Top Office Supplies Across North America in 2022

In the first half of 2022, the office supplies industry in Canada and Mexico grew revenue double digits. The U.S. market remained flat over that time. As we enter the all-important back-to-school season, do you know what’s driving sales and how trends differ by country? Take a closer look at topline comparisons ...

Office Supplies Retail Sales Performance — First Half 2022

<table>
<thead>
<tr>
<th>Category</th>
<th>Revenue Growth</th>
<th>Average Selling Prices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Glues &amp; Adhesives</td>
<td>+9%</td>
<td>FLAT</td>
</tr>
<tr>
<td>Loose Filler Paper — Notebooks</td>
<td>+11%</td>
<td></td>
</tr>
<tr>
<td>Pens</td>
<td>+14%</td>
<td></td>
</tr>
<tr>
<td>Markers</td>
<td>+18%</td>
<td></td>
</tr>
<tr>
<td>Variety Packs</td>
<td>+58%</td>
<td></td>
</tr>
</tbody>
</table>

Outlook — Second Half 2022

- **Canada and Mexico** will build on first-half momentum
- **The U.S.** will recoup its first-half losses

Categories Leading Growth

- **Canada**
  - Glues & Adhesives
  - Loose Filler Paper — Notebooks
  - Pens
- **Mexico**
  - Loose Filler Paper — Notebooks
  - Markers
  - Pens

Categories Leading Declines

- **U.S.**
  - Pens
  - Markers
  - Variety Packs

Understand what’s fueling growth in office supplies to find new ways to expand your category. Our data and industry expertise provide a holistic view of the North American market so you can anticipate future trends by region and keep your business competitive.

*Source: The NPD Group/Retail Tracking Service, YTD June 2022 vs. YA*

Want more insights? Contact your NPD account representative or contactnpd@npd.com.