

Business Information Centre

Materials Handling

2010

Sources Available in the Business Information Centre



Market Research



Country Intelligence



Company Leads



Tender Opportunities



Useful Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the materials handling industry from the global industry as a whole to the more specific sub-sectors.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European materials handling markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

BUSINESS MONITOR (www.businessmonitor.com)

Business Monitor provides Industry trend analysis and forecasts, and competitive intelligence on leading companies, covering 16 industries worldwide. The Business Information Centre has access to all this information for the Asian and Middle East markets. The following is a sample of the reports available through the Business Monitor database for the materials handling industry:

- Mining Industry View – South Korea – 2010

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research, providing the full picture on a particular industry, issue or trend. The following is a sample of the reports available through the Datamonitor database for the materials handling industry:

Market Reports, Interactive Models & Databooks

- Logistics and Express Weekly Monitor – Updated weekly
- European Road Freight Outlook – 2008
- UK Road Freight Outlook – 2008
- Poland Logistics Outlook – 2008

The industry profiles below are available:

- Global Machinery – 2010
- Construction and Engineering in Russia – 2010
- Global Construction and Farm Machinery and Heavy Trucks - 2010
- Logistics in the United States – 2009
- Air Freight in Western Europe – 2009
- Global Trucking – 2009
- Road & Rail in Sweden – 2009
- Transportation Services in Japan – 2009

FROST & SULLIVAN (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These market reports provide key information such as market size by volume and value, market sectors, market shares, distribution and market forecasts. The following is a sample of the reports available through Frost & Sullivan for the material handling industry:

- Advances in Material Handling Systems – 2010
- Frost and Sullivan Awards for Advances in Material Handling Systems - 2010
- Electric Drives Market in the European Material Handling Industry – 2009
- Materials for Next Generation Automobiles - 2009
- Material Handling and Productivity – 2008

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. The following is a sample of the reports available through Keynote for the materials handling industry:

- Road Haulage – UK – 2009
- Distribution Industry – UK – 2009
- Commercial Vehicles – UK - 2009

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports available through Plimsoll for the material handling industry:

- Mining and Quarry Equipment – UK - 2010
- Materials Handling Equipment – UK – 2010
- Agri Machinery – UK – 2010
- Concrete Plant and Machinery – UK – 2010
- Plant and Machinery Manufacturers – UK – 2010
- Quarry and Stone – Northern Ireland – 2010
- Quarry and Stone – UK – 2010

SNAPDATA (www.snapdata.com)

- Commercial Vehicles in Australia – 2010
- Agricultural Machinery in USA - 2009

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the material handling sector include:

- DELOITTE GLOBAL -
http://www.deloitte.com/dtt/section_home/0,1041,sid%253D1008,00.html
- ERNST & YOUNG –
http://www.ey.com/global/content.nsf/International/Industry_Overview
- ACCENTURE –
http://www.accenture.com/Global/Research_and_Insights/default.htm
- PWC GLOBAL –
<http://www.pwc.com/extweb/pwcpublishings.nsf/docid/9C658A7BAC898E6C852571E9004AD2F3>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and FAME.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates inc, Cascade Corporation, Escorts Limited and Sandvik Mining & Construction. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides details on statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the material handling sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events & industry news. They also provide useful links to further information. The material handling sector associations include:

IRELAND

- Chartered Institute of Logistics and Transport - www.cilt.ie/

UK

- Association of Loading and Elevating Equipment Manufacturers – www.alem.org.uk
- Automated Materials Handling Systems Association - www.amhsa.co.uk
- British Materials Handling Federation - www.bmhf.org.uk
- Construction Equipment Association - www.coneq.org.uk
- Chartered Institute of Logistics & Transport - www.ciltuk.org.uk/pages/home
- Container handling Equipment Manufacturers Association - <http://chem.uk.com/>
- Construction Equipment Association - www.coneq.org.uk
- Fork Truck Hire Association - www.fork-truck.org.uk
- Lift and Escalator Industry Association - www.leia.co.uk
- Lifting Equipment Engineers' Association - www.leea.co.uk
- Material Handling Engineers' Association - www.mhea.co.uk
- Storage Equipment Manufacturers Association - www.sema.org.uk
- Web4materialshandling - www.web4materialshandling.co.uk

EUROPE

- Fédération Européenne de la Manutention - www.fem-eur.com

INTERNATIONAL

- Materials Handling Industry of America - www.mhia.org
- The International Powered Access Federation - www.ipaf.org

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective News articles on the industry can also be obtained from Datamonitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world. Samples of some of the publications available from Lexis Nexis are listed below:

Material Handling Management Modern Materials Handling Industry Week Dixie Contractor CMP Information Construction Digest Fleet Equipment Industrial Engineer	Mid-America Commerce & Industry Mining Magazine Pacific Builder and Engineer Plant Engineering Southwest Contractor Wood Digest
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JOURNALS AVAILABLE IN THE INFORMATION CENTRE:

- Pit & Quarry Management
- Plantman Magazine
- Quarry Management

INTERNET

The internet holds an extensive range of information on material handling and related industries. Useful sites include:

- **Forkliftaction.com** - www.forkliftaction.com
Online journal for materials handling industry with up-to-date industry news and a searchable business directory.
- **Materials Handling Management** - www.mhmonline.com
Online source for materials handling equipment manufacturers, consultants, integrators and third-party logistics providers.
- **Material Handling Equipment Distributors Association** - www.mheda.org/
Searchable online member directory.
- **Modern Materials Handling** – www.mmh.com/
Online guide to the latest research and product information related to the materials handling industry.

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SELLING TO THE PUBLIC SECTOR

Enterprise Europe (NI)'s Public Procurement Service (TED), offers the following services to subscribing businesses:

- Daily alerting service matching tender opportunities to tailored company profiles
- Advice and assistance on tendering procedures
- Information on UK and EU public procurement regulations
- Assistance and advice on supplying to local government, education boards, the health sector and utility companies
- Information on where to access tender opportunities below EC thresholds
- Advice on how to find public tenders on the internet.

In addition to the TED service, a number of resources for the Public Procurement market are available through Enterprise Europe (NI).

For more information, please find attached a link into the 'Tender Information' section on the Invest NI website: www.investni.com/tenderinformation

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in the material handling sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

These sector guides along with others can be found on the Invest NI website: <http://www.investni.com/index/publicationsa-z.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact **Kathy McConville**, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com

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