



# 2016 STATE OF THE INDUSTRY AT A GLANCE

## 2016 LOOKS TO BE FLAT

PARTICIPANTS WHO EXPECT THIS YEAR TO BE THE SAME AS LAST



Even with the expectation of consistency, **55%** of those surveyed forecast better revenues for the year.

## MOST POSITIVE FACTORS AFFECTING BUSINESS

COST OF FUEL



E-COMMERCE BY CONSUMERS



## TOP REVENUE DRIVERS IN 1-3 YEARS

DISTRIBUTORS

MANUFACTURERS



## HIGHEST EXPECTED INCREASE IN SPENDING



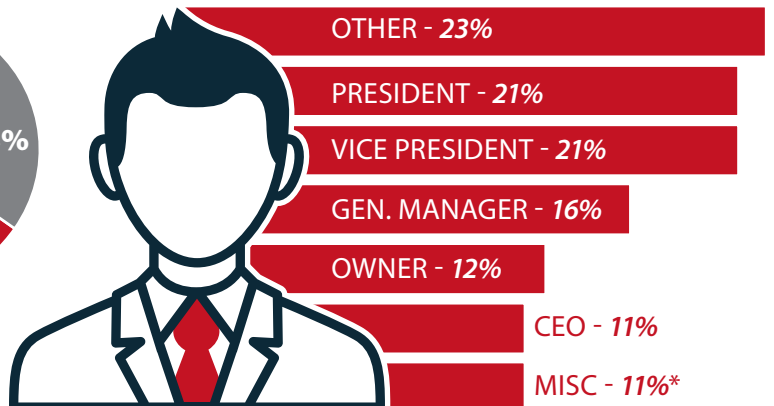
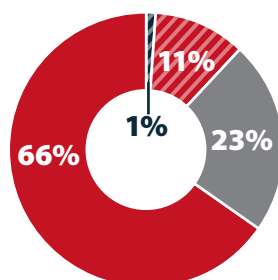
## THREE KEY THEMES

The NAED State of the Electrical Distribution Industry survey revealed three key themes of concern among industry leaders:

- E-COMMERCE
- HIRING AND TRAINING
- PROCESSES AND FACILITIES

## DEMOGRAPHICS

The NAED's Channel Advantage Partnership (CAP) Council funded primary research as a basis for this study. More than 150 C-suite distribution and manufacturing industry leaders completed an on-line survey regarding their expectations for 2016. A breakout of distributor and manufacturer responses are included in the full report.



■ Distributor ■ Manufacturer ■ Manufacturer Representative ■ Other  
May not total 100% due to rounding

\*Includes Regional Manager, CFO & CMO