

APPENDIX 3.6  
(referred to in paragraph 3.20)

**Desoutter's sales and shares of the industrial tool market, 1986 to 1988<sup>1</sup>**

TABLE 1 World-wide sales and shares

	<i>£ million</i>								
	<i>1986</i>			<i>1987</i>			<i>1988</i>		
	<i>Pneu</i>	<i>Elec</i>	<i>Total</i>	<i>Pneu</i>	<i>Elec</i>	<i>Total</i>	<i>Pneu</i>	<i>Elec</i>	<i>Total</i>
<i>Desoutter world-wide sales</i>									
Fastening	11.4	0.7	12.2	11.5	0.9	12.5	12.7	1.2	13.9
Abrasive	2.8	-	2.7	3.2	-	3.2	3.4	-	3.4
Percussive	0.4	-	0.4	0.5	-	0.5	0.7	-	0.7
Drilling/tapping	5.3	-	5.3	5.8	-	5.8	6.3	-	6.3
Cutting	2.0	0.1	2.0	2.0	0.1	2.1	1.7	0.1	1.8
Lifting	0.9	-	0.9	1.1	0.1	1.1	1.4	-	1.4
Motors and miscellaneous	<u>3.3</u>	<u>-</u>	<u>3.3</u>	<u>3.0</u>	<u>-</u>	<u>3.1</u>	<u>3.2</u>	<u>0.1</u>	<u>3.4</u>
Total	<u>26.2</u>	<u>0.8</u>	<u>27.0</u>	<u>27.2</u>	<u>1.1</u>	<u>28.3</u>	<u>29.5</u>	<u>1.4</u>	<u>30.9</u>
<i>per cent</i>									
<i>Desoutter world-wide shares</i>									
Fastening	5.1	1.2	4.2	4.7	1.3	3.9	4.4	1.4	4.0
Abrasive	1.9	-	0.6	2.1	-	0.7	2.1	-	0.7
Percussive	0.3	-	0.3	0.4	-	0.4	0.5	-	0.5
Drilling/tapping	5.7	-	1.5	6.1	-	1.5	6.3	-	1.6
Cutting	3.4	0.1	1.7	3.3	0.1	1.7	2.8	0.1	1.4
Lifting	3.9	-	0.3	4.7	-	0.4	5.6	-	5.6
Motors and miscellaneous	<u>3.4</u>	<u>-</u>	<u>1.5</u>	<u>2.9</u>	<u>0.1</u>	<u>1.3</u>	<u>3.0</u>	<u>0.1</u>	<u>1.4</u>
Total	<u>3.4</u>	<u>0.1</u>	<u>1.5</u>	<u>3.4</u>	<u>0.1</u>	<u>1.5</u>	<u>3.5</u>	<u>0.1</u>	<u>1.5</u>

Source: Desoutter.

TABLE 2 EC sales and shares

	<i>£ million</i>								
<i>Desoutter EC sales</i>									
Fastening	8.2	0.6	8.8	8.3	0.8	9.1	9.3	1.0	10.2
Abrasive	2.0	-	2.0	2.3	-	2.3	2.5	-	2.5
Percussive	0.3	-	0.3	0.4	-	0.4	0.6	-	0.6
Drilling/tapping	3.8	-	3.8	4.3	-	4.3	4.7	-	4.7
Cutting	1.3	-	1.4	1.2	0.1	1.2	0.9	0.1	1.0
Lifting	0.5	-	0.5	0.7	-	0.7	0.9	-	0.9
Motors and miscellaneous	<u>2.5</u>	<u>-</u>	<u>2.5</u>	<u>2.1</u>	<u>0.1</u>	<u>2.1</u>	<u>2.2</u>	<u>0.1</u>	<u>2.4</u>
Total	<u>18.5</u>	<u>0.7</u>	<u>19.2</u>	<u>19.3</u>	<u>0.9</u>	<u>20.2</u>	<u>21.1</u>	<u>1.2</u>	<u>22.3</u>
<i>per cent</i>									
<i>Desoutter EC shares</i>									
Fastening	10.0	2.4	8.2	9.9	2.7	8.0	10.8	2.9	8.6
Abrasive	4.8	-	1.8	5.4	-	1.5	5.0	-	1.5
Percussive	1.0	-	1.0	0.1	-	1.0	1.4	-	1.4
Drilling/tapping	13.2	-	2.9	14.5	-	3.0	15.2	-	3.1
Cutting	6.9	-	3.1	5.8	-	2.7	4.2	-	2.0
Lifting	7.1	-	0.5	9.0	-	0.7	11.8	-	0.8
Motors and miscellaneous	<u>7.9</u>	<u>-</u>	<u>3.0</u>	<u>6.3</u>	<u>-</u>	<u>2.6</u>	<u>6.6</u>	<u>0.3</u>	<u>2.7</u>
Total	<u>7.5</u>	<u>0.2</u>	<u>2.9</u>	<u>7.5</u>	<u>0.2</u>	<u>2.9</u>	<u>7.8</u>	<u>0.3</u>	<u>3.1</u>

Source: Desoutter.

<sup>1</sup>Desoutter's estimates of total sales by all suppliers in the three markets are the same as Atlas', given in Appendix 3.3.

TABLE 3 United Kingdom sales and shares

	<i>£ million</i>								
	<i>1986</i>			<i>1987</i>			<i>1988</i>		
	<i>Pneu</i>	<i>Elec</i>	<i>Total</i>	<i>Pneu</i>	<i>Elec</i>	<i>Total</i>	<i>Pneu</i>	<i>Elec</i>	<i>Total</i>
<i>Desoutter United Kingdom sales</i>									
Fastening	2.5	0.3	2.7	2.6	0.3	2.9	3.1	0.4	3.5
Abrasive	0.8	-	0.8	1.0	-	1.0	1.0	-	1.0
Percussive	0.1	-	0.1	0.2	-	0.2	0.2	-	0.2
Drilling/tapping	1.9	-	1.9	2.3	-	2.3	2.2	-	2.2
Cutting	0.3	-	0.3	0.3	-	0.4	0.3	-	0.3
Lifting	0.2	-	0.2	0.2	-	0.2	0.3	-	0.3
Motors and miscellaneous	0.6	-	0.6	0.6	0.1	0.7	0.7	0.1	0.9
Total	<u>6.3</u>	<u>0.3</u>	<u>6.6</u>	<u>7.1</u>	<u>0.4</u>	<u>7.6</u>	<u>7.9</u>	<u>0.6</u>	<u>8.5</u>
<i>per cent</i>									
<i>Desoutter United Kingdom shares</i>									
Fastening	17.6	4.1	13.2	16.9	4.0	12.5	18.8	4.4	13.7
Abrasive	12.5	-	2.6	13.3	-	2.9	13.1	-	2.9
Percussive	1.9	-	1.9	2.4	-	2.4	2.5	-	2.5
Drilling/tapping	31.3	-	7.0	34.8	-	7.7	31.0	-	6.8
Cutting	15.8	-	3.8	17.8	-	4.4	14.2	-	3.5
Lifting	12.6	-	1.9	11.1	-	1.7	13.6	-	2.1
Motors and miscellaneous	25.7	-	14.1	25.0	4.0	15.3	26.5	6.0	17.0
Total	<u>16.0</u>	<u>0.4</u>	<u>6.1</u>	<u>16.4</u>	<u>0.6</u>	<u>6.4</u>	<u>16.6</u>	<u>0.7</u>	<u>6.5</u>

Source: Desoutter.

Note: Inconsistencies due to rounding.