



PULSE OF THE INDUSTRY - Q4 2022

1. Introduction and Company Information

We appreciate you taking the time to complete the following Pulse of the Industry survey. The survey should take 10-15 minutes to complete. Questions are based with Q4 2022 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 Wednesday, February 15.**

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 2022** compared to:

	Q3 2022	Q4 2021
Net Sales (Q4 2022) compared to:	<div></div>	<div></div>

Comments on Net Sales Change (optional)

* 4. **Output/Volume** levels for **4th quarter 2022** compared to:

	Q3 2022	Q4 2021
Output/Volume (Q4 2022) compared to:	<div></div>	<div></div>

Comments on Output/Volume Change (optional)

* 5. **Total Inventory** levels for **4th quarter**
2022 compared to:

	Q3 2022	Q4 2021
Total Inventory (Q4 2022) compared to:		

Comments on Total Inventory Change (optional)

* 6. **Capital Expenditure** levels for **4th quarter**
2022 compared to:

	Q3 2022	Q4 2021
Capital Expenditure (Q4 2022) compared to:		

Comments on Capital Expenditure Change (optional)

* 7. **Profitability (EBIT)** levels for **4th quarter**
2022 compared to:

	Q3 2022	Q4 2021
Profitability (EBIT) (Q4 2022) compared to:		

Comments on Profitability (EBIT) Change (optional)

* 8. **Capital Utilization (24 hrs/7 days)** levels for **4th quarter 2022** compared to:

	Q3 2022	Q4 2021
Capital Utilization (Q4 2022) compared to:	<div></div>	<div></div>

Comments on Capital Utilization Change (optional)

* 9. Expectations for the **first quarter 2023 Net Sales compared to Q4 2022.**

- ☐ Lower
- ☐ About the same
- ☐ Higher

Comments (optional)

* 10. Expectations for the **first quarter 2023 Volume/Output compared to Q4 2022.**

- ☐ 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

100%

Done

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