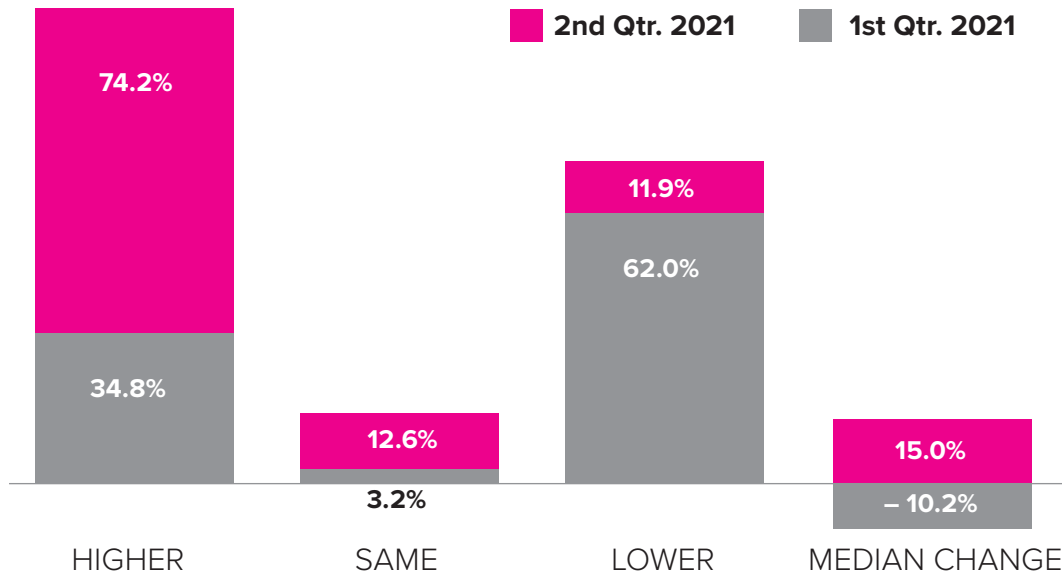




SALES

How total sales (all sources) compare with year-earlier levels

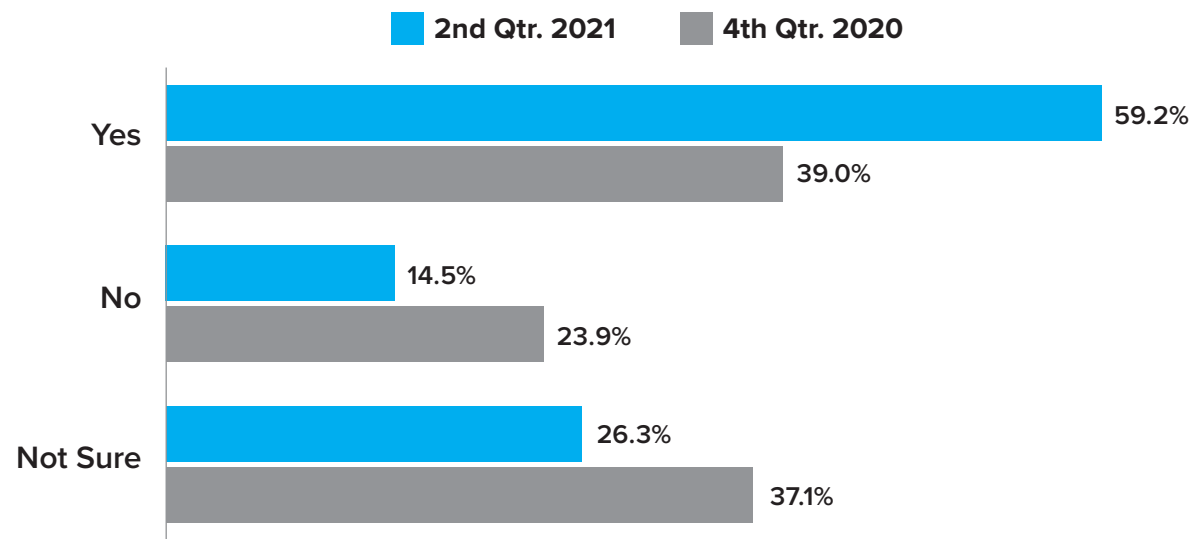


OPERATING COST INFLATION

- 91.0% of companies surveyed report per-unit operating costs have increased this year.
- 10.0% is the average increase in per-unit costs so far.
- 85.3% report substrate costs have increased most, 68.6% shipping/transportation costs, and 48.1% employee compensation.

CAPITAL INVESTMENT PLANS

Do you plan to make a capital investment over the next 12 months?



LABOR MARKETS

- 68.6% of companies surveyed are having trouble hiring.
- 26.3% are having trouble getting employees to return to work.
- 83.0% have responded by increasing compensation, 55.0% by expanding flex time, and 26.0% by increasing benefits.

