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## General Industrial Products Distribution Market – UK 2011-2015

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

“The health of the General Industrial Products Distribution market is directly related to the state of the UK economy and the performance of the manufacturing and engineering sectors, with levels of maintenance and repair operations of particular significance. As a consequence, the market was severely impacted by the recession and contraction of its core end-use sectors. However, future prospects are looking more positive, particularly as the recovery in manufacturing gathers momentum, and the market is expected to experience moderate levels of growth to 2015.

This report is the 4<sup>th</sup> edition and reviews the developments in the industrial products distribution market, which is worth around £1.5bn in 2010. A brief summary of the report is included on the following page.

Priced at £665, the report is currently available from AMA Research Ltd,  
Telephone 01242 235724 or e-mail at [sales@amaresearch.co.uk](mailto:sales@amaresearch.co.uk).

#### **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.**

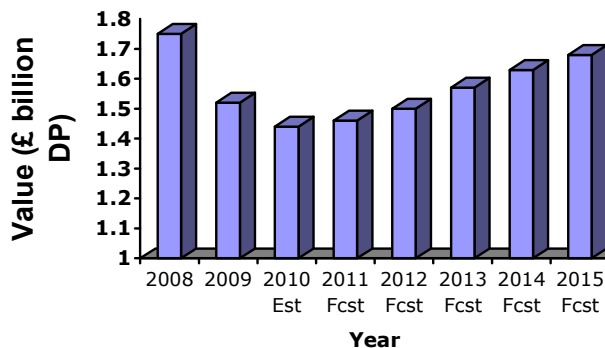
If you would like to receive an editorial review copy or would like to speak to an author of this report, please contact Andrew Hartley or Chris Moore on (01242) 235724.

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 2011-2015

**UK Industrial Products Distribution Market 2008-2015**



AMA Research has published a new report covering the general industrial products distribution market. The report provides a comprehensive analysis of market structure and assesses key players within this fragmented sector. The main product sectors are analysed in terms of product market sizes, trends and distributor shares of the sectors. The report also provides forecasts of market prospects to 2015.

Product sectors included: abrasives, janitorial products, fasteners, fluid & air control, health & safety, power tools, hand tools, engineering & metalworking, workshop & maintenance, packaging & stationery and storage, security, access, site equipment & handling products.

The general industrial products distribution market is mature and highly fragmented with an estimated market size of almost £1.5 billion in 2010 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. Some distributors, such as Brammer, Cromwell Tools, Monks & Crane, Buck & Hickman, Eriks Industrial Services and Arco etc, are focused on industrial products supply, whilst others, such as RS Components and Screwfix, supply these products as well as a wide range of other products excluded from this report, although they are still key players within the industrial products distribution market.

The main competitors to the industrial distributors are direct supply and specialist channels. The industrial distributors' involvement in product distribution varies dependent on the type of product.

For example, engineering & metal working products are primarily via the industrial distributors, whilst they have a more limited involvement in products such as janitorial products.

The health of the General Industrial Products Distribution market is directly related to the state of the UK economy and the performance of the manufacturing and engineering sectors, with levels of maintenance and repair operations of particular significance (the latter taking on even more importance during the recession).

The market experienced steady growth to 2007, before being impacted by the economic downturn in 2008 – this decline continued in 2009, falling to an estimated market size of £1.5 billion. Sectors helping to underpin the market were workshop & maintenance, fluid & air control and health & safety, though sectors such as tooling and engineering & metal working saw a more significant fall in demand.

However, as the fortunes of some of the market's end-users improve, the general industrial products distribution market showed signs of recovery. It is estimated that the market was worth approximately £1.45 billion in 2010, with future prospects looking more positive, particularly as the recovery in manufacturing gathers momentum. The market is expected to experience moderate levels of growth to 2015, reaching an estimated £1.68 billion, a figure below its peak in 2007.

AMA Research's report "General Industrial Products Distribution Market – UK 2011-2015" report is available in hard copy or electronic format for £665 and can be ordered online at [www.amaresearch.co.uk](http://www.amaresearch.co.uk) or by calling 01242 235724.