

CIPRUS

MARKETING RESEARCH CONSULTANTS

Professional Power Tool Accessories

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Market Potential of The 2021 North American Market v1.0

Completed Study Prospectus of the 4th Edition
January 2022

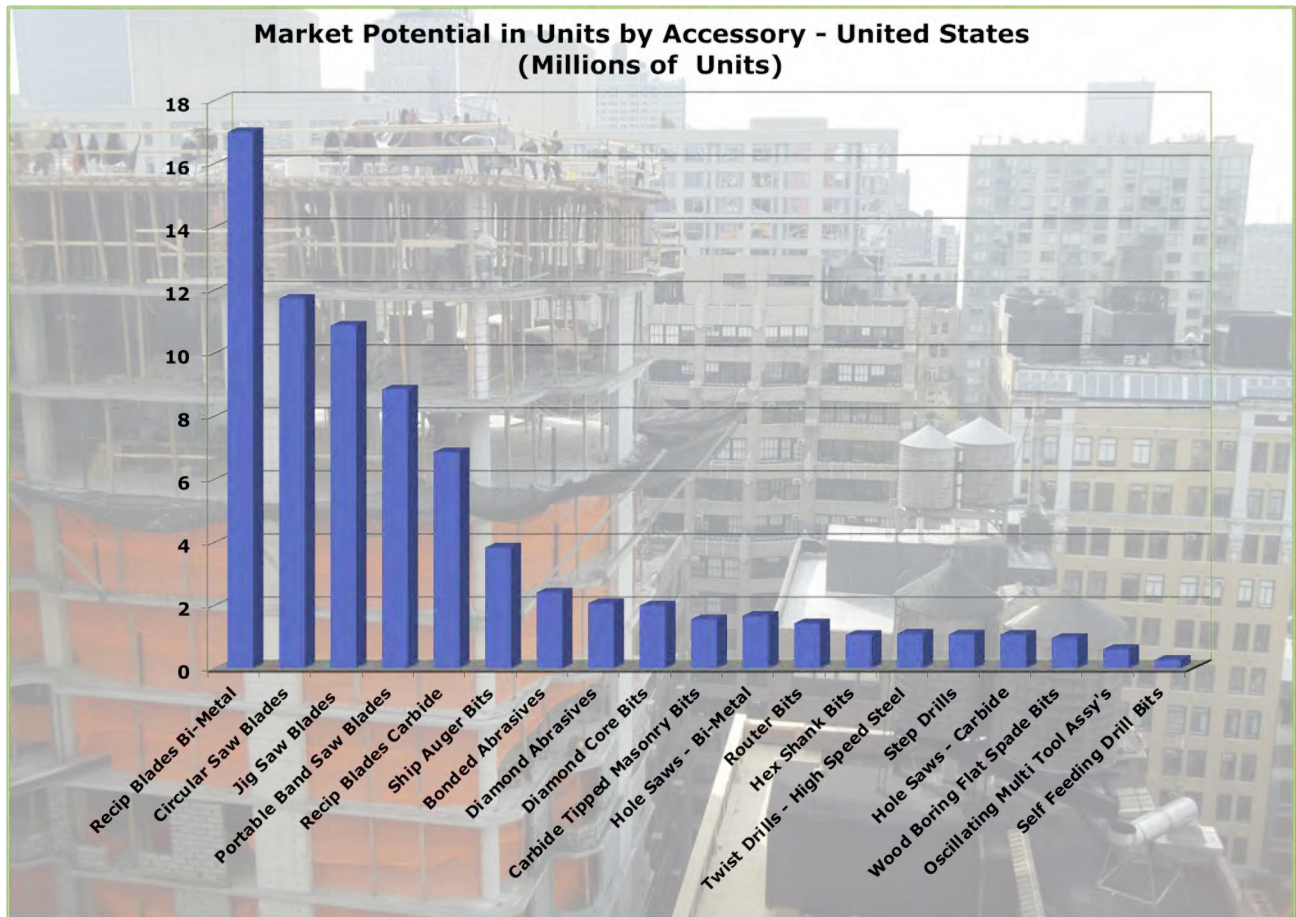


North American Market for Professional Power Tool Accessories Completed Study Prospectus

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

Ciprus LLC is pleased to announce the completion of The North American Market for Professional Power Tool Accessories 4th Edition. The study consists of 1,160 detailed telephone discussions with professional contractors across North America. It is presented in one bookmarked PDF volume containing over 3,634 pages in a detailed graphic and matrix format tables and analysis.

The 2021 Report provides a thorough review of 23 professional power tool accessories including assessing the impact of the ongoing Covid-19 Pandemic. A thorough review of how distribution channels have changed during the pandemic is documented. 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. Market potential is calculated in both units and in dollars of kits and stand alone units.



Source: Ciprus 2021 North American Market for Professional Power Tool Accessories 3rd. Edition

North American Market for Professional Power Tool Accessories Completed Study Prospectus

Key Features Included in the 2021 4th Edition		
Contractor Type	Plumbing & Heating	Electrical
	HVAC	Industrial Maintenance
	Residential GC's	Commercial GC's
	Woodworking Kitchen & Bath	
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 Tool Accessories	Power Tool Accessories	
	Bonded Abrasives	Portable Band Saw Blades
	Carbide Tip Masonry Bits	Recip Blades-Bi Metal/Carbide
	Circular Saw Blades	Router Bits
	Diamond Abrasives/Core Bits	Slotted Drive Drill Bits
	Hex Shank Bits	Self Feeding Drill Bits
	Hole Saws-Bi Metal/Carbide	Ship Auger Bits
	Jig Saw Blades	Step Drills
	Knock Outs	Interlocking Storage
	Nut Drivers & Hex Shank Bits	Twist Drills - High Speed Steel
Oscillating Multi-Tool	Wood Boring Flat Spade Bits	
Sales Channels	Construction Supply-Lumber Yards	Home Depot In-Store
	Electrical Supply	Home Depot Online
	Hardware Retailer-Ace, True Value	Lowe's In-Store
	HVAC Supply - Watsco	Lowe's Online
	Industrial Supply (STAFDA)	In Store-Walmart, Menards, TSC
	Manufacturer Websites-SBD, METC	Walmart.com, Harbor Freight.com
	Manufacturer Reps	Online Only/No Store-Amazon, Ebay
Impact of COVID-19	Purchasing more online since COVID	Will return to normal after COVID-19
	Purchasing more as needed	Will remain with COVID-19 habits
	Purchasing less since COVID-19	Remain somewhere between
	Other purchasing change	Changes in channels since COVID-19
	No change since COVID-19	Reasons for changing channels
Functions Interviewed	Accessory Buyers	Accessory Users
Time Periods	2021	2017
Business Mix	Commercial	Residential

North American Market for Professional Power Tool Accessories Completed Study Prospectus

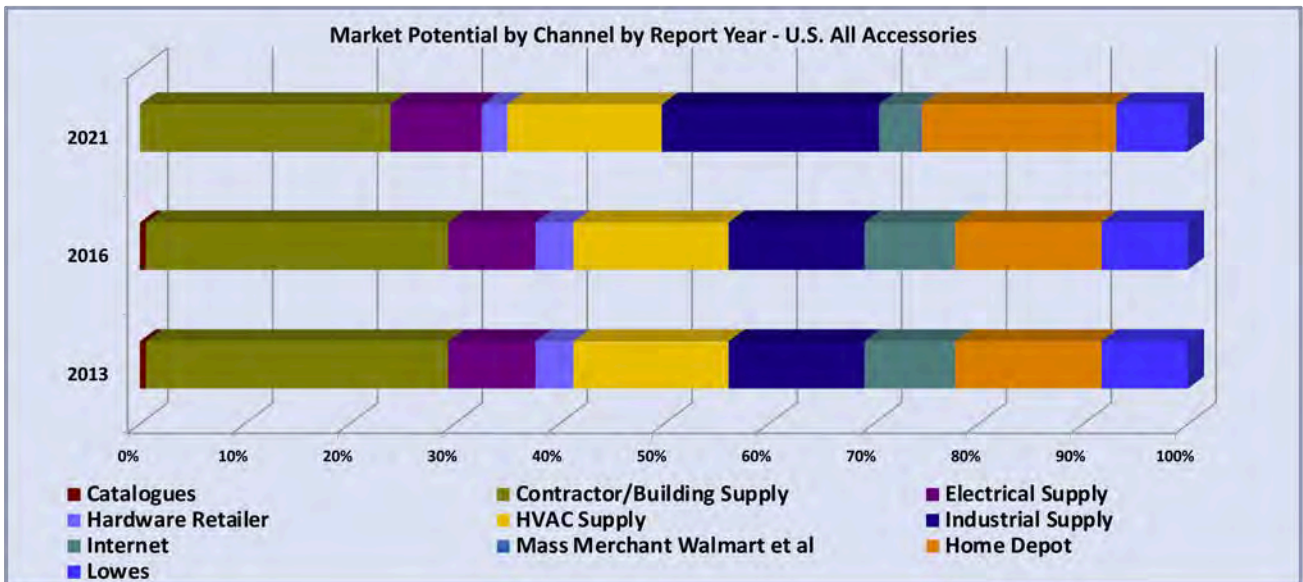
Key Features Included in the 2021 4th Edition - Continued

Additional Questions, Added, Color Graphics Matrix tables and Report Contents	8 accessories added: Diamond Core Bits, Hole Saws Carbide, Hole Saws Carbide OMT Assy's, Interlocking Storage, Nut Drivers, Slotted Bits, Self Feeding Bits
	Kits vs stand alone accessory sales added, Circular Saw Diameters, Knock Out Type, Oscillating Multi-Tool Material Types
	Over 1200 pages added
	Revamped distribution channels, added online channels for Home Depot, Lowes, Walmart. Added In store options for Home Depot, Lowes, Walmart and online only for Amazon and Ebay.

Key Questions: What is your #1 overall	What is your #1 overall preferred brand of accessory in 2021
	Why is the brand your #1 preferred brand?
	#1 brand by channel, contractor type by country and region

Country of Origin & Brand Selection Factors	Prefer to buy US made products	Prefer US brand products
	Country of origin most important	Brand name most Important
	Other factors: Availability	Quality/performance
	Brand reputation, approved brands	Supplier relationship

Where contractors want to get information	Email from manufacturer	Email from distributor
	Distributor sales person	Print advertising, social influencers
	Manufacturer sales person	Tool reviews, trade assn, trade events



Source: Ciprus 2021 North American Market for Professional Power Tool Accessories 4th Edition

North American Market for Professional Power Tool Accessories Completed Study Prospectus

Available in a Total PDF Report or by One of 23 Product Chapters

Complete Report Includes all 23 Product Chapters

The complete report contains over 3,634 pages of data, charts, tables, summary tables, graphs and a detailed assessment of each power tool accessory in the North American Market. This study is the most comprehensive report on professional power tools accessories ever published in one easily referenced document.

The information has been developed through a robust database of 1,160 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 accessory market and market potential for professional power tool accessories available. Each subscription - full report or individual chapters is sent electronically in PDF format for secure download.

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.

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Report and Chapter	Complete Report	Pricing Schedule - Individual Chapters																						
Report Description		Bonded Abrasives	Carbide Tip Bits	Circular Saw Blades	Diamond Abrasives	Diamond Core Bits	Hex Shank Bits	Hole Saws Bi Metal	Hole Saws Carbide	Jig Saw Blades	Knock Outs	Nut Drivers	Oscillating Multi Tool	Portable Band	Recip Saws Bi Metal	Recips Carbide	Router Bits	Slotted Drive Bits	Self Feeding Bits	Ship Augers	Step Drills	Interlocking Storage	Twist Drills	Flat Wood Bits
Report & Chapter Pricing	\$30,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
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* Orders for more than one chapter will receive a 10% discount.

Phase 1 - Introduction, Executive Summary, Market Potential **49 Pages**

Introduction & Overview

Introduction

1. Objectives of the Research
2. Power Tool Accessories Included
3. Channels Included
4. Methodology
5. Sample
6. How the Report is Organized
7. What's Inside the Report - Read this First

Executive Summary

1. Key Findings of the Research - All 3 Countries
2. Who is Your #1 Brand of Accessory? - US
3. Top 5 brands by Contractor Type - US
4. Top 3 Brands by Channel - US
5. Top 3 Brands by Power Tool Accessory - US
6. Market Potential Rank of Power Tool Accessory Channels - US
7. Top Trades Purchasing Through Channels - US
8. Rank of Power Tool Accessories by Market Potential and Survey Volume - US
9. Top 3 Channels by Power Tool Accessory Purchases - US
10. Top 3 Trades by Power Tool Accessory Purchases - US

Market Potential Calculations - Based Upon Survey Results

Charts

1. Market Potential in Units - By Contractor Type (SIC) - United States
2. Market Potential in Units - By Contractor Type (SIC) - Canada
3. Market Potential in Units - By Contractor Type (SIC) - Mexico
4. Market Potential in Units - By Accessory - United States
5. Market Potential in Units - By Accessory - Canada
6. Market Potential in Units - By Accessory - Mexico
7. Market Potential in Units - By Sales Channel - United States
8. Market Potential in Units - By Sales Channel - Canada
9. Market Potential in Units - By Sales Channel - Mexico
10. Market Potential by Channel 2021 vs 2016 vs 2013 - U.S. - All Accessories

Matrix Tables

11. Market Potential in Units - By Accessory and Contractor Type (SIC) - United States - 1- 9 Employees
12. Market Potential in Units - By Accessory and Contractor Type (SIC) - United States - 10 - 19 Employees
13. Market Potential in Units - By Accessory and Contractor Type (SIC) - United States - 20 - 49 Employees
14. Market Potential in Units - By Accessory and Contractor Type (SIC) - United States - 50+ Employees
15. Market Potential in Units - By Accessory and Contractor Type (SIC) - United States - All Employees
16. Market Potential in Units - By Accessory and Contractor Type (SIC) - Canada - 1- 9 Employees
17. Market Potential in Units - By Accessory and Contractor Type (SIC) - Canada - 10 - 19 Employees
18. Market Potential in Units - By Accessory and Contractor Type (SIC) - Canada - 20 - 49 Employees
19. Market Potential in Units - By Accessory and Contractor Type (SIC) - Canada - All Employees
20. Market Potential in Units - By Accessory and Contractor Type (SIC) - Mexico - All Employees
21. Market Potential in Retail Dollars - Per Client Input Kits vs Stand Alone - by Contractor Type - USA
22. Market Potential in Retail Dollars - Per Client Input Kits vs Stand Alone - by Contractor Type - Canada
23. Market Potential in Retail Dollars - Per Client Input Kits vs Stand Alone - by Contractor Type - Mexico

Historical Comparisons of Phase 1 Data

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25. Comparison of Market Potential Estimates 2021 vs 2015 vs 2011 vs 2004 vs 1998 vs 1994 - Canada- Units
26. Comparison of Market Potential Estimates 2021 vs 2015 vs 2011 vs 2004 vs 1998 vs 1994 - Mexico- Units
27. Market Potential by Channel 2021 vs 2016 vs 2013 - U.S. - All Accessories

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1. Summary of Power Tool Accessories Purchases - U.S. Sample
2. Summary of Power Tool Accessories Purchases - Canada
3. Summary of Power Tool Accessories Purchases - Mexico
4. Summary of Power Tool Accessories Per Capita Purchases - U.S. Sample
5. Summary of Power Tool Accessories Per Capita Purchases - Canada
6. Summary of Power Tool Accessories Per Capita Purchases - Mexico

Matrix Tables

7. Total Power Tool Accessories Purchased in Kits & Stand Alone by the U.S. Sample
8. Total Power Tool Accessories Purchased in Kits & Stand Alone by the Canadian Sample
9. Total Power Tool Accessories Purchased in Kits & Stand Alone by the Mexican Sample
10. Total Power Tool Accessories Purchased by Contractor Type (SIC) - U.S. Sample
11. Total Power Tool Accessories Purchased by Contractor Type (SIC) - Canadian Sample
12. Total Power Tool Accessories Purchased by Contractor Type (SIC) - Mexican Sample
13. Total Power Tool Accessories Purchased by Contractor Size - U.S. Sample - Chart
14. Total Power Tool Accessories Purchased by Contractor Size - Canadian Sample - Chart
15. Total Power Tool Accessories Purchased by Contractor Size - Mexican Sample - Chart
16. Total Power Tool Accessories Purchased by Contractor Type and Size - U.S. Sample - Chart
17. Total Power Tool Accessories Purchased by Contractor Type and Size - Canadian Sample - Chart
18. Total Power Tool Accessories Purchased by Contractor Type and Size - Mexican Sample - Chart
19. Power Tool Accessories Purchases Per Capita by the U.S. Sample
20. Power Tool Accessories Purchases Per Capita by the Canadian Sample
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25. Power Tool Accessories Purchases Per Capita by Contractor Size - U.S. Sample - Chart
26. Power Tool Accessories Purchases Per Capita by Contractor Size - Canadian Sample - Chart
27. Power Tool Accessories Purchases Per Capita by Contractor Size - Mexican Sample - Chart
28. Power Tool Accessories Purchases Per Capita by Contractor Type and Size - U.S. Sample - Chart
29. Power Tool Accessories Purchases Per Capita by Contractor Type and Size - Canadian Sample - Chart
30. Power Tool Accessories Purchases Per Capita by Contractor Type and Size - Mexican Sample - Chart
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Matrix Tables - Calculation of Total Units and Dollars based upon Kits vs Stand Alone Accessory Purchases

33. PT Accy's Purchases Per Capita by U.S. Sample - Using Kits and Stand Alone to calculate dollars
34. PT Accy's Purchases Per Capita by Canadian Sample - Using Kits and Stand Alone to calculate dollars
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- 41. Leading Sales Channels All Power Tool Accessories by Volume - U.S. Sample
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- 3. All Accessories - Annual Purchase Incidence by Brand - Mexico
- 4. All Accessories - Supplier Market Share - USA - 1-9 Employees - USA
- 5. All Accessories - Supplier Market Share - USA - 10-19 Employees - USA
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- 7. All Accessories - Supplier Market Share - USA - 50+ Employees - USA
- 8. All Accessories - Supplier Market Share - USA - Northeast
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- 15. All Accessories - Supplier Channel Share - Contractor Supply - USA
- 16. All Accessories - Supplier Channel Share - Electrical Supply - USA
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- 19. All Accessories - Supplier Channel Share - Industrial Supply (STAFDA) - USA
- 20. All Accessories - Supplier Channel Share - Mfr Sites (SBD, METCO, HILTI) - USA
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- 29. All Accessories - Supplier Market Share by Contractor Type - USA - 1-9 Employees - USA
- 30. All Accessories - Supplier Market Share by Contractor Type - USA - 10-19 Employees - USA
- 31. All Accessories - Supplier Market Share by Contractor Type - USA - 20-49 Employees - USA
- 32. All Accessories - Supplier Market Share by Contractor Type - USA - 50+ Employees - USA
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- 40. All Accessories - Supplier Market Share by Channel - 1-9 Employees - USA
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- 43. All Accessories - Supplier Market Share by Channel - 50+ Employees - USA

- 44. All Accessories - Supplier Market Share by Channel - Northeast - USA
- 45. All Accessories - Supplier Market Share by Channel - South - USA
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- 47. All Accessories - Supplier Market Share by Channel - West - USA
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- 4. COVID-19 Have your purchasing habits changed since the pandemic started? USA
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- 7. COVID-19 How do you anticipate your accessory purchasing habits to change after COVID-19 is under control? USA
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- 7. QC. Accessory Users vs Buyers - by Contractor Type - USA
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- 10. QC. Accessory Users vs Buyers - by Contractor Size - Canada
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- 13. QD. Are you part of a restocking program ie Fastenal BinStock by Contractor Type - USA
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15. Q4. How have your tool and accessory purchasing habits changed since the COVID-19 pandemic started? - USA

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30. 8A. What other criteria are more important to you than country of origin? USA

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36. 2021 Favorite Brands by Contractor Type - USA

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39. Q4. How have your tool and accessory purchasing habits changed since the COVID-19 pandemic started? - Verbatims

40. Q5. How do you anticipate your power tool accessory purchasing habits to change after COVID-19 is under control? - Verbatim

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10. Universe of Contractors by Type - U.S., Canada, Mexico

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- 12. Incidence of Accessory Usage by Contractor Type, Region and Size - 50+ Employees - USA
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- 22. Incidence of Accessory Usage by Accessory, Contractor Type, Country & Region and Size - Bonded Abrasives
- 23. Incidence of Accessory Usage by Accessory, Contractor Type, Country & Region and Size - Carbide Tipped Masonry Bits
- 24. Incidence of Accessory Usage by Accessory, Contractor Type, Country & Region and Size - Circular Saw Blades
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- 33. Incidence of Accessory Usage by Accessory, Contractor Type, Country & Region and Size - Oscillating Multi-Tool Assy's
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