

All EFC Manufacturers and Distributors are invited to provide input, however we are not closely tracking which companies are responding each week, thus the results will fluctuate based on each survey's responses

**Q1. Looking ahead to the next quarter, what are you expectations for your company's sales for quarter 2021 vs. quarter 2020?**

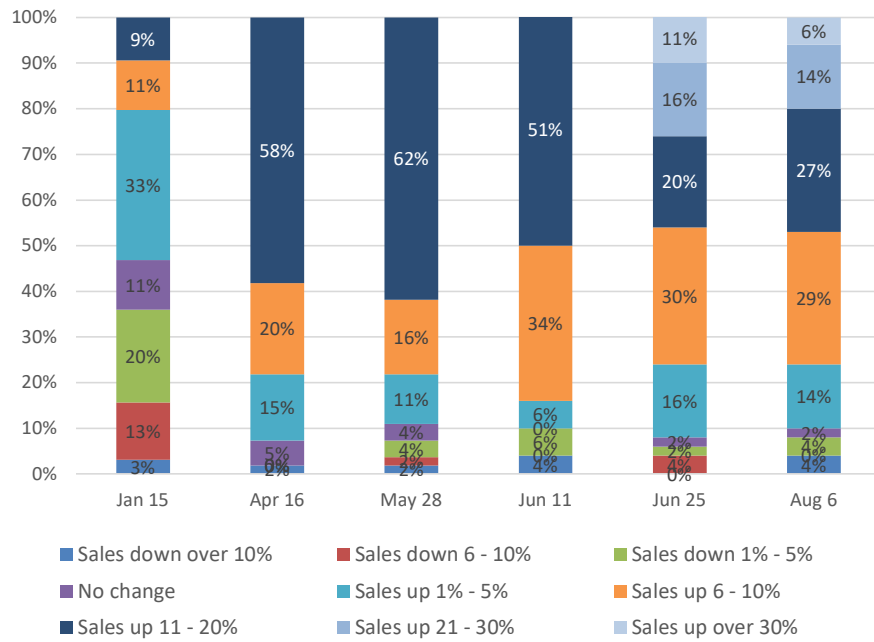
COMBINED	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
Sales down over 10%	3%	2%	4%	3%	2%	2%	2%	4%	0%	4%
Sales down 6 - 10%	13%	10%	13%	6%	0%	2%	2%	0%	4%	0%
Sales down 1% - 5%	20%	13%	7%	2%	0%	8%	4%	6%	2%	4%
No change	11%	11%	11%	6%	5%	2%	4%	0%	2%	2%
Sales up 1% - 5%	33%	23%	36%	25%	15%	16%	11%	6%	16%	14%
Sales up 6 - 10%	11%	32%	14%	20%	20%	20%	16%	34%	30%	29%
Sales up 11 - 20%	9%	10%	16%	38%	58%	51%	62%	51%	20%	27%
Sales up 21 - 30%									16%	14%
Sales up over 30%									11%	6%

**Q2. Looking ahead to next year, what are you expectations for your company's sales for 2021 vs. 2020?**

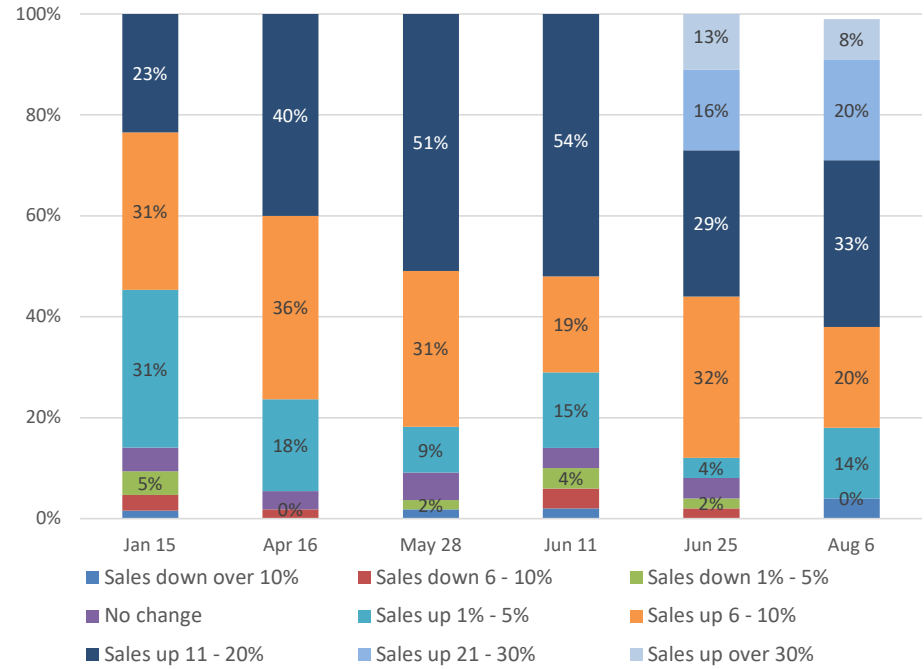
MANUFACTURERS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
Sales down over 10%	3%	0%	0%	0%	0%	0%	3%	3%	0%	0%
Sales down 6 - 10%	3%	5%	0%	2%	3%	3%	0%	6%	3%	0%
Sales down 1% - 5%	3%	0%	5%	5%	0%	0%	3%	0%	3%	0%
No change	5%	5%	3%	5%	3%	9%	5%	6%	3%	0%
Sales up 1% - 5%	34%	38%	32%	17%	24%	15%	8%	23%	6%	14%
Sales up 6 - 10%	32%	36%	39%	43%	30%	38%	38%	23%	39%	34%
Sales up 11 - 20%	21%	15%	21%	29%	39%	35%	43%	39%	21%	28%
Sales up 21 - 30%									15%	17%
Sales up over 30%									9%	7%

[illegible][illegible]

**Latest Expectations for your company's sales for the next Quarter 2021  
vs. 2020**  
(Manufacturers & Distributors combined)



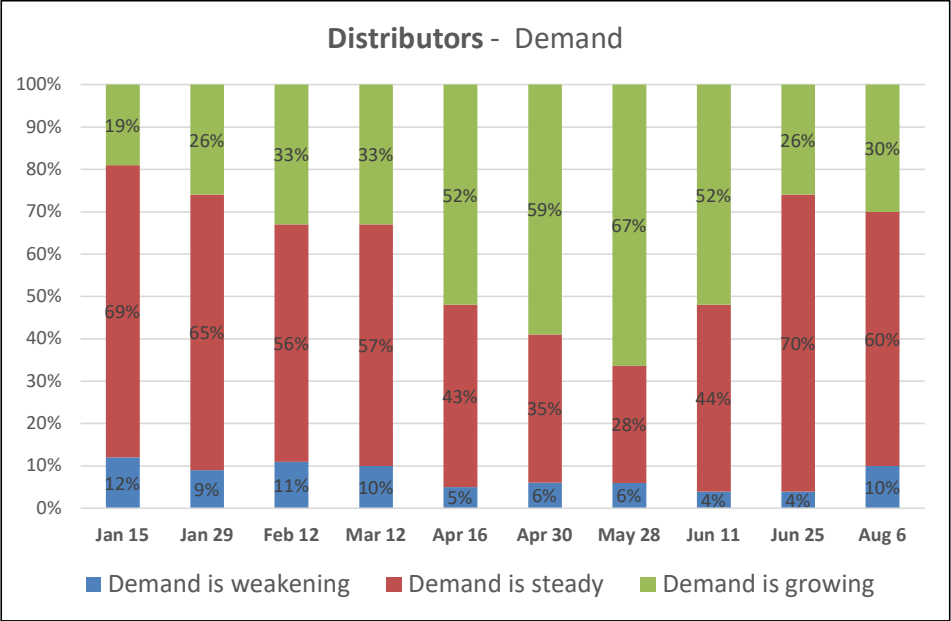
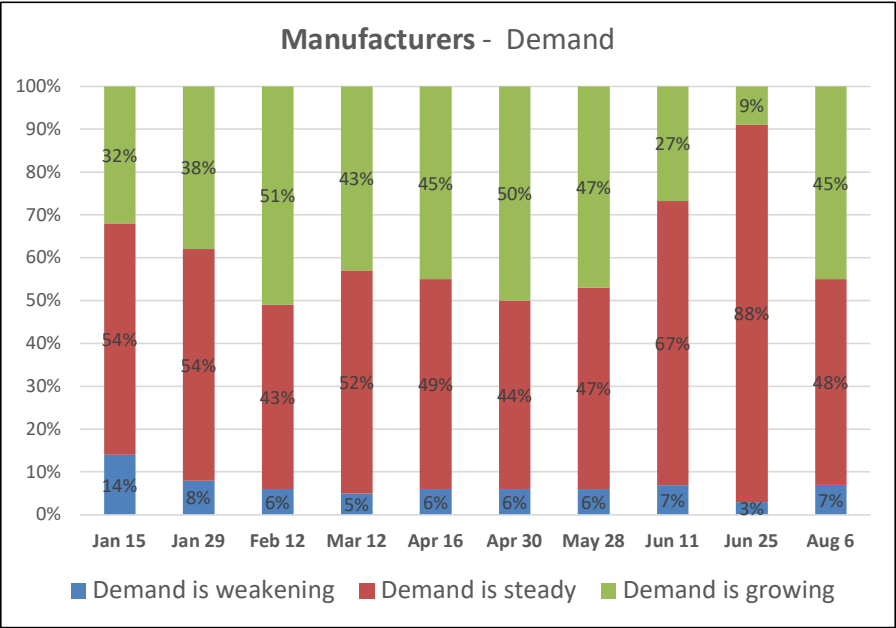
**Latest Expectations for your company's sales 2021 vs. 2020**  
(Manufacturers & Distributors combined)



Q3. Please indicate the status of DEMAND as it relates to your business on a YTD basis:

MANUFACTURERS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Change from Previous
Demand is weakening	14%	8%	6%	5%	6%	6%	6%	7%	3%	7%	4%
Demand is steady	54%	54%	43%	52%	49%	44%	47%	67%	88%	48%	-40%
Demand is growing	32%	38%	51%	43%	45%	50%	47%	27%	9%	45%	36%

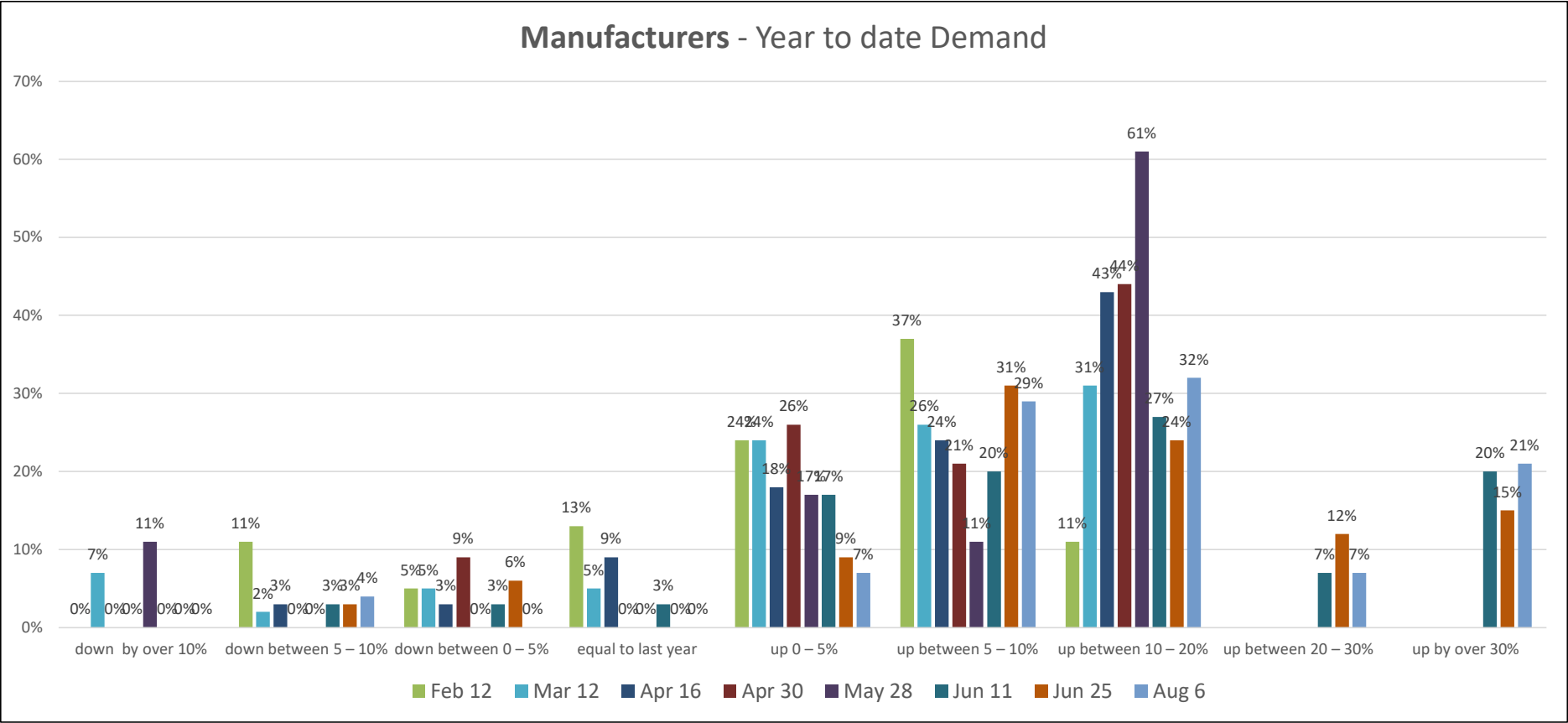
DISTRIBUTORS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Change from Previous
Demand is weakening	12%	9%	11%	10%	5%	6%	6%	4%	4%	10%	6%
Demand is steady	69%	65%	56%	57%	43%	35%	28%	44%	70%	60%	-10%
Demand is growing	19%	26%	33%	33%	52%	59%	67%	52%	26%	30%	4%



Q4. Please indicate the status of demand as it relates to your business on a Year-to-date (January to now) basis

MANUFACTURERS
down by over 10%
down between 5 – 10%
down between 0 – 5%
equal to last year
up 0 – 5%
up between 5 – 10%
up between 10 – 20%
up between 20 – 30%
up by over 30%

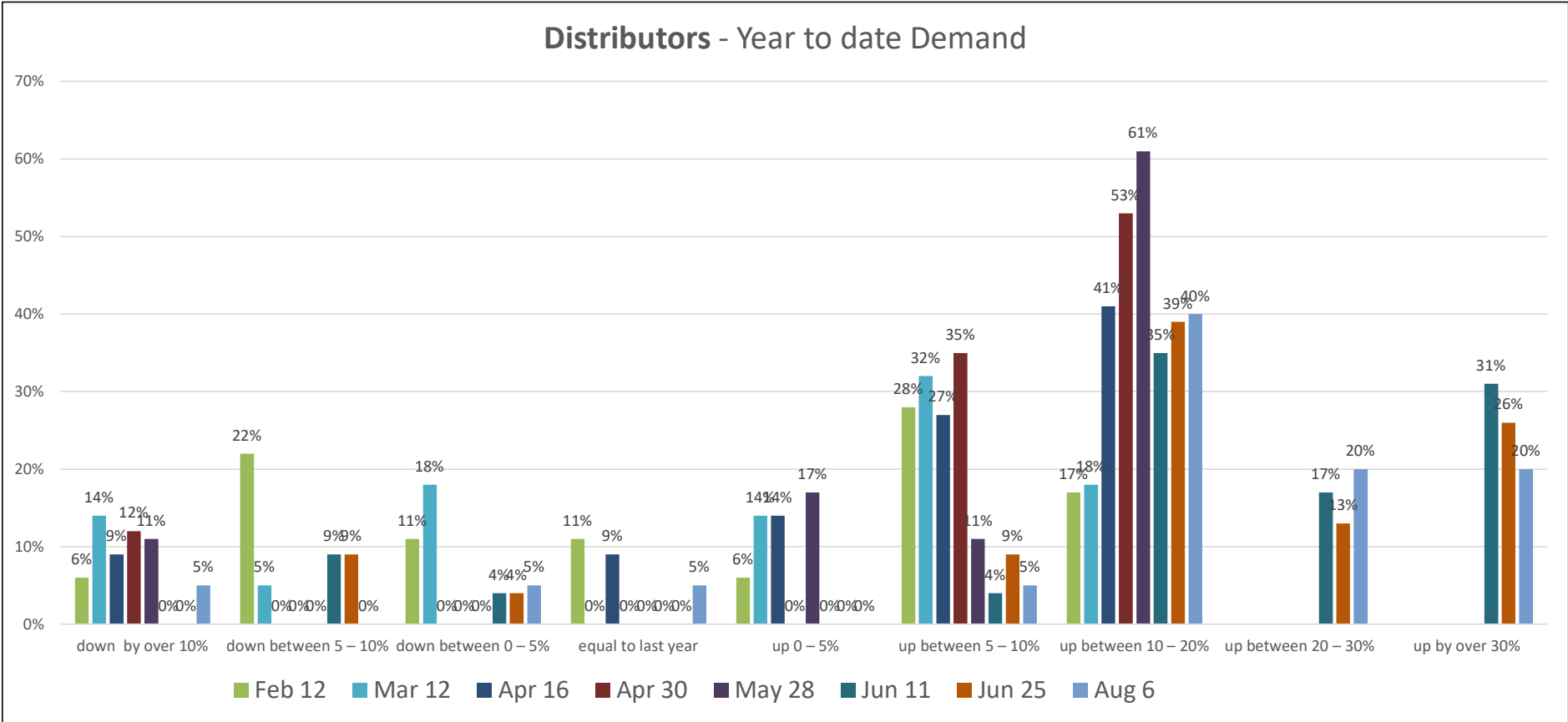
Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
0%	7%	0%	0%	11%	0%	0%	0%
11%	2%	3%	0%	0%	3%	3%	4%
5%	5%	3%	9%	0%	3%	6%	0%
13%	5%	9%	0%	0%	3%	0%	0%
24%	24%	18%	26%	17%	17%	9%	7%
37%	26%	24%	21%	11%	20%	31%	29%
11%	31%	43%	44%	61%	27%	24%	32%
					7%	12%	7%
					20%	15%	21%



Q4. Please indicate the status of DEMAND as it relates to your business on a YTD basis:

DISTRIBUTORS
down by over 10%
down between 5 – 10%
down between 0 – 5%
equal to last year
up 0 – 5%
up between 5 – 10%
up between 10 – 20%
up between 20 – 30%
up by over 30%

Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
6%	14%	9%	12%	11%	0%	0%	5%
22%	5%	0%	0%	0%	9%	9%	0%
11%	18%	0%	0%	0%	4%	4%	5%
11%	0%	9%	0%	0%	0%	0%	5%
6%	14%	14%	0%	17%	0%	0%	0%
28%	32%	27%	35%	11%	4%	9%	5%
17%	18%	41%	53%	61%	35%	39%	40%
					17%	13%	20%
					31%	26%	20%



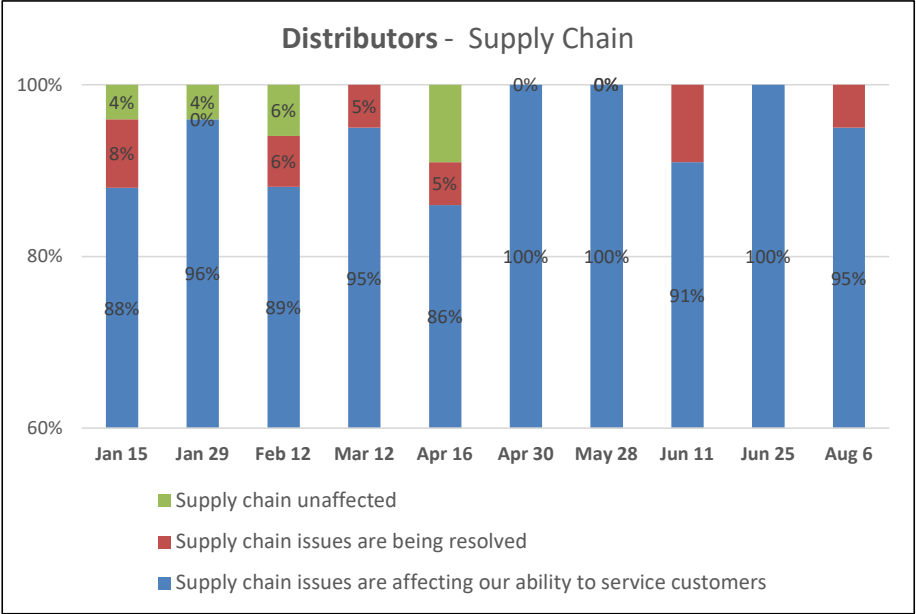
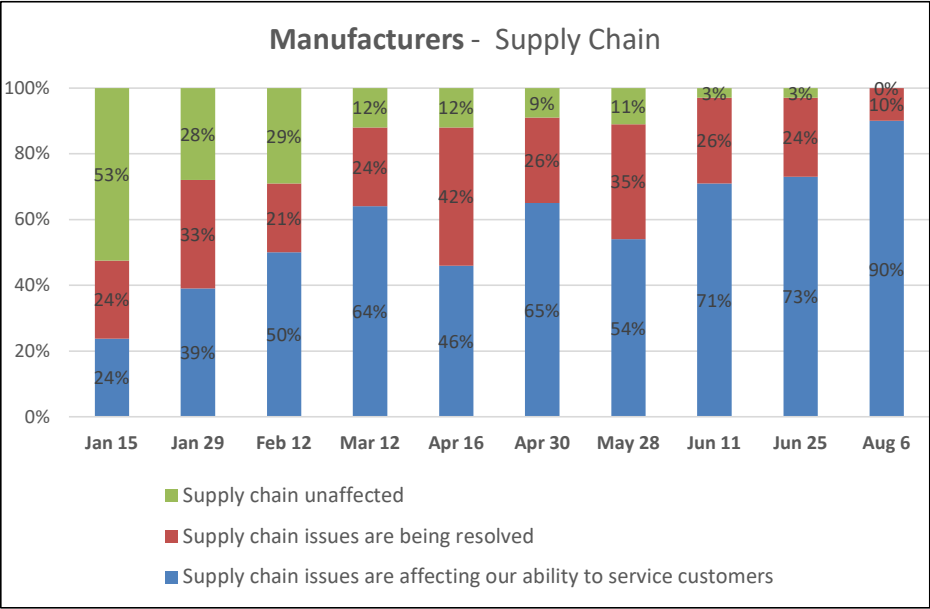
Q5. Please check the box that describes the status of the supply chain for your products/services:

MANUFACTURERS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
Supply chain issues are affecting our ability to service customers	24%	39%	50%	64%	46%	65%	54%	71%	73%	90%
Supply chain issues are being resolved	24%	33%	21%	24%	42%	26%	35%	26%	24%	10%
Supply chain unaffected	53%	28%	29%	12%	12%	9%	11%	3%	3%	0%

Change from Previous
17%
-14%
-3%

DISTRIBUTORS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
Supply chain issues are affecting our ability to service customers	88%	96%	89%	95%	86%	100%	100%	91%	100%	95%
Supply chain issues are being resolved	8%	0%	6%	5%	5%	0%	0%	9%	0%	5%
Supply chain unaffected	4%	4%	6%	0%	9%	0%	0%	0%	0%	0%

Change from Previous
-5%
5%
0%

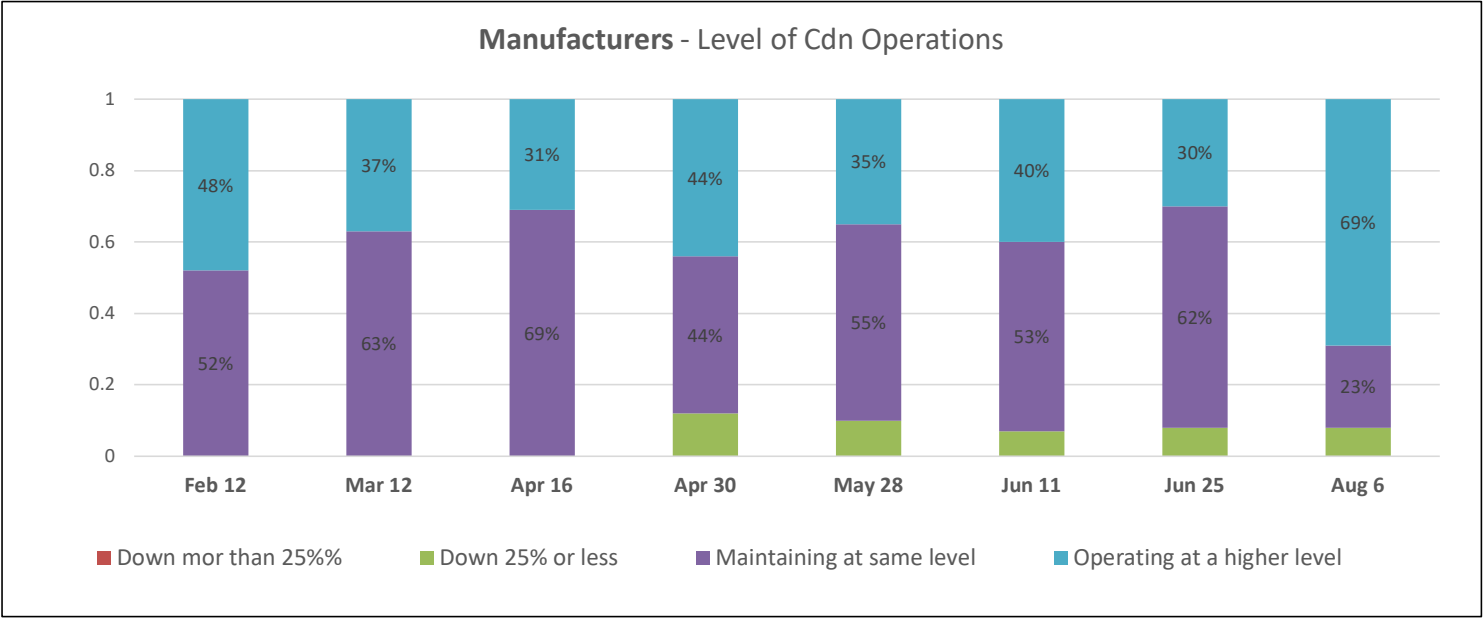


Q6. If applicable, What level are your Canadian manufacturing operations at versus January?

Results based on those with manufacturing facilities only

Down mor than 25%%
Down 25% or less
Maintaining at same level
Operating at a higher level

Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
0%	0%	0%	0%	0%	0%	0%	0%
0%	0%	0%	12%	10%	7%	8%	8%
52%	63%	69%	44%	55%	53%	62%	23%
48%	37%	31%	44%	35%	40%	30%	69%





Survey Responses	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6
Manufacturers	38	39	38	42	33	34	31	31	33	29
Distributors	26	23	18	22	22	17	21	22	23	20

## COMMENT SECTION

### August 6th

**Manufacturers**

Raw material supply issues are becoming larger problem

**Distributors**

n/a

### June 25th

**Manufacturers**

n/a

**Distributors**

Maybe some more questions are supply chain to fully understand the real impact.

### June 11th

**Manufacturers**

Can we do these surveys monthly going forward rather than weekly (SURVEY WILL NOW BE CONDUCTED MONTHLY effective in August)  
get the us/canada border open

**Distributors**

n/a

### May 28

**Manufacturers**

when does the us border open???  
Consider increasing the demand is growing questions to include 25% 50% and greater than 50%. EFC report from march shows 54% growth on average and 10% is too small a number at the moment.  
SURVEY HAS BEEN UPDATED

why in question 7 is there no question- "not applicable- our full staff have worked through the past year full on-site employment SURVEY HAS BEEN UPDATED

**Distributors**

With the industry as a whole seeing significant upside, it would be helpful to add more + tiers to the status of demand question. You could really just flip the list in question 4, so demand is up over 30% is the last choice, and demand is down over 10% as the first choice -SURVEY HAS BEEN UPDATED

### May 14

**Manufacturers**

Supplier price increases are starting to become a problem  
get us border open! us is 4 months ahead of canada comparisons with 2020 now impacted by covid last year

**Distributors**

n/a

## April 30

### Manufacturers

Average price increases that Manufacturers are putting out and effective dates. Average increases in shipping and transportation costs due to higher fuel costs & increased carbon taxes  
get the us border open

### Distributors

many of the businesses are experiencing very strong year over year numbers especially comparing the 2nd quarter of each year. Some longer term views of forecasted sales would be interesting

## April 16

### Manufacturers

we need the us border to be opened federal gov't management of vaccinations is criminal

### Distributors

question related to outside sale staff, how frequent are the performing inperson/on site meetings? or something like that

## Mar 26

### Manufacturers

Raw material and Transportation costs up 10 - 20% from same time last year. Price increases coming from everyone.

How are raw material cost increases impacting your business

need to get the borders open

### Distributors

What are companies estimating the impact of inflation (price increases) to be YTD?

## Mar 12

### Manufacturers

What is the comparison to 2019. That is how we measure now.

get the borders open!

Supply chain issues is now due to electronic sub-component availability globally.

### Distributors

pricing also causing more issues