

Builders Merchants Industry Report 2008-2012

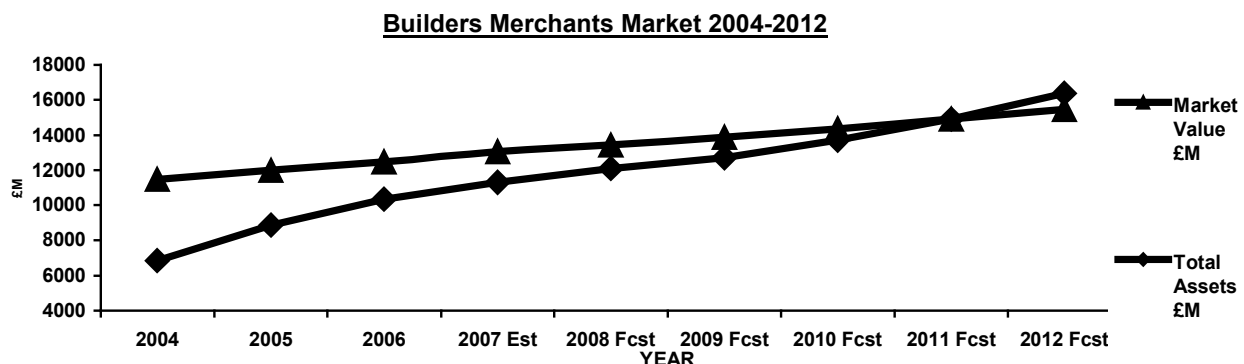
MTW Research have published a brand new, comprehensive "Builders Merchants Market Rank & Profile" Report for 2008, providing a strategic **industry overview**, **merchant rankings** and **competitor profiles** in a unique, easy to use and cost effective publication.

This brand new report reviews total industry sales, profit, net worth, assets and liabilities from 2004-2012, providing a valuable insight into the performance of the builders merchants market. Also provided is a profile of industry averages for profitability, turnover, debts, assets and net worth since 2004 with forecasts to 2012.

The report also includes company profiles for the Builders Merchants, including estimated turnover & profit, an 'at a glance' financial health chart for each company, and 3 year key financial overview, alongside full mailing address details and senior decision maker contact names.

This 250+ Page Report Includes:-

- Builders Merchants Industry **Sales & Profit** 2004-2012
- Builders Merchants Market **Total Worth, Assets & Debt** 2004-2012
- **Industry Averages** – Turnover, Net Worth, Profitability, Liabilities, Assets etc.
- **Key Builders Merchants Ranked** by Turnover, Profit, Assets, Net Worth etc.
- **Financial Profile** for each Merchant, including an 'at a glance' financial health chart.
- Full **Mailing Details & Senior Decision Maker Contacts** Provided for Each Company.



In 2008, total sales by the merchants are set to reach £13.5 billion, reflecting growth of around 3% over the previous year. Since 2004, sales have grown by almost 14%, with forecasts for reasonable growth to continue, albeit at slower levels, reflecting the current 'softening' in the construction industry in 2008.

Key Benefits Of This Brand New Report Include:-

- Understand Current & Recent **Sales & Profitability Trends**
- Undertake **Strategic Market Research** & Enable Operational Decision Making
- Identify The **Ranking & Performance** Of Your Competitors or Customers
- **Benchmark & Monitor** Your Company Against Industry Standards
- Track & Monitor Your **Competitors' or Customers' Financial Performance**
- Identify & Assess Possible **Acquisition Targets**
- Determine the Possible **Key Threats** to Your Business
- Pinpoint Who Is Exploiting Current **Market Opportunities**

The report represents a *comprehensive yet cost effective* tool for undertaking competitor or customer analysis and strategic market research within the Builders Merchants Market. Written specifically for manufacturers, distributors and contractors, this easy to use, independent market research report represents an invaluable yet cost effective tool for any company active in the Builders Merchants Industry.

Key Features Of This 250 Page Report Include:-

MARKET & INDUSTRY TRENDS 2004-2012

- **Trends in Builders Merchants Market 2004-2012, including**
 - Total **Sales Revenue** 2004 – 2007, Forecasts to 2012
 - **Total Profit** 2004 – 2012 for Builders Merchants
 - Total **Assets, Liabilities & Net Worth** of Merchants 2004-2012
 - **“Average” Merchant Profile** 2004-2012 – Turnover & Profit Estimates
 - Industry Averages 2004-12 - Assets, Debts, Net Worth & Employees

RANKINGS

- **The Leading Merchants...**
 - Ranked by Estimated / Actual **Sales Turnover** in 2007
 - Each Company **Ranked by Profit** Estimates in 2007
 - Ranked by Combined **Current & Fixed Assets** in 2007
 - Industry Position by **Net Worth Estimates** in 2007, Number of **Employees** 2007

PROFILES –More than 200 Tables...

- **1 Page Financial Profile for Key Merchants, including...**
 - Full, Registered Postal Address & Senior Decision Maker / Director Name
 - Company Type (e.g plc, private etc), Brief Description of Activities
 - 3 Years Balance Sheet of Debtors, Assets, Liabilities & Net Worth
 - 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
 - Senior Decision Maker / Director Contact
 - Company Type, Incorporation Date, Brief Description of Activities
 - 3 Year Turnover & Profit Where Reported
 - Balance Sheet of Debtors, Assets, Liabilities & Net Worth, Number of Employees.

This Report Facilitates:-

- **Fast and Effective Competitor & Customer Analysis**

With the report providing a Strategic Industry Overview including averages, a 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.

- **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 Estimates for Every Company**

MTW reports are unique in that we have provided a turnover estimate for every company listed, enabling smaller and medium sized companies to gauge their market share, as well as the larger companies.

- **Track and Monitor Your Competitors' or Customers' Financial Performance**

Key financial data, turnover and profit ranking are provided for every company listed for the last 3 years, enabling the reader to quickly and effectively track their competitors' performance in recent years, enabling further SWOT analysis.

- **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 turnover & profit ranking, assets, liabilities and net worth for the last 3 years in the Profiles section, facilitates effective and informed strategic marketing and decision making.

- **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 strategic market and competitor analysis. We focus on providing what's important in an easy to reference and use format.

Companies Included in the Report:-

A C Builders London	Chesworth Building Supplies	Howarth Timber & Building Supplies	Mkm Building Supplies	Salisbury & Wood
A K Timms & Sons	Christies	Hughes Forrest	Multi-Quip	Screwfix Direct
A Thompson & Sons	Churchley Bros	Huthwaite Roofing Supplies	Murdock Builders Merchants	SDG Building Accessories
A W Lumb Northern	Civil Solutions	Huws Gray	Murdock Building Supplies	SEAC
A.E Spink	Collier & Catchpole	Irwin & White Construction Co	Naifast	Secombe Builders Merchants
Acrelane Builders Merchants	Compass Reclaims	J & P Building Systems	Nailsea Builders Merchants	Sehmi Builders Merchants
Adrian White	Construction Supplies Hardware	J Medler	Naylor Drainage	Shropshire Building Supplies
Ainscough Building Supplies	County Building Supplies	J T Dove	Newry Building Supplies	Sidalls Bicester
Alfred Groves & Sons	Crompton Building Supplies	Jackson Building Centres	Nicholls & Clarke	Smith & Frater
Allendale Building Supplies	D B S Building Supplies	James Burrell	North Staffs Builders Merchants	South Acton Timber Supplies
Allmat (East Surrey)	Darlaston Builders Merchants	James Wilby Builders Merchants	Northern Timber Merchants	Southern Brick & Tile Co.
Alsford Timber	David Cover & Son	Jewson	Nu-Line	Spiller & Webber
Ashmead Building Supplies	Dry Lining Supplies	JKM Industrial Supply Merchants	One Stop Building Materials Direct	Spring Lane Builders Merchants
AW Champion	Dutton & Peters	John A Stephens	Orpington Timber & Building Supplies	Springvale E P S
B McNamee & Co.	E B M Builders Merchants	John Fleming & Co	Oswald Record Plant Sales	Stanley John
Barhaul (2003)	E H Smith Builders Merchants	John George & Sons	Oxford Builders Merchants	Sydenhams
Beatsons Building Supplies	Easter Ross Building Supplies Co	John Shilliday	Owen Tatton	T Crossing & Co
Beesley & Fildes	Elliott Brothers Building Supplies Co	John W Grant & Son	P & R Building Supplies	Taggart & Co
Blanchford & Co	English Bros	Jones & Shuffs Heavyside	P A Seccombe & Son	Tamar Trading Co
Bolt Building Supplies	Ernest Bentley & Sons	JP Corry Group	P G R Timber	Tencate Geosynthetics (UK)
Boys & Boden	Fairalls Builders Merchants	Jubilee Building Supplies	P McDermott & Sons Omagh	Thomas Stone & Building Products
Bradfords Building Supplies	Franklin Sussex	Keith Builders Merchants	Parker Building Supplies	Tiger Timber
Brick Centre	G H Supplies	Kellaway Building Supplies	Parr Rochdale	Tipadel
Brick Store	G Webb Aggregates	Kent Blaxill Co	Pegasus Group (UK)	Tipree Building Supplies
Browning Jones & Morris	George Bence & Sons	Kent Building Plastics UK	Phoenix Merchants	Total Timber & Building Supplies
Browns Builders Merchants	George Lines (Merchants)	Kingdoms	Plastic Building Supplies	Totem Timber
BSS Group Plc	George Tufts & Son	Kings Langley Building Supplies	Plastic Pipe Supplies	Towcester Building Supplies
Buildbase	Gibbs And Dandy Plc	Kington Building Supplies	Plumbase	Towy Works
Builders Supplies West Coast	Go Interiors	Kirk Samuel (Builders Merchants)	Putney Builders Merchants	Travis Perkins Plc
Builders Supply (Kendal) Co.	GPB Builders Merchants	Lawsons (Whetstone)	R & J Builders Hardware	Tudors Building Supplies Hereford Ultra
Builders Supply Co.	Grant & Stone	Lee Bros	R & J Ince	Building Products
Builders Supply Stores (Coventry)	Grant Haze London	Leiston Building Supplies	R F Amies Kidderminster	Viking Hardware
Building Supplies (Holme Lane)	H A C Catherwood	Limavady Building Suppliers	R S Beaver	W & H S Emery Co
Bussens & Parkin	H Butterfield	M & J Mahoney & Sons	Ranton Building Supplies	W J Odds
Busy Bee Builders Merchants	H E Olby & Co	M K M Building Supplies Driffield	Rawle Gammon & Baker Holdings	W J Roberts
C & S Builders Merchants	Hackney Building Supplies	M Laurier & Sons	Ray Grahams	Wacher & Co
C & W Berry	Haley Roe	M Markovitz	Richard Williams Deganwy	Walkers The Builders Merchants
C J Ingle Developments	Hall & Rogers	M.P Moran & Sons	Richmond Building Products	Walter Tipper
C. Brewer & Sons	Halls Group	Macinnes Bros	Ridgeon Group	Wildmoor Aggregates
Caerfagu Products	Heating Plumbing Supplies	Manjits	Robert Dickie & Sons	William Way Godstone
Canvey Supply Co.	Hendricks Lovell	Manningham Concrete	Robert Price Builders Merchants	William Williams
Cartmore Building Supply Co	Henlow Building Supplies	Marshmoor Bricks	Roger W Jones	Willis Builders Merchants
Cawarden Brick & Tile Co	Henry Alty	Masonry Solutions UK	Ron Sammons	Wollens
Chandlers Building Supplies	Hevey Building Supplies	Meakin Building Supplies	Roofing Supplies & Materials	Wolseley UK
Chapel Diy Centre	Highland Steel & Building Supplies	Mechanical & Electrical Fixings	Rose Of Jericho	Woods Building Supplies
Chas Lowe And Sons	Homefit	Merritt & Fryers	Rubery Building Supplies	WTB Holdings (Burdens)

This Rank & Profile Report Includes:-

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4. BUILDERS MERCHANTS PROFILES

(1 Page Financial Profile for Each Company)

Including:-

Full Address, Director Name, Full Financials including turnover & profit estimate where not reported.

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A Comprehensive, Insightful and Cost Effective Tool To Quickly Develop Successful Marketing Strategies in the UK Builders Merchants Market.

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