

## ***Hauliers Heading for Growth***

Hauliers can look forward to a prosperous 2013 as Plimsoll Publishing Ltd predict a year of growth.

A new market report, which looks into the financial performance of the UK's largest 1000 operators, has found that average growth could be as high as seven per cent.

However the 2013 Hauliers report concludes that this is by no means widespread as this successful growth is being driven by a quarter of the industry – an elite band of 241 companies to be precise.

The Hauliers Analysis states these 241 businesses are showing growth as high as 25 per cent compared to the average growth of seven per cent. (See table 1A)

**Table 1A**

	Number of Firms	Previous Growth (%)	Latest Growth (%)
High Growth Companies	241	3.3	25
Others	759	5	3
Average	1000	4.5	7.1

David Pattison, chief analyst at Plimsoll, insists there is reason for cheer as growth and increased productivity begins to spread throughout the market.

Pattison said: "What seems to be different this time, compared to the last few years, is that this growth is coming profitably. Hauliers are not only seeing increases in volume, but many of them are achieving this with increasing profitability.

“Average margins across these growing companies are at last stable and they are making just about the same margins as the industry – which is around 2.5%. Of course this is still very low, but at least it’s better than previous years when chasing growth resulted in making a loss.

“A significant difference is that these elite companies are driving up their productivity. In general, these companies are 12% more efficient than the industry average, averaging over £128,000 sales per employee, compared to the average of around £114,000.

“Clearly their ability to maximise their resources and drive the company harder is proving key to their profitability and competitiveness.”

Looking at table 1B below shows just how the transport haulage industry is shaping up for 2013. In general the Road Haulage market is looking like one of the more buoyant in the sector.

**Table 1B**

Hauliers	Latest Growth %
Abnormal Load Haulage	9
Motorcycle Courier Services	9
Container Hire	7.9
International Haulage	7.4
Hazardous Goods Transport	7.1

Road Haulage	7.1
Sea Freight Services	7
Storage Tank Manufacturers	6.3
Temperature Controlled Distribution	6.3
Freight Forwarding	6.2
International Removals	6
Couriers	5.7
Bulk Haulage	5.6
Heavy Haulage Contractors	5.3
Waste Liquid Tanker Services	5.2
Pallet Makers	4.8
Storage Services	4.1
Furniture Removers	4
Shipping Agencies	3.7
Cold Storage	3.3
Cargo Handling Services	3.2
Shipbrokers	1

The Plimsoll Portfolio Analysis – Road Haulage – is ideal for anyone wanting to know more about the leading UK's 1000 Road Haulage firms.

It provides an individual analysis of each company showing their strengths and weakness, as well as showing the fastest growing, those in decline and those making the most profits.

The Analysis offers an overall financial rating on each company and helps in understanding up-and coming-competitors, the movers in the market and acquisition prospects – an area that's set to be busy in the months ahead as companies compete for market share.

For more information on the Road Haulage report and any of Plimsoll's transport, storage and distribution titles please contact Chris Glancey on 01642 626 419 or alternatively email [c.glancey@plimsoll.co.uk](mailto:c.glancey@plimsoll.co.uk)