

CIPRUS

MARKETING RESEARCH CONSULTANTS

North American Market Professional Power Tools

Market Study of The 2013 North American Market



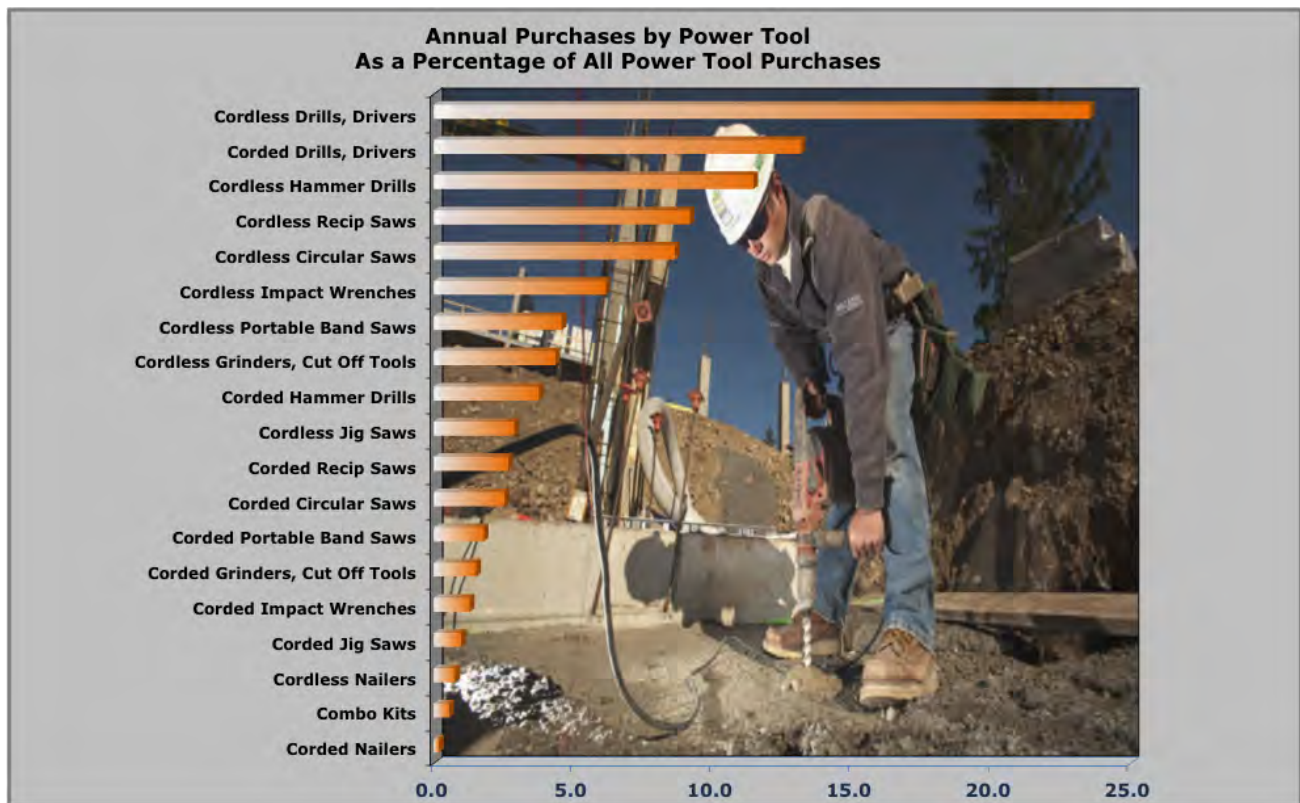
Completed Study Prospectus
Winter 2014

North American Market for Professional Power Tools Completed Study Prospectus

The Most Extensive Study of the North American Market for Professional Power Tools is Available for Sale as a Total Report or by Chapter

Ciprus Limited is pleased to announce the completion of the 2nd Edition of the The North American Market for Professional Power Tools. The study consists of 1,087 detailed telephone discussions with professional contractors across North America as well as many hours of additional research. It is presented in one bookmarked PDF volume containing over 2,330 pages in a detailed graphic and matrix format tables and analysis.

The 2013 Report provides a thorough review of 19 professional power tools including cordless and corded drill drivers, hammer drills, impact wrenches, nailers, recip saws, circular saws, jig saws, portable band saws, grinders/cutoff tools and combo kits. The study tracks the purchases in units and by brand as well as by 14 sales channels by 7 contractor types, 4 contractors sizes in the U.S and 3 sizes in Canada and Mexico as well as 4 U.S. regions.



@2014 Ciprus North American Market for Professional Power Tools

North American Market for Professional Power Tools Completed Study Prospectus

Key Features Included in the 2013 2nd Edition		
Contractor Type	Plumbing & Heating	Electrical
	HVAC	Industrial Maintenance
	Residential GC's	Commercial GC's
	Remodeling	
Establishment Size - US	Small	1-9
	Medium	10-19
	Large	20-49
	Very Large	50+
Establishment Size Canada & Mexico	Small	1-9
	Medium	10-19
	Large	20+
Power Tools	Cordless Tools	Corded Tools
	Drills, Drill Drivers	Drills, Drill Drivers
	Hammer Drills	Hammer Drills
	Impact Wrenches	Impact Wrenches
	Nailers	Nailers
	Recip Saws	Recip Saws
	Circular Saws	Circular Saws
	Jig Saws	Jig Saws
	Portable Band Saws	Portable Band Saws
	Grinders, Cut Off Tools	Grinders, Cut Off Tools
	Combo Kits	
Sales Channels	Catalogues	Internet/Etailer
	Contractor/Building Supply	Lumberyard
	Electrical Supply	Mass Merchant - Sears
	Hardware Retailer	Plumbing Supply
	HVAC Supply	Home Depot
	Industrial Supply (STAFDA)	Lowe's
	Farm & Fleet (Tractor Supply)	
Battery Voltage	6.0V	7.2V
	9.6V	12V
	14.4V	18V
	20V	24V
	28V	36V
Corded Voltage	110V	220V
Time Periods	2013	2010
Business Mix	Commercial	Residential

North American Market for Professional Power Tools Completed Study Prospectus

Key Features Included in the 2013 2nd Edition - Continued		
Battery Technology	Ni-Cad	Lithium Ion
Motor Technology	Brushed	Brushless
Chuck Size	1/4"	3/8"
	1/2"	3/7 - 7/8"
	1" - 1-1/8"	1-3/4" - 1-9/16"
Blade Diameter	2-1/2"	5-3/8"
	6-1/2"	7"
	7-1/2"	10"
Grinder Diameter	4" to 4-1/2"	5" to 7"
	7" to 9"	7"
Nail Gun Gage	23 Pin	18 Brad
	16 Finish	15 Finish
	Framing	1-3/4" - 1-9/16"
Brand Selection Factors	Availability	Brand Reputation
	Employer approved brans list	Price
	Promotional programs	Recommendations of co-workers
	Previous experience	
Made in America Price Premium	No Change	5% More
	10% More	15% More
	20% More	
Brands & Favorite Brand	2013 Brands Purchased & Share	Favorite Brands 2013 & 2008
Reason for Changing Channels	Buy here personally	Brand availability
	Closer to job/home	Improve quality
	Contractor program	Credit line
	Prior source closed	Corporate directive
	Lower prices	Consolidate buying
Average Life Expectancy	In Years	

North American Market for Professional Power Tools Completed Study Prospectus

Available in a Total PDF Report or by One of 19 Product Chapters

Complete Report Includes all 19 Product Chapters

The complete report contains over 2,330 pages of data, charts, tables, summary tables, graphs and a detailed assessment of each power tool in the North American Market. This study is the most comprehensive report on professional power tools ever published in one easily referenced document.

The information has been developed through a massive database of 1,087 detailed interviews with professional contractors across the North America and through many hours of detailed analysis to provide the most complete body of research on the professional power tool market and market potential for professional power tools available. Each subscription - full report or individual chapters is sent electronically in PDF format or optional CD.

All subscriptions include unlimited email and telephone consultation.

For more information please call John Ciprus (860) 575-9040 (m) or e-mail at john.ciprus@ciprus.com.

Ciprus Limited • 121 Saybrook Road • Suite 301 • P.O. Box 932 • Essex, CT 06426-0932

Report and Chapter	Pricing Schedule - Individual Chapters																				
Report Description	Complete Report	Cordless Drills, Drivers	Cordless Hammer Drills, Rotary	Cordless Impact Wrenches	Cordless Nailers	Cordless Recip Saws	Cordless Circular Saws	Cordless Jig Saws	Cordless Portable Band Saws	Cordless Grinders, Cut Off Tools	Corded Drills, Drivers	Corded Hammer Drills, Rotary	Corded Impact Wrenches	Corded Nailers	Corded Recip Saws	Corded Circular Saws	Corded Jig Saws	Corded Portable Band Saws	Corded Grinders, Cut Off Tools	Combo Kits	
Report & Chapter Pricing		\$28,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Total Pages	2,333	317	317	317	317	311	317	311	311	317	311	311	311	305	305	311	305	305	311	305	
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* Orders for more than one chapter will receive a 10% discount.

Report Outline by Chapter

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