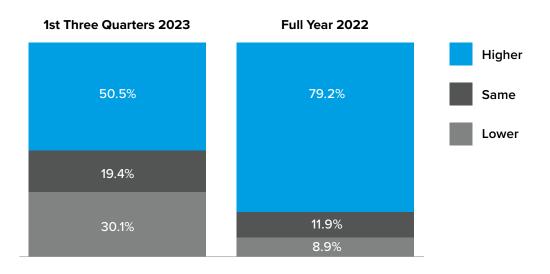


State of the Industry Update, Third Quarter 2023*

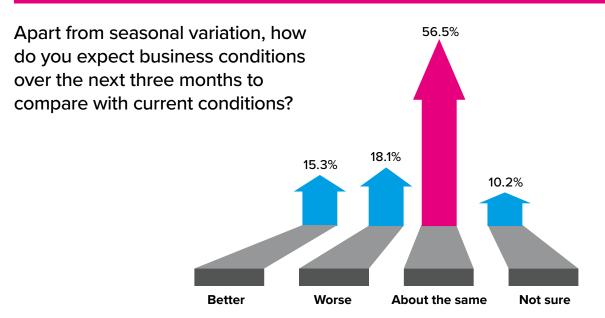


SALES

How did your sales (all sources) compare with the year-earlier period?

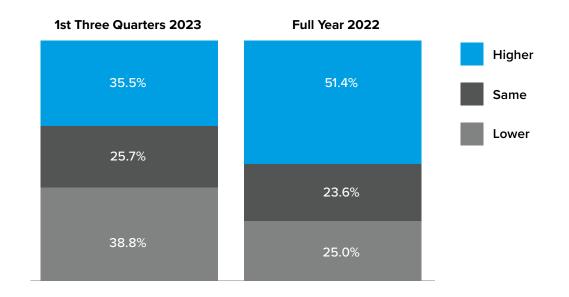


BUSINESS CONDITIONS



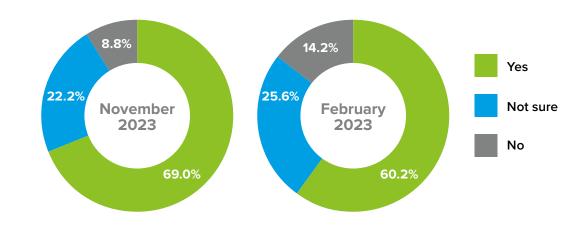
PRE-TAX PROFITABILITY TRENDS

How does your pre-tax profitability compare with year-earlier profitability?



CAPITAL INVESTMENT PLANS

Will you be investing in capital equipment, hardware, or software in 12 months ahead?



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