



ITR MONTHLY UPDATE

OCTOBER 14, 2020



PARTICIPATING ASSOCIATIONS

ASSOCIATION FOR
HIGH TECHNOLOGY
DISTRIBUTION

AHTD



Convenience
Distribution
ASSOCIATION



ecia
Electronic Components Industry Association



GAWDA
GASES AND WELDING DISTRIBUTORS' ASSOCIATION



INTERNATIONAL SEALING
DISTRIBUTION ASSOCIATION
www.isd.org



National Association of
Chemical Distributors



NAHAD
THE ASSOCIATION FOR HOSE AND ACCESSORIES DISTRIBUTION



NAWLA
North American Wholesale
Lumber Association



IAN HELLER Moderator



- Founder and Senior Partner, Distribution Strategy Group
- MBA, Kellogg School of Management at Northwestern University
- Known for his expertise for his research, consulting, analytics and thought leadership within the distribution industry



ALEX CHAUSOVSKIY Panelist



- Senior Business Advisor, ITR Economics
- Highly experienced market researcher and analyst with more than a decade of expertise
- Featured on NPR, the BBC, and in Wall Street Journal



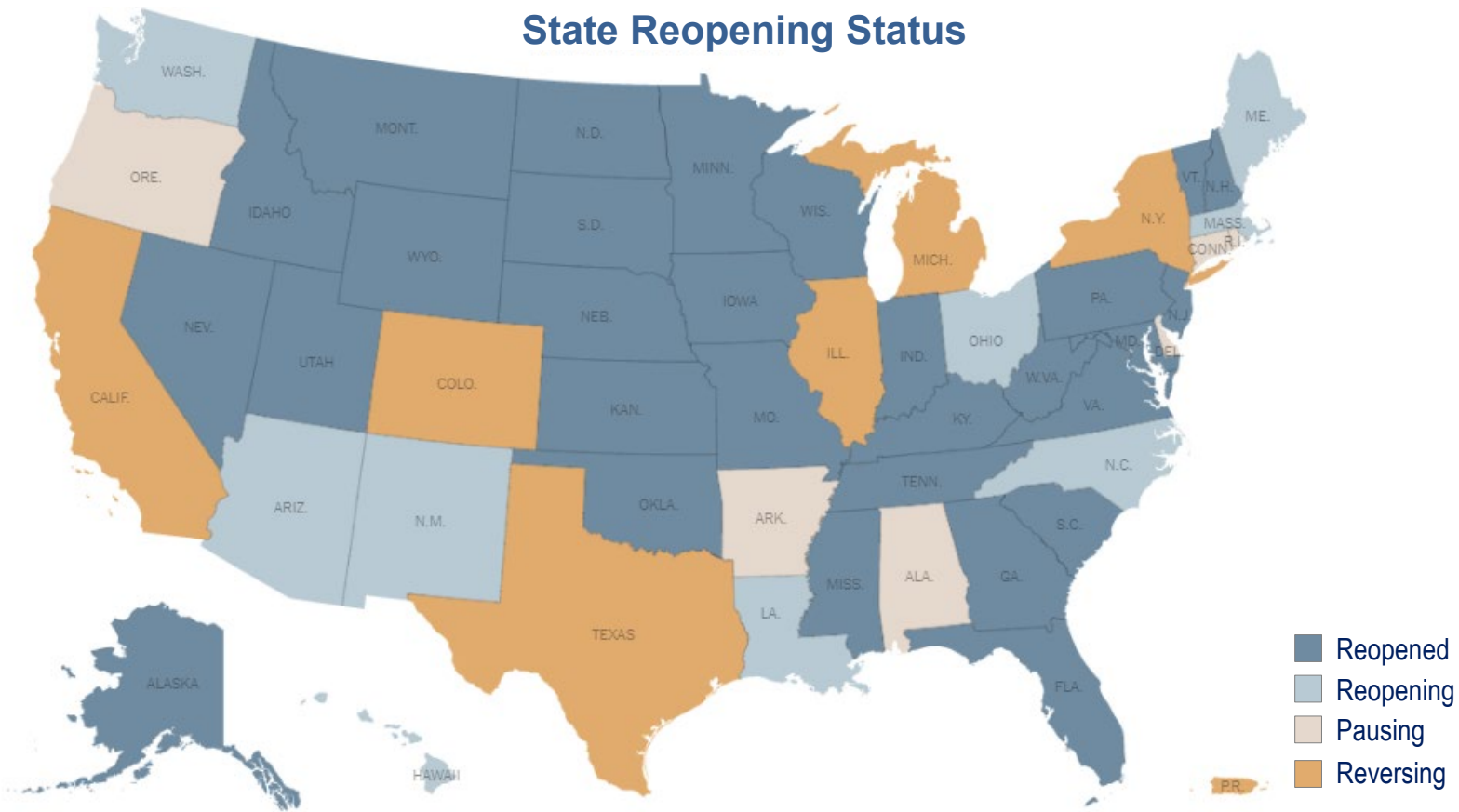
Why Are We Maintaining Our Onset of Recovery Forecast for the US Economy?



- 1. COVID-19 Trends**
- 2. Leading Indicators of Economic Activity**
- 3. Timing and Magnitude of the Stimulus**

This is What Matters From an Economic Perspective

State Reopening Status



Note: Open states may still have capacity, protective gear, and social distancing restrictions



First In Forecasts Worldwide

ITR ECONOMICS

Source: New York Times

U.S. Economic Leading Indicators

Indicator	Trend	Comments
ITR Consumer Activity Leading Indicator	Rise	Tentative June 2020 1/12 low
ITR Financial Leading Indicator	Rise	April 2020 monthly low
JPMorgan Global PMI	Rise	April 2020 1/12 low
OECD Leading Indicator	Rise	April 2020 1/12 low
G7 Leading Indicator	Rise	April 2020 1/12 low
Purchasing Managers Index (PMI)	Rise	April 2020 1/12 low
ITR Leading Indicator	Rise	June 2020 monthly low
Wilshire Total Market Cap	Rise	April 2020 3/12 low
US Leading Indicator	Rise	April 2020 1/12 low
Single-Family Housing Starts	Rise	Tentative June 3/12 low
Total Industry Capacity Utilization	Rise	April 2020 1/12 low
US Exports, Goods – World	Rise	May 1/12 low



US STIMULUS MEASURES



Incredible in scope and dollars

Liquidity

Consumers

Businesses

Fed - Chairman Powell is

- urging Congress to spend more
- said there is 'no limit' on what the Fed can do
- said the Fed is not considering negative interest rates

Stakes in the Ground Regarding the Economic Recovery

Governors don't shut down their states again

**Federal Government does not shut down the country
or otherwise hinder the recovery**

**5 of our leading indicators are “green” on our dashboard
by the end of November**

Retail Sales 3/12 Phase B persists through the rest of the year

**Single-Family Starts 3/12 rise continues through the rest of
the year**



QUESTIONS

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THANK YOU!

NEXT ITR UPDATE:
NOVEMBER 18, 2020

