



Thomas Index™ Report



Thomas Index Report

**2021 Q1 SOURCING
ACTIVITY SNAPSHOT**

April 2021 Report

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THOMAS[™]
For Industry.

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 2021.

These are the **TOP 20 PRODUCTS** buyers were sourcing at Thomasnet.com® in Q1 2021:

1. Food Products
2. Printed Circuit Boards (PCB)
3. Nitrile Gloves
4. Face Masks
5. Steel
6. Lumber
7. Labels
8. Hand Sanitizers
9. Tools
10. Hardware
11. Private Label Candles
12. Furniture
13. Sensors
14. Cosmetics
15. Dietary, Food, Health, Herbal & Nutritional Supplements
16. Automation Equipment
17. Coatings
18. Plastic Bottles
19. Fasteners
20. Glass Bottles

Here are the **TOP 20 SERVICES** buyers were sourcing at Thomasnet.com® in Q1 2021.

1. CNC Machining
2. Plastic Injection Molding Services
3. Metal Fabrication
4. Packaging
5. Machining
6. Manufacturing Services
7. CNC Turning
8. Contract Manufacturing
9. Metal Stamping
10. HVAC Contractors
11. Laser Cutting Services
12. Commercial Printing Services
13. Tube Fabrication & Bending Services
14. Sewing Contractors
15. Private Label Manufacturing
16. Janitorial Services
17. Electronic Manufacturing Services (EMS)
18. Industrial Designers
19. Electrical Contractors
20. Third Party Logistics (3PL) Services

These categories saw the **biggest increase** in sourcing activity in Q1 2021, year-over-year, at Thomasnet.com®.

1. Nitrile Gloves: ▲3,656%
2. Disinfectants: ▲1,987%
3. Sneeze Guards: ▲1,623%
4. CNC Turning: ▲1,140%
5. Dry Ice: ▲1,065%
6. Ultra Low Temperature Freezers: ▲1,040%
7. Face Masks: ▲962%
8. Dumbbells & Barbells: ▲797%
9. Hand Sanitizers: ▲763%
10. Isopropyl Alcohol: ▲636%
11. Industrial Designers: ▲609%
12. Shoe Covers: ▲597%
13. Puzzles: ▲574%
14. Safety Products: ▲538%
15. Latex Gloves: ▲538%
16. Cleaning Products: ▲533%
17. Wipes: ▲492%
18. Short Run CNC Machining: ▲486%
19. Ultraviolet (UV) Lamps: ▲485%
20. Private Label Candles: ▲467%

If you are a manufacturer or industrial service provider and want to see how your digital presence stacks up against industry benchmarks as you compete for new business in the sectors mentioned here, sign up for a FREE [Digital Health Check](#).

Revisiting Our Q1 Predictions

Thomas Index™ Sourcing Forecast Q1 2021

- **COVID-19 Vaccine-related Supplies and Equipment: ▲30% - ▲35%**

Over the past three months, multiple vaccine manufacturers have raced to produce as many COVID-19 vaccines as possible before distributing those doses to waiting arms on a global scale. As we anticipated, this activity propelled sourcing for vaccine-related supplies and equipment skyhigh over the past quarter. With our original, cautious predictions of ▲ 30-35% growth in mind, sourcing in these categories did increase substantially. As examples, syringe sourcing increased by ▲ 485% over last quarter and ultra low temperature freezers grew by ▲ 29%.



Revisiting Our Q1 Predictions

Thomas Index™ Sourcing Forecast Q1 2021

- **Printing Services (Screen Printing, Digital Printing Services, and Commercial Printing Services): ▲12% - ▲15%**

Last quarter we predicted a ▲ 12-15% increase in various industrial printing services, including screen printing and digital printing services. As businesses began reopening following months of COVID-19-related shutdowns or limited operation guidelines, demand grew for printed materials, signage, and other industrial printing services. Specifically, searches for screen printing increased by ▲ 14% and sourcing for printing services grew by ▲ 337% over Q4 2020 figures.



Revisiting Our Q1 Predictions

Thomas Index™ Sourcing Forecast Q1 2021

- **Security and Surveillance Equipment (Security Cameras, Surveillance Systems, and Surveillance Cameras): ▲15% - ▲18%**

Before businesses reopened following COVID-19-related shutdowns, some sat empty for months at a time. To protect their storefronts, offices, and other spaces, business owners increasingly invested in and installed surveillance systems. We said that sourcing for security equipment would increase between ▲ 15-18% over Q1 2021. While some related categories did see growth – namely security doors, which increased by ▲ 17% QoQ – others decreased. That said, year over year sourcing for this area still grew substantially year over year. While sourcing for security systems dropped by 33% QoQ, the category saw a ▲ 561% jump in searches YoY.



Revisiting Our Q1 Predictions

Thomas Index™ Sourcing Forecast Q1 2021

- **Biodegradable Packaging and Biodegradable Bags: ▲7% - ▲10%**

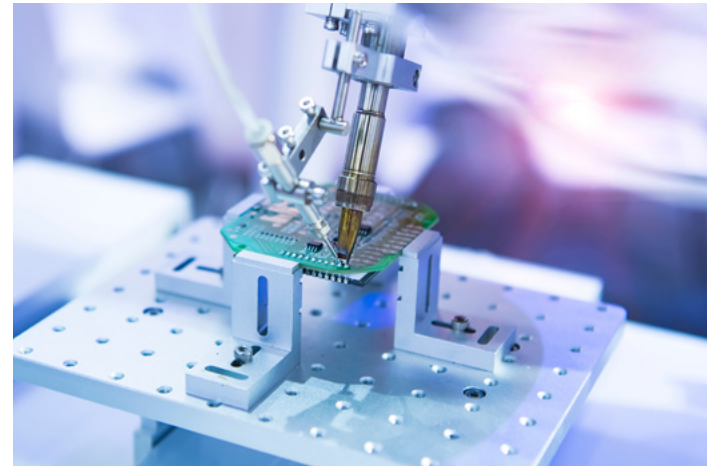
On Thomasnet.com®, our data showed that sourcing activity in 2019 and 2020 reflected substantially increased interest in sustainability. As we expected, this trend did continue into Q1 2021 and actually exceeded the cautious prediction of ▲ 7-10% growth in related categories. More specifically, biodegradable foam sourcing increased by ▲ 75% over Q4 2020 figures, biodegradable packaging searches grew by ▲ 27% over last quarter averages, and activity around compostable bags also rose by ▲ 50% compared to Q4 2020.



Thomas Index™ Sourcing Forecast Q2 2021

- **Printed Circuit Boards (PCBs):** ▲14% - ▲17%

With global chip shortages growing quickly as we head into Q2, we predict sourcing for this category will grow between ▲ 14-17% over the next 12 weeks. Although the problems first arose in the automotive sector, they're quickly spreading to hinder supply chains for numerous products across the electronics industry. Some media outlets are even reporting that related PCB components are running more than 50 weeks behind production and distribution schedules, so we anticipate demand will continue to exceed supply for the near future.



Thomas Index™ Sourcing Forecast Q2 2021

- **Aerospace, Aeronautical and Aircraft Engineering Services:**
▲12% - ▲15%

In anticipation of an imminent boom in air travel following widespread COVID-19 vaccinations and a hopeful return to normalcy for travelers worldwide, we expect to see a marked increase in aerospace, aeronautical, and aircraft engineering services. Major airlines like United Airways have recently dedicated significant spending to expanding and upgrading their fleets, including purchases of the Boeing 737 Max jet, in preparation for growing ticket sales and increasing flight frequency. We predict this category will see growth between ▲ 12-15%.



Thomas Index™ Sourcing Forecast Q2 2021

- **Manufacturing Services: ▲10% - ▲13%**

With a likely return to normalcy finally on the horizon following the past 12 months of handling COVID-19-related challenges, we expect sourcing activity for general manufacturing services to grow by ▲ 10-13%. As businesses resume operations and shift their focus to the future, we predict an increase in manufacturing activity across all sectors. This growth will continue to increase steadily as the sector continues to not just bounce back but instead rallies to gain substantial momentum in Q2 2021 and beyond.



Thomas Index™ Sourcing Forecast Q2 2021

- **Foodservice Equipment: ▲8% - ▲11%**

As restaurants nationwide continue to reopen with higher capacity allowances on indoor and outdoor dining areas, we anticipate an increase in foodservice equipment sourcing to support increased food production. Because so many restaurants were forced to close their doors permanently due to COVID-19, this will shift the balance of the restaurant industry by putting additional pressure on restaurants that did survive the pandemic while also increasing the popularity of “ghost kitchens,” or kitchens that exclusively accommodate take-out food production without offering in-person dining options. We expect to see an increase of ▲ 8-11% in this category over the next quarter.



Thomas Index™ Report

1.2 Million+
Active Registered Users
on Thomasnet.com®

1.4M+
Average Number of
Visits Per Month

65%
Of Our Active Registered Users
Represent SMBs

20,000+
New Registered Users
Added Every Month

93%
Fortune 1000 Source Suppliers
on Thomasnet.com®

Thomasnet.com®

Our active registered users identify themselves from within the following industries:

- Aerospace & Defense
- Agriculture & Forestry
- Automotive
- Business Services
- Chemicals
- Construction
- Distribution, Wholesale, Retail
- Education
- Electrical Equipment
- Electronics
- Engineering & Technical Services
- Food, Beverage, Tobacco
- Government & Military
- Machinery
- Manufacturing
- Medical & Healthcare
- Metals - Raw, Formed, Fabricated
- Mining, Oil & Gas, Quarrying
- Paper, Paper Products & Printing
- Plastics & Rubber
- Textiles, Apparel, Leather
- Transportation & Logistics
- Utilities & Telecommunications

2.4 Trillion
SERVING THE \$2.4 TRILLION INDUSTRIAL MARKET



These 30 top users alone average 322 supplier evaluations per day on Thomasnet.com®.

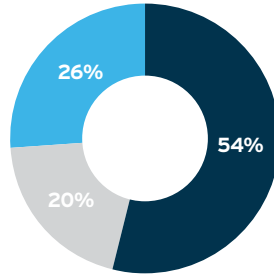
1.2 Million+

Active Registered Users on Thomasnet.com®



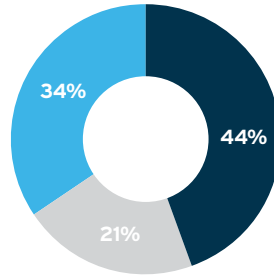
BY COMPANY SIZE (REVENUE)

■ <\$50M Small Business	54%
■ \$50M-\$1B Midsize Business	20%
■ >\$1B Large Business	26%



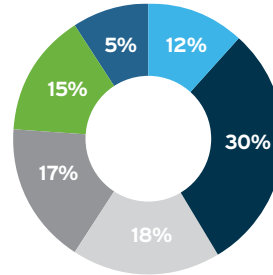
BY COMPANY SIZE (EMPLOYEES)

■ Under 100 Small Business	44%
■ 100-999 Midsize Business	21%
■ 1000+ Large Business	34%



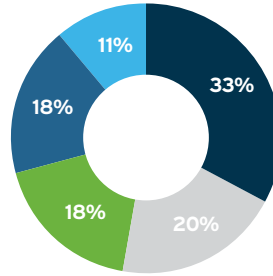
BY AGE RANGE

■ 18-24	12%
■ 25-34	30%
■ 35-44	18%
■ 45-54	17%
■ 55-64	15%
■ 65+	5%



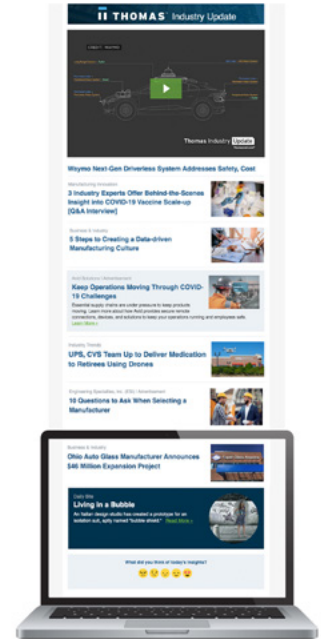
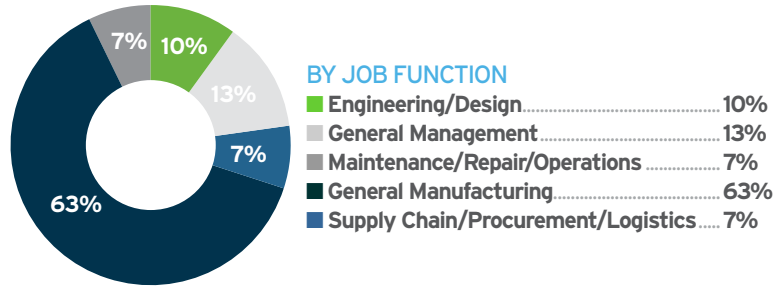
BY JOB FUNCTION

■ Manufacturing (Business)	33%
■ General Management	20%
■ Supply Chain/Procurement/Logistics	18%
■ Engineering/Design	18%
■ MRO	11%



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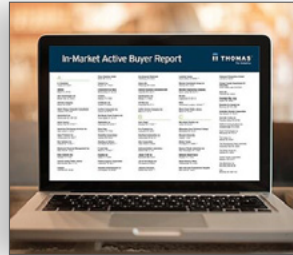
Every second a buyer, engineer or other purchase decision-maker visits [Thomasnet.com](https://www.thomasnet.com)® to source products and services and find a supplier

Thomas Index™ Report



Additional Resources

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In-Market Active Buyer Report



Digital Health Check



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The Thomas Manufacturing Index (TMX) was created to reflect the fundamentals of industrial activity in the US and Canada. It illustrates the impact of supply chain sourcing activity, project planning, and commercial spending confidence on the economy. Visit the TMX page today to see Thomas Industrial Data in use and get the latest overview of activity in the industrial sector. [Learn more >](#)



Thomas Manufacturing Index (TMX)