

FOR IMMEDIATE RELEASE JUNE 2009

## General Industrial Products Distribution Market – UK 2009-2013

### New AMA report Reviews Developments in the Distribution of Industrial Products

“Following steady growth to 2007, the General Industrial Products Distribution market has declined in 2008 to an estimated size of £1.75 billion. While 2009-10 are expected to be tough years for the sector, the market is expected to begin recovery in 2011 in line with key-end use markets. Key factors influencing the future prospects of the market are the performance of the manufacturing and engineering sectors, with levels of maintenance and repair operations of particular significance.”

This report is the 3<sup>rd</sup> edition and is widely recognised as one of the key reviews of the industrial products industry in the UK. A brief summary of the report is included on the following page.

Priced at £650, the report is currently available from AMA Research Ltd,  
Telephone 01242 235724 or e-mail at [sales@amaresearch.com](mailto:sales@amaresearch.com).

#### **Editors Note:**

Attached is a summary of the report. Please use brief extracts if you wish, **but we would request that references to company market shares are not published without our prior permission.**

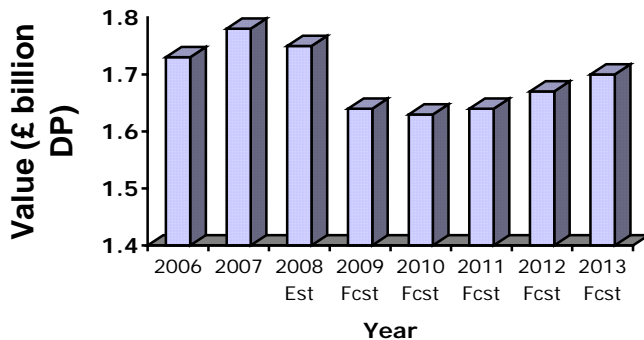
If you would like to receive an editorial review copy or would like to speak to an author of this report, please contact Andrew Hartley or Chris Moore on (01242) 235724.

Please include our web address and telephone number on any review printed; it would also be appreciated if a copy of the review could be forwarded to AMA Research. Thank you.

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# General Industrial Products Distribution Market UK 2009-2013

**UK Industrial Products Distribution Market 2006-2013**



AMA Research has published a new report covering the general industrial products distribution market. Available for purchase at £650 from [www.amaresearch.co.uk](http://www.amaresearch.co.uk), the report provides a comprehensive analysis of the structure of the market and provides details of the key players within the market. The main product sectors are analysed including the product market sizes, trends and the distributors share of product distribution. The report also provides forecasts of market prospects to 2013.

The general industrial products distribution market is a highly fragmented sector valued at £1.75 billion within the report definition. Distributor involvement varies significantly, with some distributors operating in all product sectors defined in the report, whilst others focus on a more limited number of product sectors.

Key product sectors include: abrasives, janitorial products, fasteners, fluid and air control, health & safety, power tools, hand tools, engineering & metalworking, workshop & maintenance, packaging & stationery and storage, security, access, site equipment & handling products. Different products favour different distribution channels; for instance engineering & metal working is primarily via the industrial distributors, whilst abrasives are mainly via the builders merchants, Competitive channels to the industrial products distributors are the direct and specialists channels

The market is very complex serving the manufacturing and engineering industries, in particular, thus the health of the distribution market is highly dependent on the performance of these industries (with levels of maintenance and repair operations of particular significance). Distributors such as Brammer, Cromwell, Monks & Crane, BuckHickman, Eriks, Arco, Parker etc all supply into these key sectors, whereas others are more specialised, such as Electrocomponents, Screwfix and Toolbank etc. As a result, market shares can be fragmented reflecting differing product and customer strengths.

The market experienced steady growth to 2007, supported by the performance of the manufacturing and engineering industries as well as public spending projects such as those in the infrastructure sector. The health and safety sector is important to this market and has shown good growth over the period, primarily due to the impact of legislation.

The general industrial products distribution market grew to a market size of £1.78 billion in 2007. However, the difficult trading conditions in 2008 impacted on the market resulting in a decline of around 2% to a value of £1.75 billion, with prospects deteriorating for 2009/10. However, the market is anticipated to begin recovery in 2011 and recover to current levels of £1.7 billion by 2013, assuming the general economy has recovered during this period.

AMA Research's "**General Industrial Products Distribution Market – UK 2009**" report is available in hard copy or electronic format for £650 and can be ordered online at [www.amaresearch.co.uk](http://www.amaresearch.co.uk) or by calling 0871 3103450.