This chart shows the size of the markets that buy the industry's products or use its services. It is based on the proportion of revenue each buying segment contributes to total industry revenue.

**2015 NAED Market Overview: At a Glance**

*According to all distributor respondents*

**Top Electrical Products Sold**
- Ballasts: 99%
- Wire & Cable: 98%
- Wire Terminals: 97%
- Light Fixtures: 97%
- Lamps: 97%
- Fuses: 97%
- Connectors: 97%
- Boxes: 97%
- Cable Ties: 97%
- Conduit & Cable Fittings: 97%

**Top Three Customers**
- Electrical Contractors - Commercial: 36%
- Industrial/Original Equipment Manufacturer: 18%
- Electrical Contractors - Residential: 14%

**Top Three Economic Challenges**
- Health care costs: 69%
- Outside competition for sales: 36%
- Employment market: 34%

**Top Complementary Products**
- Fire/Smoke/Life Safety: 84%
- Industrial control & automation devices: 80%
- Building automation devices: 78%
- Power Quality/Stand-by power: 76%