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Industrial Supplies Wholesale: United States

August 2021



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About This Report

Scope

This report forecasts to 2021 and 2025 US sales of industrial supplies in nominal US dollars at the wholesale level. Total sales are segmented by product in terms of:

- industrial containers
- industrial valves and fittings
- mechanical power transmission
- strapping and tape
- welding supplies
- abrasives
- mechanical rubber goods
- ink and printing
- hardware
- other supplies such as automotive parts, pipes and tubing, and pumps and compressors

To illustrate historical trends, total sales are provided in annual series from 2010 to 2020.

This report presents total sales of industrial supply wholesalers, including those of products that are not strictly considered industrial supplies. For example, sales of food items and laboratory equipment are considered in-scope, if sold by an industrial supply wholesaler. Conversely, sales of industrial supplies from manufacturers, retailers, or other wholesalers not classified as industrial supply wholesalers are excluded from the scope of this report.

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading companies, are covered in this report. A full outline of report items by page is available in the Table of Contents.

Sources

Industrial Supplies Wholesale: United States (FF95084) represents the synthesis and analysis of data from various secondary, macroeconomic, and demographic sources, such as:

- firms participating in the industry, and their suppliers and customers
- government/public agencies
- intergovernmental and non-governmental organizations
- trade associations and their publications

About This Report

- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group

Specific sources and additional resources are listed in the Resources section of this publication for reference and to facilitate further research.

Industry Codes

Table 5 | NAICS & SIC Codes Related to Industrial Supplies Wholesale

NAICS/SCIAN 2017		SIC	
North American Industry Classification System		Standard Industrial Classification	
423840	Industrial Supplies Merchant Wholesalers	5085	Industrial Supplies

Source: US Census Bureau

Freedonia Methodology

The Freedonia Group, a subsidiary of MarketResearch.com, has been in business for more than 30 years and in that time has developed a comprehensive approach to data analysis that takes into account the variety of industries covered and the evolving needs of our customers.

Every industry presents different challenges in market sizing and forecasting, and this requires flexibility in methodology and approach. Freedonia methodology integrates a variety of quantitative and qualitative techniques to present the best overall picture of a market's current position as well as its future outlook: When published data are available, we make sure they are correct and representative of reality. We understand that published data often have flaws either in scope or quality, and adjustments are made accordingly. Where no data are available, we use various methodologies to develop market sizing (both top-down and bottom-up) and then triangulate those results to come up with the most accurate data series possible. Regardless of approach, we also talk to industry participants to verify both historical perspective and future growth opportunities.

Methods used in the preparation of Freedonia market research include, but are not limited to, the following activities: comprehensive data mining and evaluation, primary research, consensus forecasting and analysis, ratio analysis using key indicators, regression analysis, end use growth indices and intensity factors, purchase power parity adjustments for global data, consumer and end user surveys, market share and corporate sales analysis, product lifespan analysis, product or market life cycle analysis, graphical data modeling, long-term historical trend analysis, bottom-up and top-down demand modeling, and comparative market size ranking.

About This Report

Freedonia quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or r^2 . The most stable data series relative to the trend carries an r^2 value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

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Agencies & Associations

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National Association of Wholesaler-Distributors

US Census Bureau