

THE NORTH AMERICAN MARKET POTENTIAL FOR PROFESSIONAL CONTRACTOR SERVICE TOOLS

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A Completed Study of
Professional End-Users
2009 North American Markets
U.S. • Canada

Spring 2009

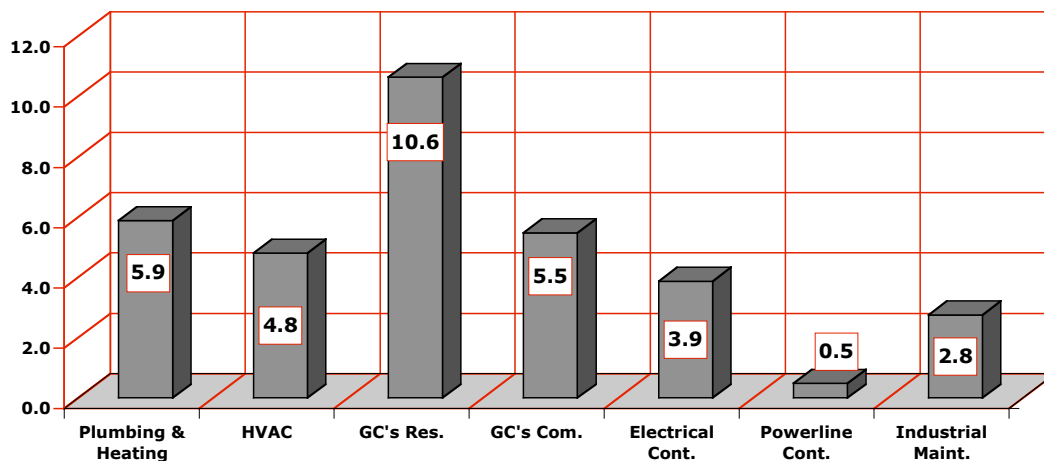
Contractor Service Tools - Completed Study Prospectus

A Comprehensive Study of the Professional North American Market Segments is Now Available for Sale in its Entirety or by Chapter

Ciprus Limited LLC is pleased to announce the completion of our First Edition of **The North American Market Potential for Professional Contractor Service Tools - A Multi-Sponsored Study**. The report, entails over 12 months of exhaustive research and includes 876 in-depth telephone interviews and hundreds of hours of additional research, analysis and contact with tool manufacturers and industry participants across North America. It is presented in one bound volume consisting of 1,042 pages of detailed analysis in matrix format.

The report provides a thorough review of per capita purchases, incidence, brand preferences and sales channels utilized by residential and non-residential contractors, electricians, plumbing and HVAC contractors, powerline contractors and industrial maintenance professionals. Current projected market segment sizes are shown below.

**2009 North American Professional Market Potential
(Millions of Units)**



Contractor Service Tools - Completed Study Prospectus

A Two Phase Research Plan - Phase 1: Market Potential, Market Segment Sizes and Market Size Estimations Phase 2: A Comprehensive Statistical Survey Among 876 Professional Contractors in the U.S. and Canada.

Phase 1 presents the calculated market potential by contractor type, by sales channel and by contractor size. Market Size calculations are based upon Purchase Incidence and Purchase Quantities observed in the research and projected to the number of total contracting establishments in the U.S. and Canada. Pricing data from leading tool vendors provides the input for calculating market size in dollars.

Phase 2 is based upon an in-depth survey among 876 professional contractor establishments in the United States, Canada. This phase analyzes per capita consumption of service tools, purchase incidence, current and past supply channels, brands purchased, and reasons for switching channels. Below are the key parameters of the research.

7 Contractor Types		3 Contractor Sizes				
<ol style="list-style-type: none"> 1. Plumbing & Heating 2. HVAC 3. Electrical 	<ol style="list-style-type: none"> 4. Residential GC's 5. Commercial GC's. 6. Powerline Contractors 7. Industrial Maintenance 	<ol style="list-style-type: none"> 1. Small (1-6 employees) 2. Medium (7-19 employees) 3. Large (20+ employees) 				
14 Tool Accessories		5 Regions				
<ol style="list-style-type: none"> 1. Pliers 2. Wrenches (Hex) 3. Screw Drivers (Cmn, Hex, Torx) 4. Hex Drivers 5. Tape Measures 6. Utility Knives 7. Wire Cutters & Strippers 		<p style="text-align: center;">United States</p> <ol style="list-style-type: none"> 1. - Northeast 2. - South 3. - Midcentral 4. - West <p style="text-align: center;">5. Canada</p>				
12 Sales Channels						
<table style="width: 100%; border: none;"> <tr> <td style="width: 33%; vertical-align: top;"> <ol style="list-style-type: none"> 1. Catalogues 2. Contractor/Bldg Sply. 3. Electrical Supply 4. Hardware Retailer </td> <td style="width: 33%; vertical-align: top;"> <ol style="list-style-type: none"> 5. HVAC Supply 6. Industrial Supply 7. Internet 8. Lumberyard </td> <td style="width: 33%; vertical-align: top;"> <ol style="list-style-type: none"> 9. Mass Merchant - Sears 10. Plumbing Supply 11. Homecenter Warehouse 12. Woodworking Supply </td> </tr> </table>				<ol style="list-style-type: none"> 1. Catalogues 2. Contractor/Bldg Sply. 3. Electrical Supply 4. Hardware Retailer 	<ol style="list-style-type: none"> 5. HVAC Supply 6. Industrial Supply 7. Internet 8. Lumberyard 	<ol style="list-style-type: none"> 9. Mass Merchant - Sears 10. Plumbing Supply 11. Homecenter Warehouse 12. Woodworking Supply
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Highlights and Enhancements - What is contained in the 2009 Edition

Several important measures of professional contractor service tool purchasing activity are provided in matrix format for the subscriber:

Service Tool Purchase Incidence The incidence of professional contractor service purchases is described by all of the parameters previously mentioned including contractor type, contractor size, region, accessory, and channel of sale.

Service Tool Per Capita Consumption Per Capita consumption of professional contractor service tools is provided in matrix format and uses the same parameters as above; contractor type, contractor size, region, service tool, and channel of sale. Reasons for switching channels is also included.

The completed report provides powerful analytical tools for use in strategic, market and sales planning as well as business development.

Brand Specific Data	Analysis by brand is provided for each professional contractor service tool category. Brand specific data is presented by contractor type, by region, and by channel of sale.
Matrix Data	All information is provided in matrix format by the key parameters in the research including geographic area, contractor type, contractor size, service tools purchased and sales channels utilized.
Sales Channel Analysis	Detailed sales channel analysis is provided by professional contractor service tool category, by contractor type, by brand and by geographic region.
Market Potential Calculations	Detailed market potential calculations combine Dun & Bradstreet establishment data with contractor SIC, by geographic regions, contractor size and channel of sale in tabular and graphic presentations of the results. In addition to calculated data, market size estimates are included that utilize pricing data from leading professional contractor service tool vendors.

Price List Effective February 16, 2009

Now Available in its Entirety or By One or More of the 14 Product Chapters.

Complete Report Includes all 14 Product Chapters

Complete report contains 1,042 pages of data, charts, tables, summary tables, graphs and a detailed analysis of the 14 hand and power tool accessory products included in the research. The study documents the incidence as well as per capita purchases of hand and power tool accessories by the 7 contractor types. This study, published in one easily referenced document, is the most comprehensive report of its type.

The information has been developed through an impressive database of 876 detailed interviews with contractor establishments across North America as well as hundreds of hours of additional research, analysis and contact with tool manufacturers and industry participants across North America

Each subscription - full report or individual chapters - include three bound copies and 3 CD versions in PDF format. *All subscriptions include unlimited telephone consultation.*

For more information please call John Ciprus at (860) 767-7685, Fax (860) 767-2941, or e-mail: john.ciprus@ciprus.com

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Report and Chapter	Complete Report	Pricing Schedule - Individual Chapters													
		Pliers	Wrenches (Hex)	Screw Drivers-Cmn-Hex-Torx	Hex Drivers	Tape Measures	Utility Knives	Wire Cutters & Strippers	Squares	Levels	Laser Levels+Rot.	Punches/Chisels/Files	Hammers and Mallets	Hand Hack Saws	Snips
All Prices Include 3 Copies	\$18,000	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800
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70. Laser Levels & Rotational - Annual Purchases by Channel and Contractor Type - Northeast - USA
71. Laser Levels & Rotational - Annual Purchases by Channel and Contractor Type - South - USA
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73. Laser Levels & Rotational - Annual Purchases by Channel and Contractor Type - West - USA
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77. Punches, Chisels, Files - Annual Purchases by Channel and Contractor Type - 20+ Employees - Canada
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63. Hand Hack Saws - Annual Purchase Incidence by Contractor Size - Canada
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63. Snips - Annual Purchase Incidence by Contractor Size - Canada
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