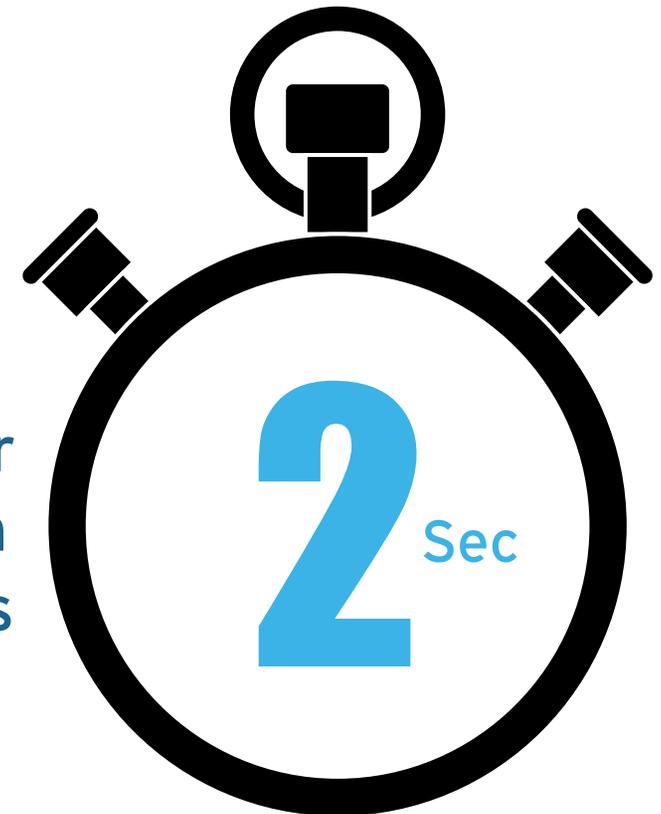


2020 Q1 Sourcing Activity Snapshot

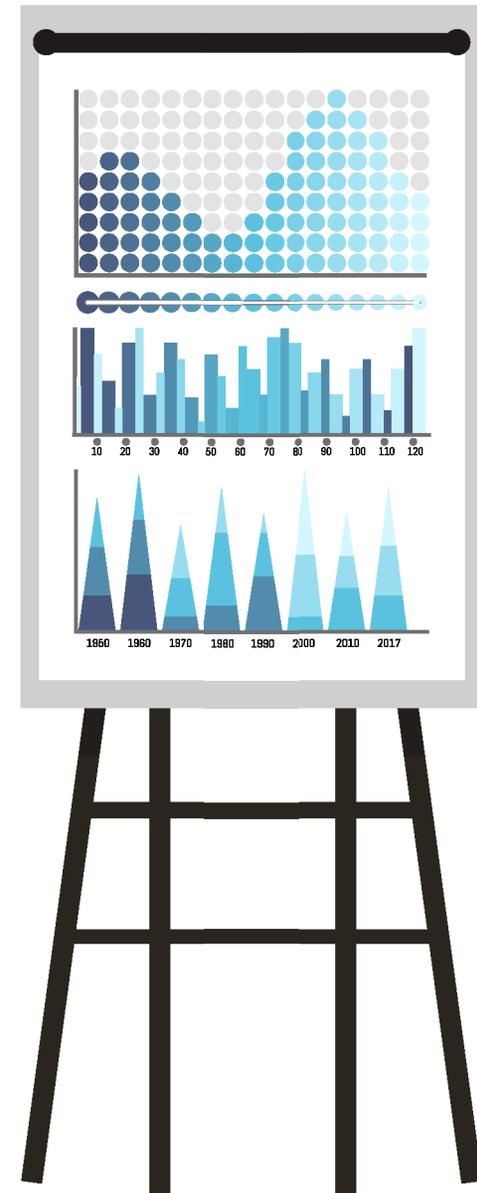
See which industrial/commercial/MRO products and services were sourced most by buyers and engineers in the Thomas Network at [Thomasnet.com](https://www.thomasnet.com)®.

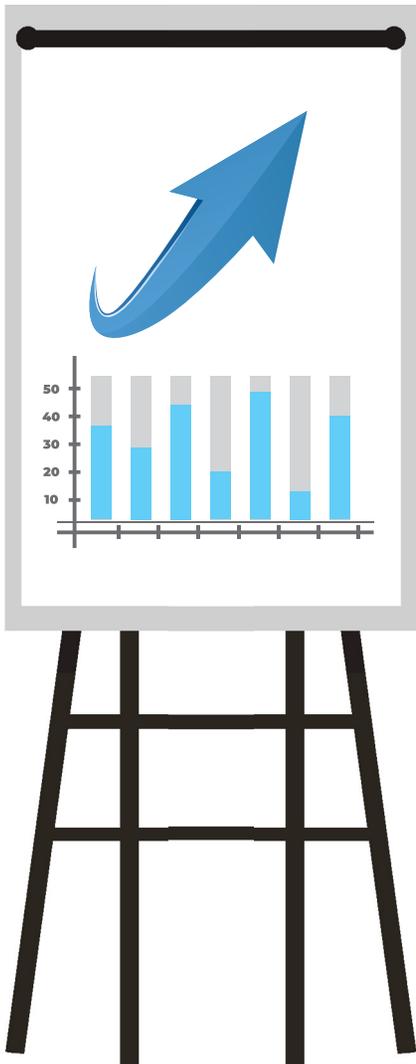
Every two seconds,
a buyer or engineer visits Thomasnet.com®
to source products and look for new
suppliers. This sourcing activity generates
a huge amount of proprietary buyer-behavior
data that we use to empower those buyers in
their decision-making as well as the suppliers
that need to reach and sell to them.



In our weekly Thomas Index™ Report, we look at what **our data shows** to uncover sourcing trends throughout industries. These trends are based on what our users are looking for from among the more than 70,000 industrial/commercial/MRO product and service categories at Thomasnet.com®.

This eBook recaps the top sourced categories in the Thomas Network at Thomasnet.com® for Q1 2020.





These are the **TOP 20 PRODUCTS** buyers were sourcing at Thomasnet.com® in Q1 2020:

- | | |
|-------------------------|--|
| 1. Steel | 11. Plastics |
| 2. Hand Sanitizers | 12. Corrugated Boxes |
| 3. Automation Equipment | 13. Medical Equipment & Supplies |
| 4. Packaging | 14. Laboratory Equipment & Supplies |
| 5. Plastic Bags | 15. Material Handling Equipment |
| 6. Lumber | 16. Additive Manufacturing (3D Printing) |
| 7. Fasteners | 17. Respirators |
| 8. Metal Fabrication | 18. Labels |
| 9. Metal Stampings | 19. Printed Circuit Boards (PCB) |
| 10. Food Products | 20. Chemicals |

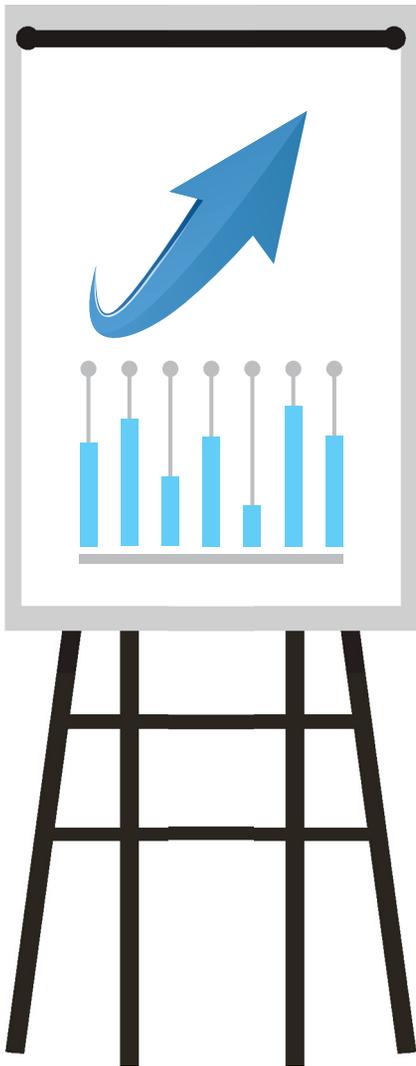
Turn your anonymous web traffic into sales leads. Thomas WebTrax™ lets you go beyond simple web analytics to start engaging real buyers. It's **Opportunity Intelligence** for industry, and it's **FREE**. Learn more at [Thomasnet.com/WebTrax](https://www.thomasnet.com/WebTrax).



Here are the **TOP 20 SERVICES** buyers were sourcing at Thomasnet.com® in Q1 2020.

1. CNC Machining
2. Plastic Injection Molding
3. Construction Contractors
4. Warehouse & Distribution
5. Contract Manufacturing
6. Tube Fabrication & Bending
7. Third Party Logistics (3PL)
8. Electronic Contract Manufacturing
9. Heat Treating
10. Nutritional Supplement & Vitamin Contract Manufacturing
11. Non-Destructive (NDT) Testing
12. Private Label Manufacturing
13. Freight Forwarding
14. Electrical Contractors
15. Bottle Filling Contract Packaging
16. Laser Cutting
17. Printed Circuit Board (PCB) Assembly
18. Contract Packaging
19. CNC, Aircraft & Aerospace Machining
20. Electronic Manufacturing (EMS)

Today's industrial buyer is as much as 70% of the way through the buying process before contacting a supplier. Thomas solutions are engineered to work together throughout that entire process, to serve those buyers and the suppliers that need to reach, engage, and sell to them. Learn more at [Thomasnet.com](https://www.thomasnet.com).



These categories saw the **biggest increase** in sourcing activity in Q1 2020, year-over-year, at Thomasnet.com®.

1. Hand Sanitizers ▲755%
2. Respirators ▲640%
3. Personal Protection Safety Equipment ▲500%
4. Access Doors ▲470%
5. Automation Engineering ▲365%
6. Robotic Welding Services ▲360%
7. Assembly Services ▲345%
8. Painting Contractors ▲340%
9. Isopropyl Alcohol ▲330%
10. Aloe Vera ▲270%
11. Thermometers ▲260%
12. Food & Beverage Packaging Equipment ▲255%
13. Toilet Paper ▲220%
14. Foodservice Equipment ▲215%
15. Plastic Prototypes ▲210%
16. HVAC Filters ▲200%
17. Aerospace Castings ▲190%
18. Butterfly Valves ▲180%
19. Corrosion Resistant Coatings ▲170%
20. Chemical Contract Packaging Services ▲165%

There are **over 3.5 million pages** of actionable industrial information in the Thomas Network at Thomasnet.com®. Whether you're a buyer, supplier, or both, sign up for a free account at [Thomasnet.com/register](https://www.thomasnet.com/register).

Revisiting Our Q1 Predictions

• Solar Collector Panels

We forecast that sourcing for Solar Collector Panels would rise between ▲9% and ▲13% this quarter. In fact, searches in this category increased by ▲77%, substantially higher than anticipated. Especially considering the Solar Energy Industries Association says U.S. solar capacity will more than double in the next five years, we expect this strong upward trend to continue for at the next few quarters.



Thomas Index™ Report

Thomas Index™ Sourcing Forecast Q1 2020 Solar Collector Panels



▲ 9%-13%



Revisiting Our Q1 Predictions

• Lithium-Ion Batteries

Last quarter, we predicted that sourcing for Lithium-Ion Batteries would increase between ▲5% and ▲9%. This prediction actually accurately anticipated subsequent Q1 sourcing activity: the category increased by ▲5% over the last three months.



Thomas Index™ Sourcing Forecast Q1 2020
Lithium-Ion Batteries



▲ 5%-9%



Revisiting Our Q1 Predictions

• Aluminum Bottles

We forecast that industrial sourcing for Aluminum Bottles in Q1 2020 would increase ▲7-11%. In reviewing sourcing over the last three months, we noted that activity actually grew by ▲30% over the timeframe, substantially more than expected.



Thomas Index™ Report

Thomas Index™ Sourcing Forecast Q1 2020 Aluminum Bottles



▲ 7%-11%



Revisiting Our Q1 Predictions

• Construction Contractors

At the end of Q4 2019, we predicted that sourcing for Construction Contractors would increase between ▲6-10% based on sourcing activity at that time and available information regarding future sector growth. In fact, searches for this category actually grew by ▲65%.



Thomas Index™ Sourcing Forecast Q2 2020

• PPE (and other COVID-19-related products/services)

The COVID-19 pandemic is wreaking havoc on global supply chains, especially for critical medical supplies like PPE, face masks, ventilators, and other key materials. As sourcing across these medical categories spikes and manufacturers rush to meet growing demand, we expect to see sourcing in the category of PPE (and other COVID-19 related products and services) grow at least ▲15-20%, if not much more, over the next quarter.



Thomas Index™ Sourcing Forecast Q2 2020

PPE (and other COVID-19-related products/services)



▲ 15%-20%

Thomas Index™ Sourcing Forecast Q2 2020

• Robotic Welding Services

Valued at \$5.4 billion dollars in 2018, the global robotic welding market is expected to reach \$10.7 billion dollars by 2026. Fueled by the rapid adoption of Industry 4.0, the enhanced safety and accuracy associated with robotic welding, and the drop in costs associated with these services, robotic welding is growing in popularity across the industry. With these factors in mind, we anticipate sourcing for this category will grow between ▲9-12% in Q2.



Thomas Index™ Sourcing Forecast Q2 2020 Robotic Welding Services



▲ 9%-12%

Thomas Index™ Sourcing Forecast Q2 2020

• Kitchen Equipment

As the value of the food delivery market skyrockets, many restaurants are turning to ghost kitchens to take advantage of the burgeoning market opportunity. Spaces used to cook food for a delivery-app-only restaurant, these ghost kitchens need equipment, often custom built, to accommodate food production. Considering the growing need for equipment in these settings, we expect sourcing in this category will increase ▲7-10% over the next quarter.



Thomas Index™ Report

Thomas Index™ Sourcing Forecast Q2 2020 Kitchen Equipment



▲ 7%-10%

Thomas Index™ Sourcing Forecast Q2 2020

• Automation Engineering

By implementing automation technology, industrial businesses free up their human employees from working on dangerous production tasks, eliminate potential errors, reduce costs, and allow humans to handle more intellectually demanding projects. As more manufacturers start adopting these technologies and look for partners to guide them through the implementation process, we expect sourcing for this category to grow between ▲6-9% in Q2.



Thomas Index™ Report

Thomas Index™ Sourcing Forecast Q2 2020

Automation Engineering



▲ 6%-9%

Stay up to date on industry news and trends, product announcements, and the latest innovations. Visit [Thomasnet.com/updates](https://www.thomasnet.com/updates) to sign up for our daily [Thomas Industry Update Newsletter](#), including our weekly Thomas Index™ Report video.

