

Sales and Marketing Data for Strategic Growth

What is your market share?



Are you maximizing your sales effort?



Do you want to expand into a new product line?



Do you want to grow into a new geography?



How big is the market in your backyard?



Are there industries you're overlooking?



Which customers are you missing?

Use IMI's data to help you find the answers.



For more information:

877-224-9677

info@imidata.com

www.imidata.com

Sales & Marketing Data for Strategic Growth

Industrial Market Information is an industrial and construction markets research firm in Boulder, Colorado. For more than 25 years, we've helped manufacturers, distributors and others make data-based decisions for market planning, product analysis, territory management, strategic planning, account management and potential analysis, joint distributor/vendor planning, and competitive analysis.

We provide cost-effective market demand estimates, account potential reports and customer prospect lists based on estimated usage for more than 200 MRO/OEM product groups.



Market Insight We Provide:

- National, regional and local market demand estimates by customer segment
- Prospect lists filtered by estimated product usage
- Customer analysis by product and customer type
- Customer segmentation with SIC/NAICS code appending

ACCOUNTS BY S.I.C. DEMOGRAPHICS III									
SIC CODE	1 TO 9 EMPLOYEES	10 TO 19 EMPLOYEES	20 TO 49 EMPLOYEES	50 TO 99 EMPLOYEES	100 TO 499 EMPLOYEES	500 TO 999 EMPLOYEES	1000 OR MORE EMPLOYEES	TOTAL COMPANIES	
3312	32	11	7	1	4			55	
3313	2	2						4	
3315	10	5	9	6	4			34	
3316	3	1	2	1				7	
3317	2	2	1	2				7	
3321									
3322									
3324									
3325									
PRODUCT POTENTIAL BY S.I.C. CODE II									
SIC CODE	ABRASIVES COATED	HYDRAULIC CYL-MRO	FASTENERS	CONTROLS INDUSTRIAL PIC-MRO	COMPUTERS BUSINESS -MRO	TELECOMMUN ICATN EQPT -MRO	COMPANY COUNT	JOB TOTAL	
3331									
3334									
3339									
3341									
3351									
3353									
3354									
3355									
3356									
3357									
3363									
3364									
3365									
3366									
3369									
3399									
3399									
3411									
3412									
3421									
3423									
3425									
3429									
3431									
3432									
3433									
3441									
3442									
3443									
3444									
PRODUCT POTENTIAL BY COUNTY I									
COUNTY	ABRASIVES COATED	HYDRAULIC CYL-MRO	FASTENERS	CONTROLS INDUSTRIAL PIC-MRO	COMPUTERS BUSINESS -MRO	TELECOMMUN ICATN EQPT -MRO	COMPANY COUNT	JOB TOTAL	
1 ADAIR, IA	26142.89	14207.45	19901.07	3656.16	900665.66	193368.09	404	1157941.32	
3 ADAMS, IA	9324.80	6606.26	36989.30	3274.45	645104.73	143050.65	200	844350.19	
5 ALLAMAKEE, IA	36640.81	21375.47	57470.31	8895.33	1548083.23	322031.61	589	1994496.76	
7 APPANOOSE, IA	25307.16	15711.65	219479.24	16786.32	1599575.47	345209.82	519	2222069.66	
9 AUDUBON, IA	5831.31	9450.03	16150.08	1357.65	603349.82	122405.28	360	758544.17	
11 BENTON, IA	31317.76	19732.65	273574.27	9722.15	1675473.67	375418.26	672	2385238.76	
ACCOUNT POTENTIAL IV									
RANK	SIC FIRM NAME & ADDRESS CODE	EMPS	ABRASIVES COATED	HYDRAULIC CYL-MRO	FASTENERS	CONTROLS INDUSTRIAL PIC-MRO	COMPUTERS BUSINESS -MRO	TELECOMMUN ICATN EQPT -MRO	TOTAL POTENTIAL
2	3811 COLLINS DEFENSE COMMUNICATIONS 855 35TH ST. N.E.	5000	35250.00	12300.00	717750.00	76150.00	1699700.00	407100.00	2948250.00
									3373296.06

Market Demand Reports

IMI's Market Demand Reports provide a three-dimensional view into estimated market size, customer segment potential, and customer size demographics. These three "data slices" give you insight into total market potential and your market share by both customer type (SIC) and size. IMI provides data for more than 200 MRO/OEM product classes. Find growth opportunities in new and existing markets, and pinpoint market demand by county, ZIP and account.

When you order a Market Demand Report, you will receive the following:

1. Estimated Product Potential by Geographic Area Specified (national, state, county, ZIP in the U.S. / national, province, FSA in Canada)
2. Estimated Product Potential by Customer Segment (4-digit SIC code)
3. Customer Demographics by SIC (size by employees and number of accounts)

Account Potential Reports

The IMI Account Potential report is a powerful tool to identify additional opportunities with existing customers and prospects. IMI leverages its proprietary economic model with more than 14 million records in the U.S. and Canada to bring you a comprehensive telemarketing list that includes estimated dollar potential for products in each account.

Customer Segmentation Analysis

Industrial Market Information will take your customer lists and append the appropriate SIC/NAICS codes so that you can better analyze your market penetration by customer and product type.

Annual IMI Database Subscription

For ongoing research needs, IMI offers a subscription service with unlimited access to the IMI database for the U.S. and Canadian markets. This service includes access to data for more than 200 MRO/OEM product classes. This allows your staff 24/7 IMI database access at the ZIP/postal code level. Your staff will be able to create custom reports to meet your company's sales and marketing needs.

Custom Research Reports

Contact us at 877-224-9677 for information on custom research services.

Customized Data Sets for Your Marketing Needs

For more than 25 years, Industrial Market Information has developed market demand and account potential estimates for thousands of customers. We are often asked about the economic modeling we use. There are three key components of the IMI model:

1 We aggregate and maintain a combination of government, private and industry databases for internal analysis. These include the U.S. Census Bureau's Annual Survey of Manufactures, NAICS/SIC code classifications, and more than 14 million business establishment records through leading providers of commercial information in the U.S. and Canada.

2 The second component of our market analysis is a concept called ratio marketing. This allows us to segment customers of industrial products based on their industry and NAICS/SIC code classification. Simply put, we use an estimated dollar consumption per employee per year to approximate total demand for a given product.

Our analysts have developed more than 200 proprietary ratios at nearly every four-digit SIC code or six-digit NAICS code level for industrial product consumption.

For example, widget manufacturers use \$26 of soap for each employee per year. Acme Widget has 150 employees. Therefore they should use approximately \$3900 in soap.

We use the same methodology to estimate the market size of a county, state or region. For example, the state of Ohio has 18 widget manufacturers employing a total of 1750 people. Therefore the approximate use of soap by widget manufacturers in Ohio is \$45,500 each year.

These examples are oversimplified, but by using all available data, we can profile the consumption of more than 200 MRO and OEM product classes against nearly 1,000 NAICS-code-defined customer segments. When verified against national commercial databases, 85 percent to 90 percent of the actual market can be defined.

3 The third component for our market analysis is critical insight from our market analysts and consulting economists, as well as ongoing feedback from our customers. Our 40+ years of industry experience has helped us fine-tune our estimates of the flow of dollars through distribution channels into end-use markets.

Our customers use IMI models to determine market size and share at the national, state, county and account level, and to gain insight into current and potential customer segments. At the account level, IMI provides share analysis for existing customers, focused prospect lists and options for segmenting your own customer database.

We create customized data sets with the parameters you indicate. Call us today to learn more.

Products by Category

All Products

All-MRO
All-OEM

Computers & Telecommunications

Computer-& Peripherals OEM
Computers Business MRO
Computers Processing MRO
Contrls Gen-Indst P/C-MRO
Telecommunication Eqpt-MRO
Telecommunication Eqpt-OEM
Wire Communications-MRO
Wire Communications-OEM

Construction

Abrasives Bonded
Abrasives Coated
Abrasives Super (Dia&Cbn)
Adhesives MRO
Bearings MRO
Bearings Ball MRO
Bearings Mounted MRO
Bearings Roller MRO
Brushes General Maint
Brushes Painting & Prep
Casters MRO
Chain Link MRO
Circuit Protection Dev-MRO
Clutches & Brakes MRO
Compressor Indst MRO
Const-Supl Rope-Ldrs Shvl
Contrls Gen-Indst Eqpt-All
Controls Gen-Indst Eqpt-MRO
Conveyor Belting Flat-MRO
Conveyors &-Conveyg Eqpt
Fasteners MRO
Fasteners Non-Thrded MRO
Fasteners Threaded MRO
Files
Fluid Power MRO
Gaskets-& Packing-All
Gaskets-& Packings MRO
Generatr Set-Power Spply-MRO
Hoists
Hose&Ftgs All
Hose&Ftgs Hyd/H-P All
Hose&Ftgs Hyd/H-P MRO
Hose&Ftgs Non-Hyd/Pn All

Hose&Ftgs Non-Hyd/Pn MRO
Hose-& Ftgs-MRO
Hydr Pumps-& Motors-MRO
Hydr-Valve Fltrs Misc-MRO
Hydraulic Cyl-MRO
Light Bulbs(W/O Trans)-MRO
Light-Fxtr W/O-Trans MRO
Motors Fractional HP-MRO
Motors Integral HP-MRO
Motors MRO
Paint Maint MRO
Paint Spray-Eqpt MRO
Paint Supply-& Eqpt-MRO
Petro Hydraulic Oils
Petro Indst-Oil &-Grease
Petro Metal Cutting
Pneumatic Clyinders MRO
Pneumatic Tube-&-Ftg All
Pneumatic Vlvs-Frl's All
Pneumatic Vlvs-Frl's MRO
Pumps Industrial MRO
Safety Persnl Protectn
Safety Test-Eqpt &Respratr
Saw Blades
Sealants MRO
Sheaves MRO
Shelvg Rcks-Lkrs Bnchs
Switchgear Equipment MRO
Tool Boxes-& Chests
Tools Cutting Carbide
Tools Cutting H.S.-Steel
Tools General Hand
Tools Mechanics Hand
Tools Power Air
Tools Power Electric
Transfrmrs Power MRO
Transmssn Belts MRO
Valves Control
Valves Industrial
Valves Pipe Ftgs-MRO
Weldng_Equ Cstn&Maint MRO
Wire Elect/Pwr X-Comm-MRO
Wire-Rope Slings Chain-Ftg
Wiring-Dev Current MRO
Wiring-Dev Non-Cur'nt MRO

Electrical

Adhesives MRO

Circuit Protection Dev-MRO
Circuit Protection Dev-OEM
Components Modules MRO
Components Modules OEM
Controls Gen-Indst Eqpt-All
Controls Gen-Indst Eqpt-OEM
Controls Gen-Indst P/C-MRO
Controls Specialty Indst-All
Controls Specialty Indst-MRO
Controls Specialty Indst-OEM
Controls Gen-Indst Eqpt-MRO
Controls Motor-& Drive-MRO
Controls Motor-& Drive-OEM
Controls Process Inst-MRO
Controls Vari-Spd Drvs-All
Controls Vari-Spd Drvs-MRO
Controls Vari-Spd Drvs-OEM
Generatr Set-Power Spply-MRO
Generatr Set-Power Spply-OEM
Light Bulbs(W/O Trans)-MRO
Light Bulbs(W/O Trans)-OEM
Light-Bulb Transprt MRO
Light-Bulb Transprt OEM+
Light-Fxtr Transprt MRO
Light-Fxtr Transprt OEM+
Light-Fxtr W/O-Trans MRO
Light-Fxtr W/O-Trans OEM
Monitoring Panel Eqpt/Ind MRO
Motors All
Motors Fractional HP-MRO
Motors Fractional HP-OEM
Motors Integral HP-MRO
Motors Integral HP-OEM
Motors MRO
Sealants MRO
Switchgear Equipment MRO
Switchgear Equipment OEM
Test-Instr Elec Prtbl-Bnch
Tools Assmby For Eletronics
Transfrmrs Power MRO
Transfrmrs Power OEM
Wire Communications-MRO
Wire Communications-OEM
Wire Elect/Pwr X-Comm-MRO
Wire Elect/Pwr X-Comm-OEM
Wire Magnet OEM
Wire Small-Diam MRO
Wire Small-Diam OEM

Wiring-Dev Current MRO
Wiring-Dev Current OEM
Wiring-Dev Non-Cur'nt MRO
Wiring-Dev Non-Cur'nt OEM

Fluid Power

Adhesives MRO
Controls Gen-Indst Eqpt-All
Controls Gen-Indst Eqpt-OEM
Controls Gen-Indst P/C-MRO
Controls Specialty Indst-All
Controls Specialty Indst-MRO
Controls Specialty Indst-OEM
Controls Gen-Indst Eqpt-MRO
Controls Vari-Spd Drvs-All
Controls Vari-Spd Drvs-MRO
Controls Vari-Spd Drvs-OEM
Couplings Flex-Hyd-U All
Couplings Flex-Hyd-U MRO
Couplings Flex-Hyd-U OEM
Fluid Power All
Fluid Power MRO
Fluid Power OEM
Gaskets-& Packing-All
Gaskets-& Packings MRO
Gaskets-& Packings OEM
Gauges Indst Inst-All
Gauges Indst Inst-MRO
Gauges Indst Inst-OEM
Gear Drives-& Spd-Rducrs
Gear-Drivs &Spd_Redus OEM
Gear_Drivs &Spd_Redus MRO
Hose&Ftgs All
Hose&Ftgs Hyd/H-P All
Hose&Ftgs Hyd/H-P MRO
Hose&Ftgs Hyd/H-P OEM
Hose&Ftgs Non-Hyd/Pn All
Hose&Ftgs Non-Hyd/Pn MRO
Hose&Ftgs Non-Hyd/Pn OEM
Hose-& Ftgs-MRO
Hose-& Ftgs-OEM
Hydr Pumps-& Motors-All
Hydr Pumps-& Motors-MRO
Hydr Pumps-& Motors-OEM
Hydr-Pumps Vlvs Cyl-MRO
Hydr-Valve Fltrs Misc-All
Hydr-Valve Fltrs Misc-MRO
Hydr-Valve Fltrs Misc-OEM

Hydraulic Cyl-All
 Hydraulic Cyl-MRO
 Hydraulic Cyl-OEM
 Linear Act"Series MRO
 Linear_Act & Positnrs All
 Linear_Act & Positnrs MRO
 Linear_Act & Positnrs OEM
 Monitorng Panel Eqpt/Ind MRO
 Motors All
 O-Rings MRO
 O-Rings OEM
 Petro Hydraulic Oils
 Pneumatic Cylinders MRO
 Pneumatic Cylinders All
 Pneumatic Cylinders OEM
 Pneumatic Tube-&-Ftg All
 Pneumatic Vlvs-Frl's All
 Pneumatic Vlvs-Frl's MRO
 Pneumatic Vlvs-Frl's OEM
 Pumps Industrial MRO
 Sealants MRO
 Seals Mech Auto-MRO
 Seals Mech Auto-OEM
 Seals Mech Indst-MRO
 Seals Mech Indst-OEM
 Seals-Mech Indst-All
 Sheaves All
 Sheaves MRO
 Sheaves OEM
 Transmssn Belts All
 Transmssn Belts MRO
 Transmssn Belts OEM
 Valves Control

Janitorial

Janitorial Supplies

Machine Shop Supplies

Abrasive Grain Grit Shot
 Abrasives Bonded
 Abrasives Coated
 Abrasives Super (Dia&Cbn)
 Adhesives MRO
 Bearings MRO
 Bearings Ball MRO
 Bearings Mounted MRO
 Bearings Roller MRO
 Brushes All

Brushes General Maint
 Brushes Industrial
 Brushes Painting &-Prep
 Casters MRO
 Compressor Indst MRO
 Controls Motor-& Drive-MRO
 Fasteners MRO
 Fasteners Non-Trhded MRO
 Fasteners Threaded MRO
 Files
 Gauges Indst Inst-All
 Gauges Indst Inst-MRO
 Hoists
 Hose-& Ftgs-MRO
 Janitorial Supplies
 Light Bulbs(W/O Trans)-MRO
 Machine Tool Access'res
 Motors Fractional HP-MRO
 Motors Integral HP-MRO
 Motors MRO
 O-Rings MRO
 Paint Maint MRO
 Paint Spray-Eqpt MRO
 Paint Supply-& Eqpt-MRO
 Petro Hydraulic Oils
 Petro Indst-Oil &-Grease
 Petro Metal Cutting
 Petro Metal Forming
 Petro Surface Coatings
 Pneumatic Clyinders MRO
 Pneumatic Tube-&-Ftg All
 Pneumatic Vlvs-Frl's All
 Pneumatic Vlvs-Frl's MRO
 Pumps Industrial MRO
 Safety Persnl Protectn
 Safety Test-Eqpt &Respratr
 Saw Blades
 Sealants MRO
 Sheaves MRO
 Shelvg Rcks-Lkrs Bnchs
 Tape
 Tool Boxes-& Chests
 Tools Cutting Carbide
 Tools Cutting H.S.-Steel
 Tools General Hand
 Tools Mechanics Hand
 Tools Power Air
 Tools Power Electric

Tools-Hand Precisin Measr
Transmssn Belts MRO
Weldng_Equ Cstn&Maint MRO
Wire Elect/Pwr X-Comm-MRO
Wire-Rope Slings Chain-Ftg

Maintenance Supplies

Adhesives MRO
Brushes General Maint
Brushes Painting &-Prep
Casters MRO
Fasteners MRO
Fasteners Non-Trhded MRO
Fasteners Threaded MRO
Gauges Indst Inst-All
Gauges Indst Inst-MRO
Hose-& Ftgs-MRO
Janitorial Supplies
Light Bulbs(W/O Trans)-MRO
Light-Fxtr W/O-Trans MRO
Motors Fractional HP-MRO
Motors Integral HP-MRO
Paint Maint MRO
Paint Spray-Eqpt MRO
Paint Supply-& Eqpt-MRO
Petro Indst-Oil &-Grease
Pneumatic Tube-&-Ftg All
Safety Persnl Protectn
Safety Test-Eqpt &Respratr
Saw Blades
Sealants MRO
Sheaves MRO
Shelvg Rcks-Lkrs Bnchs
Tape
Tool Boxes-& Chests
Tools Cutting H.S.-Steel
Tools General Hand
Tools Mechanics Hand
Tools Power Air
Tools Power Electric
Transmssn Belts MRO
Weldng_Equ Cstn&Maint MRO

Materials Handling

Bearings MRO
Bearings Ball MRO
Bearings Mounted MRO
Bearings Roller MRO

Belts-& Sheaves MRO
Casters MRO
Chain Link MRO
Chain Roller MRO
Conveyor Belting All
Conveyor Belting Flat-MRO
Conveyor Belting Flat-OEM
Conveyors &-Conveyg Eqpt
Hoists
Hoists Cranes-& Monorails
Hose&Ftgs All
Hose&Ftgs Hyd/H-P All
Hose&Ftgs Hyd/H-P MRO
Hose&Ftgs Non-Hyd/Pn All
Hose&Ftgs Non-Hyd/Pn MRO
Hydr Pumps-& Motors-MRO
Hydr-Pumps Vlvs Cyl-MRO
Hydr-Valve Fltrs Misc-MRO
Hydraulic Cyl-MRO
Motors All
Motors Integral HP-MRO
Motors MRO
O-Rings MRO
Petro Hydraulic Oils
Pneumatic Clyinders MRO
Pneumatic Vlvs-Frl's All
Pneumatic Vlvs-Frl's MRO
Sheaves MRO
Shelvg Rcks-Lkrs Bnchs
Sprockets &-Chain MRO
Sprockets MRO
Transmssn Belts MRO

Packaging Supplies

Adhesives Packaging
Bottles Cans&Drums All
Pkg-Bags Industrial Papr&Plstc
Pkg-Plastic Containers X-Bottles
Pkg-Ship Containers Paper
Pkg-Spclty Boxes Paper
Tape

Petro Chem, Lubs & Coatings

Paint Maint MRO
Petro Highly-Ref Lubs&Synt
Petro Hydraulic Oils
Petro Indst-Oil &-Grease
Petro Metal Cutting

Petro Metal Forming
Petro Surface Coatings

Plastics

Plast Flexbl Tube MRO
Plast Flexbl Tube OEM
Plast Spcl Shapes OEM&Pkg
Plastic Felx_Film&Sht OEM
Plastic Flexbl Tube All
Plastic Flex_Film&Sht All
Plastic Flex_Film&Sht MRO
Plastic Flex_Film&Sht Pkg
Plastic Injection Molding
Plastic Pvf All
Plastic Pvf MRO
Plastic Pvf OEM
Plastic Rigid Sht&Plate All
Plastic Rigid Sht&Plate MRO
Plastic Rigid Sht&Plate OEM
Plastic Rigid Sht&Plate Pkg
Plastic Shapes Tube_Rod_Bar All
Plastic Shapes Tube_Rod_Bar MRO
Plastic Shapes Tube_Rod_Bar OEM
Plastic Shapes Tube_Rod_Bar Pkg

Power Transmission

Adhesives MRO
Bearings All
Bearings MRO
Bearings OEM
Bearings Ball MRO
Bearings Ball OEM
Bearings Mounted MRO
Bearings Mounted OEM
Bearings Roller MRO
Bearings Roller OEM
Belts-& Sheaves MRO
Chain Link MRO
Chain Roller MRO
Clutches &-Brakes All
Clutches-& Brakes MRO
Clutches-& Brakes OEM
Contrl Gen-Indst Eqpt-All
Contrl Gen-Indst Eqpt-OEM
Contrl Gen-Indst P/C-MRO
Contrl Specialty Indst-All
Contrl Specialty Indst-MRO
Contrl Specialty Indst-OEM

Controls Gen-Indst Eqpt-MRO
Controls Motor-& Drive-MRO
Controls Motor-& Drive-OEM
Controls Vari-Spd Drvs-All
Controls Vari-Spd Drvs-MRO
Controls Vari-Spd Drvs-OEM
Conveyor Belting All
Conveyor Belting Flat-MRO
Conveyor Belting Flat-OEM
Conveyors &-Conveyg Eqpt
Couplings Flex-Hyd-U All
Couplings Flex-Hyd-U MRO
Couplings Flex-Hyd-U OEM
Gaskets-& Packing-All
Gaskets-& Packings MRO
Gaskets-& Packings OEM
Gauges Indst Inst-All
Gauges Indst Inst-MRO
Gauges Indst Inst-OEM
Gear Drives-& Spd-Rducrs
Gear-Drivs &Spd_Redus OEM
Gear_Drivs &Spd_Redus MRO
Hose&Ftgs All
Hose&Ftgs Hyd/H-P All
Hose&Ftgs Hyd/H-P MRO
Hose&Ftgs Hyd/H-P OEM
Hose&Ftgs Non-Hyd/Pn All
Hose&Ftgs Non-Hyd/Pn MRO
Hose&Ftgs Non-Hyd/Pn OEM
Hose-& Ftgs-OEM
Hydr Pumps-& Motors-All
Hydr Pumps-& Motors-MRO
Hydr Pumps-& Motors-OEM
Hydr-Pumps Vlvs Cyl-MRO
Hydr-Valve Fltrs Misc-All
Hydr-Valve Fltrs Misc-MRO
Hydr-Valve Fltrs Misc-OEM
Hydraulic Cyl-All
Hydraulic Cyl-MRO
Hydraulic Cyl-OEM
Linear Ac"Series MRO
Linear_Act &_Positnrs All
Linear_Act &_Positnrs MRO
Linear_Act &_Positnrs OEM
Monitorng Panel Eqpt/Ind MRO
Motors All
Motors Fractional HP-MRO
Motors Fractional HP-OEM

Motors Integral HP-MRO
Motors Integral HP-OEM
Motors MRO
O-Rings MRO
O-Rings OEM
Petro Highly-Ref Lubs&Synt
Petro Hydraulic Oils
Petro Indst-Oil &-Grease
Pneumatic Clyinders MRO
Pneumatic Cylinders All
Pneumatic Cylinders OEM
Pneumatic Vlvs-Frl's All
Pneumatic Vlvs-Frl's MRO
Pneumatic Vlvs-Frl's OEM
Sealants MRO
Seals Mech Auto-MRO
Seals Mech Auto-OEM
Seals Mech Indst-MRO
Seals Mech Indst-OEM
Seals-Mech Indst-All
Sheaves All
Sheaves MRO
Sheaves OEM
Sprockets &-Chain MRO
Sprockets MRO
Transmssn Belts All
Transmssn Belts MRO
Transmssn Belts OEM
Valves Control

Primary Metals

Steel Alloy MRO
Steel Alloy OEM
Steel Carb_All MRO
Steel Carb_All OEM
Steel Carb_Bars MRO
Steel Carb_Bars OEM
Steel Carb_Pipe MRO
Steel Carb_Pipe OEM
Steel Carb_Plate MRO
Steel Carb_Plate OEM
Steel Carb_Sheet MRO
Steel Carb_Sheet OEM
Steel Carb_Tube MRO
Steel Carb_Tube OEM
Steel Cbn-Strctl MRO
Steel Cbn-Strctl OEM
Steel Stainless MRO

Steel Stainless OEM

Production Supplies

Abrasive Grain Grit Shot
Abrasives Bonded
Abrasives Coated
Abrasives Super (Dia&Cbn)
Adhesives OEM
Adhesives Packaging
Bearings All
Bearings OEM
Bearings Ball OEM
Bearings Mounted OEM
Bearings Roller OEM
Bottles Cans&Drums All
Brushes All
Brushes Industrial
Contrls Gen-Indst Eqpt-All
Contrls Gen-Indst P/C-MRO
Contrls Specialty Indst-All
Contrls Specialty Indst-MRO
Contrls Specialty Indst-OEM
Controls Gen-Indst Eqpt-MRO
Controls Process Inst-MRO
Fasteners All
Fasteners MRO
Fasteners Non-Thrded OEM
Fasteners OEM
Fasteners Specialty OEM
Fasteners Threaded OEM
Files
Gases-Indl Non-Weldng
Gases-Indl Welding
Machine Tool Access'res
Monitorng Panel Eqpt/Ind MRO
Paint OEM
Paint Spray-Eqpt OEM
Petro Highly-Ref Lubs&Synt
Petro Indst-Oil &-Grease
Petro Metal Cutting
Petro Metal Forming
Petro Surface Coatings
Pkg-Bags Industrial Papr&Plstc
Pkg-Plastic Containers X-Bottles
Pkg-Ship Containers Paper
Pkg-Spclty Boxes Paper
Saw Blades
Sealants OEM

Tape
Test-Instr Elec Prtbl-Bnch
Tools Assmby For Eletronics
Tools Cutting Carbide
Tools Cutting H.S.-Steel
Tools General Hand
Tools Mechanics Hand
Tools Power Air
Tools Power Electric
Tools-Hand Precisn Measr
Weldng_Equ Production Only

PVF-HVAC-Refrigeration

Controls Process Inst-MRO
Gaskets-& Packings MRO
Gauges Indst Inst-All
Gauges Indst Inst-MRO
Gauges Indst Inst-OEM
Hvac
Hvac Maint-MRO
Hvac New-Const
Plumb-Fixt Fittings Trim
Plumb-Fixt Ftgs-Trim Maint_MRO
Plumb-Fixt Ftgs-Trim New-Const
Pumps Industrial MRO
Refrigratn Com'l_Ind Maint-MRO
Refrigratn Com'l_Ind New_Const
Refrigratn Commercial Industrial
Valves Control
Valves Industrial
Valves Pipe Ftgs-MRO

Safety

Safety Persnl Protectn
Safety Test-Eqpt &Respratr

Welding

Gases All
Gases-Indl Non-Weldng
Gases-Indl Welding
Welding Eqpt All
Weldng_Equ Cstn&Maint MRO
Weldng_Equ Production Only



**Call IMI today to learn more
about how you can use market data
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