators, Year Ending March 31, 2005 to March 31, 2007

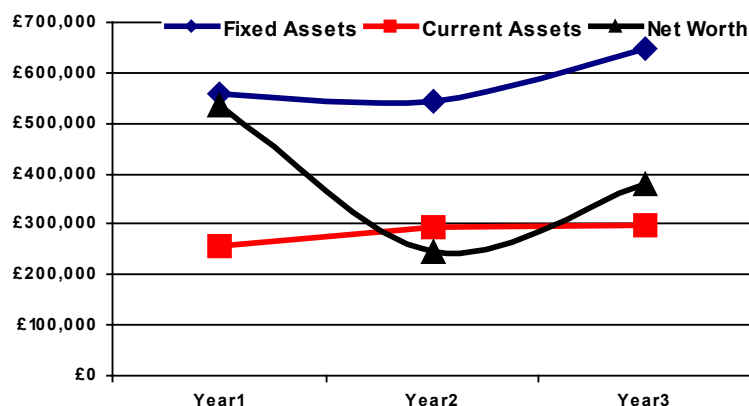
Key Indicator	Year Ending March 31, 2005	Year Ending March 31, 2006	Year Ending March 31, 2007
Debtors	£26,000	£93,000	£263,000
Fixed Assets	£14,000	£28,000	£187,000
Current Assets	£56,000	£122,000	£339,000
Current Liabilities	£44,000	£65,000	£182,000
Long Term Liabilities	£1,000	£7,000	£134,000
Net Worth	£25,000	£78,000	£210,000

## Sample Company Limited

Address  
Address  
Address  
Address

### Company Profile Overview

Sample Limited is a Private limited with share capital company, incorporated on October 25, 1984. The company's main activities are described as "Renting of other machinery and equipment". The company is estimated to employ approximately 10-20 employees in 2008.



To year end, November 30, 2006, Sample Limited is indicated to have achieved a turnover of around £2 million. Pre-tax profit for the same period is estimated at around £0.2 million. Due to this company's size and reporting implications, some of the financial figures presented are estimates and should therefore be regarded as such.

The following table briefly provides a top line overview on Sample Limited:-

#### Overview of Sample Limited's Key Financials

<b>Company Name</b>	Sample Limited
<b>Brief Description of Activities</b>	Renting of other machinery and equipment not elsewhere classified
<b>Parent Company</b>	N/A
<b>Ultimate Holding Company</b>	N/A
<b>Estimated Number of Employees</b>	10-20

### Key Financial Indicators Analysis - Sample Limited

#### Key Financial Indicators, Year Ending November 30, 2004 to November 30, 2006

Key Indicator	Year Ending November 30, 2004	Year Ending November 30, 2005	Year Ending November 30, 2006
Debtors	£257,000	£290,000	£298,000
Fixed Assets	£558,000	£545,000	£647,000
Current Assets	£257,000	£296,000	£298,000
Current Liabilities	£215,000	£345,000	£442,000
Long Term Liabilities	£65,000	£249,000	£122,000
Net Worth	£535,000	£247,000	£381,000