

Piping Systems – World Market - Contents

Technical plastics and metals

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Facts to the study “Piping Systems – World Market”

Comprehensive description of the world market piping-components - quantitatively and qualitatively - in the main market segments industry, building technology and the gas and water distribution as well as in essential lower segments and uses.

Completion in Mai 2004 with estimation of the development until 2007.

In the center of interest are the components valves, fittings and pipes in metal-and plastic – materials, however also supplements for measurement and control, as well as pumps and plastic semi finished products.

Current substitution aspects between metal and plastic form a good basis for characteristic decisions.

Dimension-mix indications and concretely named market-net-prices in various countries make the characteristic position in purchase and sale transparent.

The markets Germany and Europe are treated especially deep. Country ranking of market segments ease expansion considerations.

The essential, successful marketing-mix measures, e.g. customer binding, brand leadership are represented practically and concretely useful. The subjects leadership, strategies, sales organisation as well as growth and survival independently from the economic trend are obviously treated.

Questions to the subject of trade sale and direct sale find answers. System sale or components sales, optimal product range mix are discussed.

The statements to the trends in market and technology are a finding pit for own innovations.

The study comprises totally 629 pages, 2100 main customers with assigned market segments and purchase potential in T€, 153 two sided competitor profiles, more than 500 competitors with the main assortment coordinations, over 440 manufacturers in the measurement and control with measure sizes, over 80 manufacturers for plastic-semi finished products.

180 obvious presentations in the text and 114 pages with easy-to-read tables. Clear definitions with more than 100 market segments and target groups, a comprehensive table of contents and an annex with the more important presentations and tables, also in alphabetical sequence, ease the utilization.

User voices of the study „piping systems“

„The world market for piping components is represented in the study after market segment, main product ranges, valves, flow measurement, fittings and pipes with quantities and values so that a deep transparency opens up for us. The practically prepared information is immediately useful. With the abundance of its valuable, manifold data this study deviates from the usual standard and is worth the price.“

Leading valve producer industry and building technology.

„The markets piping systems in Germany and in Europe are treated especially deep. The statements to the dimension mix ease new planning of products in the segments. The country ranking for industry and utilities is helpful for geographic expansion considerations. Market volume representations according to different criteria deepen the coherences. Especially the representation of the market volume metals / plastics of 2002 to 2007 gives valuable references for our own strategy.“

Globally active measurement and control technology manufacturer

„We have our main focus on building technology and utilities, but also activities in the industry. The analyzed connections in the market study `piping systems` between these main market segments and the interesting representation of the dealer business gave us important tip-offs for the optimization of the market work.“

Middle-class manufacturer fittings and tubes

„ ...a treasure trove for the examination and further development of the own market position are the concretely itemized 2100 principal customers with assigned market segments and potentials in T€. ...the very detailed market description of the area piping systems allows the reflection with our own situation in the fields sales and marketing. ...especially stimulating for us were the sections customer loyalty program, key customer management and brand leadership“

Group company for tubes, fittings, valves, measurement and control technology

„ For us as an A-customer in the area of piping components with purchase-activities in several countries this investigation is a base to illuminate the bidders in this market more closely. The shown market structures, the profiles of the competitors as well as the country specific price trends with concrete market net prices in various countries we can use immediately in the practice.“

Chemistry group with large purchasing potential

„We strongly want to grow in the next years. Those over 150 two-sided profiles of the competitors and the systematic description of the market piping systems in the study make this field more transparent and show perspectives for cooperations and company acquisitions. The statements to the market and technology trends are an interesting source for the development of own innovations.“

Group company piping systems for industry, building technology, utilities