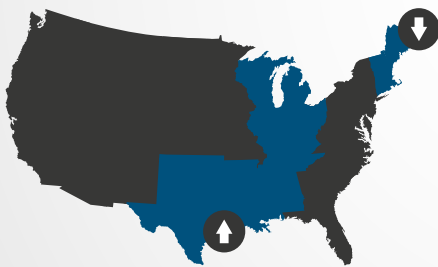


Office Supplies Industry Grew 10%

May 2020 was a strong month for U.S. office supplies. Dollars were up 10% compared to May 2019 at the retail industry level. While we anticipate critical themes will impact June, such as back-to-basics, wellness, and activism, **here's a quick look at May performance.**

RETAIL DIVISION CONTRIBUTIONS

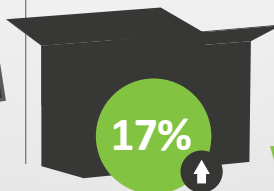
Declines stemmed from the New England division, one of the hardest-hit areas during the COVID-19 crisis.



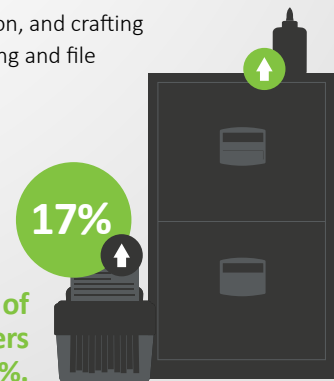
Positive trends driven by East South Central, West South Central, and East North Central.

COMMERCIAL CHANNEL

Sales saw some recovery, from -41% YOY in May compared to being down -56% YOY in April.

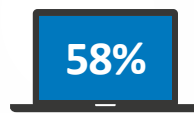


Sales of shredders were up +51%.



RETAIL CHANNELS DRIVING GROWTH

May 2020 vs. May 2019



E-commerce



Food stores



Drug stores

ASPs are increasing across store channels, but declining online. Unit trends show there is an overall trade down in pack sizes at stores (excluding food and drug).

RETAIL CATEGORY GROUPS DRIVING GROWTH

DIY home improvement, organization, and crafting growth driven by specialty tape, filing and file storage, and office essentials.

Mailing and shipping units were up +19%.

Like many of the industries we track, the U.S. office supplies industry has had to be agile and adapt to change in the challenging 2020 retail landscape. We're here to support your business decisions with unparalleled data, deep industry expertise, and prescriptive analytics. Let us know how we can help you.

Source: The NPD Group/Retail Tracking Service, 4WE May 30, 2020 (excluding janitorial & breakroom)

Get more insights like this. Contact your NPD account representative, call 866-444-1411, or email contactnpd@npd.com.

