



June 2024

Report prepared for ASA by Industry Insights, Inc. If you have any questions or comments, please contact Greg Manns of Industry Insights at 614-389-2100 or Brianna Baresel of ASA at 630-467-0000.

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Summary

The ASA Monthly Sales Report aims to provide a snapshot of industry performance and how it relates to the broader economy. Provided below is a summary of the June 2024 results.

Demographics

A total of 71 companies responded to the June 2024 ASA Monthly Sales Report. 54% of the respondents identified their primary business emphasis as Plumbing, Heating and Cooling (PHCP), 18% indicated Industrial PVF, and 25% identified their firm's primary business emphasis as PHCP and PVF.

June 2024	Primary Business Emphasis		
	PHCP	Industrial PVF	PHCP & PVF
Median Percent Change in Total Dollar Sales for:			
Month (Year-over-Year)	0.0%	-14.1%	-5.3%
Year-to-Date (YTD)	1.2%	-9.3%	-1.3%
Trailing Twelve Months (TTM)	1.1%	-8.0%	0.4%

Detailed Results by Company

Following a flat sales month for May, June was even softer for most respondents. By primary business emphasis, the Industrial PVF firms reported that year-over-year monthly sales dropped -14%. PHCP reported flat sales growth for June and PHCP & PVF firms reported a sales decline of -5%. All respondents overall reported a median sales decline of -3% for June 2024 vs. 2023. On a month-to-month basis (June vs. May 2024), sales dropped -4%. At the midway point for 2024, year-to-date (YTD) sales through June 30, 2024 vs. 2023 dipped -0.3% and trailing twelve months (TTM) sales were very similar in dropping -0.5%. Inventory contracted -0.8% for June 2024 vs. June 2023. The median Three-Months Average Days Sales Outstanding remained at 41 days for June.

Economic Indicators

The final "Real" GDP growth figure for the 1st quarter 2024 was revised upward slightly to 1.4%. Total wholesale sales for May increased 1.9% year-over-year, while inventories decreased -0.5% vs. the prior year. The growth in "Real" wholesale sales came in at 1.4%--continuing the recent signs of inflation softening and that we remain in a disinflationary period. Housing starts and permits both increased for June vs. May. Year-to-date single family starts and permits are both up vs. 2023. Multi-family is down significantly year-over-year. The unemployment rate for June edged up to 4.1%--the third consecutive month of increases.

What Respondents are Saying...

- “Sales continue to lag and inventory remains high but we continue to work to decrease what we are carrying.”
- “Continued high rates are leading to decreased contractor demand. We are hoping to see a rate cut in September that will bring 2025 revenues back to where we expected them this year.”
- “June was a fairly strong month, despite 2 less selling days year over year. Price competition has heated up, but the pipeline is looking stronger than 6 months ago.”
- “Persistent softness in project related sales resulted in negative comparisons to the prior year period. Service related sales continued to remain stable. Impacting factors continue to be high interest rates, inflationary cost levels, skilled labor shortages and concerns related to the election year.”
- “Sales better than anticipated but margins still lagging.”
- “Sales dropped quite a bit compared to June of last year, but our expenses are down so our profit is up. So far, July seems to be busier.”

Sales and Inventories Growth

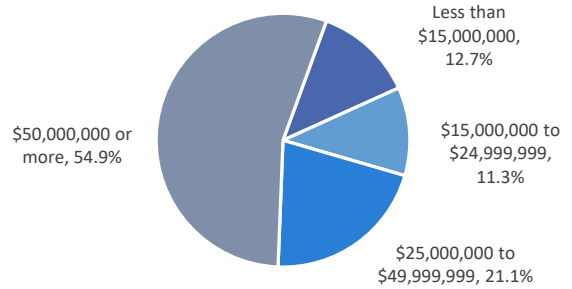
Overall Company Percent Change -- All Respondents

	Sales		Inventory	
	June 2024 vs. 2023	Calendar Year-to-Date	TTM* June 2024 vs. 2023	June 2024 vs. 2023
Lower Quartile	-13.9%	-4.8%	-3.5%	-6.6%
Median	-3.0%	-0.3%	-0.5%	-0.8%
Upper Quartile	6.2%	5.3%	4.5%	6.7%

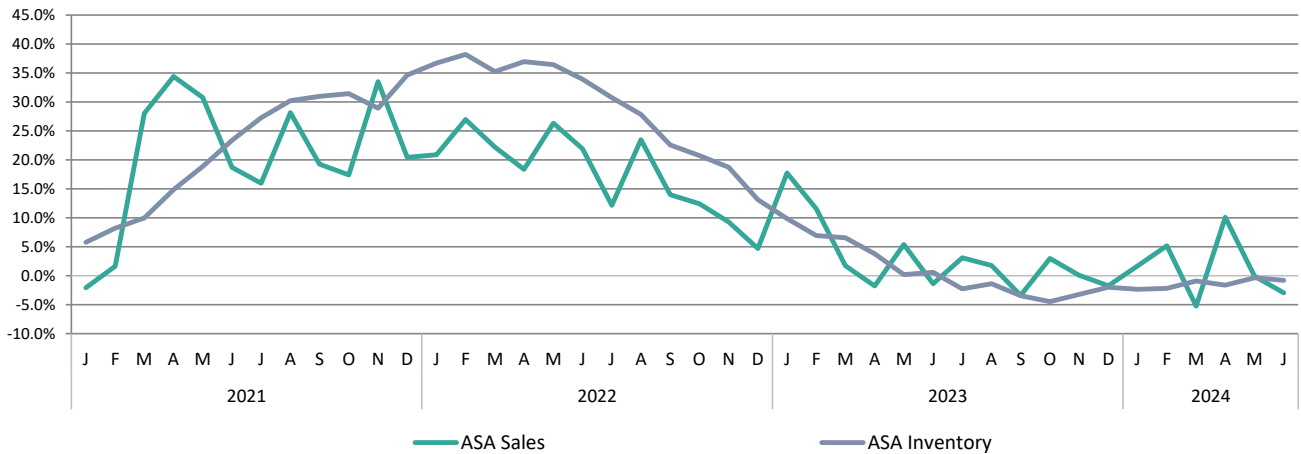
*Trailing Twelve Months

Source: ASA Monthly Sales Report, June 2024

All Respondents by Annual Gross Sales Volume

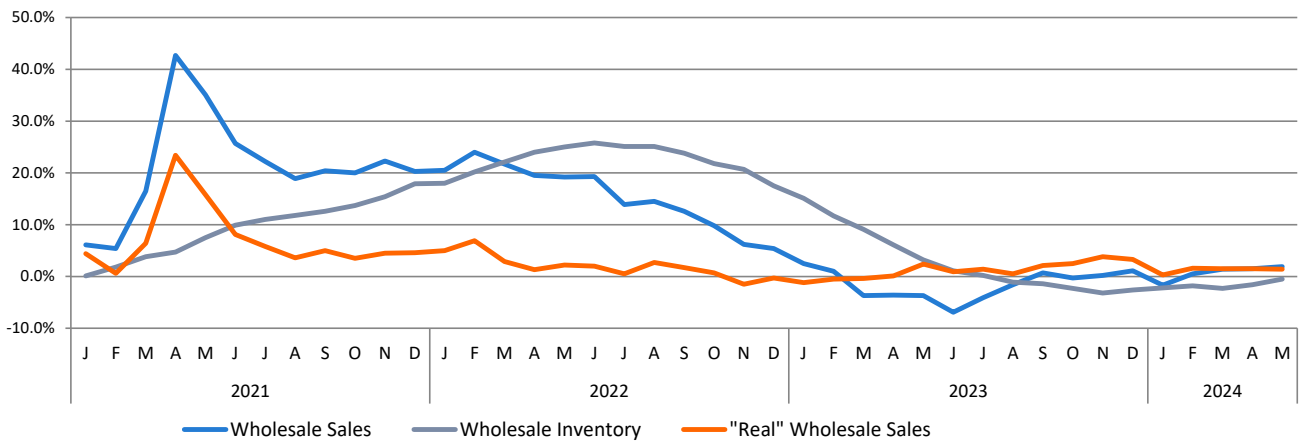


ASA Sales and Inventories Growth



Source: ASA Monthly Sales Report

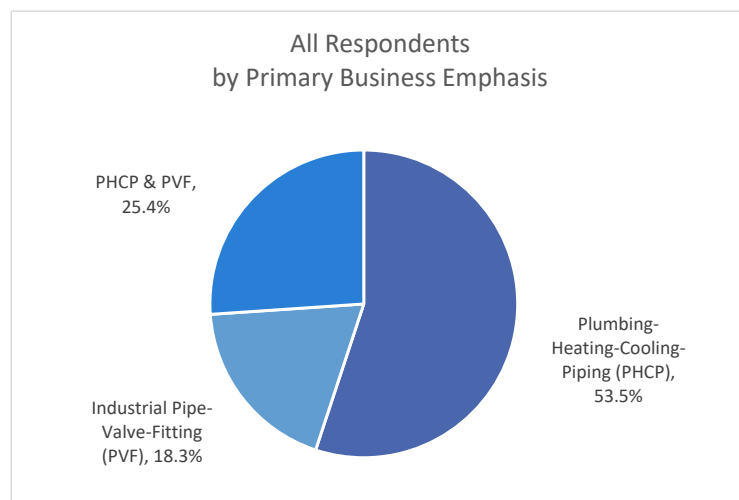
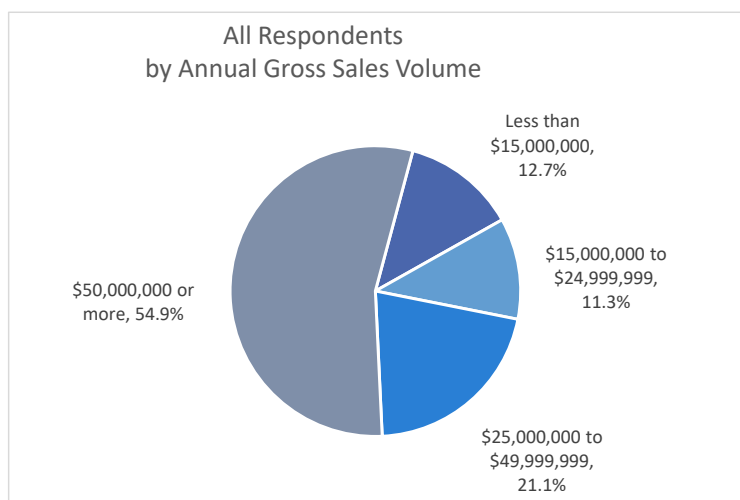
Wholesale Sales and Inventories Growth



Source: U.S. Department of Commerce

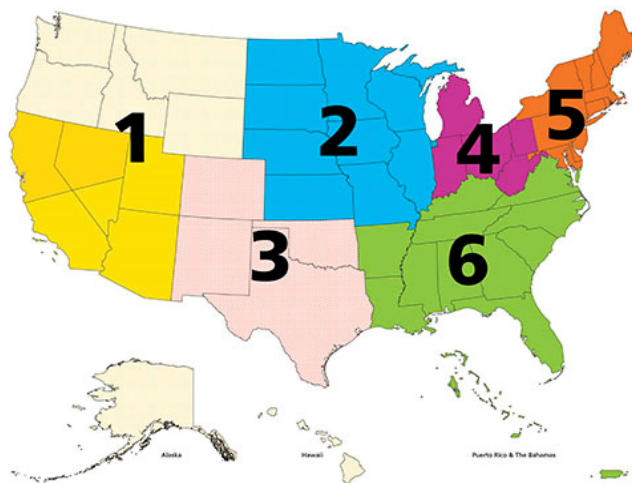
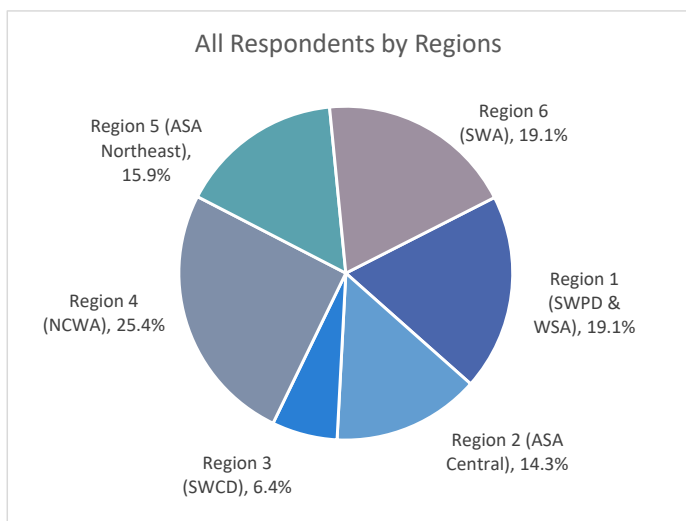
The statistical information contained in this report are indicators of past performance and in no way should be construed as indicators of future performance in the industry. The statistical information contained in this report is believed to be representative of the companies responding to the survey. All reasonable efforts were taken by Industry Insights, Inc. to assure data comparability within the limitations of reporting procedures. However, the data used in this report are not necessarily based on audited financial statements and the statistical validity of any given number varies depending upon sample sizes and the amount of consistency among responses for that particular figure. Industry Insights and ASA therefore, make no representations or warranties with respect to the results of this study and shall not be liable to clients or anyone else for any information inaccuracies, or errors or omissions in contents, regardless of the cause of such inaccuracy, error or omission. In no event shall Industry Insights and/or ASA be liable for any consequential damages.

TOTAL COMPANY INFORMATION	Total Company Annual Gross Sales Volume					Primary Business Emphasis		
	All Responding Firms	Less than \$15,000,000	\$15,000,000 to \$24,999,999	\$25,000,000 to \$49,999,999	\$50,000,000 or more	Plumbing, Heating and Cooling (PHCP)	Industrial PVF	PHCP & PVF
Primary Business Emphasis								
<i>Number of Responses</i>	71	9	8	15	39	38	13	18
Plumbing-Heating-Cooling-Piping (PHCP)	53.5%	66.7%	50.0%	40.0%	56.4%	100.0%	0.0%	0.0%
Industrial Pipe-Valve-Fitting (PVF)	18.3%	11.1%	25.0%	20.0%	18.0%	0.0%	100.0%	0.0%
PHCP & PVF	25.4%	11.1%	25.0%	40.0%	23.1%	0.0%	0.0%	100.0%
Other	2.8%	11.1%	0.0%	0.0%	2.6%	0.0%	0.0%	0.0%
Regions								
<i>Number of Responses</i>	63	9	7	15	32	35	12	15
Region 1 (SWPD & WSA)	19.1%	33.3%	0.0%	6.7%	25.0%	22.9%	25.0%	6.7%
Region 2 (ASA Central)	14.3%	0.0%	42.9%	20.0%	9.4%	8.6%	8.3%	33.3%
Region 3 (SWCD)	6.4%	11.1%	14.3%	6.7%	3.1%	2.9%	16.7%	6.7%
Region 4 (NCWA)	25.4%	22.2%	28.6%	40.0%	18.8%	31.4%	0.0%	33.3%
Region 5 (ASA Northeast)	15.9%	11.1%	0.0%	6.7%	25.0%	20.0%	25.0%	0.0%
Region 6 (SWA)	19.1%	22.2%	14.3%	20.0%	18.8%	14.3%	25.0%	20.0%
Number of Locations								
<i>Number of Responses</i>	71	9	8	15	39	38	13	18
Lower Quartile	3.0	1.0	1.8	2.0	8.5	5.0	2.0	2.0
Average	21.0	2.8	3.3	6.2	34.5	16.8	9.1	29.0
Median	8.0	2.0	3.0	6.0	20.0	9.0	4.0	7.0
Upper Quartile	22.0	3.0	4.3	8.0	37.0	23.8	10.0	12.0
5 or Less	40.9%	88.9%	87.5%	46.7%	18.0%	36.8%	53.9%	44.4%
6 to 10	19.7%	11.1%	12.5%	46.7%	12.8%	15.8%	23.1%	22.2%
11 or More	39.4%	0.0%	0.0%	6.7%	69.2%	47.4%	23.1%	33.3%
Company's Annual Gross Sales Volume								
<i>Number of Responses</i>	71	9	8	15	39	38	13	18
Less than \$15,000,000	12.7%	100.0%	0.0%	0.0%	0.0%	15.8%	7.7%	5.6%
\$15,000,000 to \$24,999,999	11.3%	0.0%	100.0%	0.0%	0.0%	10.5%	15.4%	11.1%
\$25,000,000 to \$49,999,999	21.1%	0.0%	0.0%	100.0%	0.0%	15.8%	23.1%	33.3%
\$50,000,000 or more	54.9%	0.0%	0.0%	0.0%	100.0%	57.9%	53.9%	50.0%



ISD = Insufficient Data to Report

TOTAL COMPANY INFORMATION	All Responding Firms	Regions					
		Region 1 (SWPD & WSA)	Region 2 (ASA Central)	Region 3 (SWCD)	Region 4 (NCWA)	Region 5 (ASA Northeast)	Region 6 (SWA)
Primary Business Emphasis							
Number of Responses	71	12	9	4	16	10	12
Plumbing-Heating-Cooling-Piping (PHCP)	53.5%	66.7%	33.3%	25.0%	68.8%	70.0%	41.7%
Industrial Pipe-Valve-Fitting (PVF)	18.3%	25.0%	11.1%	50.0%	0.0%	30.0%	25.0%
PHCP & PVF	25.4%	8.3%	55.6%	25.0%	31.3%	0.0%	25.0%
Other	2.8%	0.0%	0.0%	0.0%	0.0%	0.0%	8.3%
Regions							
Number of Responses	63	12	9	4	16	10	12
Region 1 (SWPD & WSA)	19.1%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Region 2 (ASA Central)	14.3%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
Region 3 (SWCD)	6.4%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%
Region 4 (NCWA)	25.4%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
Region 5 (ASA Northeast)	15.9%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%
Region 6 (SWA)	19.1%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Number of Locations							
Number of Responses	71	12	9	4	16	10	12
Lower Quartile	3.0	4.5	1.0	ISD	4.0	3.5	3.8
Average	21.0	14.1	9.4	4.8	11.3	19.1	8.2
Median	8.0	9.0	6.0	2.0	7.0	15.5	5.0
Upper Quartile	22.0	23.0	9.0	ISD	10.0	23.8	9.8
5 or Less	40.9%	33.3%	44.4%	75.0%	43.8%	30.0%	58.3%
6 to 10	19.7%	25.0%	33.3%	0.0%	31.3%	10.0%	16.7%
11 or More	39.4%	41.7%	22.2%	25.0%	25.0%	60.0%	25.0%
Company's Annual Gross Sales Volume							
Number of Responses	71	12	9	4	16	10	12
Less than \$15,000,000	12.7%	25.0%	0.0%	25.0%	12.5%	10.0%	16.7%
\$15,000,000 to \$24,999,999	11.3%	0.0%	33.3%	25.0%	12.5%	0.0%	8.3%
\$25,000,000 to \$49,999,999	21.1%	8.3%	33.3%	25.0%	37.5%	10.0%	25.0%
\$50,000,000 or more	54.9%	66.7%	33.3%	25.0%	37.5%	80.0%	50.0%



ISD = Insufficient Data to Report

Total Company Annual Gross Sales Volume

	All Responding Firms	Less than \$15,000,000	\$15,000,000 to \$24,999,999	\$25,000,000 to \$49,999,999	\$50,000,000 to \$124,999,999	\$125,000,000 or more
TOTAL COMPANY INFORMATION						
Percent Change in Total Dollar Sales for:						
June 2024 vs. June 2023						
Number of Responses	70	9	8	15	12	26
Lower Quartile	-13.9%	-16.4%	-35.0%	-17.5%	-1.6%	-8.9%
Average	-3.8%	-0.5%	-15.8%	-9.7%	6.5%	-2.7%
Median	-3.0%	0.0%	-18.2%	-10.7%	5.5%	-2.8%
Upper Quartile	6.2%	6.3%	-7.8%	4.0%	10.9%	3.4%
Calendar Year-to-Date June 30, 2024 vs. June 30, 2023						
Number of Responses	70	9	8	15	12	26
Lower Quartile	-4.8%	-8.6%	-14.4%	-5.0%	-3.3%	-1.5%
Average	-0.5%	-4.2%	-6.4%	-0.8%	0.4%	2.5%
Median	-0.3%	-4.8%	-3.0%	-3.1%	-0.3%	2.0%
Upper Quartile	5.3%	0.4%	2.6%	6.7%	6.6%	6.9%
Trailing Twelve Months* June 30, 2024 vs. June 30, 2023						
Number of Responses	69	9	7	15	12	26
Lower Quartile	-3.5%	-5.0%	-5.2%	-4.0%	-5.1%	-1.2%
Average	0.5%	0.9%	-2.8%	0.1%	-0.8%	2.1%
Median	-0.5%	-0.9%	-2.5%	-1.0%	0.7%	0.9%
Upper Quartile	4.5%	6.1%	0.7%	6.3%	3.6%	5.6%
Percent Change in Total Ending Inventory						
June 2024 vs. June 2023						
Number of Responses	69	9	8	15	12	25
Lower Quartile	-6.6%	-4.4%	-9.2%	-1.7%	-4.7%	-8.4%
Average	0.1%	1.7%	-2.8%	0.1%	4.5%	-1.6%
Median	-0.8%	1.7%	-5.8%	3.9%	2.7%	-2.6%
Upper Quartile	6.7%	3.3%	0.0%	7.0%	12.2%	3.9%
Three-Months Average Days Sales Outstanding						
Number of Responses	64	7	7	14	13	23
Lower Quartile	34.6	35.3	38.3	29.5	31.0	41.4
Average	40.4	39.6	43.6	35.3	35.4	45.8
Median	41.4	40.0	39.1	35.2	38.1	46.5
Upper Quartile	47.2	43.8	47.3	41.1	45.0	51.0
Total Number of Full-time Equivalent Employees (FTEs) vs. a Year Ago						
Number of Responses	71	9	8	15	13	26
Up	52.1%	22.2%	25.0%	53.3%	46.2%	73.1%
Even	23.9%	33.3%	50.0%	26.7%	46.2%	0.0%
Down	23.9%	44.4%	25.0%	20.0%	7.7%	26.9%
Percentage of Inventory that is Obsolete						
June 2024 vs. June 2023						
Number of Responses	70	9	8	14	13	26
Up	22.9%	22.2%	37.5%	21.4%	15.4%	23.1%
Even	51.4%	77.8%	25.0%	57.1%	69.2%	38.5%
Down	25.7%	0.0%	37.5%	21.4%	15.4%	38.5%
Company's Gross Margin Percentage for the						
June 2024 vs. June 2023						
Number of Responses	69	9	7	15	13	25
Up	40.6%	55.6%	42.9%	46.7%	23.1%	40.0%
Even	7.3%	11.1%	28.6%	0.0%	0.0%	8.0%
Down	52.2%	33.3%	28.6%	53.3%	76.9%	52.0%
Company's YTD Gross Margin Percentage						
as of June 30, 2024 vs. June 30, 2023						
Number of Responses	70	9	8	15	13	25
Up	48.6%	55.6%	75.0%	53.3%	23.1%	48.0%
Even	12.9%	11.1%	12.5%	6.7%	15.4%	16.0%
Down	38.6%	33.3%	12.5%	40.0%	61.5%	36.0%
Company's YTD Profit Before Taxes						
as of June 30, 2024 vs. June 30, 2023						
Number of Responses	69	9	8	15	13	24
Up	30.4%	44.4%	12.5%	40.0%	15.4%	33.3%
Even	11.6%	0.0%	0.0%	6.7%	23.1%	16.7%
Down	58.0%	55.6%	87.5%	53.3%	61.5%	50.0%

*For example, Trailing Twelve Months Sales Percent Change for the month ending June 30, 2024 is the percent change for sales for the twelve months July 1, 2023 to June 30, 2024 vs. the twelve months of July 1, 2022 to June 30, 2023.

ISD = Insufficient Data to Report

TOTAL COMPANY INFORMATION	Primary Business Emphasis			
	All Responding Firms	Plumbing, Heating and Cooling (PHCP)	Industrial PVF	PHCP & PVF
Percent Change in Total Dollar Sales for:				
June 2024 vs. June 2023				
Number of Responses	70	38	12	18
Lower Quartile	-13.9%	-11.6%	-28.0%	-14.3%
Average	-3.8%	-0.8%	-9.7%	-6.3%
Median	-3.0%	0.0%	-14.1%	-5.3%
Upper Quartile	6.2%	7.1%	5.1%	3.0%
Calendar Year-to-Date June 30, 2024 vs. June 30, 2023				
Number of Responses	70	38	12	18
Lower Quartile	-4.8%	-2.4%	-17.7%	-5.5%
Average	-0.5%	2.1%	-8.2%	-0.6%
Median	-0.3%	1.2%	-9.3%	-1.3%
Upper Quartile	5.3%	5.5%	-1.1%	8.2%
Trailing Twelve Months* June 30, 2024 vs. June 30, 2023				
Number of Responses	69	37	12	18
Lower Quartile	-3.5%	-1.7%	-13.0%	-3.1%
Average	0.5%	2.2%	-4.7%	0.8%
Median	-0.5%	1.1%	-8.0%	0.4%
Upper Quartile	4.5%	6.1%	0.2%	5.6%
Percent Change in Total Ending Inventory				
June 2024 vs. June 2023				
Number of Responses	69	37	13	17
Lower Quartile	-6.6%	-4.9%	-14.3%	-1.7%
Average	0.1%	0.2%	-3.9%	3.6%
Median	-0.8%	-1.1%	-4.9%	3.9%
Upper Quartile	6.7%	6.3%	6.7%	6.9%
Three-Months Average Days Sales Outstanding				
Number of Responses	64	35	12	17
Lower Quartile	34.6	32.6	44.2	37.3
Average	40.4	38.2	47.3	40.3
Median	41.4	38.1	47.5	41.7
Upper Quartile	47.2	43.8	51.0	45.5
Total Number of Full-time Equivalent Employees (FTEs) vs. a Year Ago				
Number of Responses	71	38	13	18
Up	52.1%	50.0%	38.5%	72.2%
Even	23.9%	29.0%	23.1%	16.7%
Down	23.9%	21.1%	38.5%	11.1%
Percentage of Inventory that is Obsolete				
June 2024 vs. June 2023				
Number of Responses	70	38	12	18
Up	22.9%	23.7%	25.0%	22.2%
Even	51.4%	52.6%	50.0%	50.0%
Down	25.7%	23.7%	25.0%	27.8%
Company's Gross Margin Percentage for the				
June 2024 vs. June 2023				
Number of Responses	69	38	11	18
Up	40.6%	42.1%	36.4%	38.9%
Even	7.3%	10.5%	0.0%	0.0%
Down	52.2%	47.4%	63.6%	61.1%
Company's YTD Gross Margin Percentage				
as of June 30, 2024 vs. June 30, 2023				
Number of Responses	70	38	12	18
Up	48.6%	47.4%	58.3%	50.0%
Even	12.9%	15.8%	8.3%	5.6%
Down	38.6%	36.8%	33.3%	44.4%
Company's YTD Profit Before Taxes				
as of June 30, 2024 vs. June 30, 2023				
Number of Responses	69	37	12	18
Up	30.4%	24.3%	33.3%	44.4%
Even	11.6%	18.9%	0.0%	5.6%
Down	58.0%	56.8%	66.7%	50.0%

*For example, Trailing Twelve Months Sales Percent Change for the month ending June 30, 2024 is the percent change for sales for the twelve months July 1, 2023 to June 30, 2024 vs. the twelve months of July 1, 2022 to June 30, 2023.

ISD = Insufficient Data to Report

	Regions						
	All Responding Firms	Region 1 (SWPD & WSA)	Region 2 (ASA Central)	Region 3 (SWCD)	Region 4 (NCWA)	Region 5 (ASA Northeast)	Region 6 (SWA)
TOTAL COMPANY INFORMATION							
Percent Change in Total Dollar Sales for:							
June 2024 vs. June 2023							
Number of Responses	70	12	9	4	16	10	11
Lower Quartile	-13.9%	-11.5%	-17.4%	ISD	-9.6%	-5.4%	-7.9%
Average	-3.8%	1.0%	-14.5%	-23.6%	-1.5%	2.7%	1.3%
Median	-3.0%	5.5%	-12.4%	-21.9%	1.4%	1.1%	0.0%
Upper Quartile	6.2%	10.9%	-1.5%	ISD	7.1%	8.2%	6.2%
Calendar Year-to-Date June 30, 2024 vs. June 30, 2023							
Number of Responses	70	12	9	4	16	10	11
Lower Quartile	-4.8%	-2.3%	-7.7%	ISD	-3.7%	-6.7%	-3.8%
Average	-0.5%	1.2%	-3.4%	-10.8%	1.4%	-2.8%	2.1%
Median	-0.3%	4.2%	-0.8%	-6.9%	0.6%	-0.3%	-2.3%
Upper Quartile	5.3%	9.7%	2.6%	ISD	9.2%	1.8%	6.7%
Trailing Twelve Months* June 30, 2024 vs. June 30, 2023							
Number of Responses	69	12	8	4	16	10	11
Lower Quartile	-3.5%	-2.9%	-3.2%	ISD	-1.8%	-3.2%	-4.0%
Average	0.5%	0.6%	-0.6%	-3.4%	1.3%	-0.6%	1.9%
Median	-0.5%	2.1%	2.1%	-6.0%	-0.2%	-1.1%	-1.7%
Upper Quartile	4.5%	6.7%	4.4%	ISD	2.5%	3.0%	5.3%
Percent Change in Total Ending Inventory							
June 2024 vs. June 2023							
Number of Responses	69	12	8	4	15	10	12
Lower Quartile	-6.6%	-6.4%	-4.6%	ISD	-2.2%	-8.7%	-5.7%
Average	0.1%	-0.8%	2.1%	-4.1%	1.8%	1.0%	-0.3%
Median	-0.8%	1.9%	0.2%	-1.7%	3.8%	-1.5%	-2.6%
Upper Quartile	6.7%	7.2%	7.9%	ISD	6.5%	10.0%	6.7%
Three-Months Average Days Sales Outstanding							
Number of Responses	64	12	8	4	16	8	9
Lower Quartile	34.6	34.3	27.9	ISD	35.0	40.1	32.2
Average	40.4	37.2	38.7	35.4	41.4	47.0	38.9
Median	41.4	41.2	41.6	34.1	39.2	49.1	37.5
Upper Quartile	47.2	43.9	44.3	ISD	45.8	51.9	47.9
Total Number of Full-time Equivalent Employees (FTEs) vs. a Year Ago							
Number of Responses	71	12	9	4	16	10	12
Up	52.1%	66.7%	55.6%	0.0%	56.3%	60.0%	50.0%
Even	23.9%	0.0%	44.4%	25.0%	37.5%	10.0%	33.3%
Down	23.9%	33.3%	0.0%	75.0%	6.3%	30.0%	16.7%
Percentage of Inventory that is Obsolete							
June 2024 vs. June 2023							
Number of Responses	70	12	9	4	16	10	11
Up	22.9%	41.7%	33.3%	25.0%	25.0%	10.0%	9.1%
Even	51.4%	50.0%	22.2%	50.0%	62.5%	60.0%	72.7%
Down	25.7%	8.3%	44.4%	25.0%	12.5%	30.0%	18.2%
Company's Gross Margin Percentage for the							
June 2024 vs. June 2023							
Number of Responses	69	12	9	3	16	9	12
Up	40.6%	16.7%	44.4%	33.3%	50.0%	44.4%	58.3%
Even	7.3%	8.3%	0.0%	0.0%	6.3%	11.1%	0.0%
Down	52.2%	75.0%	55.6%	66.7%	43.8%	44.4%	41.7%
Company's YTD Gross Margin Percentage							
as of June 30, 2024 vs. June 30, 2023							
Number of Responses	70	12	9	4	16	9	12
Up	48.6%	33.3%	77.8%	75.0%	43.8%	33.3%	66.7%
Even	12.9%	8.3%	0.0%	0.0%	25.0%	11.1%	8.3%
Down	38.6%	58.3%	22.2%	25.0%	31.3%	55.6%	25.0%
Company's YTD Profit Before Taxes							
as of June 30, 2024 vs. June 30, 2023							
Number of Responses	69	12	9	4	16	8	12
Up	30.4%	25.0%	33.3%	25.0%	25.0%	37.5%	50.0%
Even	11.6%	16.7%	0.0%	0.0%	12.5%	12.5%	8.3%
Down	58.0%	58.3%	66.7%	75.0%	62.5%	50.0%	41.7%

*For example, Trailing Twelve Months Sales Percent Change for the month ending June 30, 2024 is the percent change for sales for the twelve months July 1, 2023 to June 30, 2024 vs. the twelve months of July 1, 2022 to June 30, 2023.

ISD = Insufficient Data to Report

Sales and Inventory Performance by State or Area of Operations	All Responding Firms	Arizona	California ¹	Florida	Georgia	Greater Chicago Metro ²	Illinois ¹	Indiana ¹	Indiana - All Other	Iowa	Kansas
Number of Locations											
Number of Responses	71	4	6	6	7	5	4	10	7	4	4
Average	21.0	7.3	13.0	5.5	4.9	4.2	5.3	5.1	6.1	3.3	10.8
Median	8.0	4.0	7.0	2.5	1.0	1.0	5.5	3.0	4.0	3.5	10.0

Percent Change in Total Dollar Sales for:

June 2024 vs. June 2023											
Number of Responses	70	4	6	6	7	5	4	10	7	4	4
Lower Quartile	-13.9%	ISD	ISD	ISD	-3.5%	ISD	ISD	-15.1%	-0.9%	ISD	ISD
Average	-3.8%	20.7%	-6.0%	-1.6%	-0.8%	-0.1%	-3.6%	3.0%	6.8%	-18.5%	-12.7%
Median	-3.0%	8.9%	-4.1%	-2.7%	0.0%	-1.1%	-3.8%	6.4%	6.4%	-18.1%	-12.1%
Upper Quartile	6.2%	ISD	ISD	ISD	2.4%	ISD	ISD	13.6%	12.1%	ISD	ISD

Calendar Year-to-Date

June 2024 vs. June 2023											
Number of Responses	70	4	6	6	7	5	4	10	7	4	3
Lower Quartile	-4.8%	ISD	ISD	ISD	-7.4%	ISD	ISD	-3.1%	-3.6%	ISD	ISD
Average	-0.5%	16.5%	0.1%	-10.9%	1.1%	1.9%	6.3%	5.9%	7.8%	-7.7%	-5.9%
Median	-0.3%	19.1%	4.4%	-3.9%	-2.9%	2.6%	7.9%	3.1%	3.6%	-8.8%	-7.0%
Upper Quartile	5.3%	ISD	ISD	ISD	7.7%	ISD	ISD	5.6%	11.7%	ISD	ISD

Trailing Twelve Months*

June 30, 2024 vs. June 30, 2023											
Number of Responses	69	4	6	6	7	5	4	10	7	4	3
Lower Quartile	-3.5%	ISD	ISD	ISD	-6.5%	ISD	ISD	-1.0%	0.1%	ISD	ISD
Average	0.5%	9.7%	-1.8%	1.3%	4.8%	0.7%	6.6%	2.2%	4.4%	1.0%	-2.1%
Median	-0.5%	7.3%	0.1%	-3.7%	-1.6%	3.6%	7.8%	1.8%	2.4%	-6.2%	-2.5%
Upper Quartile	4.5%	ISD	ISD	ISD	16.2%	ISD	ISD	3.4%	4.2%	ISD	ISD

Percent Change in Total Ending Inventory

June 2024 vs. June 2023											
Number of Responses	69	3	6	5	6	4	3	9	6	4	2
Lower Quartile	-6.6%	ISD	ISD	ISD	ISD	ISD	ISD	-10.6%	ISD	ISD	ISD
Average	0.1%	31.2%	-1.1%	-5.1%	-1.7%	1.4%	-1.2%	-8.0%	-8.6%	-8.6%	ISD
Median	-0.8%	16.1%	1.9%	-1.7%	-2.5%	-1.4%	-2.3%	-4.8%	-1.8%	-7.9%	ISD
Upper Quartile	6.7%	ISD	ISD	ISD	ISD	ISD	ISD	-1.1%	ISD	ISD	ISD

ISD = Insufficient Data to Report

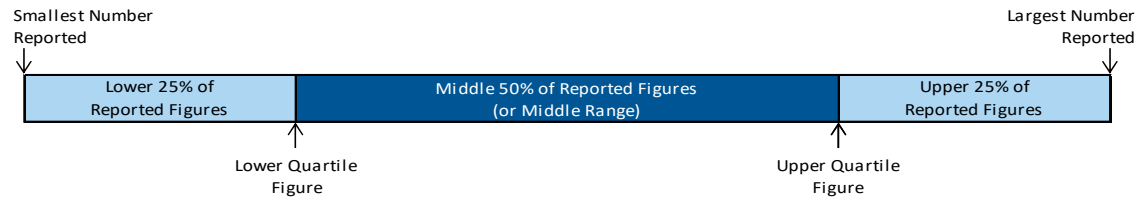
*For example, Trailing Twelve Months Sales Percent Change for the month ending June 30, 2024 is the percent change for sales for the twelve months July 1, 2023 to June 30, 2024 vs. the twelve months of July 1, 2022 to June 30, 2023.

¹ Entire State

² Greater Chicago Metro includes Illinois, Indiana (Northwest), and Wisconsin (Southeast).

Definitions

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- ISD:** Insufficient Data to Report



Sales and Inventory Performance by State or Area of Operations	All Responding Firms	Mass.	Michigan	Nevada	North Carolina	Ohio	Penn.	Texas	Virginia	Wash.
	Number of Locations									
Number of Responses	71	5	5	4	5	11	6	8	4	5
Average	21.0	6.8	8.0	2.0	5.2	13.7	13.7	15.8	10.8	5.6
Median	8.0	8.0	7.0	1.5	5.0	7.0	5.5	6.0	8.5	7.0

Percent Change in Total Dollar Sales for:

June 2024 vs. June 2023										
Number of Responses	70	5	5	4	5	11	6	8	4	5
Lower Quartile	-13.9%	ISD	ISD	ISD	ISD	-10.3%	ISD	-23.4%	ISD	ISD
Average	-3.8%	1.8%	5.0%	1.7%	-14.8%	-2.6%	-16.2%	-7.5%	3.8%	13.6%
Median	-3.0%	-1.9%	4.5%	6.9%	-13.1%	-5.3%	-11.8%	-4.0%	5.6%	5.0%
Upper Quartile	6.2%	ISD	ISD	ISD	ISD	2.4%	ISD	0.9%	ISD	ISD

Calendar Year-to-Date June 2024 vs. June 2023										
Number of Responses	70	5	5	4	5	11	6	7	3	5
Lower Quartile	-4.8%	ISD	ISD	ISD	ISD	-5.1%	ISD	-4.9%	ISD	ISD
Average	-0.5%	-2.2%	7.1%	-3.6%	-2.6%	-1.3%	-4.1%	6.3%	0.5%	1.2%
Median	-0.3%	-3.3%	9.7%	-3.2%	-6.1%	-2.2%	-4.0%	4.4%	0.8%	-1.6%
Upper Quartile	5.3%	ISD	ISD	ISD	ISD	4.3%	ISD	14.2%	ISD	ISD

Trailing Twelve Months* June 30, 2024 vs. June 30, 2023										
Number of Responses	69	5	5	4	5	11	6	7	3	5
Lower Quartile	-3.5%	ISD	ISD	ISD	ISD	-4.7%	ISD	6.8%	ISD	ISD
Average	0.5%	2.6%	5.0%	-3.4%	-1.6%	-1.1%	-1.9%	9.4%	4.9%	0.5%
Median	-0.5%	6.0%	4.1%	-1.9%	-2.5%	-1.7%	-3.0%	9.0%	4.5%	2.1%
Upper Quartile	4.5%	ISD	ISD	ISD	ISD	1.4%	ISD	15.1%	ISD	ISD

Percent Change in Total Ending Inventory June 2024 vs. June 2023										
Number of Responses	69	5	5	2	4	11	5	6	3	5
Lower Quartile	-6.6%	ISD	ISD	ISD	ISD	-9.5%	ISD	ISD	ISD	ISD
Average	0.1%	1.7%	3.1%	ISD	1.6%	0.9%	-10.0%	10.8%	-7.2%	-3.2%
Median	-0.8%	-0.8%	4.2%	ISD	1.0%	-1.7%	-18.1%	4.2%	-6.1%	0.3%
Upper Quartile	6.7%	ISD	ISD	ISD	ISD	10.4%	ISD	ISD	ISD	ISD

ISD = Insufficient Data to Report

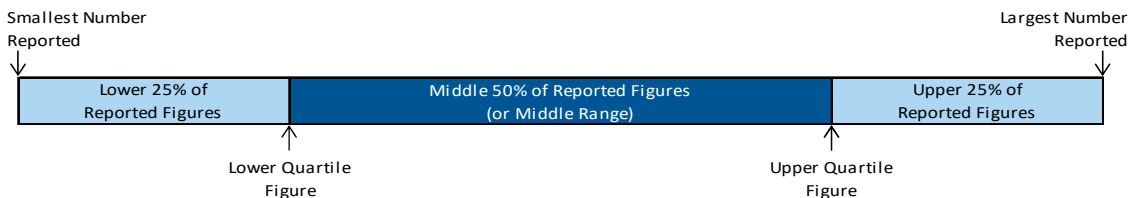
*For example, Trailing Twelve Months Sales Percent Change for the month ending June 30, 2024 is the percent change for sales for the twelve months July 1, 2023 to June 30, 2024 vs. the twelve months of July 1, 2022 to June 30, 2023.

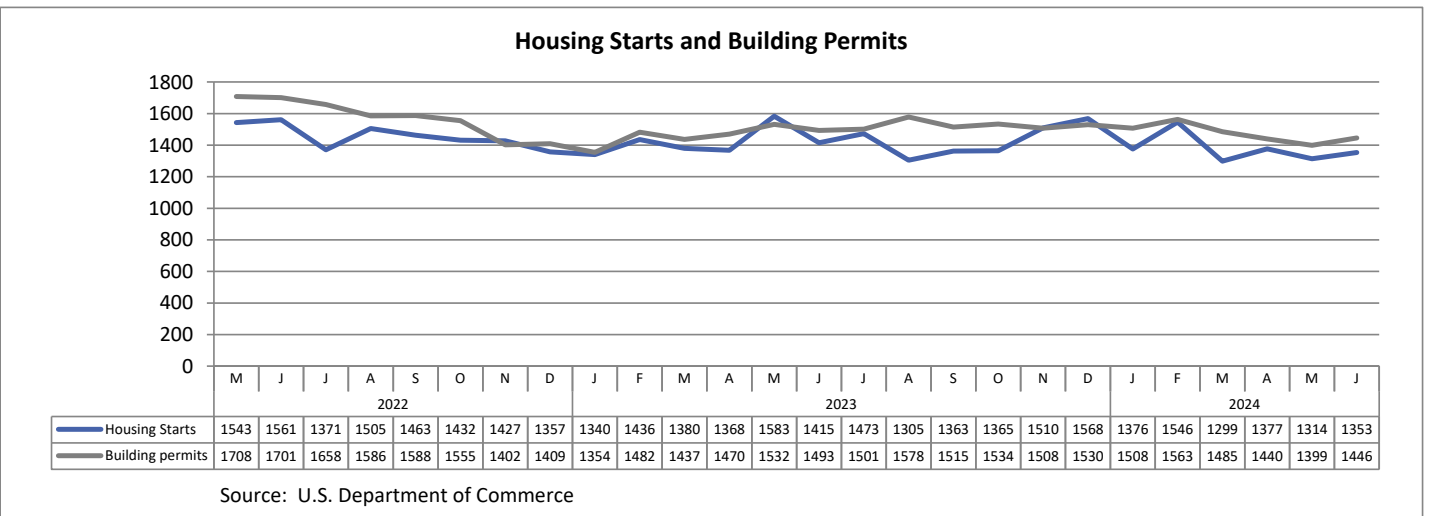
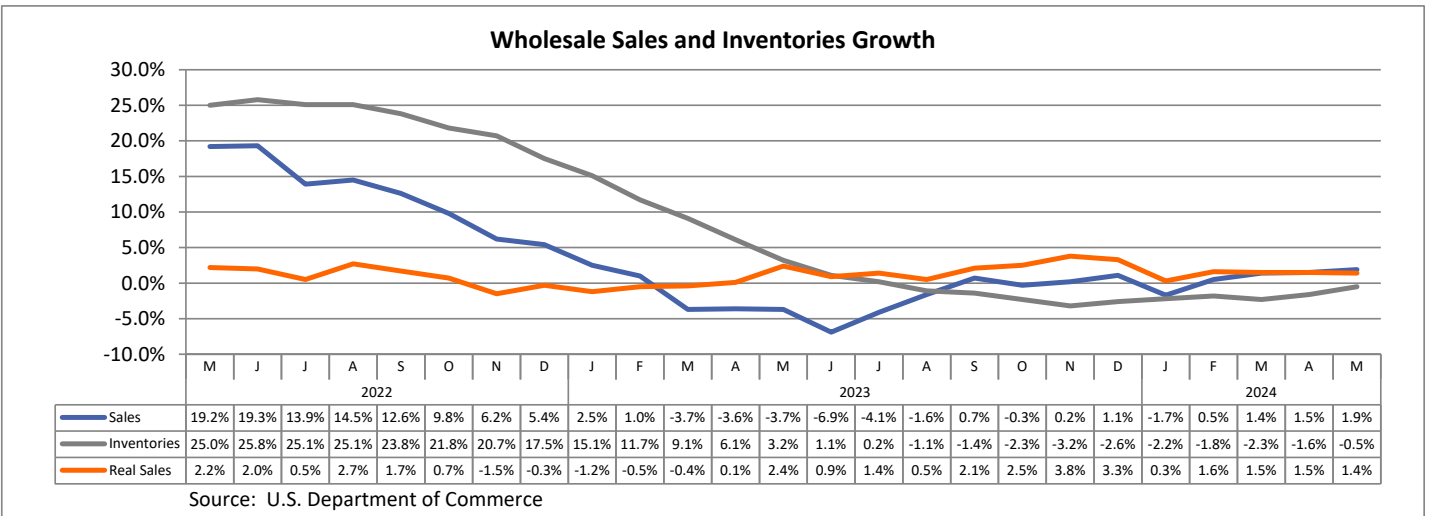
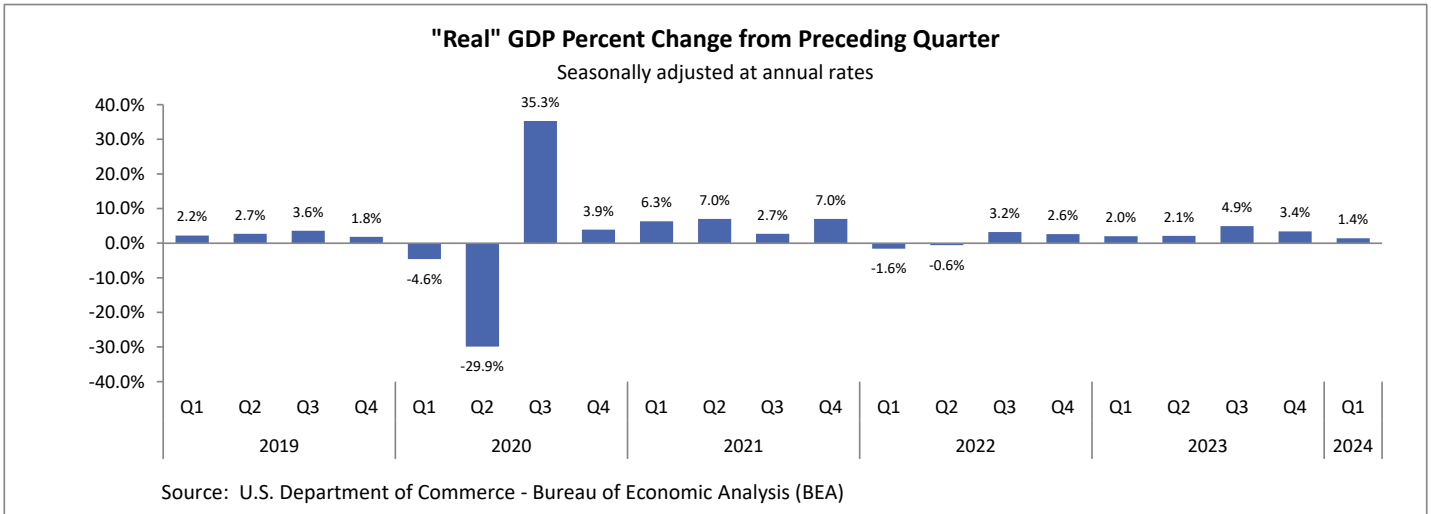
¹ Entire State

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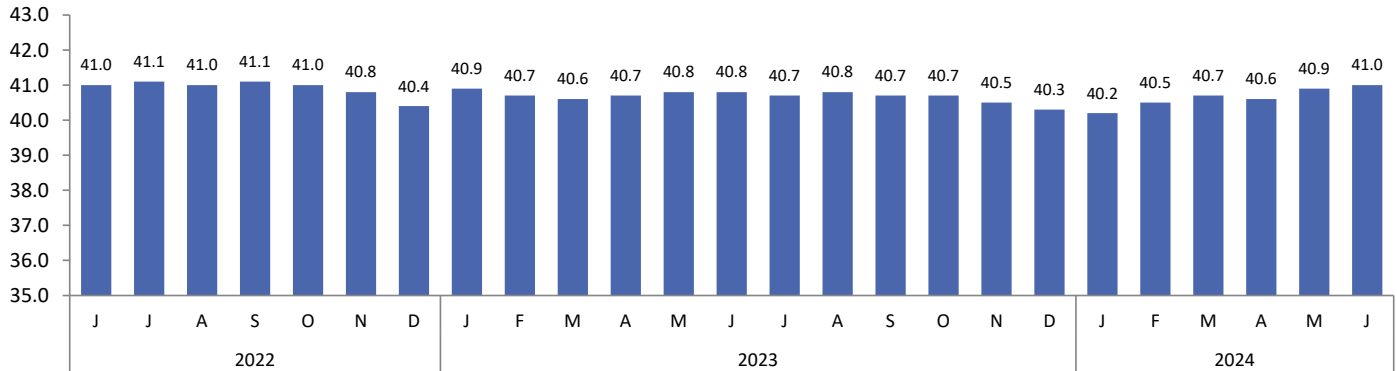
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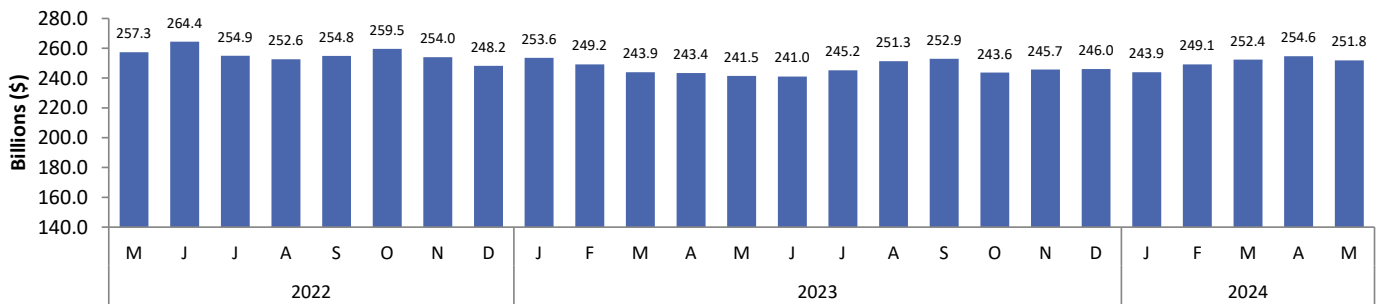


Average Weekly Hours, Manufacturing



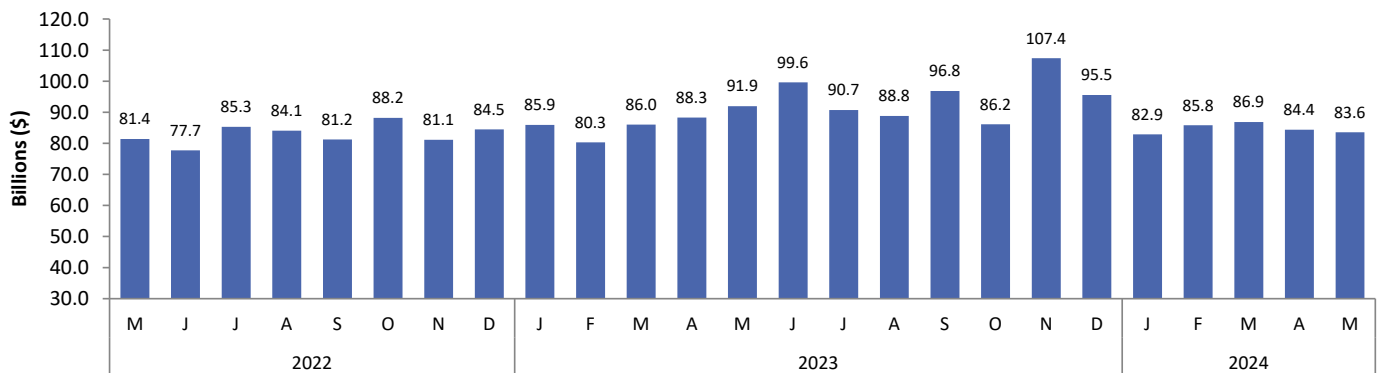
Source: U.S. Bureau of Labor Statistics

Manufacturers' new orders, consumer goods and materials



Source: U.S. Department of Commerce

Manufacturers' new orders, nondefense capital goods



Source: U.S. Department of Commerce

