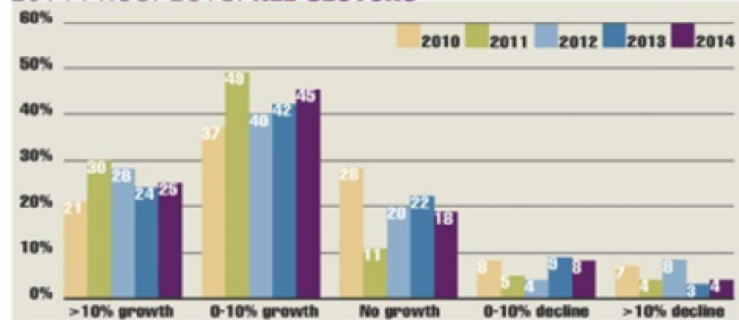




Access International 2013 Confidence Survey Mainly Positive

2014 PROSPECTS: ALL SECTORS



The *Access International* 2013 Confidence Survey reports an overall belief that business overall is improving, although companies are proceeding cautiously.

When asked to rate opportunity levels for their business over the next five years, 65.5% of participants expressed confidence,

the highest rate since 2008 when it stood at 71.3%. The highest confidence rating to date was 72.5% in 2007.

Breaking down those results for the manufacturers, rental companies and end users individually there is an increased level of positivity when it comes to purchasing plans or sales expectations. For example, 63% of rental companies worldwide say they will grow their fleet, compared to 33% last year. About half that number are planning only to replace equipment compared to last year.

The positive numbers are tempered by the manufacturers, who are expecting a mixed year ahead. Those predicting more than 10% sales growth are markedly up by 7%, but there is a significant drop in those forecasting only 1 – 10% growth--from 55% last year to 39% this year.

These figures appear slightly more realistic compared to last year. Emerging markets like Brazil and China present great opportunity but many challenges still limit sustained growth.

The November/December issue of *Access International* will display all the graphs and regional analysis.