



# Monthly Survey Results

February 2025

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## Key Points

The February fluid power survey data paints a mixed picture with further order stabilization and price progress offset by concern that macro uncertainty may weigh on continued improvement. Orders are tracking up ~3% qtd with both distributors and manufacturers seeing improvement in February. Quoting appears to be improving at a faster pace than orders, though conversion appears slow due to uncertainty and increased customer shopping. Manufacturer sales are tracking below channel expectations at down ~2%. Suppliers have announced a wide variety of tariff related price increases, which seem to be in the range of 2%-6%. Respondents increased their sales forecast to include higher price assumptions. Volume forecasts were unchanged, though have less conviction in the rate of a 2H recovery due to uncertainty caused by tariffs. Early feedback on C1Q provide further confidence that Industrial demand trends have bottomed, though we expect persistent weakness in Ag markets and uncertainty caused by tariffs to potentially weigh on the pace and timing of recovery.

### Sales

- Sales were down ~1% in February vs. down ~2% in January. Sales are tracking down 1.5% qtd vs. down 3% in 4Q.

### Orders

- Orders were up ~4% in February vs. up ~2% in January. Quoting appears to be improving at a faster pace than orders. Orders are tracking up ~3% qtd vs. down ~3% in 4Q.

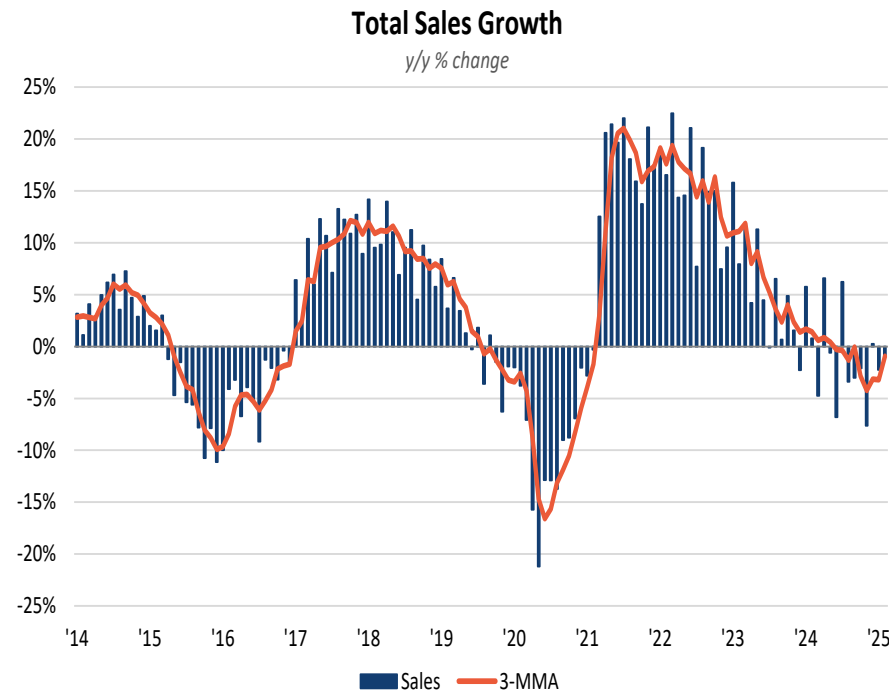
### Outlook

- Respondents raised their 2025 sales forecast to up 4% vs. up 3% prior reflecting higher price contribution due to tariff driven supplier price increases.

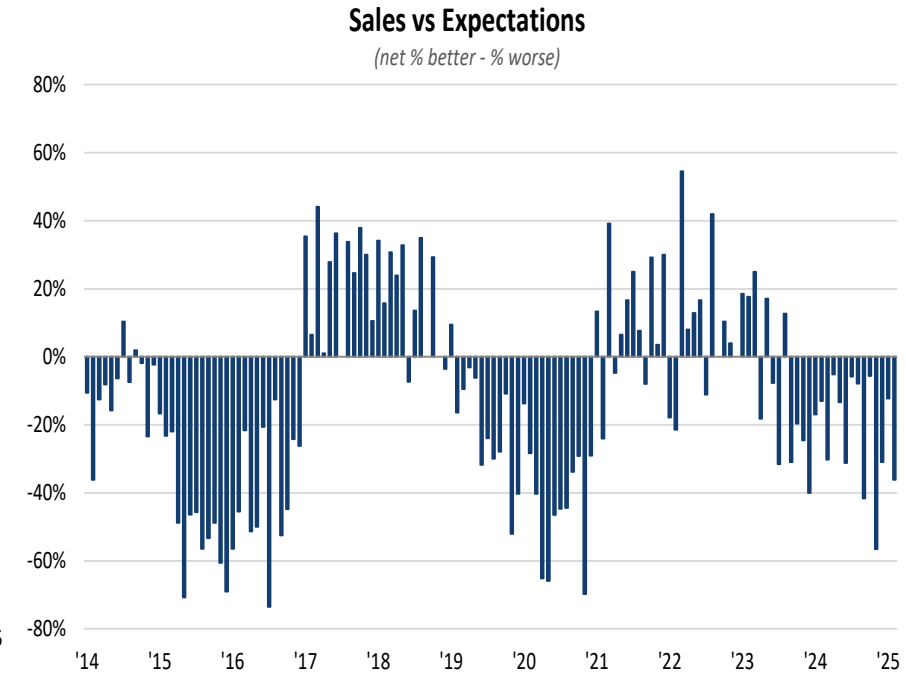


## February Sales Improved vs. January

Total sales were down 1% in Feb vs. down 2% last month. Distributors were down 3%-4%, impacted by one less selling day. Manufacturer sales inflected and were up 2% in February vs. down 5% last month.



Source: Company Reports; CRC Estimates

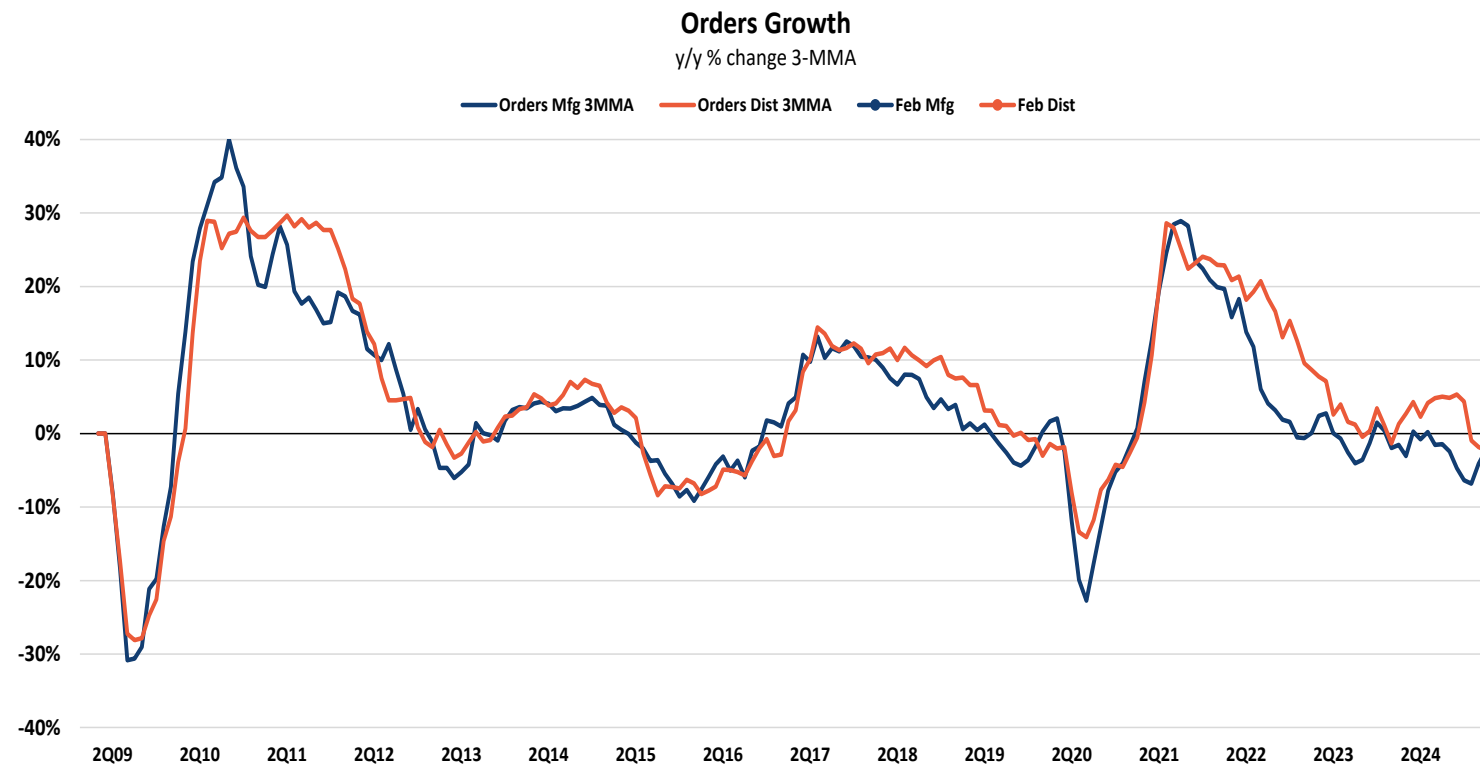


Source: Company Reports; CRC Estimates



## Orders Holding Up Through February

Feedback on demand continues to make progress with order stability carrying into February against a challenging macro backdrop. Orders are trending up ~3% qtd vs. down ~3% last quarter. Respondents are frequently highlighting better book-to-bill and project pipelines. Quoting appears to be ramping ahead of orders. Order conversion remains limited which respondents are attributing to uncertainty and more price checking by customers. Comps appear to be a tailwind. Looking forward, feedback is mixed with some concern that macro headlines could limit order momentum.



# Sales Data

Monthly Sales Growth																																
Total											Distributors											Manufacturers										
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025		2016	2017	2018	2019	2020	2021	2022	2023	2024	2025		2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
January	-10%	6%	14%	8%	-2%	-3%	19%	16%	6%	-2%	January	-12%	7%	14%	10%	0%	-5%	17%	18%	8%	1%	January	-8%	6%	14%	6%	-4%	-1%	21%	14%	3%	-5%
February	-4%	2%	10%	4%	-4%	0%	17%	8%	1%	-1%	February	-3%	2%	9%	5%	-3%	-1%	18%	12%	3%	-4%	February	-6%	3%	10%	3%	-4%	1%	15%	4%	-2%	2%
March	-3%	10%	10%	7%	-7%	13%	22%	12%	-5%		March	-4%	9%	9%	8%	-3%	10%	26%	14%	-5%		March	-2%	11%	10%	6%	-11%	15%	19%	10%	-4%	
April	-7%	6%	14%	3%	-16%	21%	14%	4%	7%		April	-9%	5%	13%	5%	-14%	20%	16%	6%	11%		April	-5%	7%	15%	2%	-17%	21%	13%	3%	2%	
May	-4%	12%	11%	1%	-21%	21%	15%	11%	-1%		May	-4%	14%	9%	6%	-19%	18%	13%	15%	0%		May	-4%	11%	13%	-3%	-24%	25%	16%	8%	-1%	
June	-5%	11%	7%	0%	-13%	20%	21%	4%	-7%		June	-5%	12%	6%	-1%	-8%	19%	26%	9%	-4%		June	-5%	10%	8%	1%	-18%	20%	16%	0%	-9%	
July	-9%	7%	10%	2%	-13%	22%	8%	0%	6%		July	-8%	8%	13%	3%	-14%	22%	6%	2%	10%		July	-10%	6%	6%	1%	-12%	22%	9%	-2%	2%	
August	-1%	13%	11%	-4%	-14%	18%	19%	7%	-3%		August	-1%	12%	11%	-2%	-11%	20%	23%	14%	0%		August	-2%	15%	10%	-5%	-16%	16%	15%	-1%	-7%	
September	-2%	12%	4%	1%	-9%	16%	15%	1%	-3%		September	-1%	10%	2%	5%	-8%	16%	18%	4%	3%		September	-3%	15%	7%	-2%	-10%	16%	12%	-3%	-9%	
October	-3%	11%	10%	-1%	-9%	14%	15%	5%	-2%		October	-6%	11%	10%	-1%	-8%	16%	19%	8%	3%		October	-1%	11%	9%	-2%	-10%	11%	11%	2%	-8%	
November	0%	13%	8%	-6%	-7%	21%	7%	2%	-8%		November	-4%	14%	11%	-6%	-4%	19%	13%	3%	-5%		November	3%	12%	6%	-7%	-6%	23%	1%	0%	-10%	
December	-2%	9%	6%	-2%	-2%	17%	10%	-2%	0%		December	1%	6%	6%	1%	-5%	17%	11%	1%	3%		December	-4%	12%	6%	-5%	0%	17%	8%	-6%	-2%	

Percent Positive / Negative Growth																										
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25
Positive Sales Growth	67%	59%	78%	54%	76%	54%	40%	60%	45%	55%	51%	36%	55%	44%	30%	71%	49%	38%	69%	45%	46%	53%	24%	54%	48%	52%
Flat Sales	0%	15%	7%	3%	7%	15%	14%	20%	9%	5%	16%	13%	9%	19%	9%	5%	5%	8%	4%	8%	8%	9%	11%	2%	10%	2%
Negative Sales Growth	33%	26%	15%	43%	17%	31%	47%	20%	45%	39%	33%	51%	36%	37%	60%	24%	46%	54%	27%	47%	46%	38%	65%	44%	42%	46%
Net % (Positive - Negative)	33%	32%	63%	12%	59%	23%	-7%	40%	0%	16%	18%	-15%	19%	7%	-30%	47%	3%	-17%	42%	-2%	0%	15%	-41%	9%	6%	6%

Results vs. Expectations																										
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25
Better than expected	37%	37%	38%	18%	34%	22%	16%	31%	7%	16%	18%	11%	22%	22%	13%	22%	27%	21%	25%	25%	10%	34%	11%	15%	16%	15%
In line with expectations	44%	44%	48%	45%	49%	49%	37%	51%	55%	48%	40%	38%	39%	43%	43%	50%	33%	27%	44%	41%	38%	26%	22%	40%	55%	34%
Worse than expected	19%	19%	13%	36%	17%	29%	47%	18%	38%	36%	42%	51%	39%	35%	43%	28%	40%	52%	31%	33%	52%	40%	67%	45%	29%	51%
Net % (Better - Worse)	19%	18%	25%	-18%	17%	-8%	-32%	13%	-31%	-20%	-25%	-40%	-17%	-13%	-30%	-5%	-13%	-31%	-6%	-8%	-42%	-6%	-57%	-31%	-12%	-36%



# Orders and Backlog Data

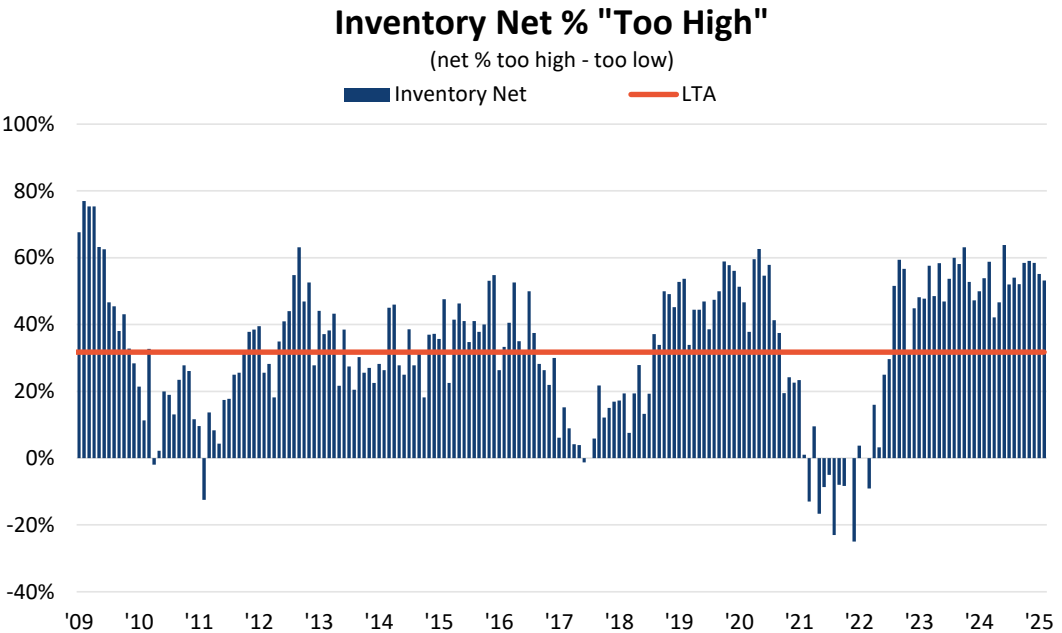
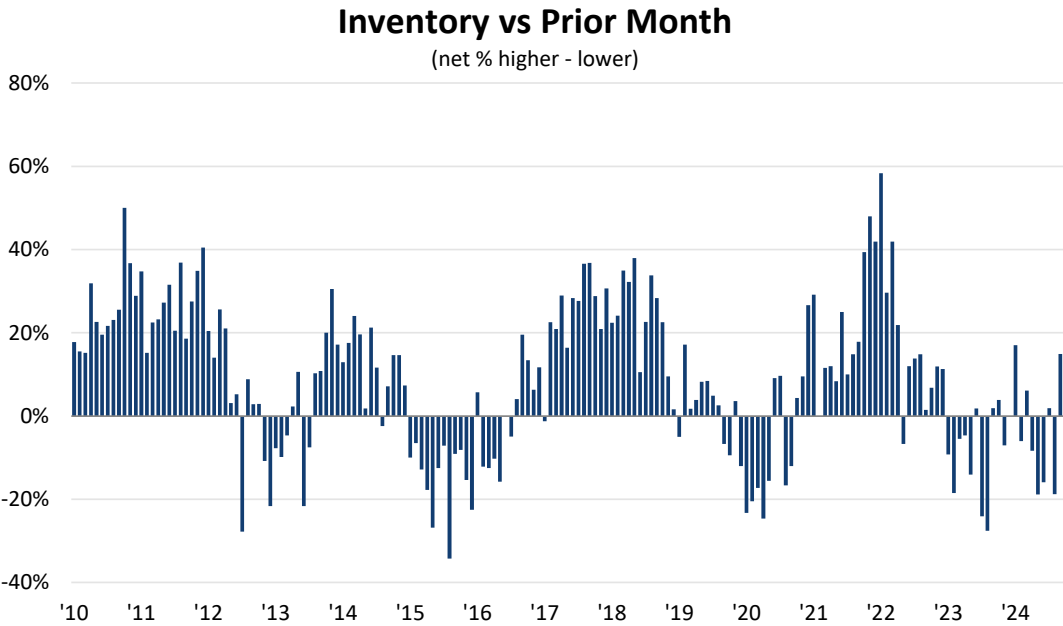
Monthly Order Growth																																
Total											Distributors											Manufacturers										
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025		2016	2017	2018	2019	2020	2021	2022	2023	2024	2025		2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
January	-8%	10%	12%	4%	3%	4%	24%	8%	8%	2%	January	-13%	10%	15%	10%	1%	2%	24%	11%	14%	4%	January	-5%	11%	9%	-1%	4%	6%	23%	5%	2%	0%
February	-1%	3%	9%	3%	-1%	11%	15%	4%	-2%	4%	February	-2%	2%	11%	3%	-2%	8%	19%	5%	2%	6%	February	-1%	5%	7%	2%	1%	14%	11%	3%	-6%	3%
March	-6%	15%	7%	3%	-8%	20%	21%	2%	0%		March	-7%	14%	8%	6%	-5%	22%	22%	5%	-3%		March	-6%	16%	6%	1%	-12%	18%	20%	0%	4%	
April	-4%	11%	9%	0%	-21%	28%	12%	-3%	3%		April	-6%	15%	10%	0%	-17%	30%	14%	-2%	8%		April	-2%	8%	7%	1%	-24%	26%	10%	-3%	-1%	
May	-4%	15%	14%	1%	-21%	32%	13%	5%	3%		May	-2%	15%	16%	3%	-18%	34%	22%	10%	8%		May	-7%	16%	11%	-2%	-23%	29%	5%	1%	-3%	
June	-5%	9%	6%	-1%	-14%	25%	15%	-4%	-1%		June	-7%	11%	5%	0%	-7%	20%	26%	-3%	-1%		June	-2%	7%	6%	-3%	-20%	30%	3%	-6%	-1%	
July	-8%	11%	7%	-2%	-10%	24%	6%	-5%	4%		July	-8%	10%	8%	-1%	-10%	21%	7%	-3%	8%		July	-9%	12%	5%	-3%	-9%	27%	4%	-7%	-1%	
August	4%	14%	9%	-3%	-7%	26%	9%	3%	1%		August	4%	13%	14%	0%	-6%	26%	16%	5%	7%		August	4%	15%	3%	-6%	-9%	27%	2%	2%	-6%	
September	-1%	12%	5%	-2%	-4%	19%	7%	0%	-4%		September	-2%	12%	8%	1%	-3%	23%	16%	0%	0%		September	0%	11%	2%	-4%	-5%	16%	-1%	1%	-8%	
October	-1%	11%	9%	-2%	-3%	24%	9%	4%	0%		October	-4%	12%	10%	-4%	-4%	24%	14%	6%	5%		October	2%	10%	9%	0%	-2%	24%	3%	1%	-6%	
November	0%	10%	3%	0%	-6%	24%	2%	-2%	-8%		November	-3%	11%	7%	0%	-7%	25%	8%	-2%	-9%		November	3%	10%	0%	-1%	-5%	23%	-4%	-1%	-7%	
December	-2%	9%	5%	-2%	2%	17%	3%	-7%	-1%		December	-2%	6%	6%	-5%	3%	20%	6%	-8%	-2%		December	-2%	11%	3%	2%	2%	13%	-1%	-6%	0%	

Monthly Backlog Growth																																
Total											Distributors											Manufacturers										
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025		2016	2017	2018	2019	2020	2021	2022	2023	2024	2025		2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
January	-6%	4%	17%	3%	-1%	5%	40%	6%	-4%	2%	January	-7%	1%	18%	9%	0%	4%	36%	21%	-2%	4%	January	-5%	8%	16%	-2%	-3%	7%	43%	-8%	-7%	-1%
February	-5%	3%	14%	4%	-3%	13%	29%	2%	-7%	-1%	February	-7%	2%	13%	7%	-3%	9%	31%	15%	-4%	2%	February	-3%	4%	15%	1%	-3%	16%	26%	-10%	-11%	-4%
March	-7%	8%	16%	1%	-4%	19%	27%	-11%	-7%		March	-9%	9%	14%	5%	-3%	19%	29%	10%	-4%		March	-4%	7%	18%	-3%	-4%	19%	25%	-32%	-9%	
April	-8%	11%	15%	4%	-12%	25%	26%	-3%	-13%		April	-14%	13%	11%	6%	-9%	25%	23%	4%	-7%		April	-3%	9%	19%	2%	-15%	24%	29%	-10%	-20%	
May	-6%	14%	15%	0%	-14%	37%	32%	1%	-10%		May	-5%	16%	17%	4%	-12%	34%	36%	8%	-5%		May	-6%	12%	13%	-4%	-16%	40%	29%	-6%	-14%	
June	-5%	13%	12%	0%	-13%	28%	24%	-5%	-8%		June	-8%	17%	11%	4%	-10%	29%	31%	8%	-5%		June	-3%	10%	13%	-4%	-17%	28%	17%	-18%	-10%	
July	-6%	11%	11%	-2%	-10%	31%	17%	-11%	-7%		July	-2%	13%	13%	3%	-9%	31%	24%	-1%	-3%		July	-10%	8%	9%	-7%	-11%	31%	10%	-20%	-11%	
August	-3%	13%	15%	1%	-9%	31%	14%	-7%	-9%		August	-4%	11%	19%	4%	-8%	28%	22%	2%	-7%		August	-2%	14%	11%	-3%	-9%	33%	7%	-16%	-11%	
September	-4%	14%	12%	-3%	-7%	31%	14%	-12%	-12%		September	-6%	14%	18%	1%	-4%	38%	21%	-5%	-2%		September	-2%	14%	6%	-6%	-11%	25%	7%	-18%	-21%	
October	0%	9%	9%	-3%	-5%	36%	11%	0%	-6%		October	1%	10%	14%	-1%	-7%	40%	23%	-6%	-3%		October	0%	8%	4%	-4%	-3%	31%	-1%	5%	-9%	
November	-2%	10%	10%	-3%	-4%	33%	10%	-11%	-9%		November	-5%	9%	17%	0%	-4%	36%	26%	-6%	-7%		November	1%	11%	4%	-6%	-3%	29%	-6%	-16%	-10%	
December	-2%	15%	6%	-3%	3%	38%	5%	-15%	-6%		December	-4%	11%	8%	-2%	4%	44%	22%	-14%	-6%		December	0%	20%	3%	-4%	2%	32%	-11%	-17%	-7%	



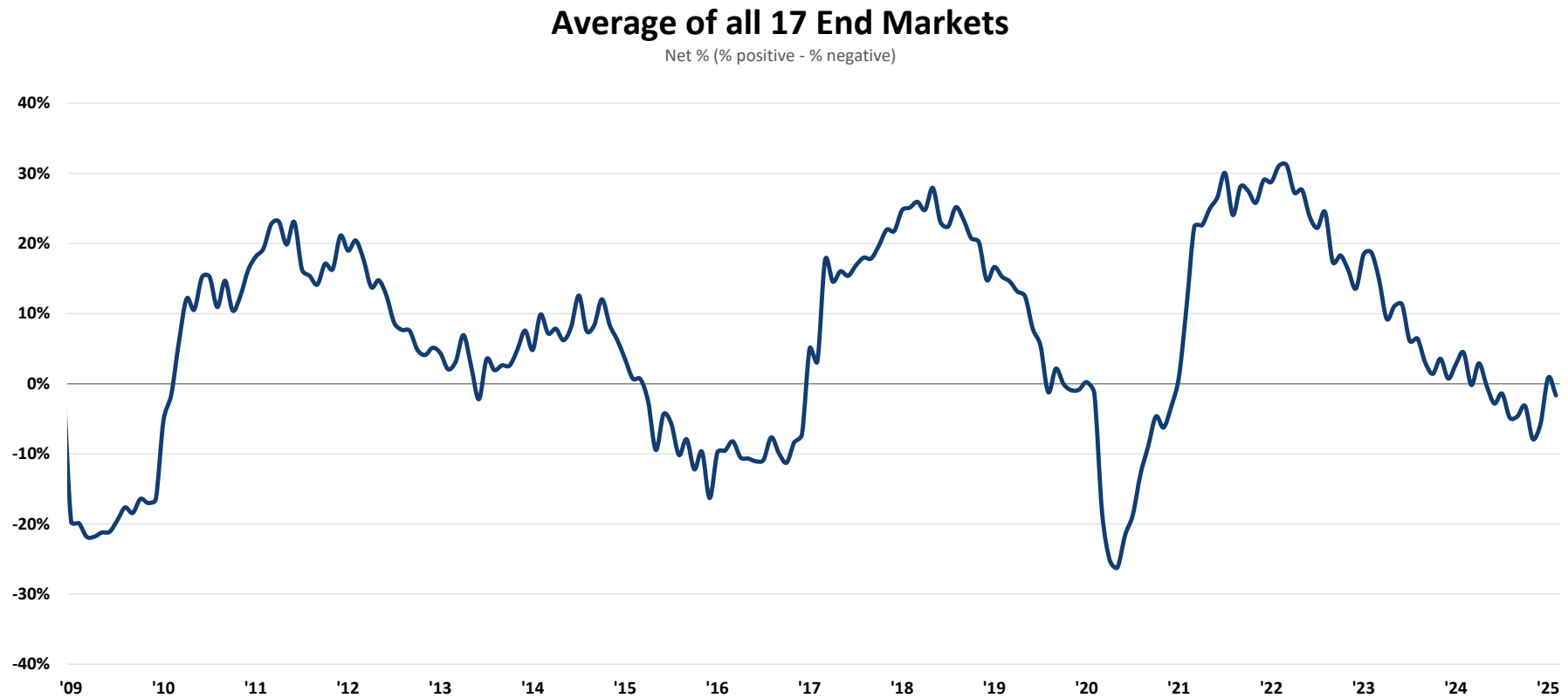
# Distributor Inventories Appear Balanced; Hearing Limited Instances of Pre-Buy

Distributor feedback suggests distributor inventory is balanced with end demand. Some respondents noted limited instances of distributors placing stocking orders to get ahead of tariffs. Suppliers continue to pull forward materials into the states to get ahead of tariffs. Mobile market OEM inventory, especially agriculture, continues to be highlighted as a drag on sales due to depressed demand and heavy OEM inventory though we have heard some anecdotal progress on OEM inventory.



## End Market Index Returns Negative

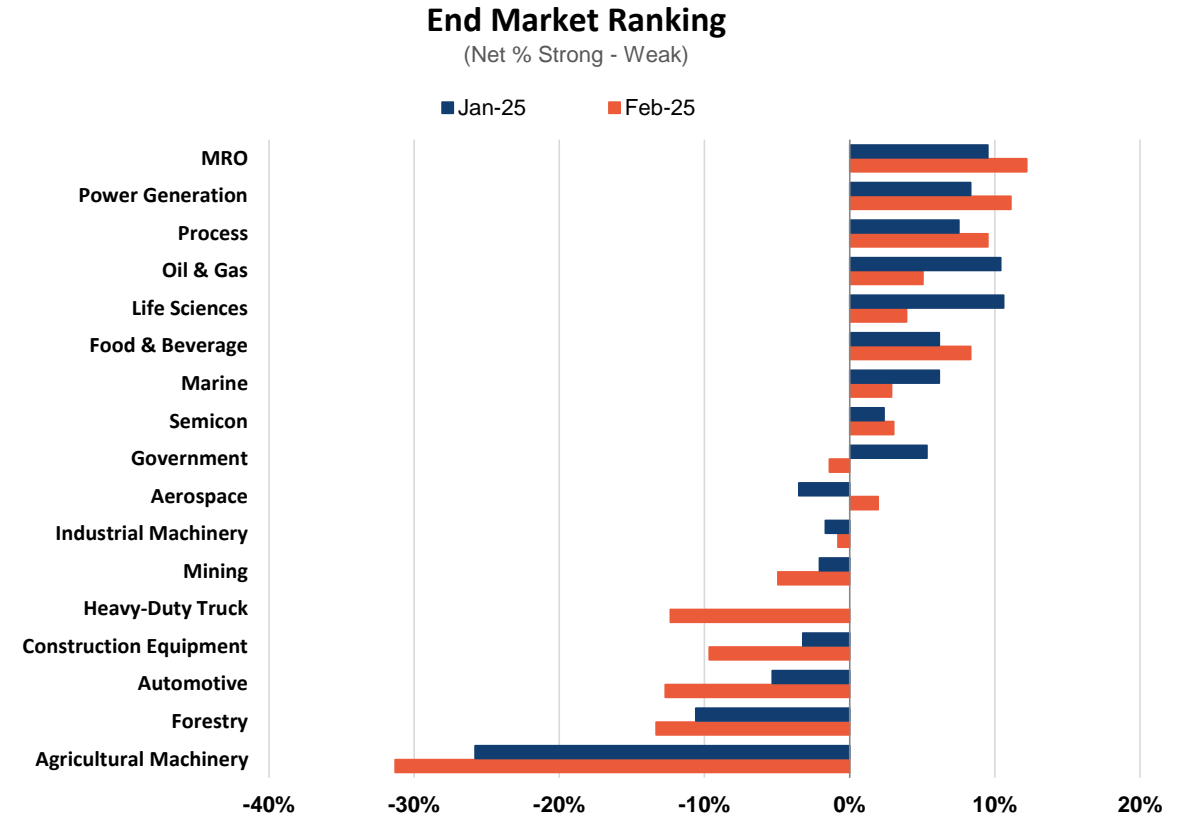
The end market index, an aggregate of all of the end markets, returned to negative after inflecting positive in January. The decline in sentiment was most notable in heavy duty truck, auto and government.





## Ag Takes Another Step Down

- 10 out of 17 end markets declined vs. January.
- Government flipped negative. We're starting to hear some instances of DOGE efforts impact other end markets.
- Oil & Gas demand sounds soft and underwhelming relative to the initial optimism for recovery following the election.
- Automotive also sounds weak due to soft end demand and uncertainty around the EV transition.
- Optimism around datacenters and liquid cooling continues to grow with respondents calling out more project opportunity in 2025 than initially expected.
- Steel capex continues to be highlighted as particularly strong.



## End Market Heat Map

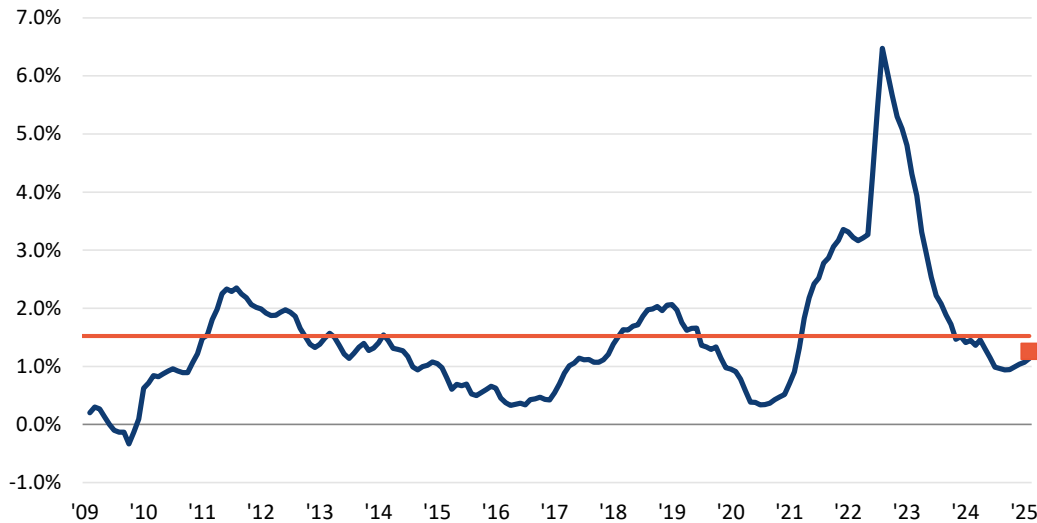
End Markets	2021												2022												2023												2024											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec												
MRO	14%	16%	33%	37%	36%	38%	42%	36%	38%	40%	38%	39%	39%	38%	41%	33%	35%	37%	31%	33%	29%	31%	24%	23%	25%	29%	28%	17%	21%	20%	14%	16%	13%	8%	9%	7%	9%	16%	10%	9%	8%	11%	8%	11%	9%	6%	7%	
Aerospace	-29%	-5%	2%	-4%	5%	6%	11%	7%	16%	4%	11%	6%	10%	24%	22%	13%	19%	20%	15%	18%	13%	15%	19%	9%	16%	23%	17%	11%	17%	3%	6%	10%	16%	9%	3%	4%	4%	11%	10%	4%	1%	7%	5%	0%	-4%	7%	2%	2%
Automotive	-2%	4%	9%	12%	21%	16%	20%	13%	5%	13%	14%	18%	20%	14%	16%	20%	23%	15%	10%	20%	9%	16%	13%	4%	18%	11%	11%	8%	11%	7%	5%	-1%	-4%	-1%	2%	-9%	-4%	-3%	0%	6%	-5%	-10%	-5%	-4%	-7%	-8%	-6%	-8%
Construction Equipment	12%	23%	33%	33%	39%	33%	42%	33%	37%	37%	36%	39%	37%	40%	43%	34%	35%	28%	31%	33%	24%	25%	23%	16%	26%	26%	20%	13%	18%	22%	10%	12%	6%	3%	7%	6%	3%	5%	4%	3%	1%	-4%	-1%	-9%	-10%	-13%	-22%	-16%
Heavy-Duty Truck	8%	13%	23%	24%	30%	31%	36%	30%	31%	32%	28%	38%	34%	36%	35%	32%	29%	25%	27%	27%	23%	25%	23%	14%	23%	18%	14%	12%	17%	14%	12%	12%	5%	5%	14%	6%	2%	6%	9%	6%	3%	0%	1%	-9%	-8%	-1%	-15%	-11%
Agricultural Machinery	9%	22%	27%	24%	27%	31%	35%	29%	30%	30%	27%	36%	28%	35%	33%	31%	34%	27%	28%	28%	19%	26%	21%	19%	24%	25%	12%	13%	9%	9%	3%	4%	-3%	-1%	1%	-5%	-1%	-6%	-5%	-9%	-14%	-17%	-14%	-22%	-26%	-25%	-32%	-36%
Industrial Machinery	6%	16%	30%	27%	31%	38%	35%	35%	37%	33%	30%	36%	36%	39%	38%	33%	36%	28%	29%	28%	21%	20%	17%	17%	24%	21%	18%	12%	15%	15%	5%	9%	7%	3%	5%	4%	6%	7%	4%	5%	-1%	-6%	-2%	-3%	-4%	-2%	-14%	-11%
Mining	-13%	-6%	5%	3%	10%	13%	17%	14%	18%	25%	21%	24%	30%	31%	27%	27%	29%	20%	19%	26%	16%	19%	8%	10%	13%	13%	15%	7%	12%	10%	4%	9%	5%	1%	2%	-1%	0%	-1%	-10%	-1%	-1%	-7%	-10%	-13%	-8%	-11%	-18%	-19%
Oil & Gas	-37%	-25%	4%	4%	9%	10%	24%	8%	14%	22%	20%	32%	28%	38%	36%	37%	36%	33%	26%	28%	26%	27%	27%	22%	27%	25%	27%	15%	18%	19%	13%	12%	10%	6%	3%	4%	5%	11%	0%	5%	2%	1%	-6%	-8%	0%	0%	0%	-5%
Food & Beverage	5%	20%	21%	3%	35%	32%	41%	31%	35%	28%	33%	33%	27%	28%	36%	32%	30%	31%	23%	29%	16%	20%	19%	19%	21%	14%	14%	10%	13%	8%	13%	10%	0%	7%	10%	8%	8%	11%	4%	11%	7%	4%	6%	9%	1%	3%	0%	3%
Life Sciences	16%	23%	33%	33%	36%	37%	40%	29%	29%	35%	35%	38%	34%	30%	27%	28%	28%	20%	23%	14%	17%	17%	18%	18%	22%	15%	6%	5%	14%	10%	5%	-4%	-3%	3%	8%	8%	7%	1%	4%	4%	-2%	6%	-1%	0%	6%	2%	2%	
Marine	-11%	-1%	13%	13%	17%	12%	20%	11%	23%	15%	18%	14%	17%	20%	27%	24%	17%	19%	12%	19%	8%	14%	8%	12%	14%	10%	6%	4%	4%	8%	4%	2%	-3%	-4%	-4%	1%	-3%	2%	-1%	7%	-1%	0%	-1%	-2%	-2%	-1%	4%	0%
Power Generation	1%	6%	20%	19%	17%	25%	25%	18%	25%	19%	17%	22%	25%	20%	25%	24%	17%	14%	15%	23%	13%	12%	12%	12%	16%	15%	15%	12%	9%	9%	-1%	5%	3%	0%	4%	0%	8%	7%	3%	8%	2%	-1%	-1%	0%	-7%	3%	-8%	3%
Process	4%	18%	30%	31%	27%	31%	36%	24%	31%	28%	30%	32%	28%	33%	31%	27%	26%	30%	22%	28%	18%	17%	17%	18%	19%	18%	19%	8%	10%	15%	2%	8%	8%	-1%	6%	4%	10%	10%	6%	7%	3%	0%	2%	2%	1%	2%	5%	6%
Forestry	10%	16%	18%	24%	31%	30%	25%	25%	32%	25%	24%	24%	30%	38%	27%	21%	22%	20%	21%	17%	12%	12%	13%	9%	11%	15%	8%	5%	-6%	2%	-3%	-6%	-6%	-4%	-4%	-11%	-13%	-9%	-15%	-10%	-9%	-9%	-8%	-15%	-14%	-16%	-8%	
Government	0%	15%	23%	22%	20%	18%	19%	26%	24%	19%	15%	14%	25%	15%	25%	17%	20%	9%	15%	13%	6%	1%	6%	10%	16%	17%	10%	9%	10%	11%	9%	9%	11%	6%	7%	9%	7%	10%	4%	10%	6%	3%	3%	-5%	4%	0%	-14%	-6%
Semicon	23%	33%	48%	44%	33%	50%	42%	41%	50%	61%	42%	47%	40%	48%	40%	31%	33%	30%	33%	24%	28%	13%	10%	-3%	2%	16%	2%	-6%	5%	6%	0%	-9%	-12%	-11%	-10%	-23%	-3%	-8%	-28%	-15%	-13%	-14%	-11%	-9%	-5%	-10%	-9%	0%
Overall Average	1%	11%	22%	23%	25%	27%	30%	24%	28%	27%	26%	29%	29%	31%	31%	27%	28%	24%	22%	24%	17%	18%	16%	14%	18%	19%	15%	9%	11%	11%	6%	6%	3%	1%	4%	1%	3%	4%	0%	3%	0%	-3%	-1%	-5%	-5%	-3%	-8%	-6%

End Markets	2025											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
MRO	10%	12%										
Aerospace	-4%	2%										
Automotive	-5%	-13%										
Construction Equipment	-3%	-10%										
Heavy-Duty Truck	0%	-12%										
Agricultural Machinery	-26%	-31%										
Industrial Machinery	-2%	-1%										
Mining	-2%	-5%										
Oil & Gas	10%	5%										
Food & Beverage	6%	8%										
Life Sciences	11%	4%										
Marine	6%	3%										
Power Generation	8%	11%										
Process	8%	10%										
Forestry	-11%	-13%										
Government	5%	-1%										
Semicon	2%	3%										
Overall Average	1%	-2%										

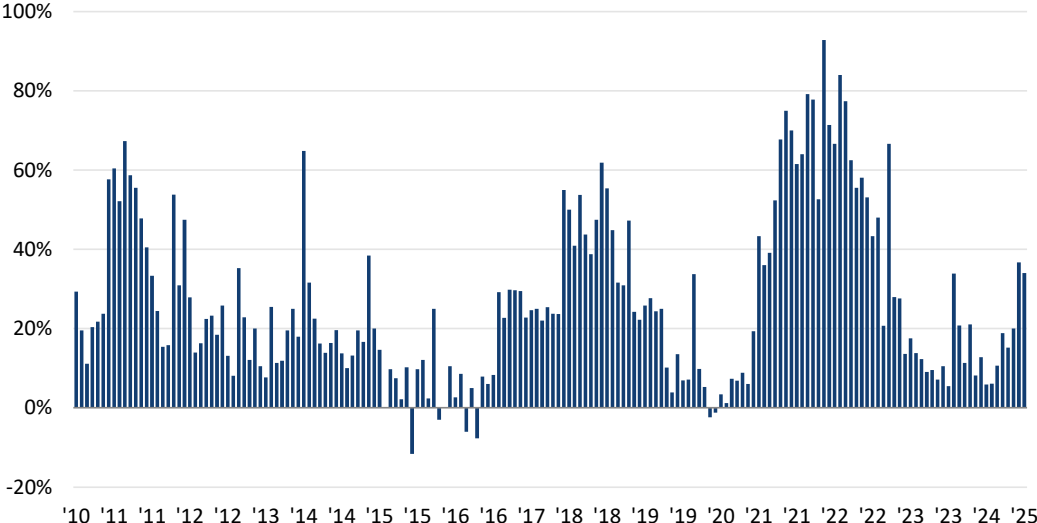
# Price Showing Further Improvement

Price continues to make gradual progress as supplier price increases which went into effect in January are beginning to flow through. Suppliers appear to have announced a wide variety of tariff related increases that vary by division and product category and range from 2%-6%. Respondents expect further improvement as the tariff related increases begin to take effect. Partially limiting further upside to price contribution is a more competitive environment with distributors highlighting more frequent customer pushback, margin pressure and more price flexibility. Respondents expect to pass the price on to customers and are adding the incremental increases in their sales forecasts.

Estimated Price Realization  
(3-MMA)

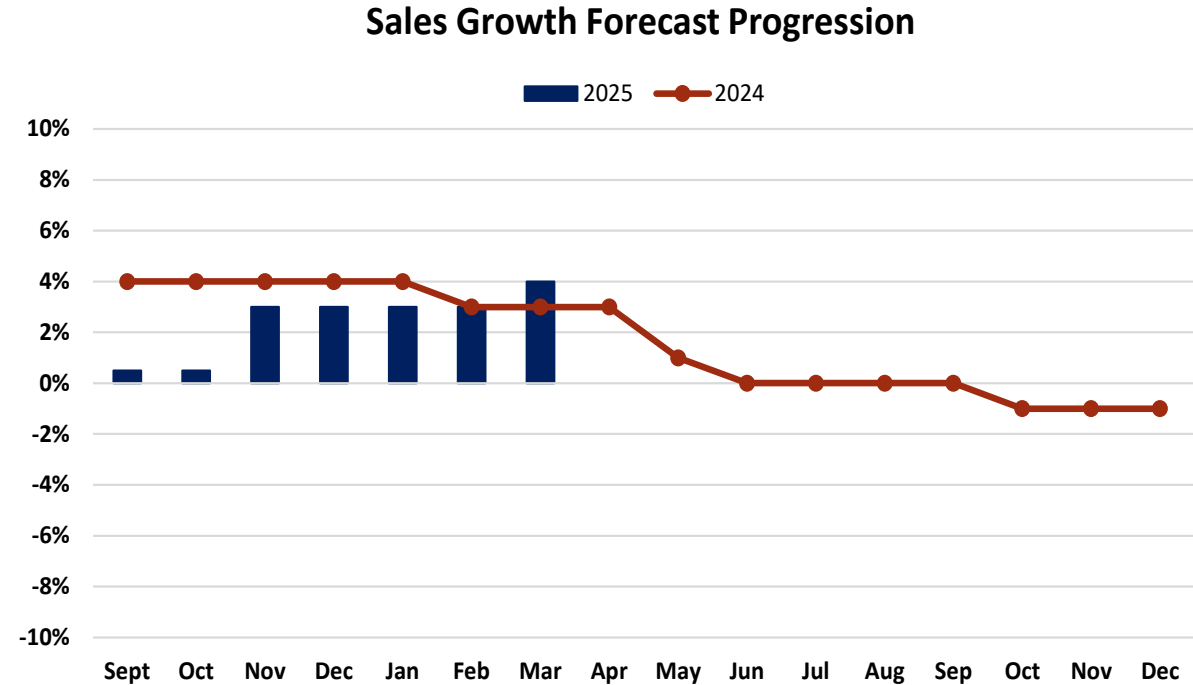


Price vs. Prior Month  
(net % high - lower)



# Raised 2025 Outlook Reflects More Price

Respondents raised their 2025 sales forecast to 4% vs. up 3% prior, reflecting higher price contribution due to tariff driven supplier price increases. Further upside to the outlook was limited by concerns that macro uncertainty may weigh on the rate of volume recovery. Stable orders, elevated quoting, supplier price increases and easy comps support this forecast.



# Economic Data

Industrial Economy Indicators



# Industrial

**U.S. Industrial Production**

y/y %



Source: Board of Governors of the Federal Reserve System / FRED

**Manufactures' New Orders**

Durable Goods, y/y %, SA



Source: U.S. Census Bureau / Bloomberg

**Rotary Rig Count**



Source: Baker Hughes / Bloomberg

**ISM Manufacturing: PMI Index**



Source: ISM / Bloomberg

**ISM Manufacturing - New Orders**



Source: ISM / Bloomberg

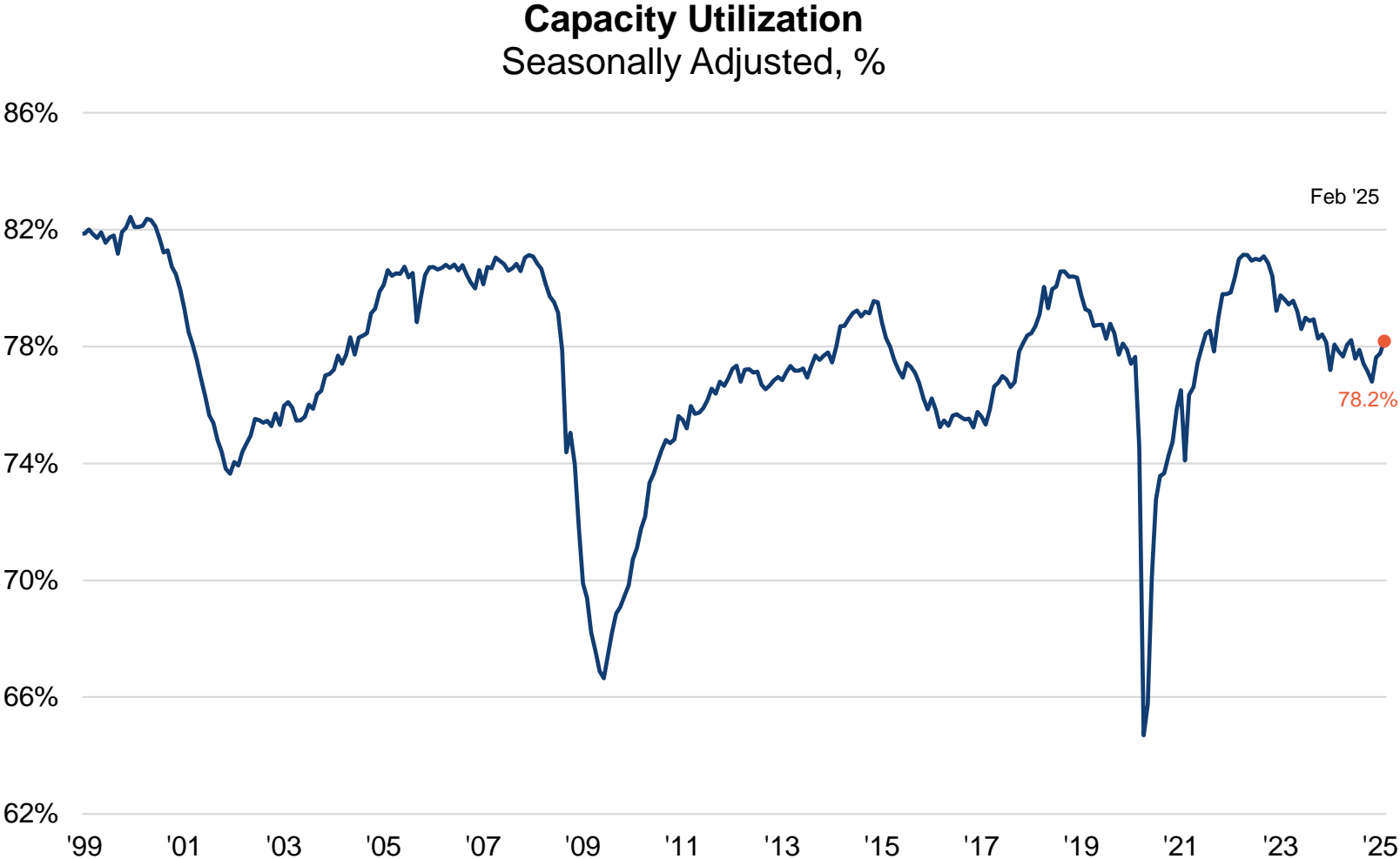
**ISM Manufacturing - Supplier Deliveries**



Source: ISM / Bloomberg



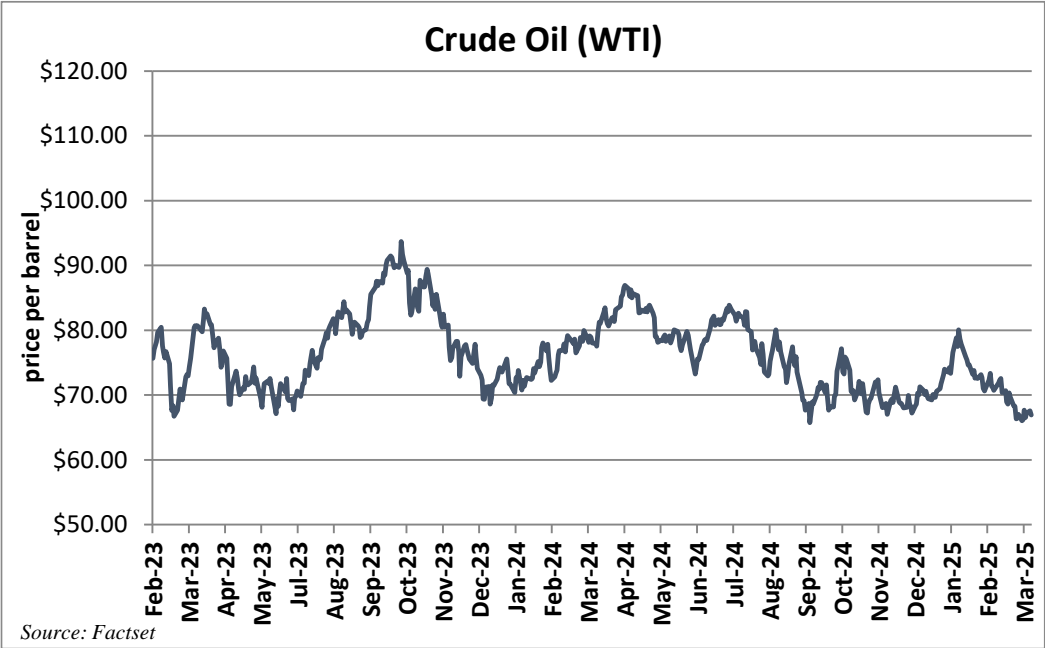
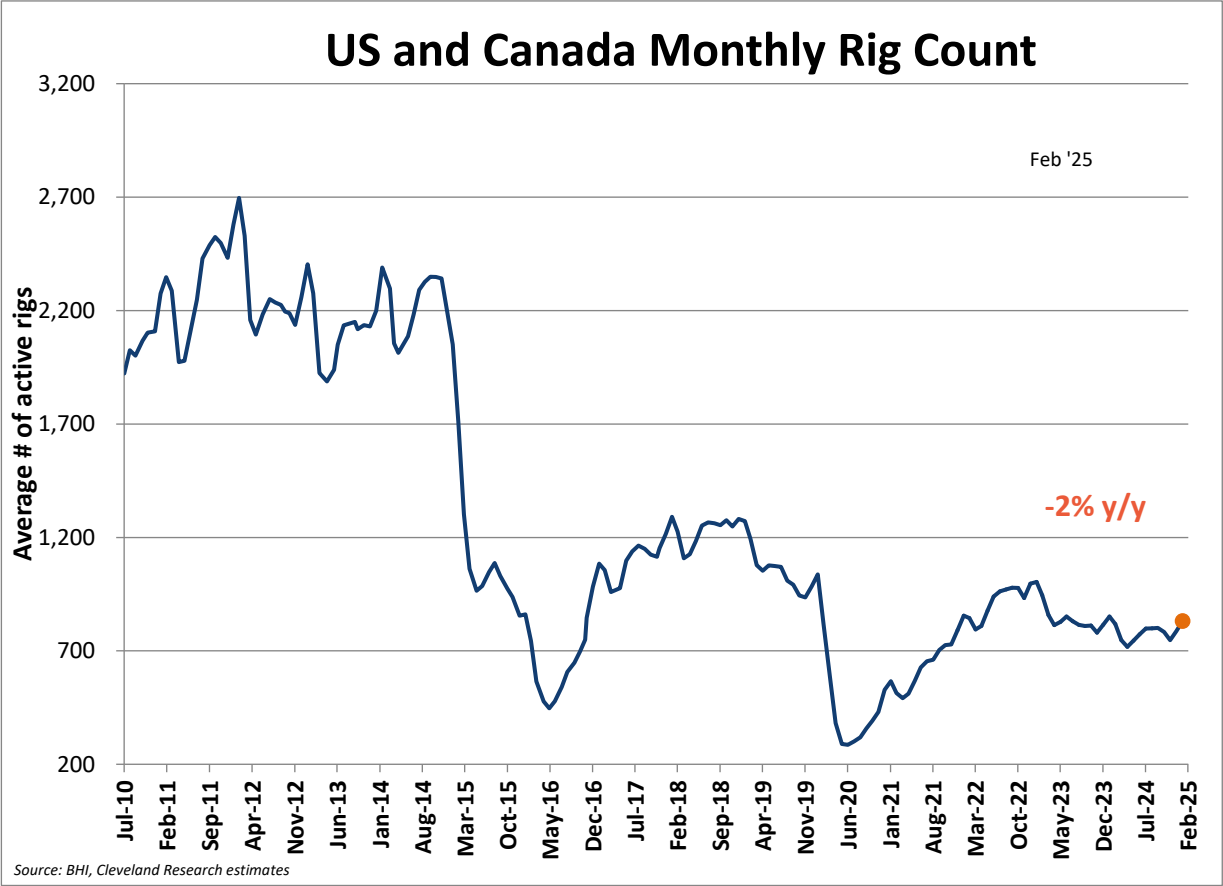
# Capacity Utilization at 78.2% in February vs. 77.8% in January



Source: FRED



# Rig Count Down 2% y/y in February and Up 6% Sequentially



Crude Oil (WTI)		
\$/Barrel	YTD Change	-7%
1 year ago	\$82.72	-19%
6 months ago	\$70.91	-6%
3 months ago	\$70.58	-5%
1 month ago	\$71.85	-7%
Current price	\$66.90	





# Economic Data

Automotive, Truck, and Ag



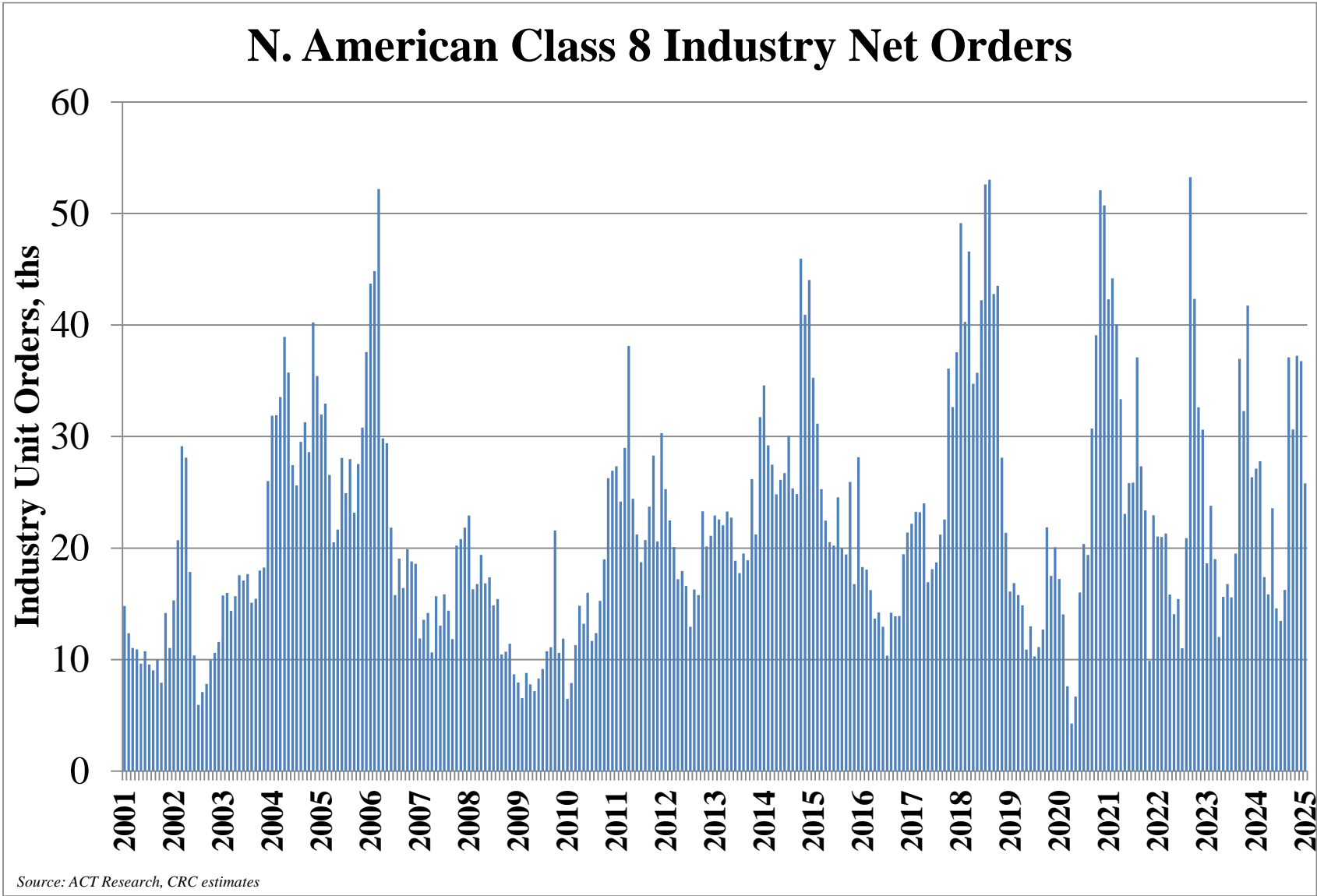
## 2025 North America Production Forecasted ~Flat

North America Vehicle Production Outlook (000s)												
Units thousands	1Q24	2Q24	3Q24	4Q24	1Q25E	2Q25E	3Q25E	4Q25E	2022	2023	2024	2025E
United States	2,669	2,689	2,471	2,420	2,523	2,608	2,551	2,418	9,783	10,282	10,248	10,100
Canada	360	342	300	327	338	343	323	328	1,222	1,535	1,328	1,333
Mexico	922	1,047	983	993	963	1,067	1,066	996	3,263	3,743	3,944	4,093
<b>Total NAFTA Build</b>	<b>3,950</b>	<b>4,077</b>	<b>3,753</b>	<b>3,740</b>	<b>3,824</b>	<b>4,019</b>	<b>3,941</b>	<b>3,741</b>	<b>14,269</b>	<b>15,561</b>	<b>15,521</b>	<b>15,526</b>
% change y/y												
United States	3%	0%	-4%	0%	-5%	-3%	3%	0%	7%	5%	0%	-1%
Canada	-3%	-15%	-24%	-11%	-6%	1%	8%	0%	6%	26%	-14%	0%
Mexico	1%	9%	3%	8%	5%	2%	9%	0%	9%	15%	5%	4%
<b>Total NAFTA Build</b>	<b>2%</b>	<b>0%</b>	<b>-4%</b>	<b>1%</b>	<b>-3%</b>	<b>-1%</b>	<b>5%</b>	<b>0%</b>	<b>11%</b>	<b>9%</b>	<b>0%</b>	<b>0%</b>

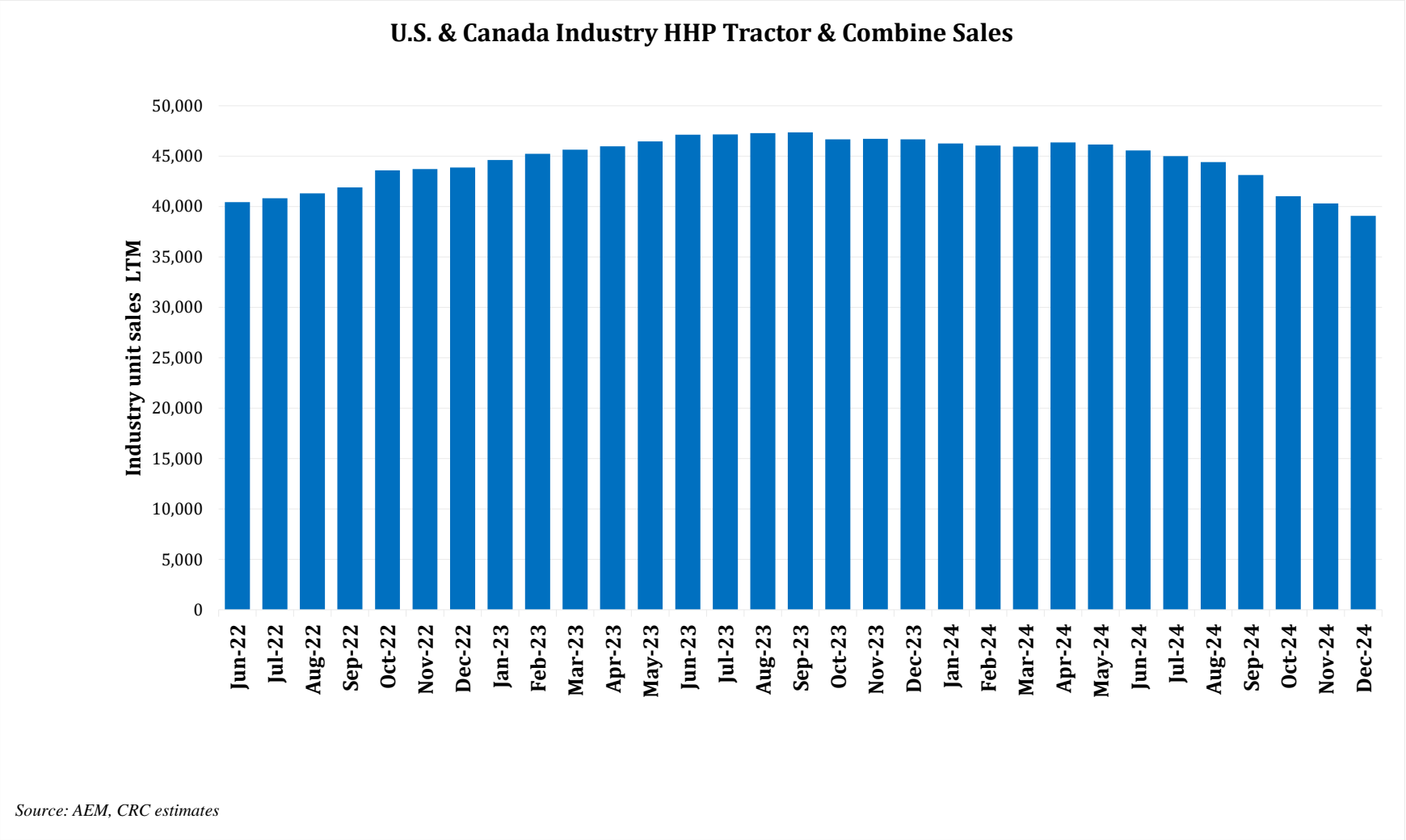
Source: Wards, Cleveland Research, December 2024



January Class 8 Orders Down 5% y/y, Down 30% vs. Dec.



# U.S. & Canada Ag Industry



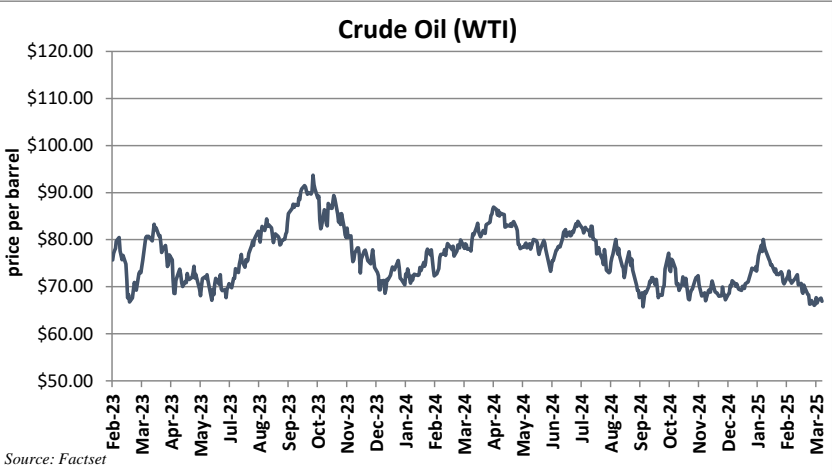
# Economic Data

Macroeconomic Indicators

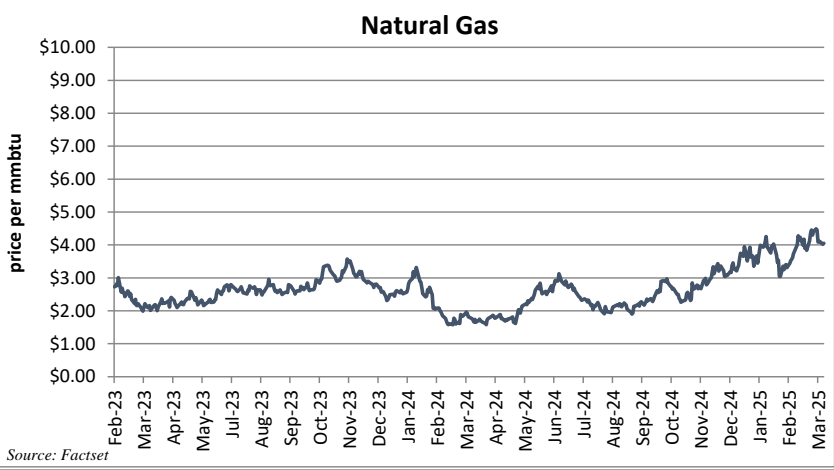


# Raw Materials

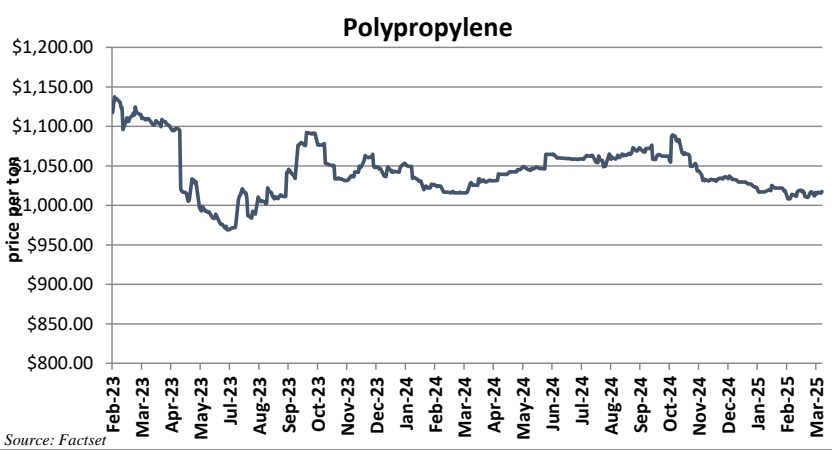
Crude Oil (WTI)		
\$/Barrel	YTD Change	-7%
1 year ago	\$82.72	-19%
6 months ago	\$70.91	-6%
3 months ago	\$70.58	-5%
1 month ago	\$71.85	-7%
Current price	\$66.90	



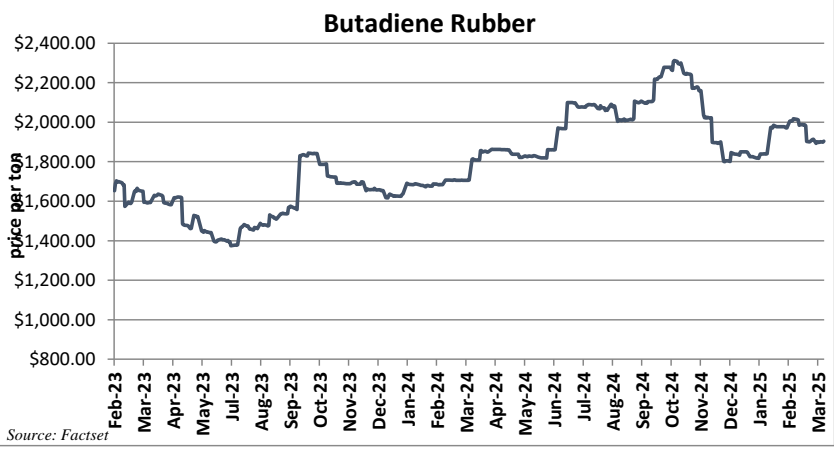
Natural Gas		
\$/Mmbtu	YTD Change	12%
1 year ago	\$1.70	138%
6 months ago	\$2.28	77%
3 months ago	\$3.37	20%
1 month ago	\$4.01	1%
Current price	\$4.05	



Polypropylene		
\$/Ton	YTD Change	0%
1 year ago	\$1,026.41	-1%
6 months ago	\$1,069.21	-5%
3 months ago	\$1,037.32	-2%
1 month ago	\$1,010.18	1%
Current price	\$1,017.68	

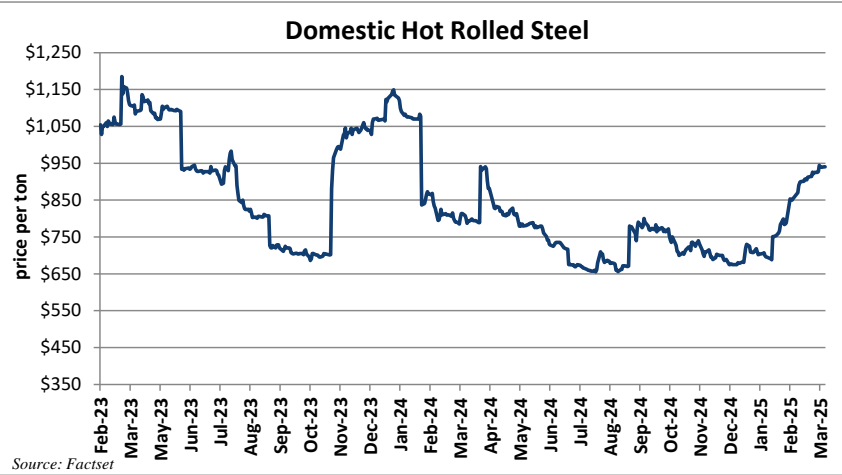


Butadiene Rubber		
\$/Ton	YTD Change	-4%
1 year ago	\$1,810.09	5%
6 months ago	\$2,099.33	-9%
3 months ago	\$1,846.23	3%
1 month ago	\$2,009.68	-5%
Current price	\$1,903.83	

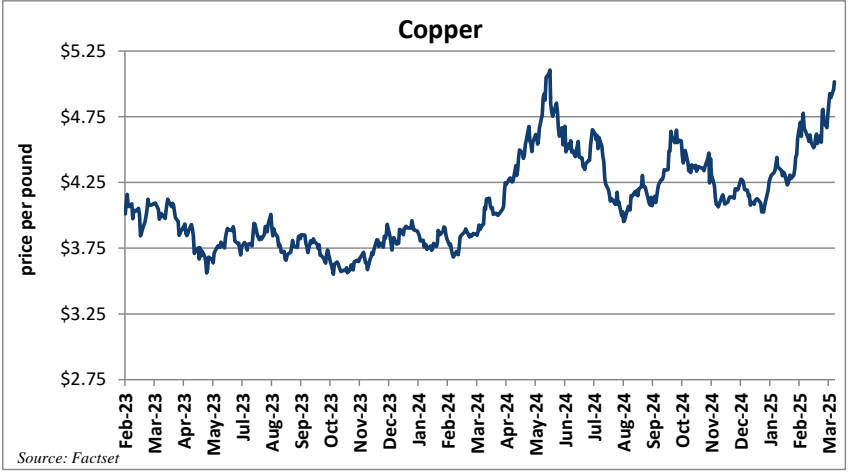


# Raw Materials

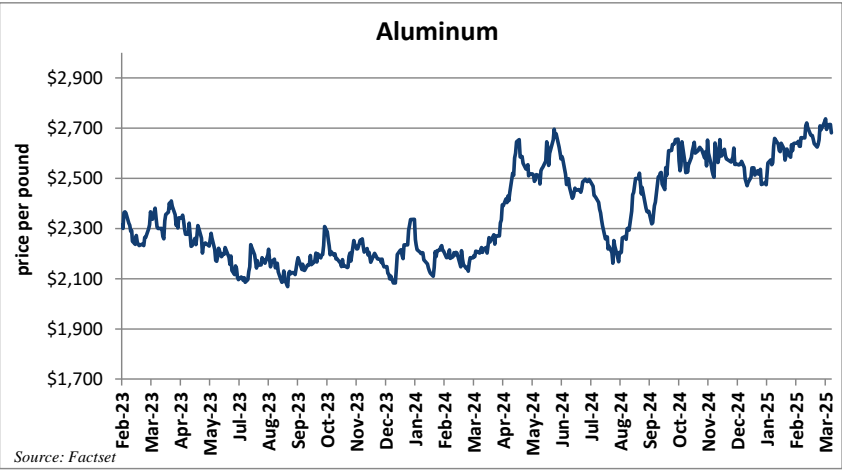
Domestic HR Steel		
\$/ton	YTD Change	33%
1 year ago	\$799.00	17%
6 months ago	\$768.00	22%
3 months ago	\$680.00	38%
1 month ago	\$870.00	8%
Current price	\$937.00	



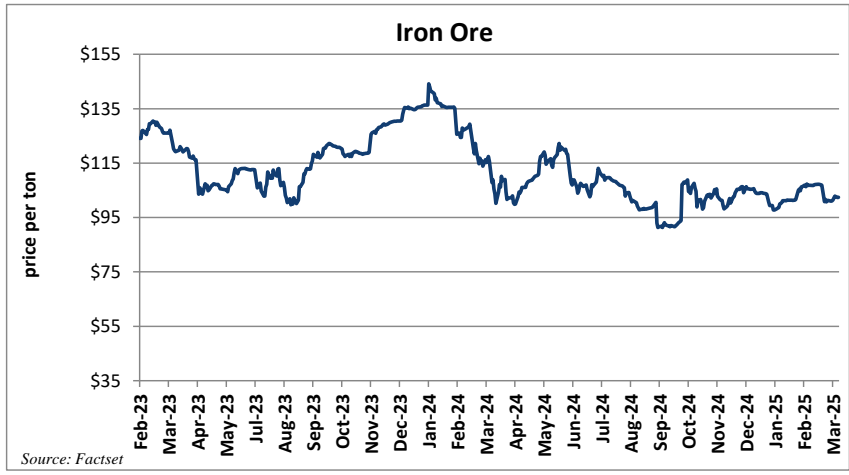
Copper		
\$/ton	YTD Change	23%
1 year ago	\$4.13	23%
6 months ago	\$4.30	18%
3 months ago	\$4.16	22%
1 month ago	\$4.59	11%
Current price	\$5.09	



Aluminum		
\$/ton	YTD Change	7%
1 year ago	\$2,224.50	21%
6 months ago	\$2,520.00	6%
3 months ago	\$2,483.50	8%
1 month ago	\$2,661.00	1%
Current price	\$2,681.00	

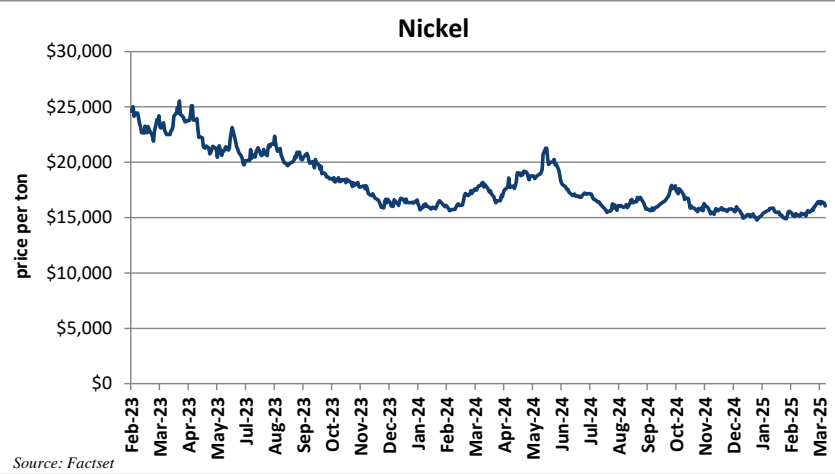


Iron Ore		
\$/ton	YTD Change	-1%
1 year ago	\$104.35	-2%
6 months ago	\$91.57	12%
3 months ago	\$104.73	-2%
1 month ago	\$106.74	-4%
Current price	\$102.42	

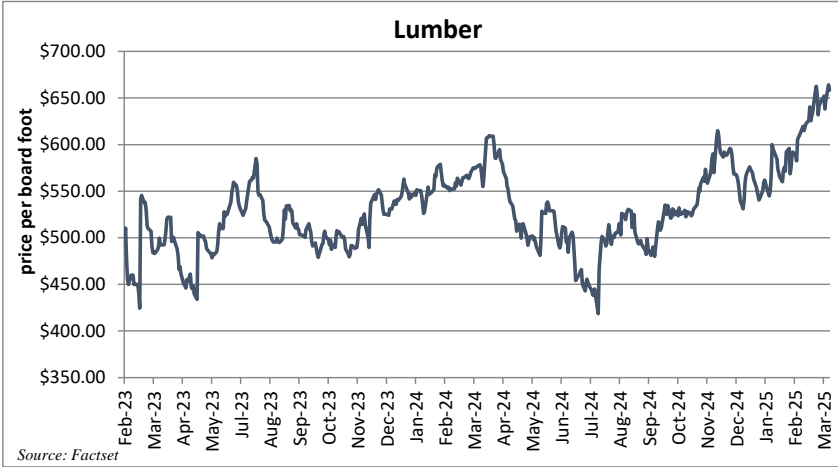


# Raw Materials

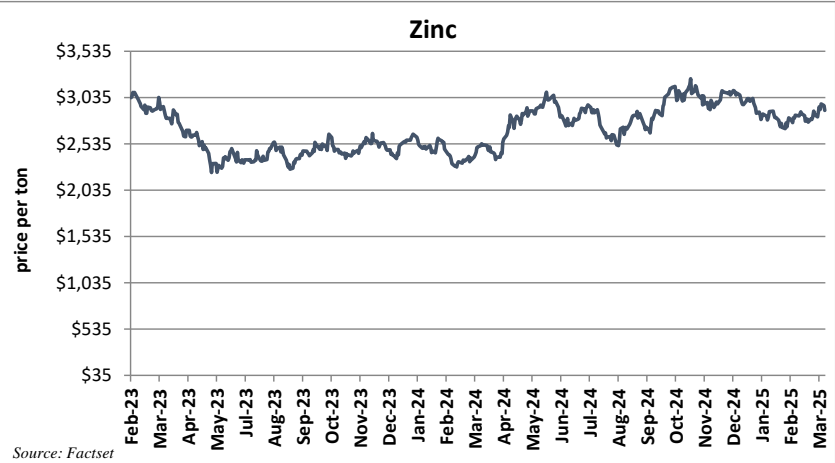
Nickel		
\$/ton	YTD Change	6%
1 year ago	\$17,680.00	-9%
6 months ago	\$15,975.00	1%
3 months ago	\$15,320.00	5%
1 month ago	\$15,135.00	6%
Current price	\$16,060.00	



Lumber		
\$/bf	YTD Change	20%
1 year ago	\$607.00	8%
6 months ago	\$515.00	28%
3 months ago	\$558.50	18%
1 month ago	\$619.50	6%
Current price	\$658.50	



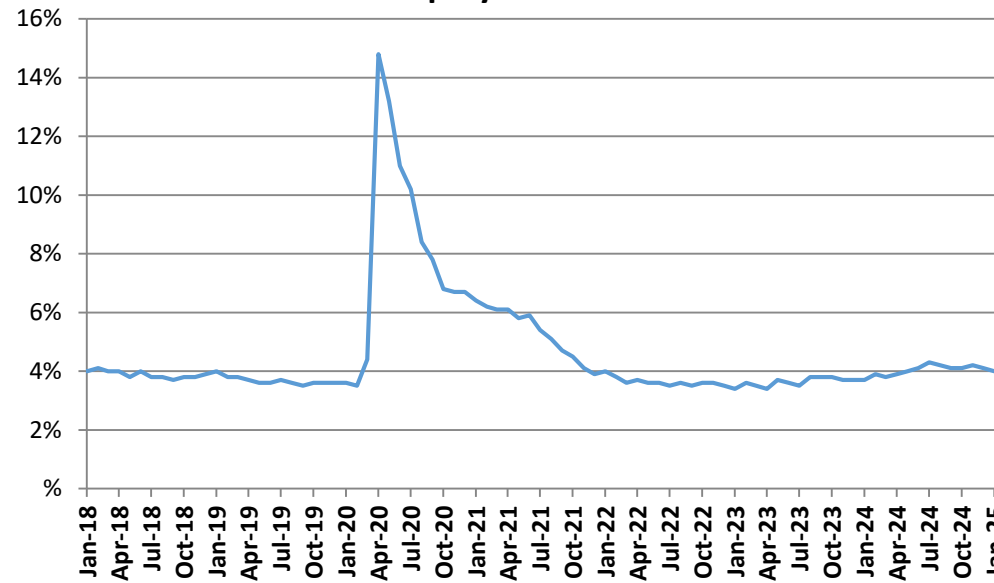
Zinc		
\$/ton	YTD Change	-3%
1 year ago	\$2,515.50	15%
6 months ago	\$2,889.00	0%
3 months ago	\$2,988.00	-3%
1 month ago	\$2,836.00	2%
Current price	\$2,897.00	





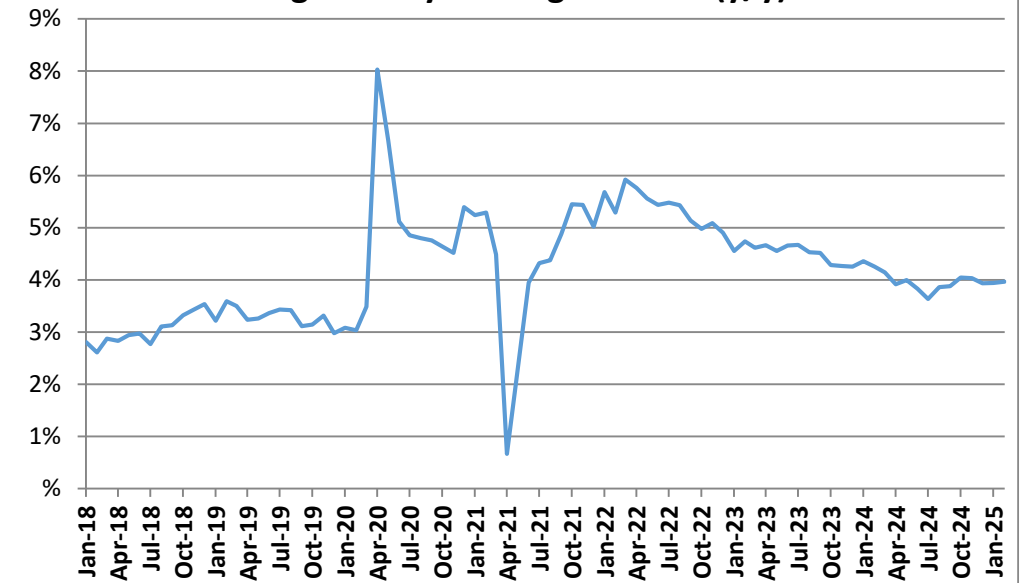
# Labor Market

## Unemployment Rate



Source: Fred

## Average Hourly Earnings Growth (y/y)

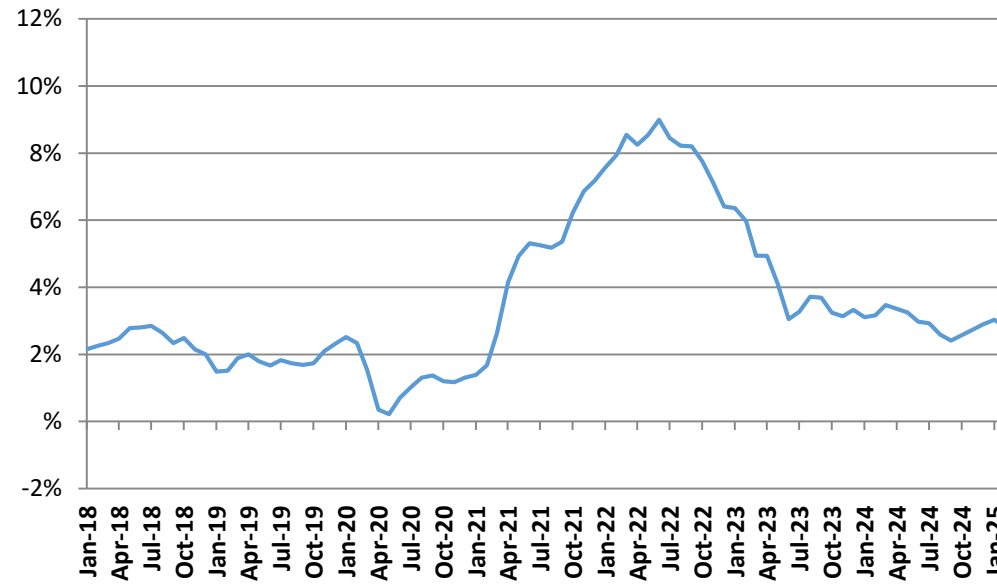


Source: Fred



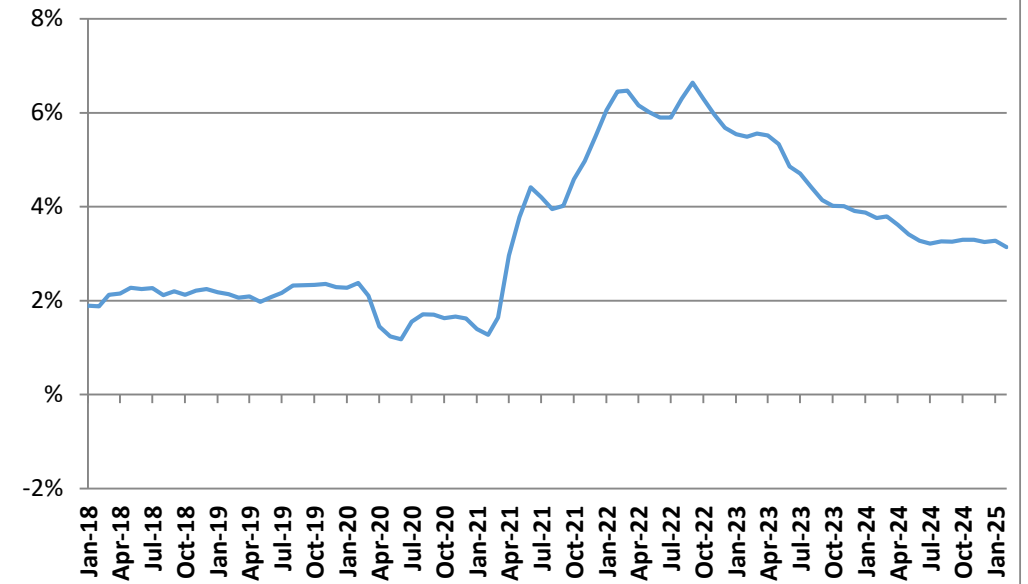
# Inflation

## Headline Consumer Inflation



Source: Fred

## Core Consumer Inflation



Source: Fred



# Appendix

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