

Flash Sales Report JANUARY 2017

QUESTIONS	DISTRIBUTORS		DURABLES		NON-DURABLES
			Under \$5,000	Over \$5,000	
1. Domestic sales comparison: January '17 TO December '16	50.00%	UP	27.27%	UP	83.33% UP
	25.00%	FLAT	27.27%	FLAT	16.67% FLAT
	25.00%	DOWN	36.36%	DOWN	0.00% DOWN
	0.00%	N/A	9.09%	N/A	0.00% N/A
2. Domestic sales comparison for: January '17 TO January '16	50.00%	UP	54.55%	UP	66.67% UP
	25.00%	FLAT	18.18%	FLAT	16.67% FLAT
	25.00%	DOWN	27.27%	DOWN	16.67% DOWN
	0.00%	N/A	0.00%	N/A	0.00% N/A
3. Domestic sales comparison: CURRENT YTD TO PRIOR YTD	75.00%	UP	54.55%	UP	66.67% UP
	0.00%	FLAT	18.18%	FLAT	16.67% FLAT
	25.00%	DOWN	27.27%	DOWN	16.67% DOWN
	0.00%	N/A	0.00%	N/A	0.00% N/A
4. Export sales comparison: CURRENT YTD TO PRIOR YTD	50.00%	UP	45.45%	UP	50.00% UP
	25.00%	FLAT	18.18%	FLAT	50.00% FLAT
	0.00%	DOWN	27.27%	DOWN	0.00% DOWN
	25.00%	N/A	9.09%	N/A	0.00% N/A
PARTICIPANTS					
AirClean Systems	GRAINGER	Metro	Spectrum Chemical		
BrandTech Scientific, Inc.	Greiner Bio-One North America	Norlake Scientific	SPEX CertiPrep		
BYK	Heidolph NA	Parr Instrument Company	The Baker Company		
Caron Products	HORIBA Instruments, Inc.	PHENIX Research	UVP, LLC		
E Com Inc	J.G. Finneran Associates, Inc.	QorpAK	Velp Scientific Inc.		
Elementar Americas, Inc.	Jeio Tech, Inc.	Ricca Chemical	WORLDWIDE GLASS RESOURCES		
GFS Chemicals, Inc.	Labconco Corporation	Sheldon manufacturing, Inc.			
Glas-Col	Labrepc	so-low environmental equip. co.			
Globe Scientific Inc	LAUDA-Brinkmann, LP	SP Industries, Inc			

* - (+ or - 2%) D = Disclosure, less than three participants

Compiled and tabulated by the Laboratory Products Association