



State of the Fluid Power Industry - Distributors

Expectations for the fluid power distribution channel based on opinions of industry peers

September 2014

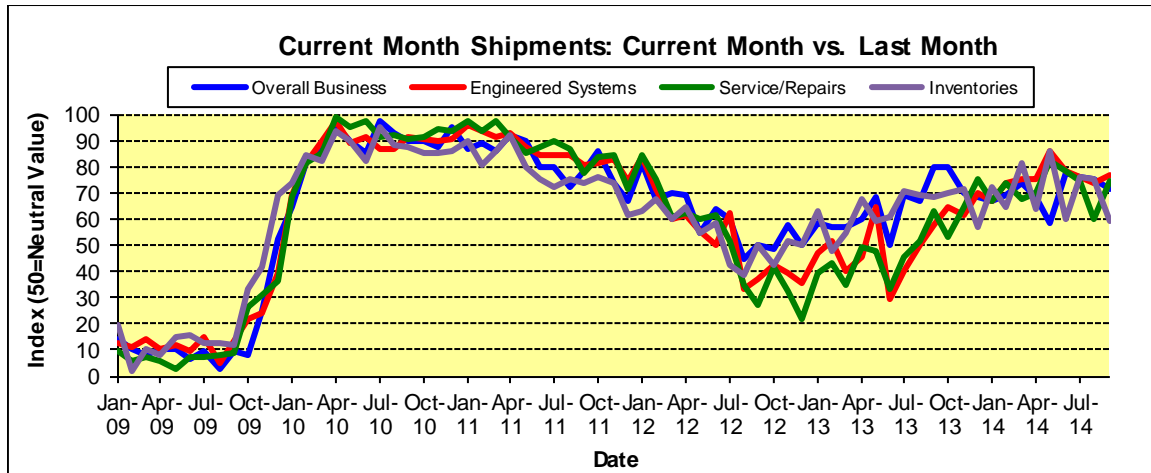
SAMPLE ONLY



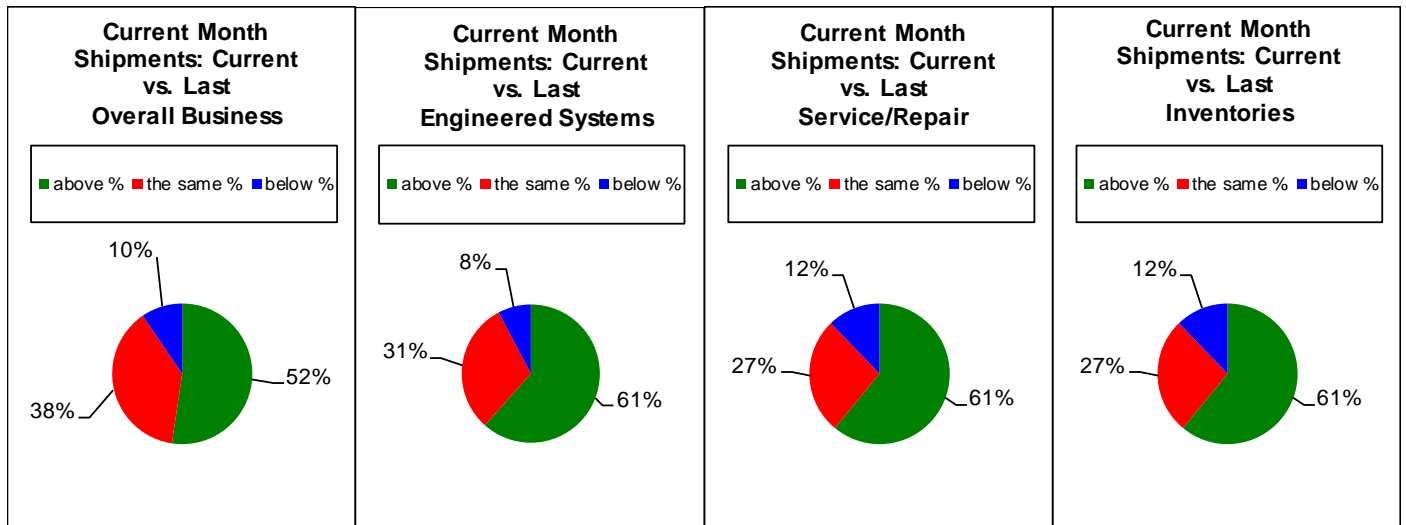
Current Month Shipments: Current Month vs. Last Month

	above %	the same %	below %	index
Overall Business	52.4	38.1	9.5	71
Engineered Systems	61.5	30.8	7.7	77
Service/Repairs	61.0	26.8	12.2	74
Inventories	61.5	30.8	7.7	77

Total Participants = 55



This graph shows industry opinion trends using the SOFP index data.

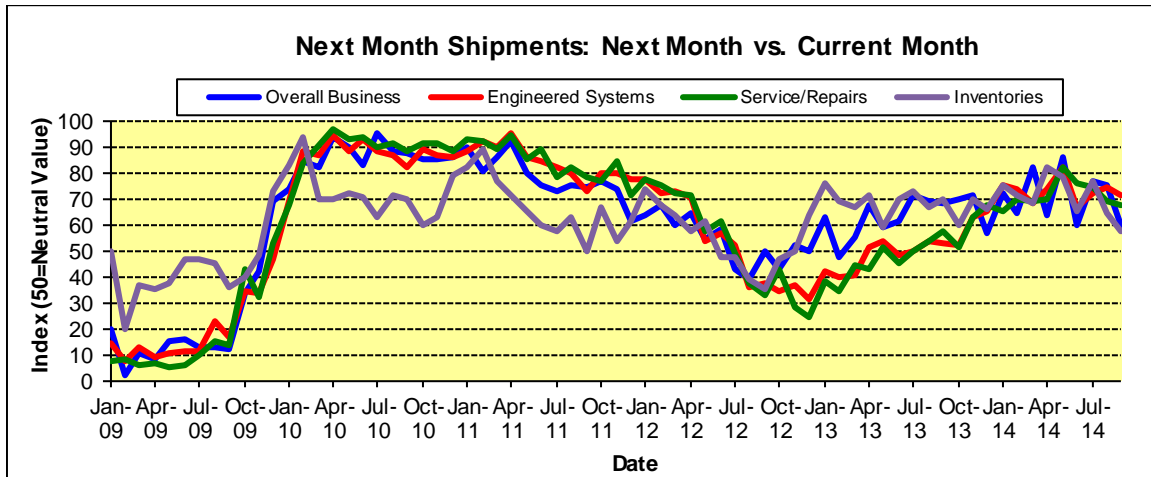


The pie charts above show industry opinions by percentage of responses.

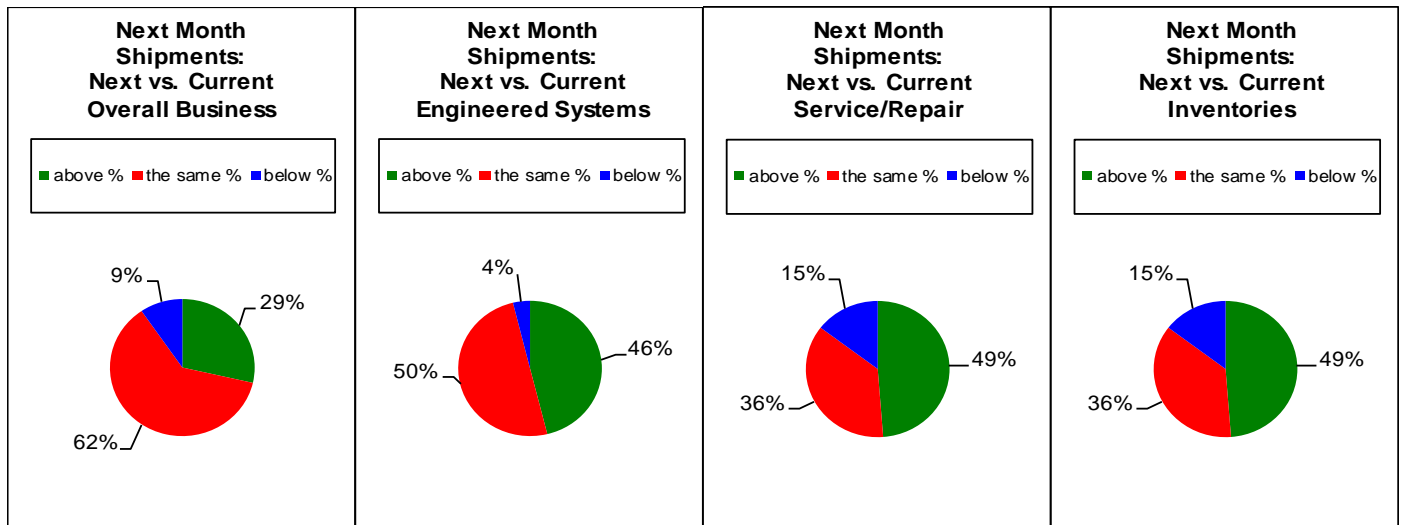
Next Month Shipments: Next Month vs. Current Month

	above %	the same %	below %	index
Overall Business	52.4	38.1	9.5	71
Engineered Systems	61.5	30.8	7.7	77
Service/Repairs	61.0	26.8	12.2	74
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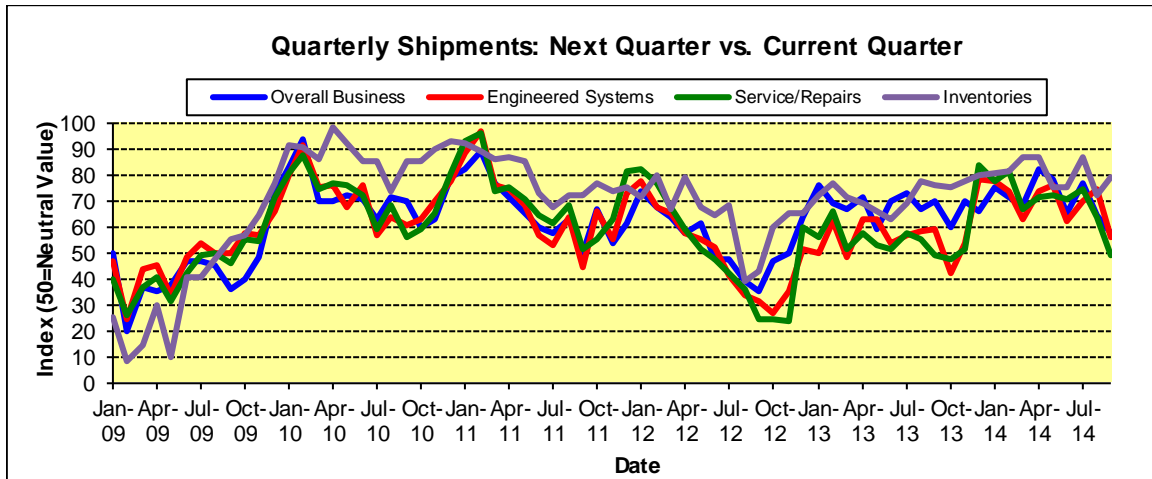


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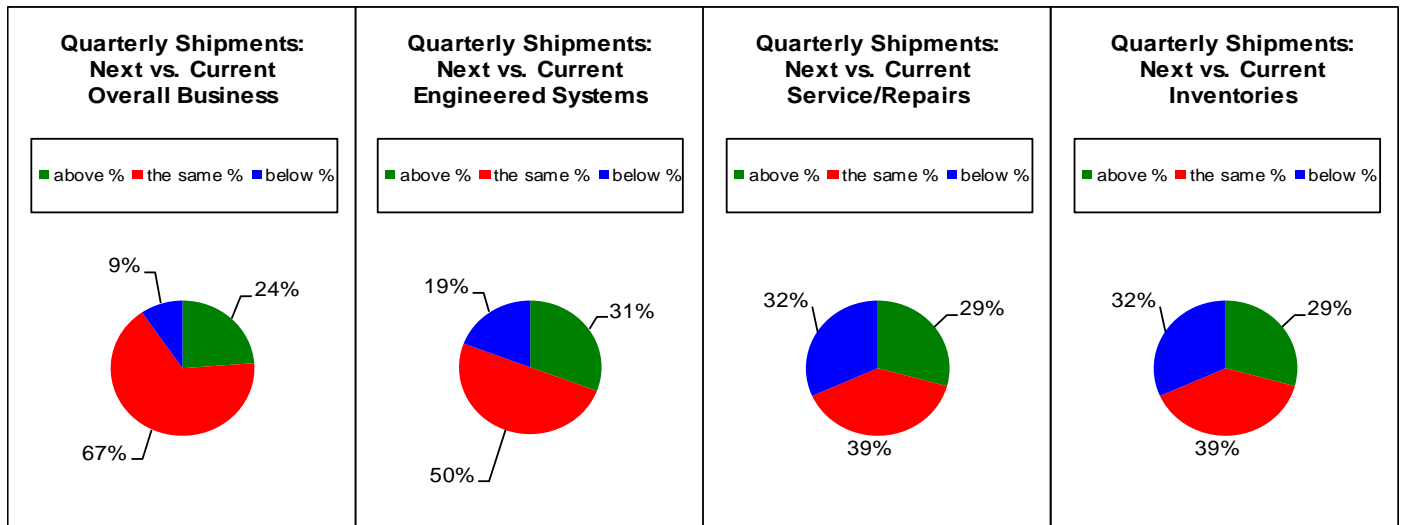
Quarterly Shipments: Next Quarter vs. Current Quarter

	above %	the same %	below %	index
Overall Business	52.4	38.1	9.5	71
Engineered Systems	61.5	30.8	7.7	77
Service/Repairs	61.0	26.8	12.2	74
Inventories	61.5	30.8	7.7	77

Total Participants = 55



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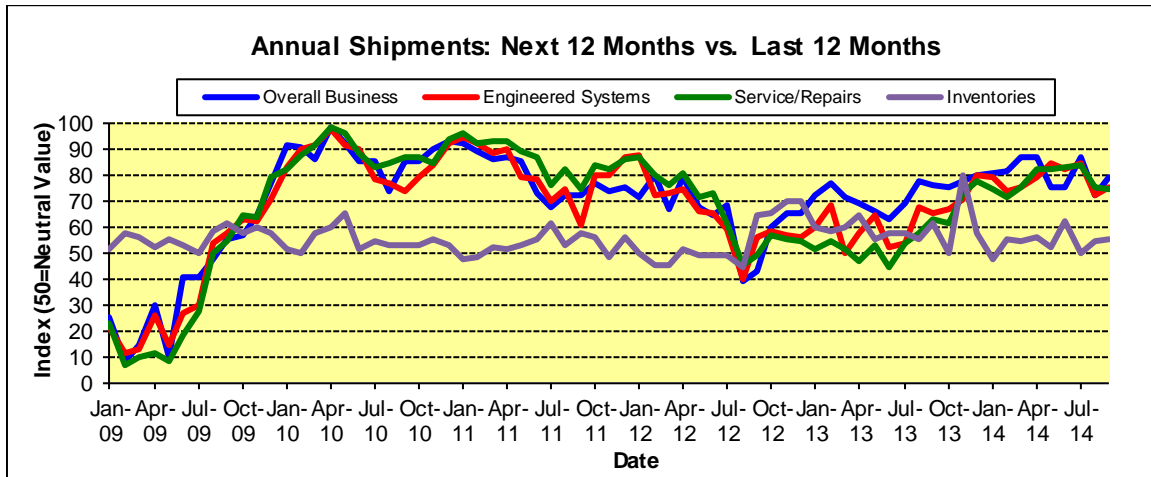


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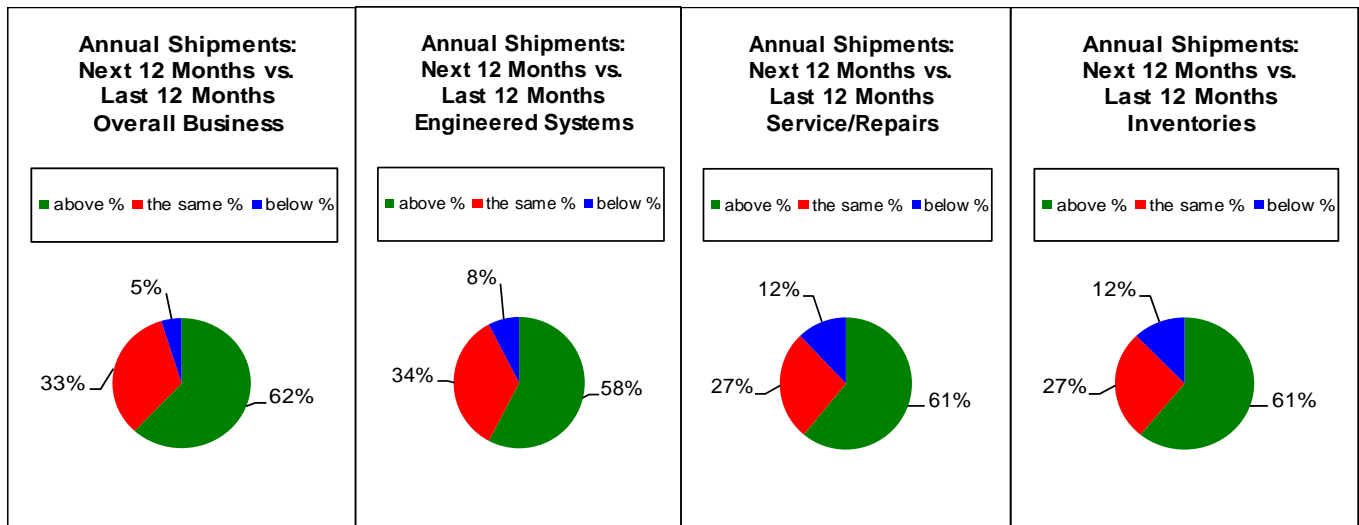
Annual Shipments: Next 12 Months vs. Last 12 Months

	above %	the same %	below %	index
Overall Business	52.4	38.1	9.5	71
Engineered Systems	61.5	30.8	7.7	77
Service/Repairs	61.0	26.8	12.2	74
Inventories	61.5	30.8	7.7	77

Total Participants = 55



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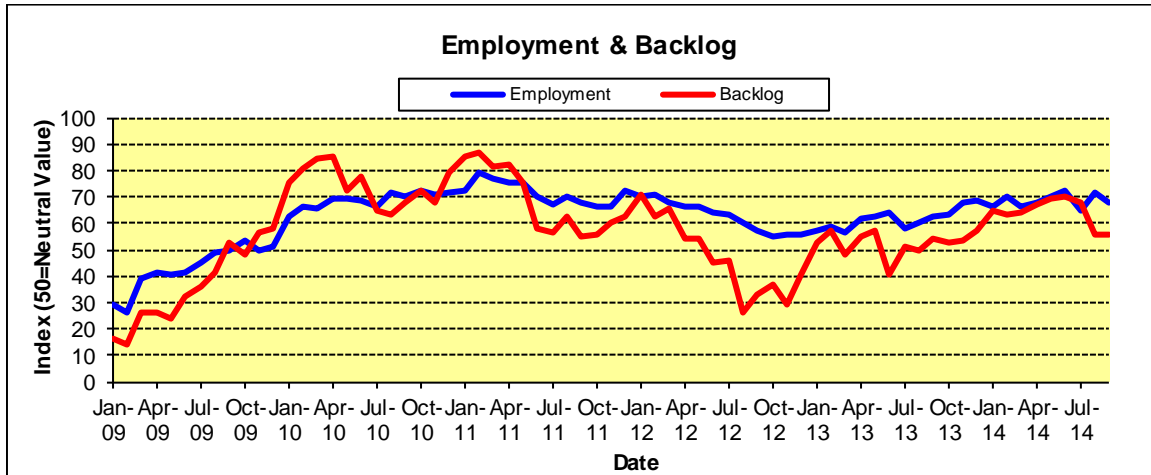


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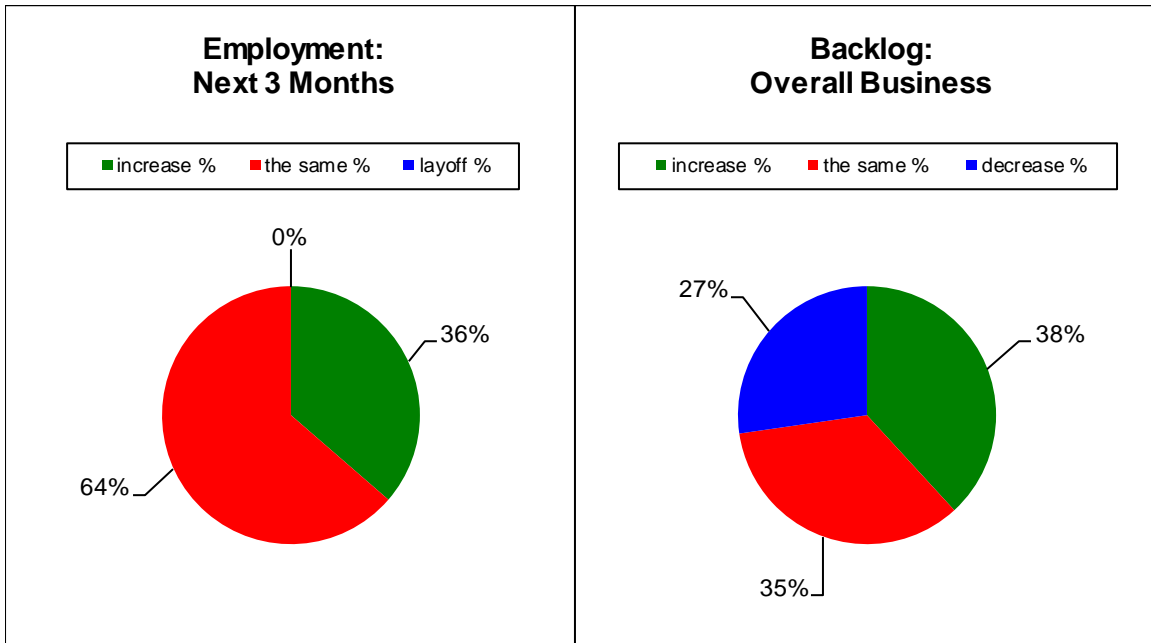
Employment & Backlog

	above %	the same %	below %	index
Employment	36.4	63.6	0.0	68
Backlog	38.2	34.5	27.3	55

Total Participants = 55



This graph shows industry opinion trends using the SOFP index data.



The pie charts above show industry opinions by percentage of responses.