

2Q18 Baird Industrial Distribution Survey

July 9, 2018

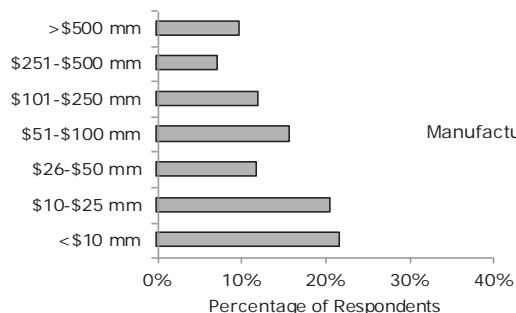
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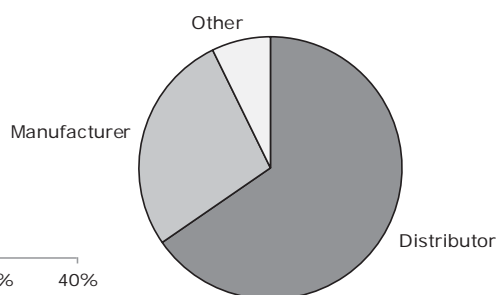


Respondent Profile

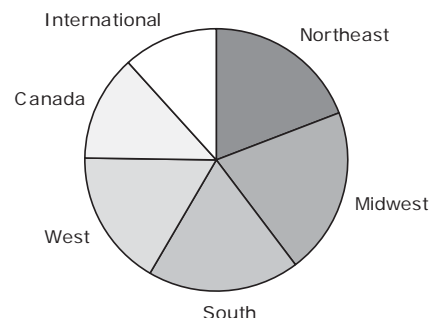
Annual Revenue Mix



Business Mix



Geographic Mix



Survey Results by Product Category

	2Q18 Revenue Growth	2Q18 Pricing	3Q18 Forecast	2018 Forecast
Overall	5.9%	2.7%	5.2%	5.1%
Industrial/Energy PVF	12.7%	3.4%	9.1%	11.4%
Hoses & Accessories	10.4%	3.9%	7.6%	5.7%
Plumbing	10.3%	4.4%	8.8%	9.8%
Roofing	9.2%	3.8%	10.6%	11.6%
Pool & Spa	9.0%	4.1%	8.6%	7.5%
General Industrial (MRO)	7.2%	2.4%	6.3%	5.4%
HVAC	6.8%	5.0%	5.4%	6.4%
OEM Fasteners	6.6%	2.9%	6.5%	5.6%
Datacomm	6.4%	1.6%	4.7%	3.0%
Facilities Maintenance/Jan-San (MRO)	6.3%	1.9%	5.7%	5.2%
Electrical	6.3%	2.2%	6.1%	5.5%
Mechanical/Power Transmission	5.9%	3.0%	4.0%	6.2%
Metalworking/Cutting Tools	5.9%	2.6%	4.9%	4.1%
Waterworks Products	5.7%	3.8%	6.0%	2.2%
Safety	4.5%	1.1%	3.7%	3.2%
Lumber & Building Materials	4.0%	3.6%	3.8%	3.2%

Source: Baird Analysis

David J. Manthey, CFA
Senior Research Analyst
dmanthey@rwbaird.com
813.288.8503

Luke L. Junk, CFA
Sr. Research Associate
ljunk@rwbaird.com
414.298.5084

Quinn T. Fredrickson
Research Analyst
qfredrickson@rwbaird.com
414.765.3640

Robert W. Baird & Co.