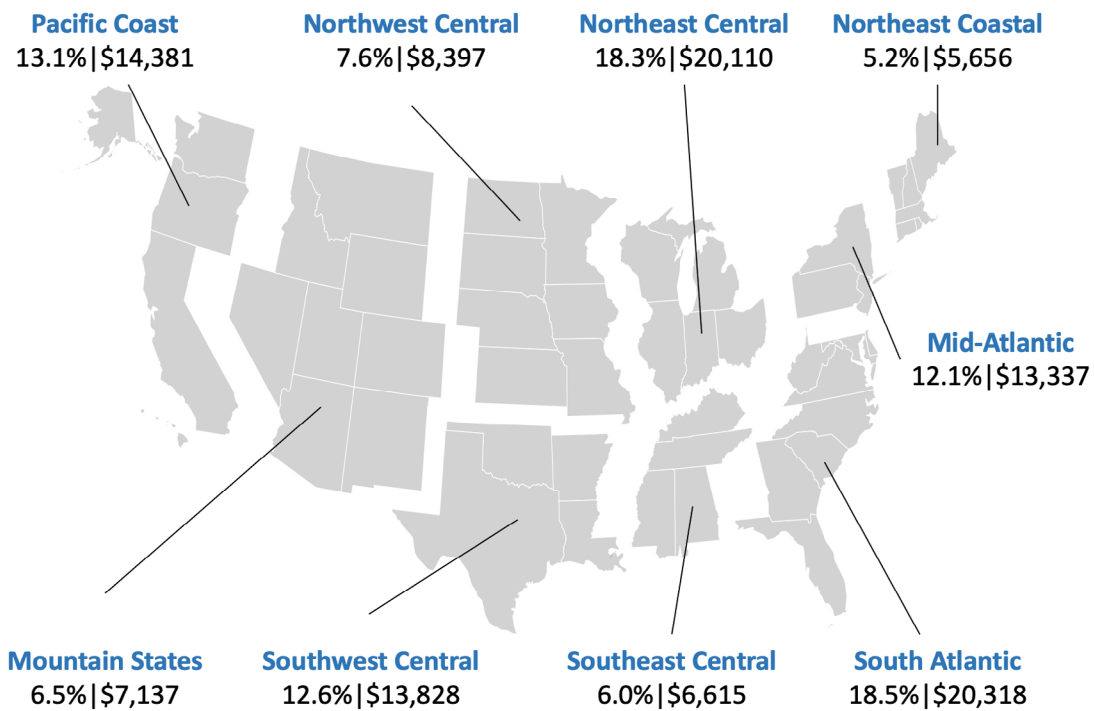


U.S. MARKET PROFILE

Industrial Products Total \$108.9 Billion in U.S. Markets

There is a growing demand for distributors to benchmark their performance against industry trends. For this month, in addition to displaying Total Demand for Industrial Products in nine regions, MDM Analytics has gone a step further to show which industries are the largest in each region and which industries are the fastest-growing. This information is included to compare your own sales with what we at MDM Analytics are seeing in the market with our proprietary modeling. Given the rebound after the pandemic, we can readily see the Specialty Trade Contractor business is exploding across the U.S. If you would like to see more benchmarking for your own market in greater detail, contact us at analytics@mdm.com.

U.S. End-User Market Demand for Industrial Products, \$Millions (2022)



Source: www.mdm.com/mdm-analytics. © 2022 MDM Analytics. All rights reserved. Contact info@mdm.com for permission to reprint/share.

Region	Largest Industry By 3 Digit NAICS	Largest Increase in Demand By 3 Digit NAICS
Pacific Coast	238 - Specialty Trade Contractors	238 - Specialty Trade Contractors
Northwest Central	238 - Specialty Trade Contractors	238 - Specialty Trade Contractors
Southeast Central	238 - Specialty Trade Contractors	238 - Specialty Trade Contractors
Southwest Central	238 - Specialty Trade Contractors	238 - Specialty Trade Contractors
Northeast Coastal	238 - Specialty Trade Contractors	334 - Computer and Electronic Product Manufacturing
Mountain States	238 - Specialty Trade Contractors	238 - Specialty Trade Contractors
South Atlantic	238 - Specialty Trade Contractors	238 - Specialty Trade Contractors
Mid Atlantic	325 - Chemical Manufacturing	238 - Specialty Trade Contractors
Northeast Central	333 - Machinery Manufacturing	333 - Machinery Manufacturing