June Industry Sales
## Industry Sales Category

<table>
<thead>
<tr>
<th></th>
<th>Outdoor Specialty</th>
<th>Sport Specialty Ecommerce</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>May</strong></td>
<td>$213M</td>
<td>$246M</td>
<td>$1.39B</td>
</tr>
<tr>
<td><strong>June</strong></td>
<td>$241M</td>
<td>$134M</td>
<td>$1.59B</td>
</tr>
<tr>
<td><strong>% v LM</strong></td>
<td>13%</td>
<td>-46%</td>
<td>14%</td>
</tr>
<tr>
<td><strong>% v SMLY</strong></td>
<td>1.2%</td>
<td>-20.7%</td>
<td>-8.7%</td>
</tr>
<tr>
<td><strong>Last 3 MTH</strong></td>
<td>$638M</td>
<td>$518M</td>
<td>$4B</td>
</tr>
<tr>
<td><strong>3 MTH v SMLY</strong></td>
<td>-4.1%</td>
<td>-.3%</td>
<td>-2.4%</td>
</tr>
<tr>
<td><strong>R12</strong></td>
<td>$4.01B</td>
<td>$2.27B</td>
<td>$18.9B</td>
</tr>
</tbody>
</table>

*Outdoor Industry data dashboard brings multiple datasets together that are provided by NPD to generate and complete an outdoor equipment industry overview. The POS data received from the participating set of retailers are projected to represent a total outdoor industry universe.*

LM – Last Month | SMLY – Same Month(s) Last Year | MTH – Months | R12 – Rolling 12 Months
Monthly Sales by Channel/Category

Outdoor Specialty

Accessories Apparel Equipment Footwear

$10,000,000.00 $20,000,000.00 $30,000,000.00 $40,000,000.00

$50,000,000.00 $60,000,000.00 $70,000,000.00 $80,000,000.00

$90,000,000.00 $100,000,000.00

2017 2018

*Outdoor Industry data dashboard brings multiple datasets together that are provided by NPD to generate and complete an outdoor equipment industry overview. The POS data received from the participating set of retailers are projected to represent a total outdoor industry universe.
OIA’s Product Spotlight

OUTDOOR INDUSTRY PRODUCTS FACING $200 BILLION IN TARIFFS

https://outdoorindustry.org/article/president-trump-moves-forward-200-billion-retaliatory-tariffs/

*SMLY – Same Month Last Year*
Cotton Price (dollar per kg.)

*Commodities prices from indexmundi.com*
Commodities prices from indexmundi.com

Crude Oil (US dollar per barrel)

Crude Oil (US dollar per barrel)

Nov-17 Dec-17 Jan-18 Feb-18 Mar-18 Apr-18

$59.93 $61.19 $66.23 $63.46 $64.17 $68.79

*Commodities prices from indexmundi.com
Gasoline (US dollar per gallon)

*Commodities prices from indexmundi.com