



Tool Hire Market Rank & Profile UK 2009

**Tool Hire Market Review 2004-2013, Tool Hire Companies Ranking, Profiles,
Industry Averages for Sales, Profitability & Key Financials 2004-2013.**

October 2009

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This report reflects MTW Research's independent view of the market which may differ from other third party views. Whilst we try to ensure that our reports are an accurate depiction of their respective markets, it must be emphasised that the figures and comment contained therein are estimates based on a mix of primary and secondary research, and should therefore be treated as such.

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Whilst MTW endeavour to ensure that the majority of the major companies active in the market with which this report is concerned 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, nor should be interpreted as, a company's relevance or otherwise in a particular market. Whilst we endeavour to attain high levels of accuracy, it should be borne in mind that the rankings and other information provided within this report contain an element of estimation, should be regarded as such and treated with a degree of caution.

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, medium sized and other 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 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 and potential sales leads within their respective markets in an easy to use and easy to disseminate format.

Based on actual sales returns which provide higher confidence levels and researched by market research professionals, MTW's Rank and Profile reports represent an excellent tool on which to base further strategic or operational decision making, develop sales, or can simply be used to gain a greater understanding of the current and future performance of an industry.

This report enables the reader to undertake

- **Fast and Effective Company & Industry Analysis**

With the report providing an Industry Overview with industry sales totals, sales 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 profile with key financial indicators, providing crucial company analysis on which to base further research and strategic decision making or develop relevant sales leads.

- **Market Size & Trends for Sales & Industry Value to 2013**

Industry trends, market size and performance for revenue and industry value is provided from 2004 through to 2013 – based on primary research & actual sales returns, enabling a fast and accurate understanding of key industry trends and likely future prospects, facilitating sales and marketing planning.

- **Identify & Target the Most Relevant Sales Leads**

The report identifies the key players in the industry, and ranks them by sales, profitability and a number of other key performance indicators, enabling you to quickly identify and target the most relevant and best performing companies in the industry. The additional contact name and mailing details for each company provide the key to quickly increasing sales leads in this industry.

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

4 years of the most recent accounts available, supported by our own estimates, is supplied for each company enabling the reader to understand the position of any company in the market and gauge its market share and performance against 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 the reader to gauge market share of smaller and medium sized businesses, as well as the larger companies.

- **Monitor The Market Leaders' Performance.**

Key financial data are provided for every company listed for the last 4 years, enabling the reader to quickly and effectively track a company'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**

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

MTW's *Rank & Profile* reports represent excellent value for money and 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. UK Tool Hire Market

2.1 Introduction to this Rank & Profile Report

In order to offer a comprehensive and easy to use marketing tool, this report includes:-

Tool Hire Industry Overview 2004-2013

Overview of the industry's performance 2004-2009 and forecasts to 2013, including:-

- Total Industry Sales Turnover 2004-2013 & Key Trends
- Market Share by Growing, Declining & Static Sales Companies in 2009
- Market Share Mix by Employee Numbers, Turnover Size, Geography, Age in 2009
- Market Mix for Credit Worthiness & Ratings in 2009
- Total Industry Profitability, Assets & Liabilities, Net Worth

Average Tool Hire Industry Performance 2004-2013

A Profile of the 'Average' Tool Hire company, enabling effective and fast comparisons:-

- Average Tool Hire Company Market Revenue 2004-2013
- Average Company Profit Levels 2004-2013
- Average Assets & Liabilities 2004-2013
- Average Net Worth 2004-2013
- Average Value of Sales per Employee 2004-2013

Tool Hire Market Ranking

Provided for the leading companies in tabular format:-

- By Turnover & Individual Sales Revenue Estimates for 2008
- By Profit
- By Total, Combined Assets
- By Net Worth
- By Number of Employees

Company Profile & Sales Leads

Financial data and estimates provided for the last 4 years of trading for every company:-

- Turnover & Profit estimates for every company listed for 2008 (even if not reported officially)
- Working Capital (i.e. Cash Available),
- Sales & Profit Per Employee (where reported)
- Debtors Value (i.e. money owed to company each year over the last 4 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)
- Company's Principal 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)
- Senior Decision Maker / Director Contact Name

Also provided as part of the "Ultimate Pack" is a comprehensive multi-use mailing and telemarketing list with comprehensive financial spreadsheet including 4 years key financial data for the industry .

2.2 Tool Hire Industry Competitor Listing

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

Figure 1: Tool Hire Company Listing

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

Source: MTW Research

In 2009, the UK Tool Hire market is currently estimated to be worth around £xx billion, reflecting a relatively substantial decline in industry value over the last 12 months, albeit a somewhat smaller fall than was feared during early 2009. The above companies are estimated to account for around 90% of the industry by value in 2009, with a combined revenue of just over £xx billion.

In 2009, there are around xxx individual tool hire companies active in the UK, though the industry remains particularly consolidated in value terms with acquisitive trends in the industry continuing. This report reviews the performance of these companies, defined as 'the tool hire market', since 2004 and identifies likely future prospects to 2013 alongside company rankings and profiles.

Following a period of healthy performance in recent years, the tool hire industry has experienced a more challenging environment over the last year, as construction output and demand from a number of key end use sectors slowed dramatically during late 2008 and into 2009. As we forecasted in our last report in 2008, the industry has taken dramatic steps over the last 12 months in terms of xxxx and xxxxxx, in addition to a rapid xxxxxxxxxxxxxxxx in new xxxxxxxxxxxxxxxx. However, as the end of 2009 approaches, indications are that the market has xxxxxxxx xxxxxxxxxxxx, with a xxxxxxxxxxx xxxxxxxxxxx xxxxxxxx revenue and xxxxxx xxxxxxxxxxx xxxxxx likely in the near term.

This quantitative report is based principally on company sales returns and balance sheets, supported where appropriate by additional primary research, secondary data and our own estimates based on background experience.

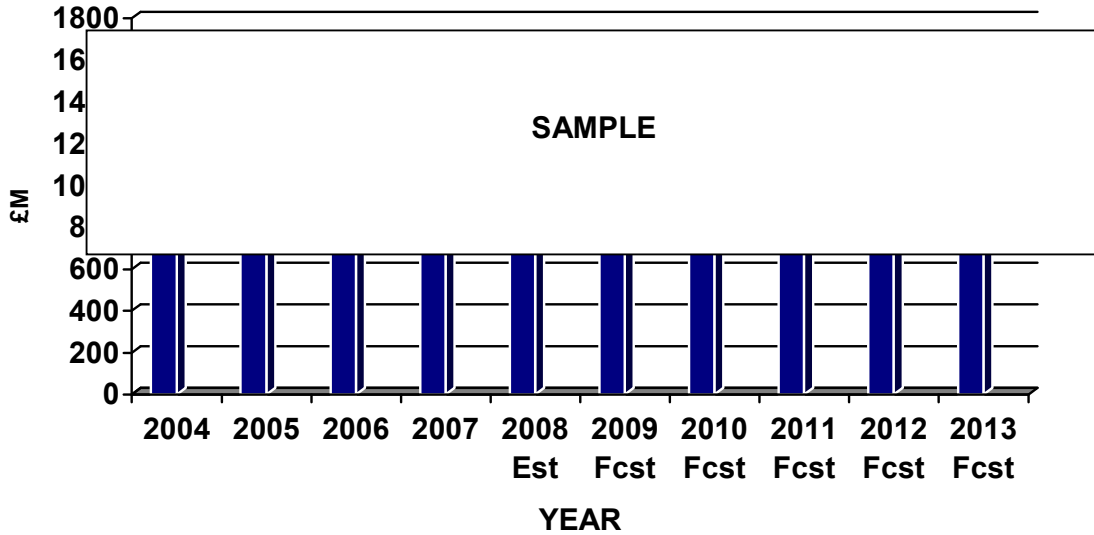
2.3 Tool Hire Market Performance 2004-2013

The following section reviews the overall, combined performance of the selected Tool Hire companies in terms of sales revenue, profit, assets, liabilities and net worth since 2004 and provides forecasts to 2013.

2.3.1 Tool Hire Market Sales Revenue 2004-2013

The following table illustrates the performance of the Tool Hire market in terms of combined sales revenues between 2004 and 2009 and forecasts to 2013:-

Figure 2: Tool Hire Market Sales 2004-2013 £M



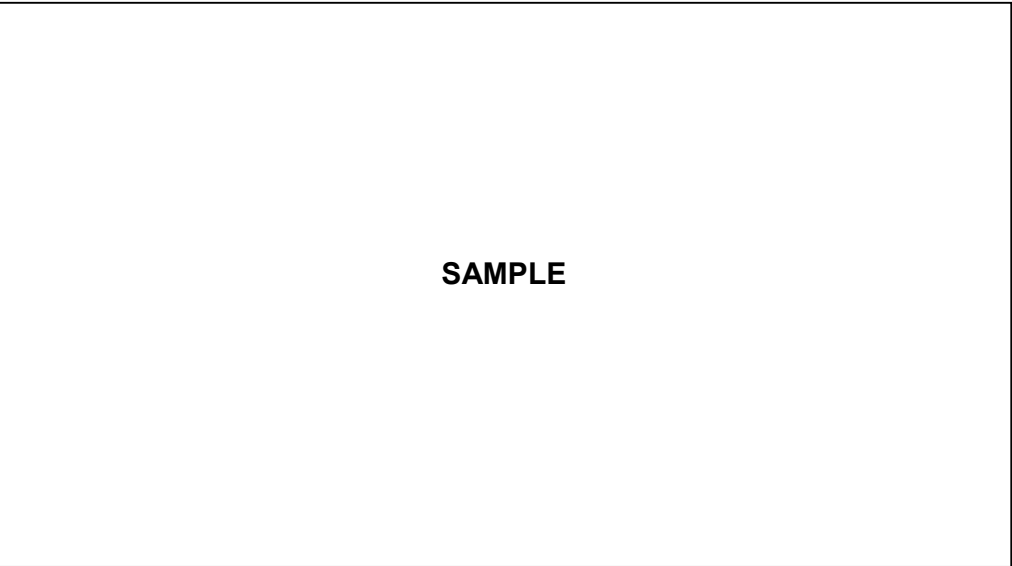
Source: MTW Research / Company Financials

The above chart illustrates our estimates of the sales performance of the Tool Hire market, based on actual sales returns. It should be noted that the above includes all activity by the companies, which may include an element of activity outside the scope of core market activity, such as plant hire and consumable sales.

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Trade sources continue to conflict with the ability to debt and risk, the lack of a economy. This lack of projects in the near term. The announcement of the third quarter

Nevertheless, banks hire market with industry revenue. Government confidence, smaller scale coming months rather than s.

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The impact of the recession was exacerbated by inflationary pressure. Above leading to rate of interest, in turn September, in turn that until further pace was sought until gaining as borrowing

With the current construction activity, the Olympic construction activity is likely to rapidly decline. Government on supporting the housing, indications of a boom, thereby

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construction activity during the recession was increasingly dependent on some optimism about the 'move'; with activity has overall economic activity in 2009, particularly during the recession.

Nevertheless, the base rate at 0.5% since August and 0.9% in August economic commentators comment that to what extent the government will stimulate the economy. With banks seem to be seen. With

Trade sources continue to conflict with the ability to debt and risk, the lack of a economy. This lack of projects in the near term. The announcement of the third quarter

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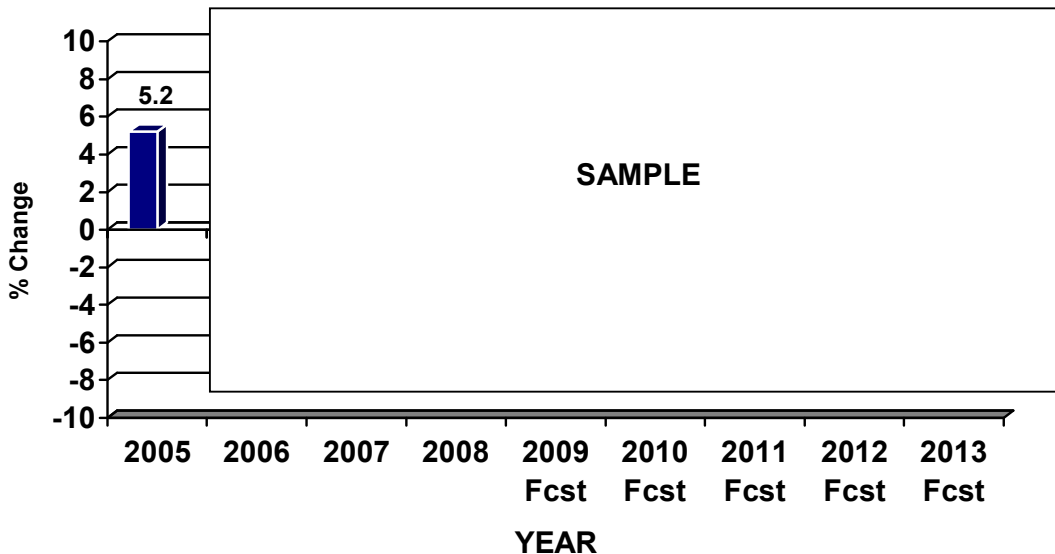
The impact of the recession was exacerbated by inflationary pressure. Above leading to rate of interest, in turn September, in turn that until further pace was sought until gaining as borrowing

With the current construction activity, the Olympic construction activity is likely to rapidly decline. Government on supporting the housing, indications of a boom, thereby

substantially reducing large scale construction activity.

The annual change in sales revenue in the Tool Hire market is illustrated in the following chart:-

Figure 3: Tool Hire Market Total Sales % Change 2004-2013



Source: MTW Research / Company Financials

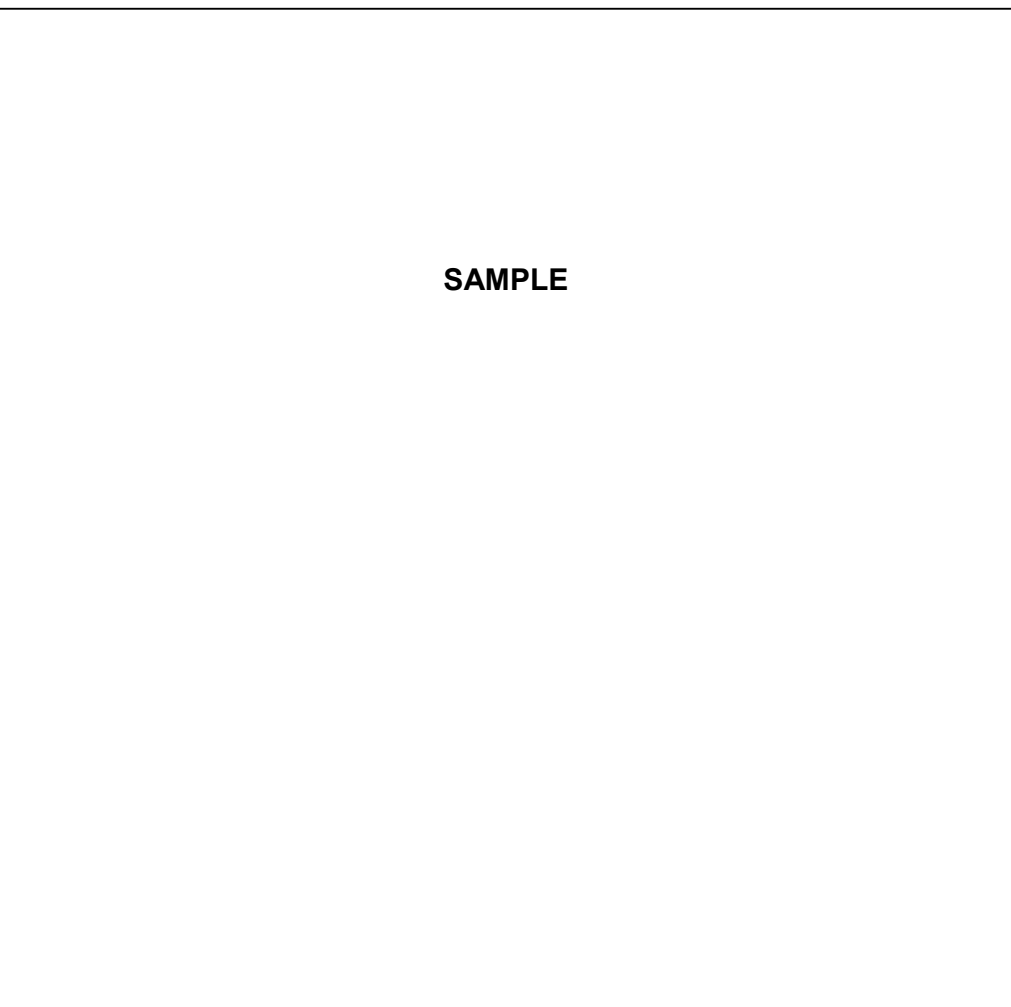
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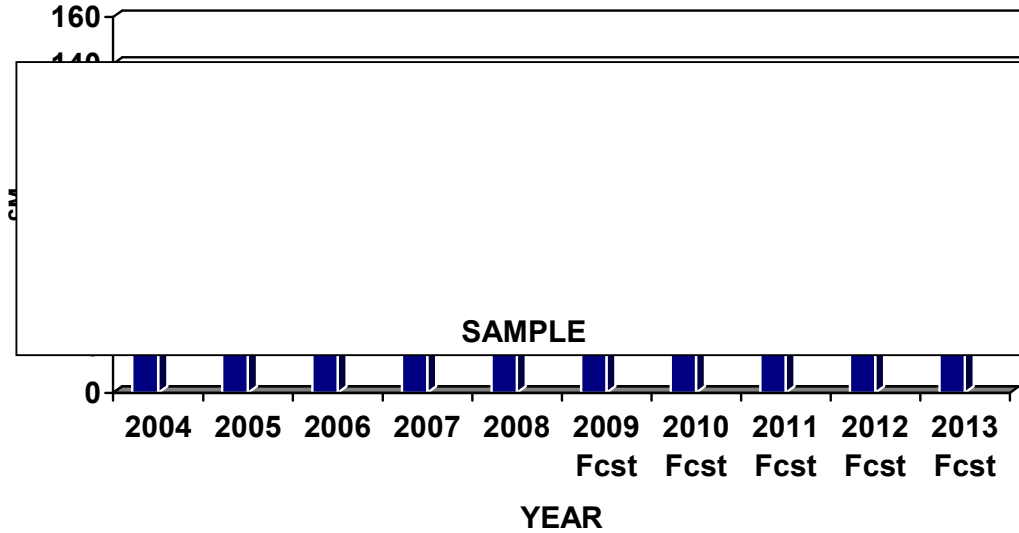
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2.3.2 Tool Hire Market Profit 2004-2013

The following table illustrates the performance of the Tool Hire market in terms of profitability between 2004 and 2009 and provides forecasts to 2013:-

Figure 4: Tool Hire Market Total Profit 2004-2013



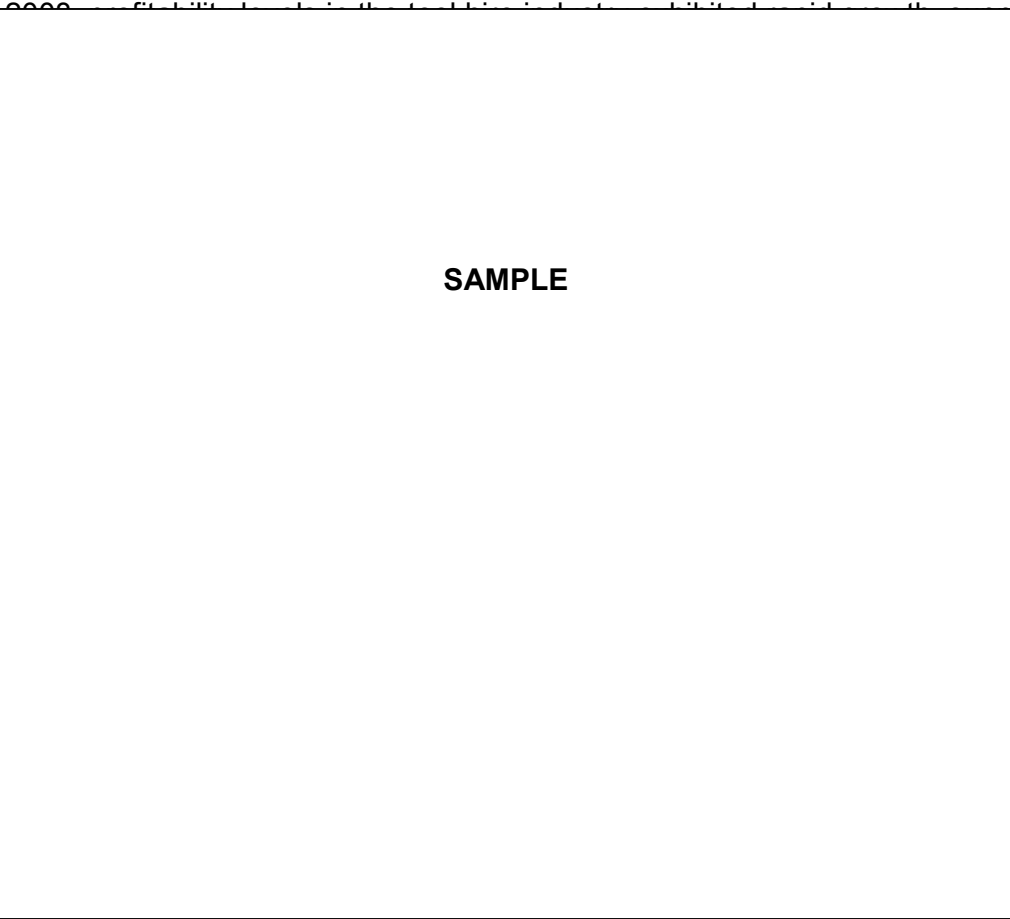
Source: MTW Research / Company Financials

Until mid 2009, the tool hire market has been characterized by strong demand for new equipment and a strong domestic market. Over the period, the market has grown from over £13 billion in 2004 to over £15 billion at year-end 2009.

The leading companies in the market in 2008 and 2009 are Hilti, Skanska, and MTW. These market leaders have not only maintained their market share but have also been able to expand their operations. This indicates that the market is still growing.

During the period, several major construction companies have announced plant closures and job losses. This has led to a reduction in the fleet by several major contractors.

Improving profitability is a key objective for the market in the early 2000s. In the last 12 months, several major contractors have announced that they will be focusing on improving their profitability in the near term, giving rise to a return to strong demand for tool hire products and services in 2010.



ported by the construction and non-construction sectors. In 2007, the market was worth just over £13 billion, slightly higher than in 2006, but slightly lower than in 2005.

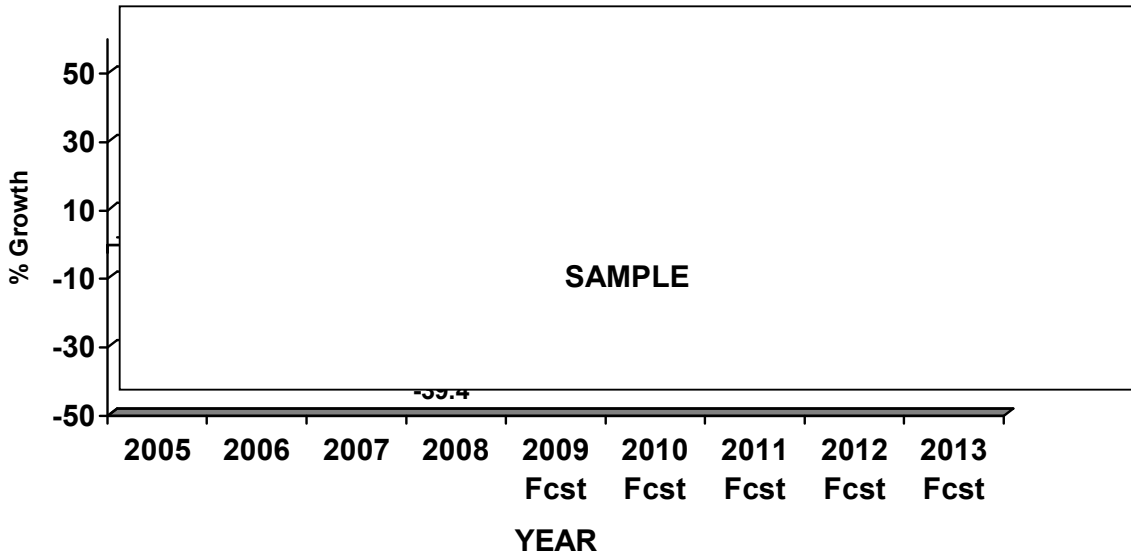
relatively early in the cycle. The market is expected to continue to grow, but at a slower rate than in the early 2000s. This is due to the fact that many companies have cut back on their capital expenditure.

reduced demand for new equipment. This has led to a reduction in the fleet by several major contractors. This has led to a reduction in the fleet by several major contractors.

in terms of profitability. In 2008 and 2009, the market has been characterized by strong demand for new equipment and a strong domestic market. Over the period, the market has grown from over £13 billion in 2004 to over £15 billion at year-end 2009.

The level of annual profit growth is illustrated in the following chart:-

Figure 5: Tool Hire Industry Total Profit % Change 2004-2013



Source: MTW Research / Company Financials

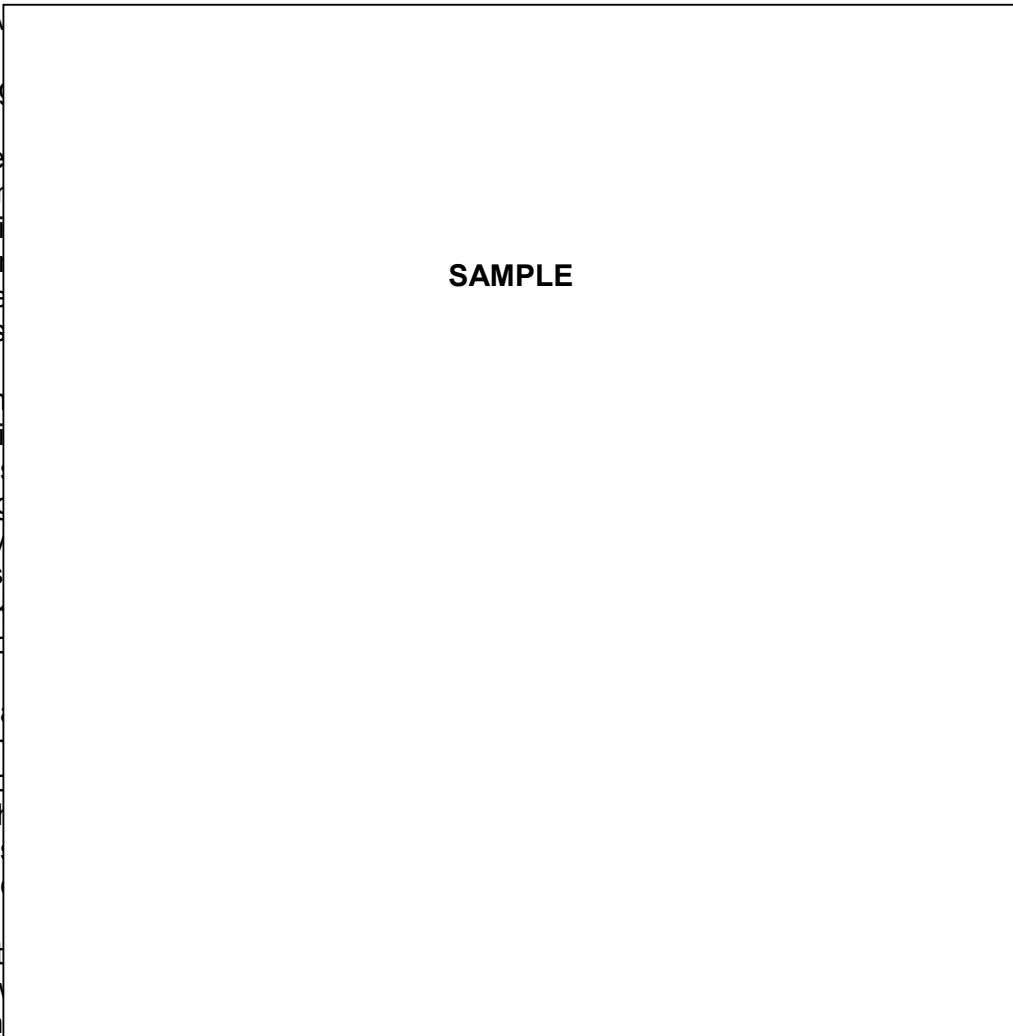
The above chart illustrates the significant decline in profitability between 2007 and 2008, with a wide range of fluctuations.

Continued decline in profitability is expected by the hire industry, as contractors continue to contract the industry.

Whilst improved profitability is expected in the hire industry, achieving a recovery in the economy and business hire market, commercial

On the basis of the Government's market to 2011 with a view to regain lost experience.

Despite the downturn in the industry, before the



profitability and from a

with a rapid decline in terms of late 2008 industry inlining by

ly flat the tool hire industry in terms of the UK economy, fluctuating levels of construction.

ced by the Government's market to 2011 with a view to regain lost experience.

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increasingly over-riding characteristic of the industry.

2.3.3 Tool Hire Market Assets 2004-2013

The following table illustrates the Tool Hire market in terms of current and fixed assets between 2004 and 2009 and forecasts to 2013:-

	<p>£M</p> <p>SAMPLE</p>	
<p>The above continued reflecting was primarily response. This high sources in downturn companies increasing inventories.</p> <p>Given the capital expenditure existing property year end.</p> <p>Against a to sustain pricing pressure by 8%, re</p> <p>However that expect companies activity grows,</p>		<p>Company Financials</p> <p>industry has by 2007, with in 2007 companies in MI markets. 2008, with the economic ically as so became reducing</p> <p>that replacing cial llion by</p> <p>so unlikely s flat and to decline ut.</p> <p>es indicate e uction</p> <p>grows, indications are that contractors may remain unwilling to invest in purchasing new</p>

tools and equipment, preferring instead to hire, providing further stimulus for the industry. By 2011, with further assistance by

The percentage chart:-

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Financials

The chart illustrates the decline of 2008 following a rapid decline in assets are forecasted for the year.

ed by a decline of 2008, tool hire with a decline in assets quarters 2009.

With business indications, there is likely to be a return, although just under 2%

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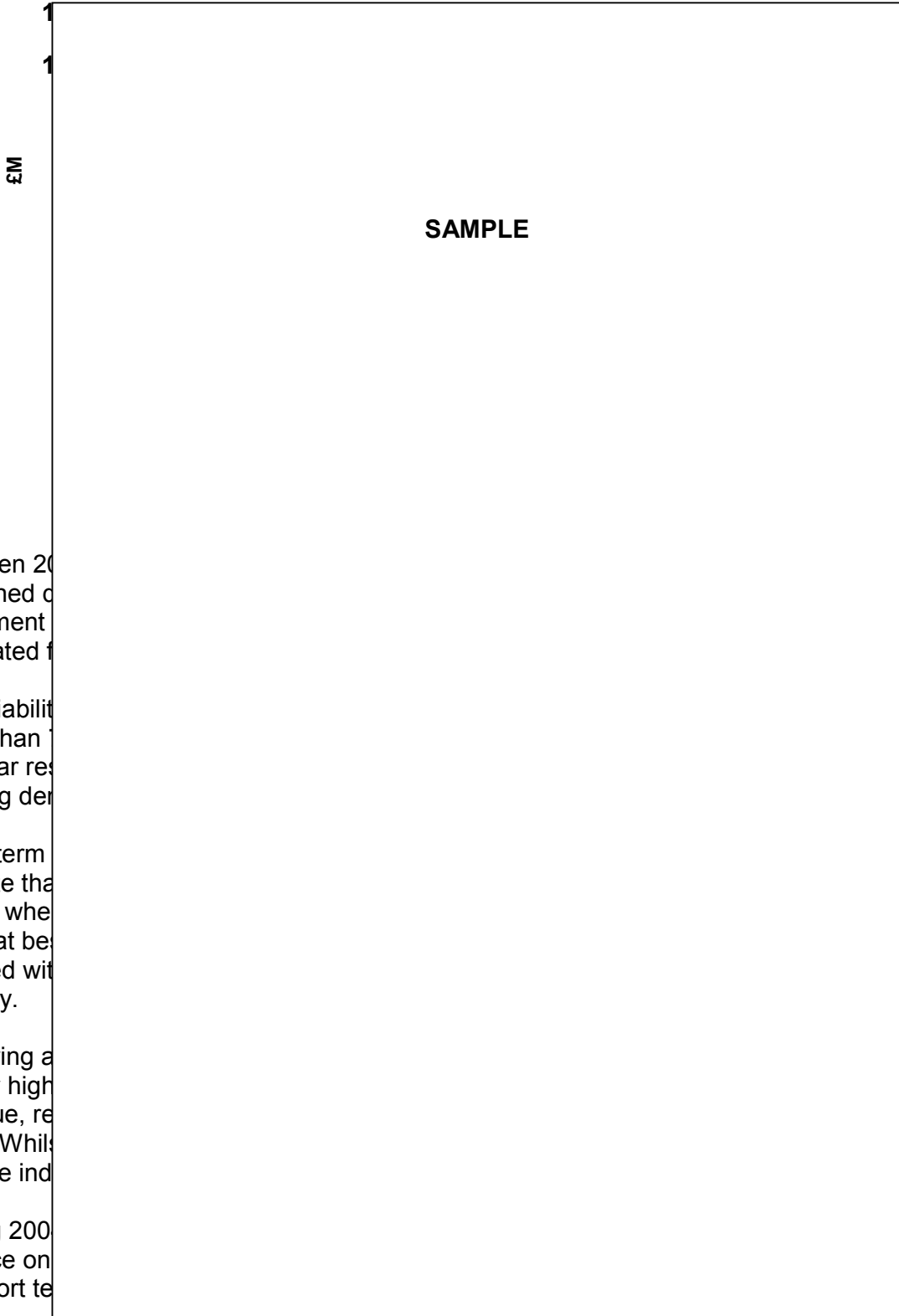
By 2011, an industry, particularly total asset profitability by 2012 for environment

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2.3.4 Tool Hire Market Liabilities 2004-2013

The following table illustrates the Tool Hire market in terms of current and long term liabilities between 2004 and 2009 and forecasts to 2013:-

Figure 8: Tool Hire Market Total Liabilities (Current & Long Term) 2004-2013



Between 2004 and 2009, the industry sustained a period of sustained growth in equipment hire, which emanated from the construction sector.

Total liabilities increased by more than 50% in the year reviewed, reflecting a slowing down in the industry.

Short term forecasts indicate that the industry will remain static at best, coupled with a period of low activity, which is unlikely.

Following a period of high revenue, the industry is very high on revenue, reflecting a period of high revenue, reflecting a period of high revenue, reflecting a period of high revenue.

During 2009, the industry's reliance on the short term market for equipment hire is expected to continue.

Financials

By 2013, the industry is expected to have a total long term liability of £1 billion.

A rise of 50% in the total long term liability is expected to be reflected in the industry's financials.

Resources are expected to be used during a period of low activity, which is unlikely.

The industry's total long term liability is expected to be £1 billion by 2013.

The level of total long term liability is expected to continue to rise in the industry, reaching £1 billion by 2013.

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2.3.5 Tool Hire Market Net Worth 2004-2013

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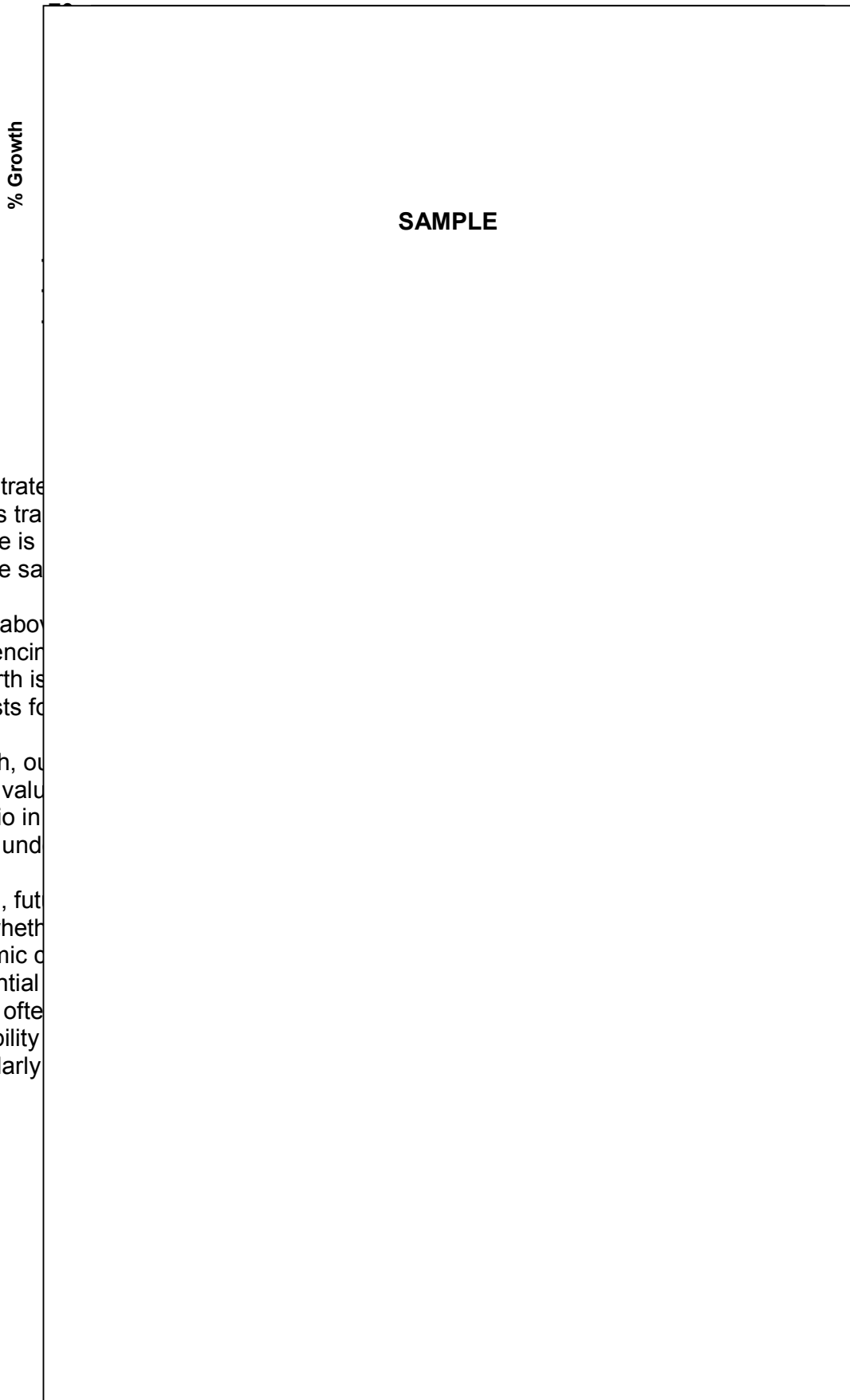
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Figure 11: Tool Hire Market Total Net Worth % Change 2004-2013



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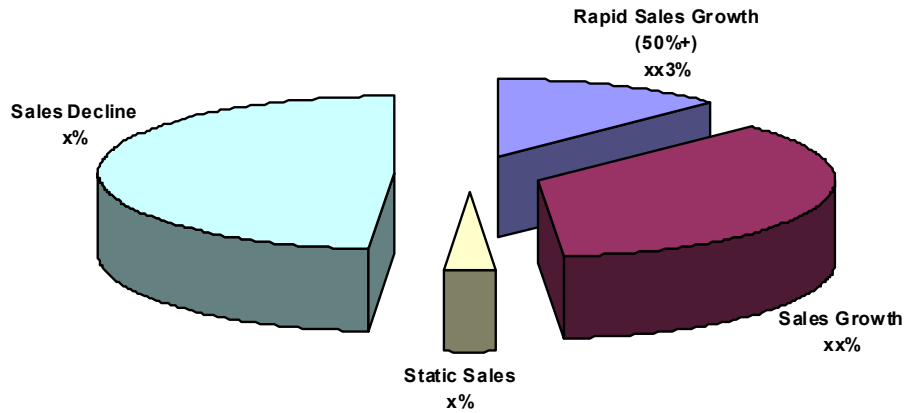
2.4 Tool Hire Industry Trend Indicators

The following section represents the findings of MTW’s analysis of the £xx billion, UK Tool Hire industry based on primary research and quantitative statistics. The following data is based on representative samples from the total tool hire industry, which is currently estimated to include around xxx individual companies. Confidence levels for the following data are calculated at a level of 99%(+/- 7%) in volume terms.

2.4.1 Tool Hire Industry Market Share by Growth, Decline & Static Sales

The following chart illustrates the performance of the UK Tool Hire market during the last 12 months to October 2009 in terms of revenue performance:-

Figure 12: Tool Hire Industry – Market Share by 12 Month Sales Performance



Source: MTW Research / Company Accounts

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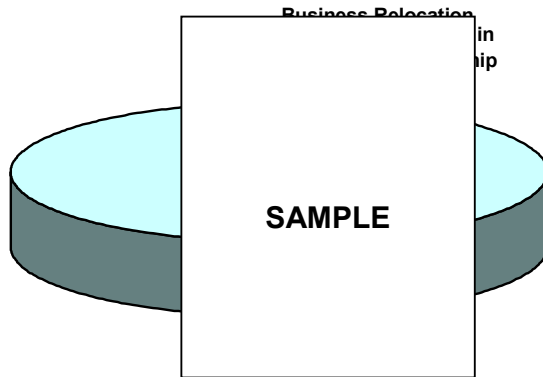
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2.4.2 Tool Hire Industry – Structural Changes Over Last 12 Months

The number of new entrants, ownership change and businesses relocating are key indicators of an industry's fundamental health and level of optimism. The following chart illustrates how the structure of the UK Tool Hire market has changed during the last 12 months to October 2009:-

Figure 13: Tool Hire Industry – Market Share by 12 Month Structural Change by Volume

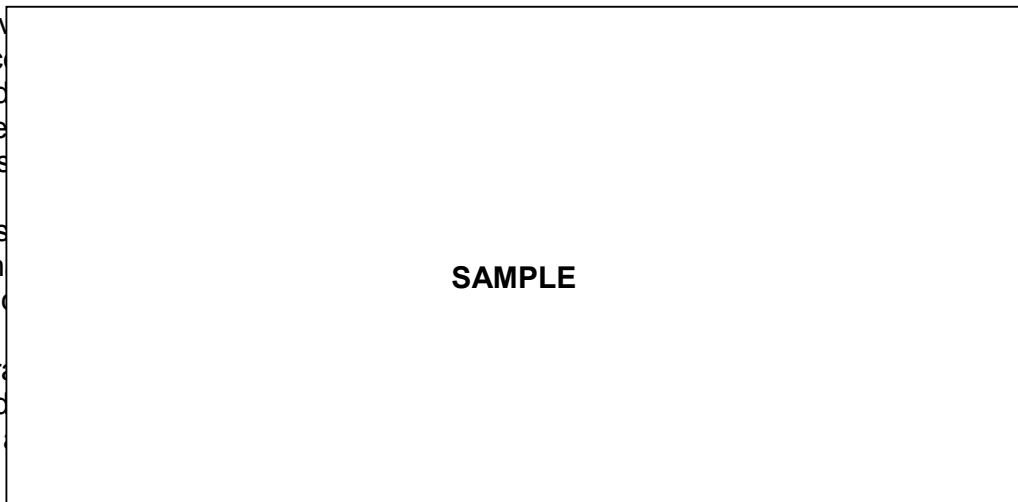


Source: MTW Research / Trade Sources

The above market conditions are expected to lead to higher risk investment.

Business market has majority of

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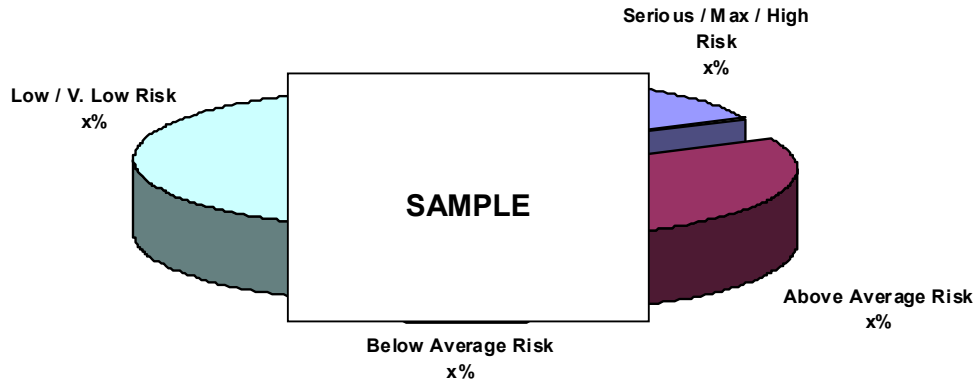
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2.4.3 UK Tool Hire Industry – Volume Market Share by Risk Rating 2009

The credit rating applied to companies also provides a crucial indicator as to an organisation’s performance and underlying health. When combined with other companies, credit ratings also offer an effective insight into the fundamentals of a market.

The following chart illustrates the credit ratings for the Tool Hire market as at October 2009:-

Figure 14: Tool Hire Industry Structure– Market Share by Credit Rating by Volume 2009



Source: MTW Research / Trade Sources

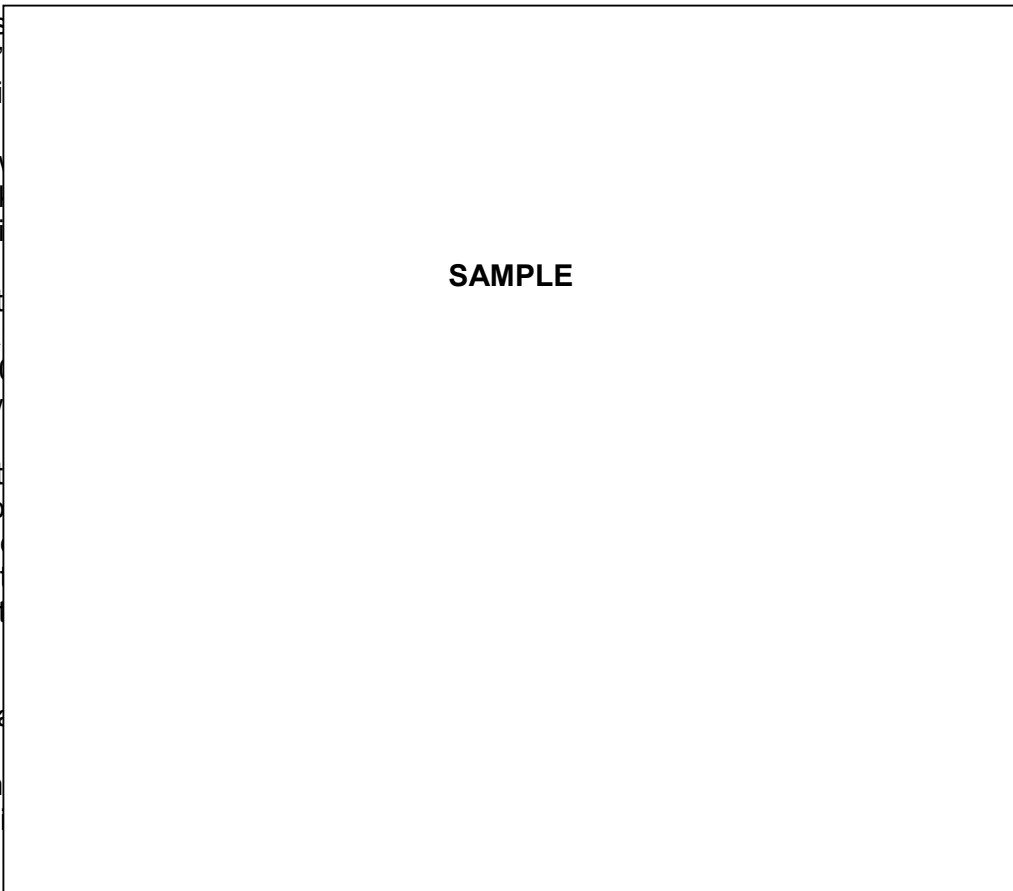
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2.4.4 Tool Hire Market Structure –Share by Geographical Region 2009

The UK Tool Hire market is well represented in all areas of the UK in 2009, as illustrated in the following chart:-

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2.4.5 Tool Hire Market Structure –Share by Number of Employees 2009

The following chart illustrates how the Tool Hire Industry is segmented by number of employees in 2008:-

Figure 16: Tool Hire Industry Structure - Share by Number of Employees by Volume 2009

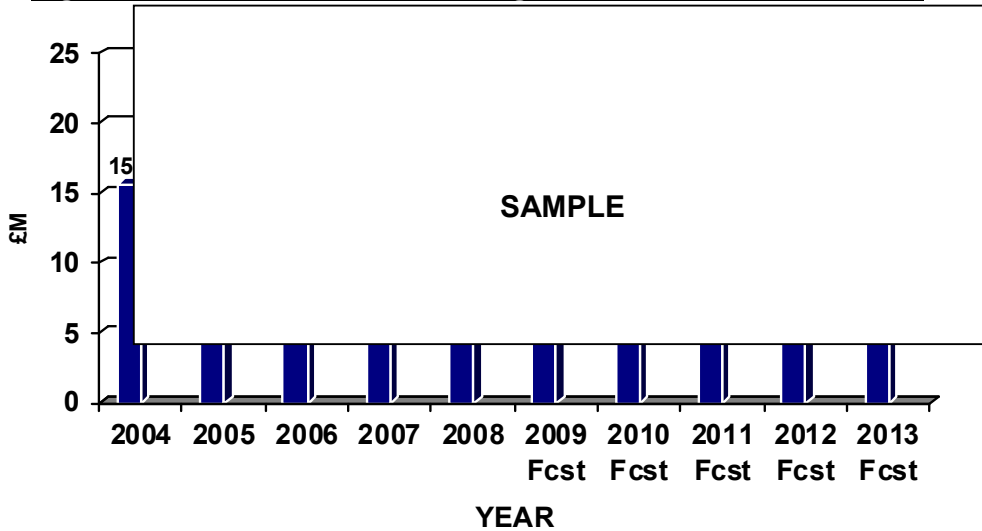
2.5 Tool Hire Company Average Sales Performance 2004-2013

The following section illustrates the average performance of a Tool Hire company within the definition of this report in terms of revenue, profit, assets, liabilities and net worth.

2.5.1 Tool Hire Market Average Sales Revenue 2004-2013

The following table illustrates the average sales revenue of the Tool Hire market since 2004 and forecasts to 2013:-

Figure 19: Tool Hire Market Average Sales Turnover 2004-2013



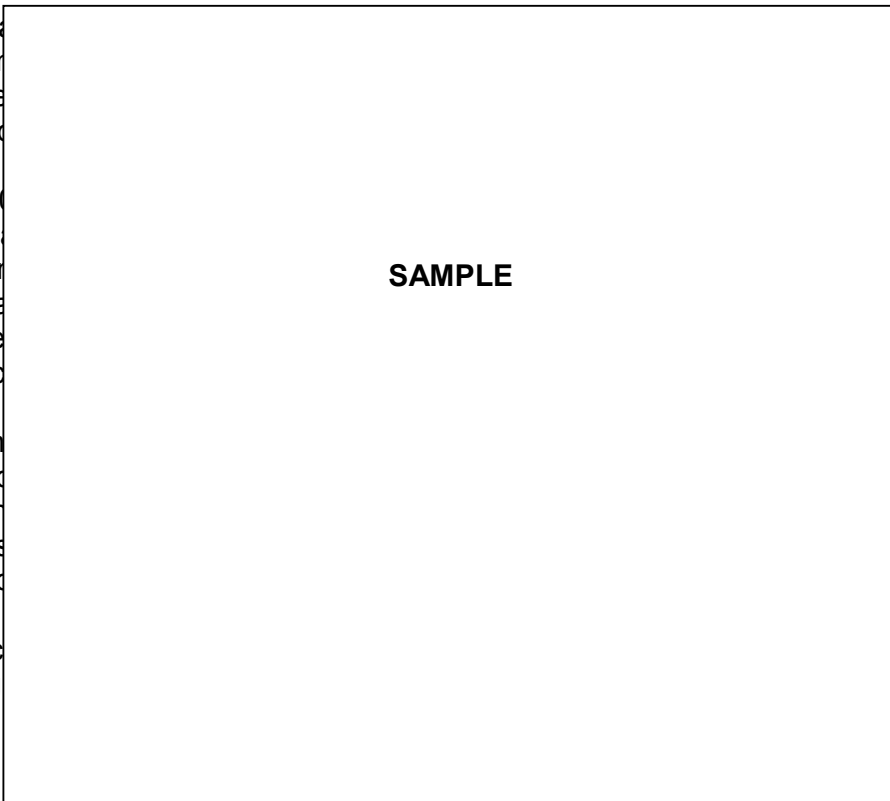
Source: MTW Research / Company Financials

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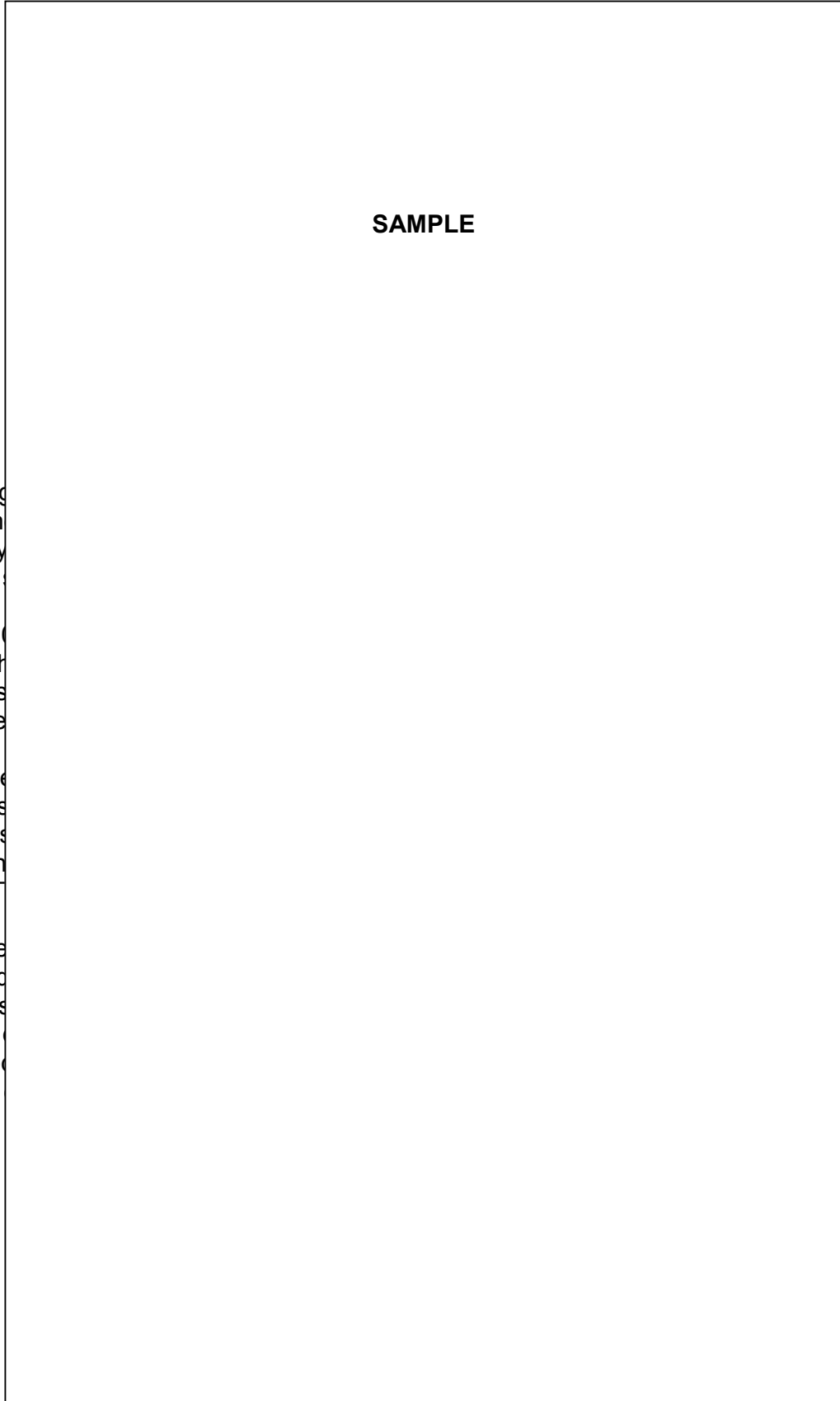
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Figure 20: Tool Hire Market Average Sales % Change 2004-2013



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2.5.2 Tool Hire Companies' Average Profitability 2004-2013

The following table illustrates the average profit levels of the Tool Hire market since 2004 and forecasts to 2013:-

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In addition to the construction sectors, a significant portion of the market is derived from a wide range of other industries, including the materials and manufacturing industries. This is due to the pressure on these sectors from various sources including the global financial crisis.

To the extent that the market is derived from a percentage of 47%. Profitability is likely to remain relatively stable.

As illustrated in the table, average profit levels by sector are much improved.

The percentage of the following

Company Financials

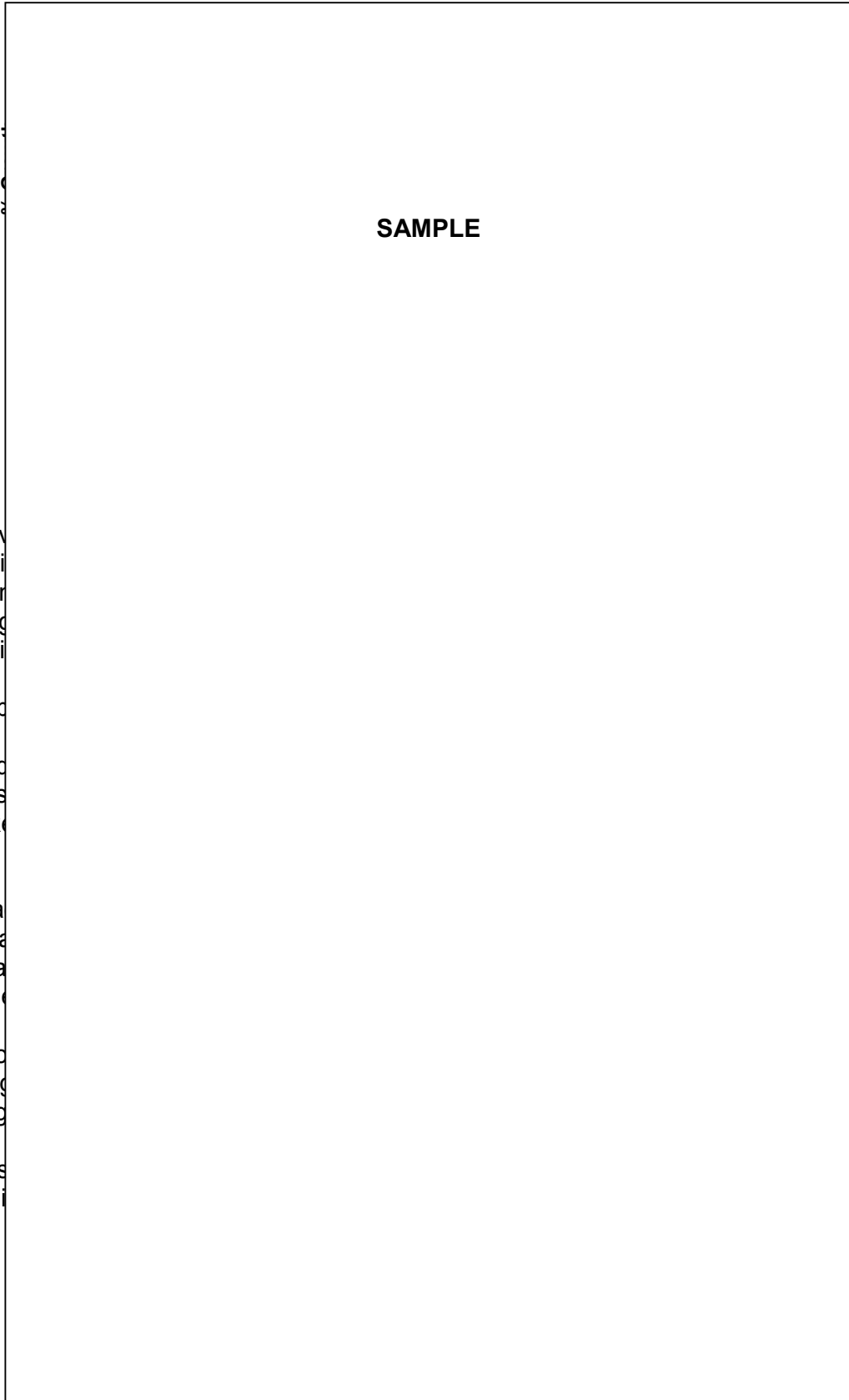
and use of margins in 2009, and the Tool Hire market to apply though.

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Figure 22: Tool Hire Market Average Profitability % Change 2004-2013



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2.5.3 Tool Hire Market Average Assets 2004-2013

The following table illustrates the combined assets of an average Tool Hire market since 2004 and forecasts to 2013:-

Figure 23: Tool Hire Market Average Total Assets 2005-2013

3. Tool Hire Company 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 each company will have varying degrees of activity within this sector and will include an element of variation in terms of product and service portfolio.

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 may contain an element of estimation.

3.2 Tool Hire Companies' Sales Estimates & Turnover Rank

3.2.1 Tool Hire Ranking by Turnover - 2008

The table illustrates our estimates of the turnover rank for each Tool Hire company in 2008:-

Table 30: Ranking by Turnover 2008 - Tool Hire Providers

1.		27. T		53. Bu
2.	ny Ltd	28. U	Plants	54. Ac
3.	td	29. F	Hire	55. Ac
4.		30. C		56. Di
5.		31. T		57. Ha
6.	SAMPLE	32. T	td	58. CO
7.		33. S		59. Pr
8.		34. B		60. Hi
9.		35. D	td	61. D
10.		36. F		62. Ca
11.	d	37. V		63. R
12.		38. D		64. La
13.		39. T		65. La
14.		40. M		66. Ku
15.		41. D		67. H
16.		42. K		68. A1
17.		43. E		69. In
18.		44. F		70. Mi
19.	Ltd	45. F		71. Hi
20.	es	46. F		72. No
21.		47. F		73. Rs
22.		48. K		74. Ar
23.		49. H		75. X
24.	Ltd	50. A		76. M
25.		51. A		77. Sc
26. Thomas Valley Hire Services Ltd		52. T		78. To

Source: MTW Research / Company Accounts

3.2.2 Individual Tool Hire Company Sales Revenues

The following table illustrates the estimated turnover for each company for 2008:-

Table 31: Turnover Estimates (£M) 2008 - Tool Hire Companies

Trading Name	2008 Turnover	Trading Name	2008 Turnover
SAMPLE	£470.0	SAMPLE	£0.4
	Company Ltd £215.0		£0.3
	£166.0		£0.3
	£95.0		£0.3
	£85.0		£0.3
	£70.0		£0.3
	£55.0		£0.3
	Toolmart £45.0		£0.3
	£25.0		£0.3
	£20.0		£0.3
	£10.0		£0.3
	£10.0		£0.3
	£6.5		£0.2
	£6.0		£0.2
	£3.7		£0.2
	£3.2		£0.2
	£3.1		£0.2
	£2.7		£0.1
	td £2.1		£0.1
	s £1.9		£0.1
	£1.4		£0.1
	£1.2		£0.1
	£1.0		£0.1
	td £0.9		£0.1
	£0.9		£0.1
	s Ltd £0.8		£0.1
	£0.7		£0.1
	Plants Ltd £0.7		£0.1
	nt Hire Ltd £0.7		£0.1
	£0.6		£0.1
£0.6	£0.1		
td £0.6	£0.1		
£0.6	£0.1		
£0.6	£0.1		
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£0.5	£0.1		
£0.5	£0.1		
£0.5	£0.1		
£0.4	£0.1		
£0.4	£0.1		

Source: MTW Research / Company Financials

3.3 Tool Hire Company Ranking by Profit

The following table illustrates our estimates of the rank by profit for each of the Tool Hire providers in 2008:-

Table 32: Ranking by Profit - Tool Hire Companies

1.		27. U		53. A	
2.	ny	28. F	Hire	54. A	
3.	td	29. C		55. D	
4.		30. T		56. H	
5.		31. T	td	57. C	
6.	SAMPLE	32. S	SAMPLE	58. F	td
7.		33. B		59. H	
8.		34. D	td	60. D	
9.	d	35. P		61. C	
10.		36. W		62. F	
11.		37. D		63. L	
12.		38. T		64. L	s
13.		39. M		65. K	
14.		40. D		66. H	
15.		41. K		67. A	
16.		42. E		68. I	
17.		43. R		69. N	
18.	td	44. R		70. H	
19.	es	45. P		71. N	
20.		46. P		72. F	
21.		47. K		73. A	
22.		48. H		74. X	
23.	Ltd	49. A		75. N	
24.		50. A		76. S	
25.	es	51. T		77. T	
26.		52. B	td	78. V	

Source: MTW Research / Company Accounts

3.4 Company Ranking by Total Assets

The following table illustrates our estimates of the rank by total fixed and current assets for each of the Tool Hire providers in 2008:-

Table 33: Ranking by Assets 2008– Tool Hire Providers

1.	SAMPLE		41. E	SAMPLE
2.			42. T	
3.		ny Ltd	43. F	
4.		td	44. H	
5.			45. F	
6.			46. T	
7.			47. N	
8.			48. N	
9.			49. D	
10.			50. T	
11.			51. F	
12.			52. C	
13.		d	53. A	
14.			54. F	
15.			55. L	
16.			56. T	
17.			57. L	
18.		es	58. K	
19.			59. S	
20.			60. F	
21.		Ltd	61. K	
22.			62. C	
23.			63. H	
24.			64. E	
25.			65. K	
26.			66. A	
27.		es Ltd	67. D	
28.		Plants Ltd	68. A	
29.			69. H	
30.			70. D	
31.		ent Hire Ltd	71. H	
32.		Ltd	72. X	
33.			73. I	
34.			74. N	
35.			75. H	
36.			76. N	
37.		d	77. A	
38.		Ltd	78. A	
39.				
40.		d		

Source: MTW Research / Company Accounts

3.5 Company Ranking by Net Worth

The following table illustrates our estimates of the rank by net worth for each Tool Hire Provider in 2008:-

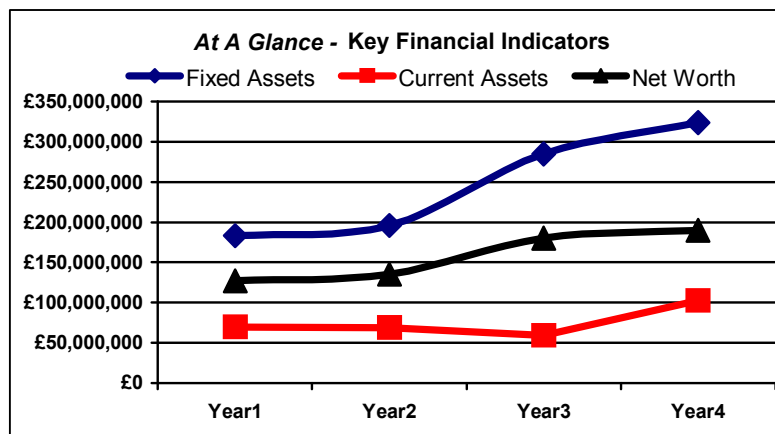
Table 34: Ranking by Net Worth– Tool Hire Companies

4. Tool Hire Company Profiles

Sample Ltd - Company Overview & 'At a Glance'

Sample Road
Sample
Postcode Sample
Tel: Sample

Sample Company Ltd is a private limited with share capital company, incorporated on November 1, 1947. The company's main activities are recorded by Companies House as "The hire of non-operated plant and machinery within the UK." In late 2009, the company has an estimated xxxx employees.



To year end 30/04/08, Sample Ltd is estimated to have achieved a turnover of around £215 million. Pre-tax profit for the same period is estimated at around £20 million.

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

Company Name	Sample Ltd
Brief Description of Activities	The hire of non-operated plant and machinery within the UK.
Parent Company	Sample PLC
Ultimate Holding Company	Sample PLC
Estimated Number of Employees	xxx
Senior Decision Maker / Director	Sample

The following table illustrates the company's key performance indicators for the last 4 years:-

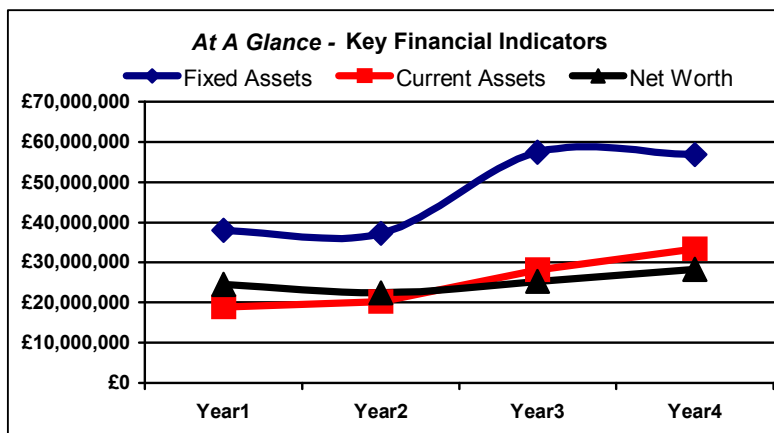
Sample - 4 Year KPIs to Year End 30/04/08

Key Indicator £	Year End 30/04/05 (Year1)	Year End 30/04/06 (Year2)	Year End 30/04/07 (Year3)	Year End 30/04/08 (Year4)
Fixed Assets	£183,424,000	£196,223,000	£285,087,000	£323,750,000
Current Assets	£69,867,000	£69,171,000	£59,332,000	£102,724,000
Current Liabilities	£35,660,000	£62,961,000	£140,945,000	£171,540,000
Long Term Liabilities	£90,596,000	£66,830,000	£22,979,000	£64,975,000
Net Worth	£127,035,000	£135,603,000	£180,495,000	£189,959,000
Working Capital	£34,207,000	£6,210,000	£-81,613,000	£-68,816,000
Profit per Employee	£-5,945	£2,692	£3,156	£9,824
Sales per Employee	£77,502	£79,355	£80,566	£88,879

Sample Plc - Company Overview & 'At a Glance'

Sample Road
Sample
Postcode
Tel: Sample

Sample Plc is a private limited with share capital company, incorporated on April 19, 1971. The company's main activities are recorded by Companies House as "The hire of tools and equipment, including drills, concrete mixers and breakers for tradesmen and other equipment ranging from mini-excavators to wallpaper strippers." In late 2009, the company has an estimated xxx employees.



To year end 31/07/08, Sample Plc is estimated to have achieved a turnover of around £95 million. Pre-tax profit for the same period is estimated at around £4.5 million.

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

Company Name	Sample Plc
Brief Description of Activities	The hire of tools and equipment, including drills, concrete mixers and breakers for tradesmen and other equipment ranging from mini-excavators to wallpaper strippers.
Parent Company	Sample LIMITED
Ultimate Holding Company	Sample PLC
Estimated Number of Employees	xxx
Senior Decision Maker / Director	Sample

The following table illustrates the company's key performance indicators for the last 4 years:-

Sample Plc - 4 Year KPIs to Year End 31/07/08

Key Indicator £	Year End 31/12/05 (Year1)	Year End 31/07/06 (Year2)	Year End 31/07/07 (Year3)	Year End 31/07/08 (Year4)
Fixed Assets	£37,985,000	£37,207,000	£57,480,000	£56,811,000
Current Assets	£18,878,000	£20,234,000	£28,070,000	£33,406,000
Current Liabilities	£14,634,000	£31,914,000	£56,314,000	£61,277,000
Long Term Liabilities	£17,684,000	£3,109,000	£3,997,000	£644,000
Net Worth	£24,545,000	£22,418,000	£25,239,000	£28,296,000
Working Capital	£4,244,000	£-11,680,000	£-28,244,000	£-27,871,000
Profit per Employee	£5,342	£-10,077	£3,578	£3,033
Sales per Employee	£63,014	£68,803	£66,900	£71,339

Additional Market Reports Available from MTW...

MTW Research are a publisher of high quality market research reports in the UK DIY market, Business to Business sectors, Building & Construction and Home Improvement products markets.



Our easy to reference and digest reports are researched, written and compiled by experienced and qualified marketing professionals, who have experience both in terms of undertaking detailed market research in these sectors and operating marketing departments within other research companies.

MTW Research are not linked to any other market research company or other organisation active in the UK building, construction and DIY markets, as such we are able to offer original research reports from a fully independent viewpoint and offer fresh perspective on the markets we research.

Our reports are researched, written and compiled by experienced and qualified marketing professionals, who have experience both in terms of undertaking detailed market research in these sectors and operating marketing departments within other research companies.

MTW Research **Research & Analysis** reports are typically 60-80 pages in length, providing detailed market and product size and trend information on a wide range of Building Product markets, Business to Business and Home Improvement Sectors. The reports are primarily aimed at manufacturers, importers, distributors, contractors and other suppliers to the UK DIY, Construction and Business to Business markets, though are also read and used by consultancy companies, marketing agencies, other market research companies, financial institutions and a range of other companies both in the UK and abroad.

MTW's **Rank & Profile Reports** provide a deeper insight into the market sales, trends, profitability and other key aspects and issues in a number of markets in the UK DIY, Construction and Home Improvement industries. The reports also provide company profiles and incorporate an 'at a glance' financial health chart, enabling the reader to quickly gauge the recent performance of a company. These reports are typically 100-200 pages in length and represent excellent value for money as well as providing vital market intelligence and instant sales leads.

See overleaf for our up to date report list and prices....

REPORT PRICE LIST 2009

REPORT TITLE	Month	Year	Report Type	Price
Access Equipment Market	April	2008	<i>Rank & Profile</i>	375
Bathroom Retail Market	February	2009	<i>Rank & Profile</i>	375
Bedroom Furniture Market	March	2008	<i>Rank & Profile</i>	375
Builders & Plumbers Merchants Market	September	2009	<i>Rank & Profile</i>	375
Contract Cleaning Market	November	2008	<i>Rank & Profile</i>	375
Commonwealth Games Construction	November	2007	Research & Analysis	565
DIY Retailers Market	July	2008	<i>Rank & Profile</i>	375
Electrical Wholesale Market	September	2008	<i>Rank & Profile</i>	375
FM Outsourcing Market	October	2008	<i>Rank & Profile</i>	375
Garden Centre Market	September	2008	<i>Rank & Profile</i>	375
Hotel Market	June	2008	<i>Rank & Profile</i>	375
House Builders Market	July	2008	<i>Rank & Profile</i>	375
Kitchen & Bathroom Distributors Market	May	2008	<i>Rank & Profile</i>	375
Kitchen Retailers Market	July	2009	<i>Rank & Profile</i>	375
Lighting Retailers Market	December	2008	<i>Rank & Profile</i>	375
Local Authority Expenditure Statistics	October	2007	Research & Analysis	565
Rainwater Harvesting Market	April	2008	Research & Analysis	565
Shopfitting Market	January	2009	<i>Rank & Profile</i>	375
Social Housing Providers - ALMOS	March	2009	<i>Rank & Profile</i>	375
Stationery & Writing Instruments Market	August	2007	<i>Rank & Profile</i>	375
Tool Hire Market	October	2009	<i>Rank & Profile</i>	375
Underfloor Heating Market	May	2009	<i>Rank & Profile</i>	375

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MTW Research are a publisher of high quality, market research reports and provide a wide range of databases for the UK construction, building products and home improvement industry. Our databases are compiled by research professionals who have been researching and writing market reports in the building, construction and home improvement industry since 1999, ensuring more relevant databases and mailing lists.

All MTW's databases are supplied as multi-use, unlike many other list providers who will charge extra for this, and include contact names for the head of purchasing or senior decision maker, alongside full address and telephone details. In addition, most of the databases we supply segment the companies by turnover, enabling more targeted marketing by our clients, providing quality sales leads quickly and cost effectively.

In addition to the 'off the shelf' multi-use databases listed overleaf, MTW also offer a Bespoke Database Service, for tailor-made databases & mailing lists. For Information on MTW's Bespoke Database Service, visit our website www.marketresearchreports.co.uk.

All MTW databases include the following key benefits, ensuring a higher quality, added value service to all lists supplied:-

- **Simple & Cost Effective Pricing** - fixed price for all databases, our prices represent excellent value for money.
- **Full Data Compliance** – Screened against all relevant mailing & telephone preference services & supplied in a format compatible with all database software
- **Multi-use Databases** - We place no limitations on how many times or how you use the data supplied by us.
- **Focused on B2B** - We are focused on B2B data, and our longstanding experience in researching the construction and building products markets means we are best placed to meet your database requirements - we understand your industry.
- **Fast Database Supply** - Our multi-use databases are available to purchase immediately and are usually despatched the same day as ordered, e-mail delivery is usually achieved within 2 hours.
- **Created Specifically For You** - MTW's multi-use databases are produced specifically for manufacturers and distributors to increase their sales through a particular channel, resulting in a more relevant and useful listing.

See overleaf for our up to date database list and prices....

DATABASE PRICE LIST 2009

DATABASE TITLE	Publish Date	Price	Total Records
Bathroom Retailers & Installers Market Database & Mailing List – UK	January 2008	350	1700+ multi-use
Builders & Building Contractors Market Database & Mailing List – UK	July 2008	350	1200+ multi-use
Builders Merchants Market Purchasing Database & Mailing List – UK	March 2008	350	1300+ multi-use
Control Panel Builders Database & Mailing List – UK	September 2008	350	640+ multi-use
Electrical Wholesalers Market Database & Mailing List – UK	January 2008	350	2,500+ multi-use
Garden Centres Market Database & Mailing List – UK	July 2009	350	2,200+ multi-use
Housing Associations Market Database & Mailing List – UK	February 2008	350	4,700+ multi-use
Public Sector Building Contractors Market Database & Mailing List	March 2009	350	1750+ multi-use

In addition to the 'off the shelf' multi-use databases listed above, MTW also offer a Bespoke Database Service, for tailor-made databases & mailing lists from our main database of 3.5 million companies which is updated on a rolling basis.

For Information on MTW's Bespoke Database Service, visit our website at www.marketresearchreports.co.uk

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