

# ERA Convention 2011

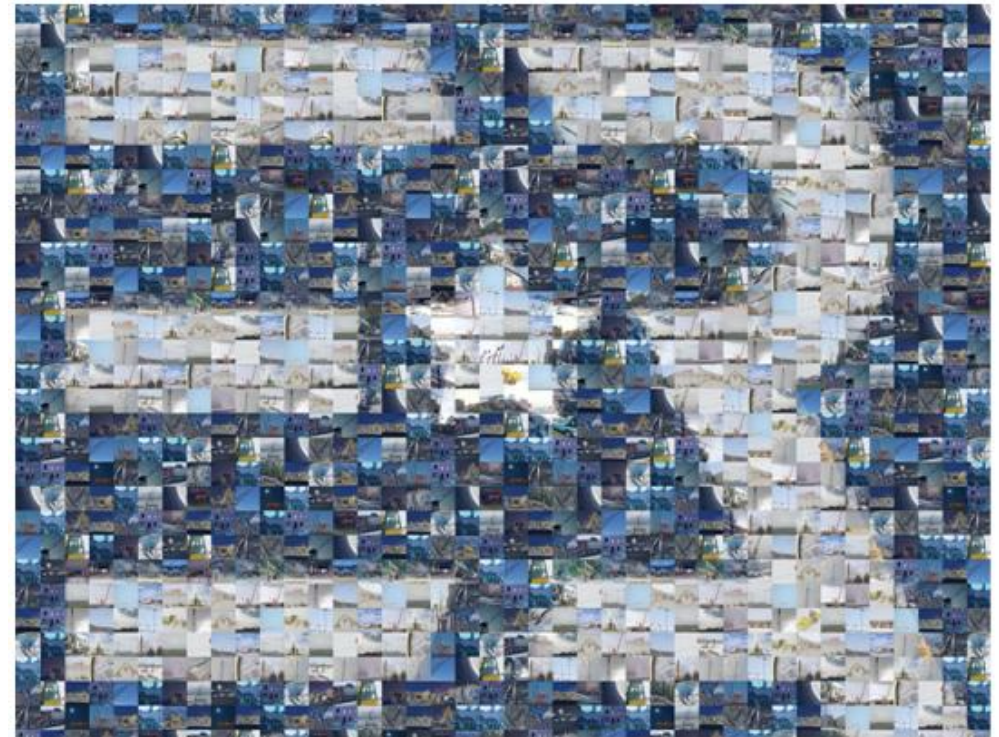
*“Growth Again”*

## FAMILY-OWNED RENTAL COMPANIES

**Douglas Anderson**

Place, Strengths & Weaknesses of the family-owned rental companies – in commercial strategies and in financing

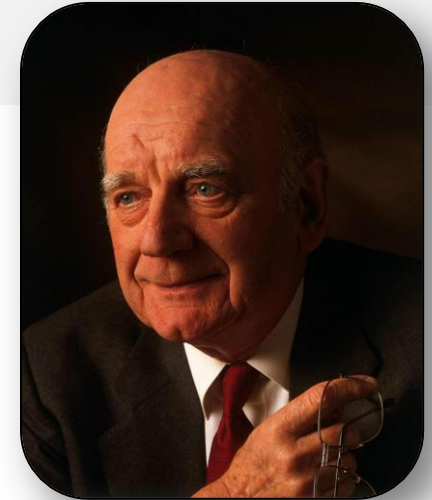
Are they more reactive and/or more profitable than the large companies?



[WWW.ERARENTAL.ORG](http://WWW.ERARENTAL.ORG)

## GAP Group Overview

- Established in 1969 in Glasgow by Gordon Anderson
- Douglas and Iain Anderson now oversee all operations
- 100% Family owned
- No outside shareholders
- 17% average year on year growth for over 20 years



## Strengths of family owned Rental Companies

- Rapid decision making process as owners have day to day involvement
- Certainty and control of future destination
- No shareholder pressure
- Decision makers are visible to all staff
- Ability to reinvest in new equipment at greater percentages than public companies



## The **GAP** Standard

Value for money

Peace of mind

Exceptional Service

Achieved by GAP's 3 P's

People

Plant

Premises

= “**Can Do**” attitude





# Weaknesses of family owned Rental Companies

- Raising capital
- Slower growth and fewer acquisitions
- Customers have access to owners thus can bypass Management
- Succession issues



# The future for family owned Rental Companies

- Challenging – Regulation Compliance
- Rewarding – Wealth Creation

## The future for GAP

- Broadening our product offering through specialist divisions and services

