

PULSE OF THE INDUSTRY - Q4 2021

1. Introduction and Company Information

We appreciate you taking the time to complete the following Pulse of the Industry survey. The survey should take 5-10 minutes to complete. Questions are based with Q4 2021 as the base timeframe.

All of the information gathered is confidential and will be rolled up with other survey participants. No data or information will be attributed to any one company.

If you have any questions, please reach out to Todd Bukowski (todd@ptisglobal.com)

We ask that you please complete this survey by Friday, February 25.

Thank you for your participation on this important industry initiative.

* 1. Please add a **key contact** for any survey follow up.

Name

Company

Email Address

Phone Number

2. Please select your company category, based on annual U.S. sales.

- ☐ Small (<\$25 million)
- ☐ Medium (\$25-\$100 million)
- ☐ Large (\$100-\$300 million)
- ☐ Very Large (>\$300 million)

* 3. **Net Sales** levels for **4th quarter 2021** compared to:

Q3 2021

Q4 2020

Net Sales (Q4 2021) compared to:

Comments on Net Sales Change (optional)

* 4. **Output/Volume** levels for **4th quarter 2021** compared to:

Q3 2021

Q4 2020

Output/Volume (Q4 2021) compared to:

Comments on Output/Volume Change (optional)

* 5. **Total Inventory** levels for **4th quarter 2021** compared to:

Q3 2021

Q4 2020

Total Inventory (Q4 2021) compared to:

Comments on Total Inventory Change (optional)

* 6. **Capital Expenditure** levels for **4th quarter 2021** compared to:

Q3 2021

Q4 2020

Capital Expenditure (Q4 2021) compared to:

Comments on Capital Expenditure Change (optional)

* 7. **Profitability (EBIT)** levels for **4th quarter 2021** compared to:

Q3 2021

Q4 2020

Profitability (EBIT) (Q4 2021) compared to:

Comments on Profitability (EBIT) Change (optional)

* 8. **Capital Utilization (24 hrs/7 days)** levels for **4th quarter 2021** compared to:

Q3 2021

Q4 2020

Capital Utilization (Q4 2021) compared to:

Comments on Capital Utilization Change (optional)

* 9. Expectations for the **first quarter 2022 Net Sales** compared to Q4 2021.

- ☐ Lower
- ☐ About the same
- ☐ Higher

Comments (optional)

* 10. Expectations for the **first quarter 2022 Volume/Output** compared to Q4 2021.

- ☐ Lower
- ☐ About the same
- ☐ Higher

Comments (optional)

* 11. **Are you ready to submit your company's survey?**

If you select 'Yes', and hit the 'Done' button your data will be submitted and the survey will be complete.

- ☐ Yes
- ☐ No