



# AD

Together, we win.

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## **AD Member Sales Continue to Break Records with 13% Increase in 2018 Q2 YTD**

Wayne, PA – AD, the contractor and industrial products wholesale buying / marketing group, reported a 13% increase in Member sales, across 12 AD divisions, totaling \$20.1 Billion through the first six months of the year. Purchases from AD Suppliers also grew by 13% YTD.

On a Same Store basis, by industry, Q2 YTD PHCP sales were up 13%; Industrial / PT sales were up 12%; Electrical sales were up 9%; and Building Materials was up 7%. By country, Same Store sales in the U.S. grew 11%; Canada was up 10% and Mexico grew 12%.

**Bill Weisberg**, AD's Chairman and CEO comments on the results, "Despite unfortunate turbulence in political realms, lower taxes and a less antagonistic regulatory environment in the U.S. are contributing to Member sales growth in every AD industry. We continue to be bullish for the rest of the year. In the first six months of 2018 we welcomed many new additions to the AD community; 28 new Members, 26 new Suppliers and 7 new HR and Procurement Service Providers. The success of AD eCommerce Solutions continues, now providing over 3.5 Million normalized and attributed SKUs representing over 2,000 manufacturers to the 193 AD subscribing Members, 67 of which are now live with Digital Branches using AD produced content and another 15 will be launching Digital Branches later this year."

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### **About AD**

AD is the largest contractor and industrial products wholesale buying group in North America. AD provides independent distributors and manufacturers of construction and industrial products with support and resources that accelerate growth. Our 600 plus independently owned members span seven industries and three countries with annual sales in excess of \$37 Billion. AD served industries include electrical, industrial, plumbing, PVF, HVAC, building materials, bearings & power transmission and decorative brands. For more information visit: [www.adhq.com](http://www.adhq.com)