

EFC Pulse - Customer Supply / Demand - RESULTS - September 3rd



Please find the latest comparison data on the MONTHLY supply and demand pulse.

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

We encourage you to continue to provide input. THANK YOU !

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

	Q1 21 vs. Q1 20			Q2 21 vs. Q2 20				Q3 21 vs. Q3 20			Q4 21 v. Q4 20
	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
MANUFACTURERS											
Sales down over 10%	5%	0%	0%	5%	0%	0%	3%	3%	0%	0%	0%
Sales down 6 - 10%	11%	10%	11%	0%	0%	0%	3%	0%	3%	0%	0%
Sales down 1% - 5%	21%	10%	5%	0%	0%	9%	3%	6%	3%	0%	0%
No change	13%	10%	11%	7%	9%	3%	5%	0%	3%	3%	5%
Sales up 1% - 5%	26%	23%	39%	26%	21%	24%	8%	10%	24%	21%	21%
Sales up 6 - 10%	18%	36%	18%	21%	12%	18%	24%	42%	30%	34%	26%
Sales up 11 - 20%									12%	24%	26%
Sales up 21 - 30%	5%	10%	16%	40%	58%	47%	54%	39%	18%	10%	13%
Sales up over 30%									6%	7%	10%

	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
	DISTRIBUTORS										
Sales down over 10%	0%	4%	11%	0%	5%	6%	0%	5%	0%	10%	0%
Sales down 6 - 10%	15%	9%	17%	18%	0%	6%	0%	0%	4%	0%	0%
Sales down 1% - 5%	19%	17%	11%	5%	0%	6%	6%	5%	0%	10%	4%
No change	8%	13%	11%	5%	0%	0%	0%	0%	0%	0%	0%
Sales up 1% - 5%	42%	22%	28%	23%	5%	0%	17%	0%	4%	5%	0%
Sales up 6 - 10%	0%	26%	6%	18%	32%	24%	0%	23%	31%	20%	25%
Sales up 11 - 20%									31%	30%	32%
Sales up 21 - 30%	15%	9%	17%	32%	59%	59%	78%	68%	13%	20%	21%
Sales up over 30%									17%	5%	18%

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

Q2. Looking ahead to the end of the year, what are your 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	Sep 3
Sales down over 10%	3%	0%	0%	0%	0%	0%	3%	3%	0%	0%	0%
Sales down 6 - 10%	3%	5%	0%	2%	3%	3%	0%	6%	3%	0%	0%
Sales down 1% - 5%	3%	0%	5%	5%	0%	0%	3%	0%	3%	0%	0%
No change	5%	5%	3%	5%	3%	9%	5%	6%	3%	0%	0%
Sales up 1% - 5%	34%	38%	32%	17%	24%	15%	8%	23%	6%	14%	13%
Sales up 6 - 10%	32%	36%	39%	43%	30%	38%	38%	23%	39%	34%	23%
Sales up 11 - 20%									21%	28%	31%
Sales up 21 - 30%	21%	15%	21%	29%	39%	35%	43%	39%	15%	17%	21%
Sales up over 30%									9%	7%	13%

DISTRIBUTORS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Sales down over 10%	0%	0%	0%	0%	0%	6%	0%	0%	0%	10%	0%
Sales down 6 - 10%	4%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Sales down 1% - 5%	8%	9%	11%	9%	0%	6%	0%	9%	0%	0%	0%
No change	4%	4%	0%	0%	5%	0%	6%	0%	4%	0%	4%
Sales up 1% - 5%	27%	43%	28%	23%	9%	0%	11%	4%	0%	15%	11%
Sales up 6 - 10%	31%	17%	33%	36%	45%	35%	17%	13%	22%	0%	11%
Sales up 11 - 20%									39%	40%	36%
Sales up 21 - 30%	27%	26%	28%	32%	41%	53%	67%	74%	17%	25%	18%
Sales up over 30%									17%	10%	21%

COMBINED	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Sales down over 10%	2%	0%	0%	0%	0%	2%	2%	2%	0%	4%	0%
Sales down 6 - 10%	3%	3%	0%	2%	2%	2%	0%	4%	2%	0%	0%
Sales down 1% - 5%	5%	3%	7%	6%	0%	2%	2%	4%	2%	0%	0%
No change	5%	5%	2%	3%	4%	6%	5%	4%	4%	0%	1%
Sales up 1% - 5%	31%	40%	30%	19%	18%	10%	9%	15%	4%	14%	12%
Sales up 6 - 10%	31%	29%	38%	41%	36%	37%	31%	19%	32%	20%	18%
Sales up 11 - 20%									29%	33%	33%
Sales up 21 - 30%	23%	19%	23%	30%	40%	41%	51%	54%	16%	20%	19%
Sales up over 30%									13%	8%	16%

Q3. Looking ahead to next year, what are you expectations for your company's sales for 2022 vs. 2021?

MANUFACTURERS
Sales down over 10%
Sales down 6 - 10%
Sales down 1% - 5%
No change
Sales up 1% - 5%
Sales up 6 - 10%
Sales up 11 - 20%
Sales up 21 - 30%
Sales up over 30%

Sep 3
0%
3%
0%
0%
28%
46%
18%
0%
5%

DISTRIBUTORS
Sales down over 10%
Sales down 6 - 10%
Sales down 1% - 5%
No change
Sales up 1% - 5%
Sales up 6 - 10%
Sales up 11 - 20%
Sales up 21 - 30%
Sales up over 30%

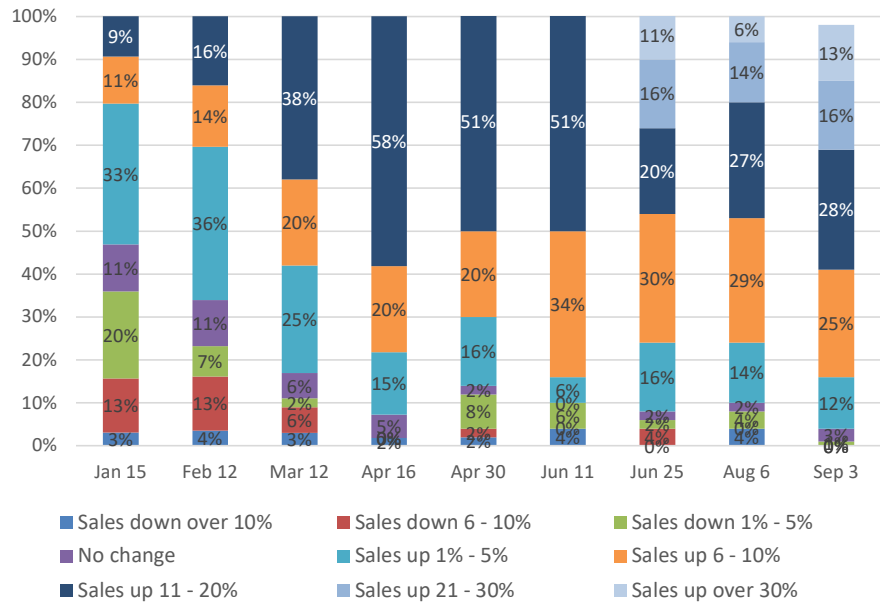
Sep 3
0%
0%
0%
11%
39%
25%
18%
4%
4%

COMBINED
Sales down over 10%
Sales down 6 - 10%
Sales down 1% - 5%
No change
Sales up 1% - 5%
Sales up 6 - 10%
Sales up 11 - 20%
Sales up 21 - 30%
Sales up over 30%

Sep 3
0%
1%
0%
4%
33%
37%
18%
1%
4%

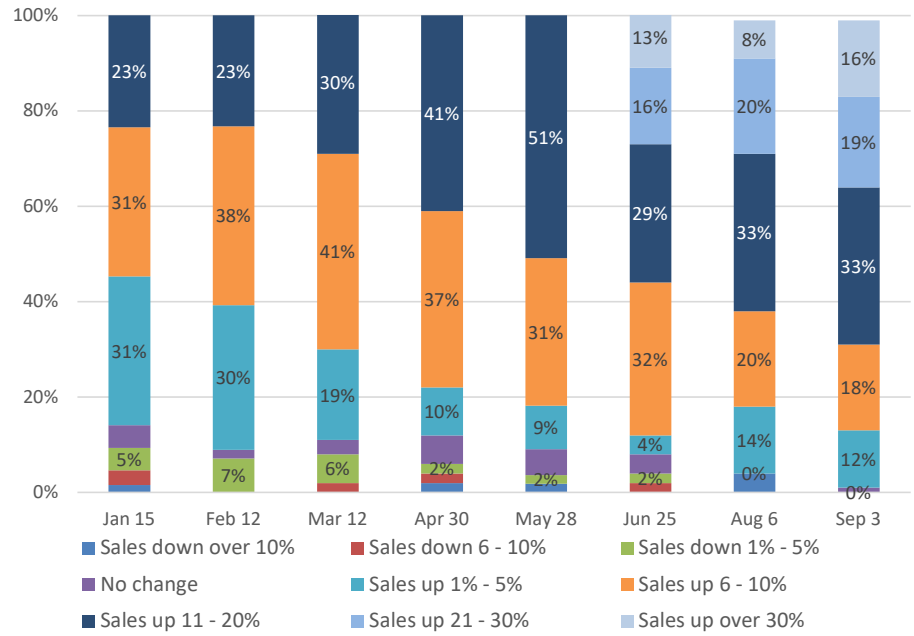
Latest Expectations for your company's sales for the next Quarter 2021 vs. 2020

(Manufacturers & Distributors combined)



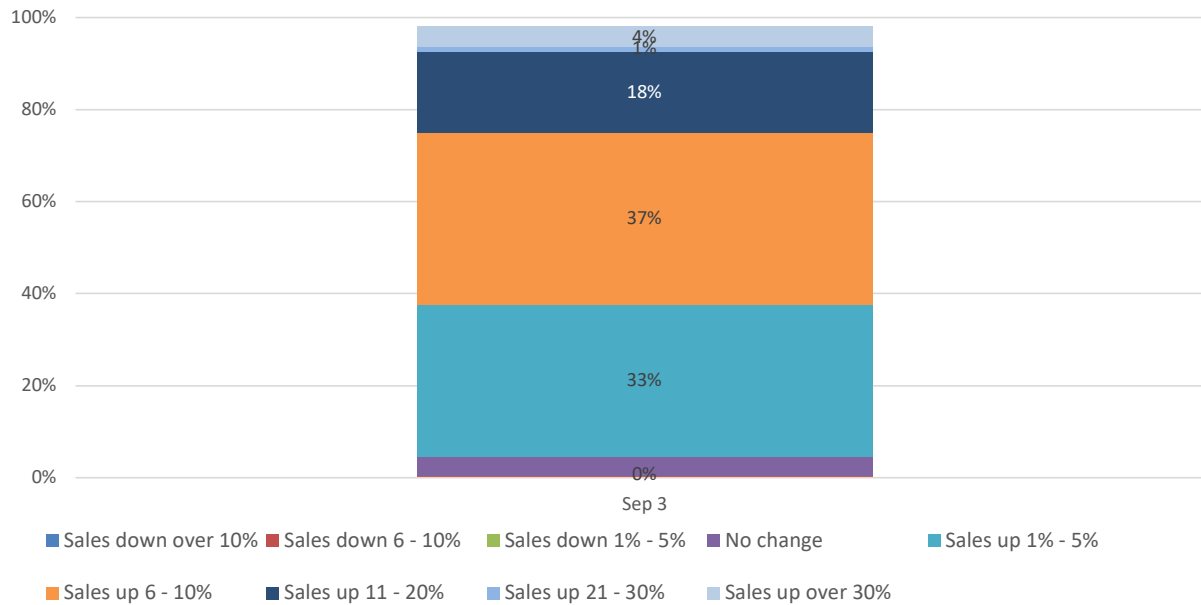
Latest Expectations for your company's sales 2021 vs. 2020

(Manufacturers & Distributors combined)



Latest Expectations for your company's sales 2022 vs. 2021

(Manufacturers & Distributors combined)



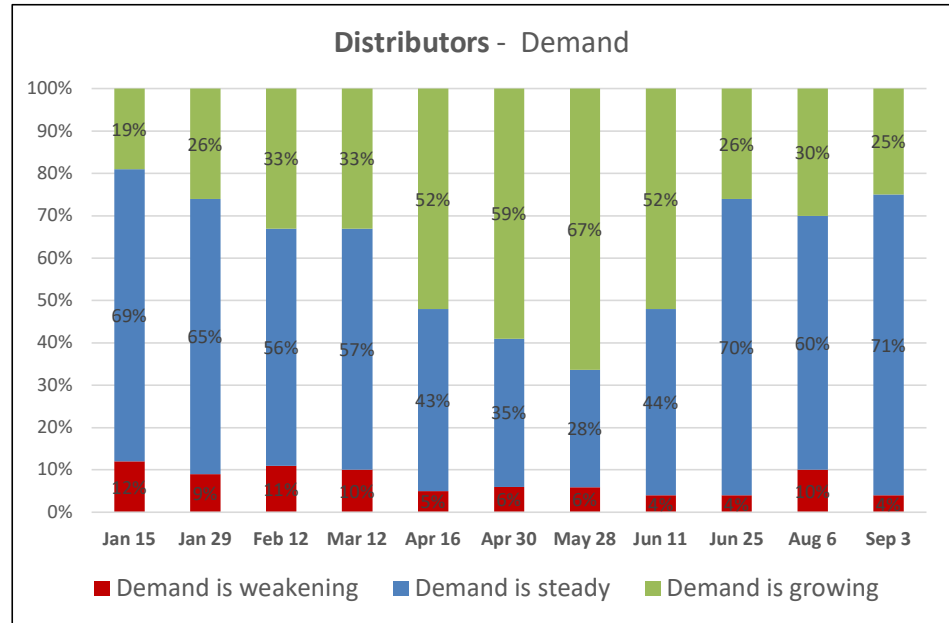
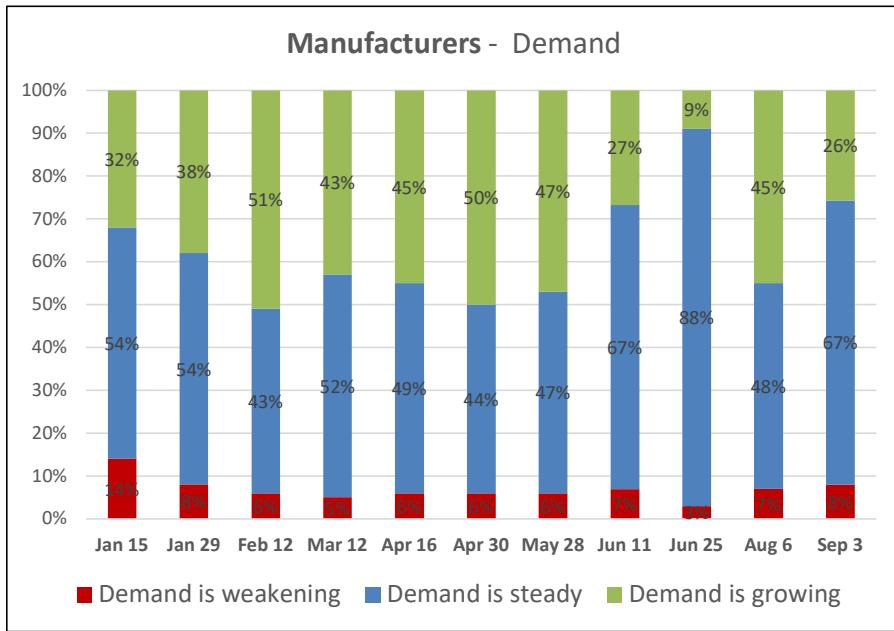
Q3. Please indicate the status of DEMAND as it relates to your business on a YTD basis:

MANUFACTURERS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Demand is weakening	14%	8%	6%	5%	6%	6%	6%	7%	3%	7%	8%
Demand is steady	54%	54%	43%	52%	49%	44%	47%	67%	88%	48%	67%
Demand is growing	32%	38%	51%	43%	45%	50%	47%	27%	9%	45%	26%

Change from Previous	1%
	19%
	-19%

DISTRIBUTORS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Demand is weakening	12%	9%	11%	10%	5%	6%	6%	4%	4%	10%	4%
Demand is steady	69%	65%	56%	57%	43%	35%	28%	44%	70%	60%	71%
Demand is growing	19%	26%	33%	33%	52%	59%	67%	52%	26%	30%	25%

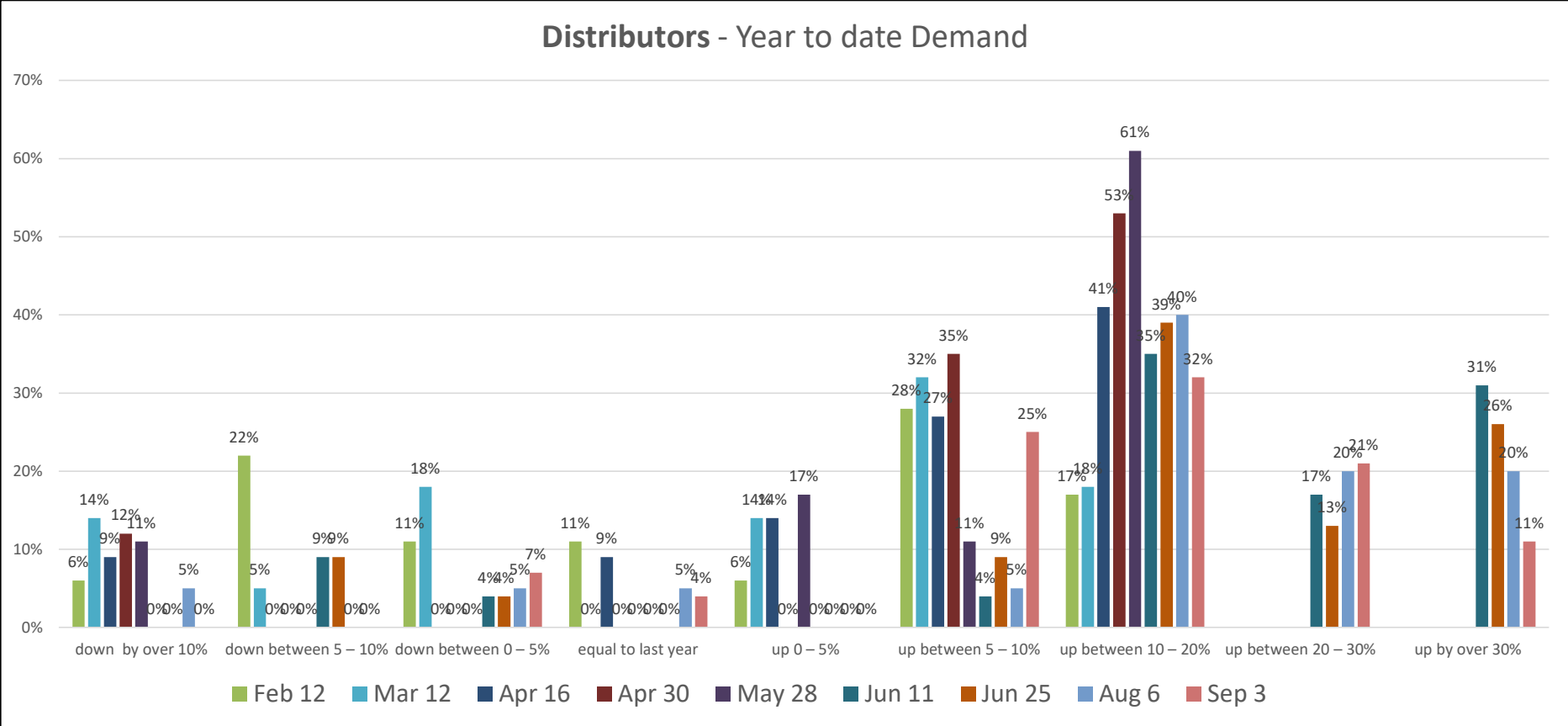
Change from Previous	-6%
	11%
	-5%



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	Sep 3
6%	14%	9%	12%	11%	0%	0%	5%	0%
22%	5%	0%	0%	0%	9%	9%	0%	0%
11%	18%	0%	0%	0%	4%	4%	5%	7%
11%	0%	9%	0%	0%	0%	0%	5%	4%
6%	14%	14%	0%	17%	0%	0%	0%	0%
28%	32%	27%	35%	11%	4%	9%	5%	25%
					35%	39%	40%	32%
17%	18%	41%	53%	61%	17%	13%	20%	21%
					31%	26%	20%	11%



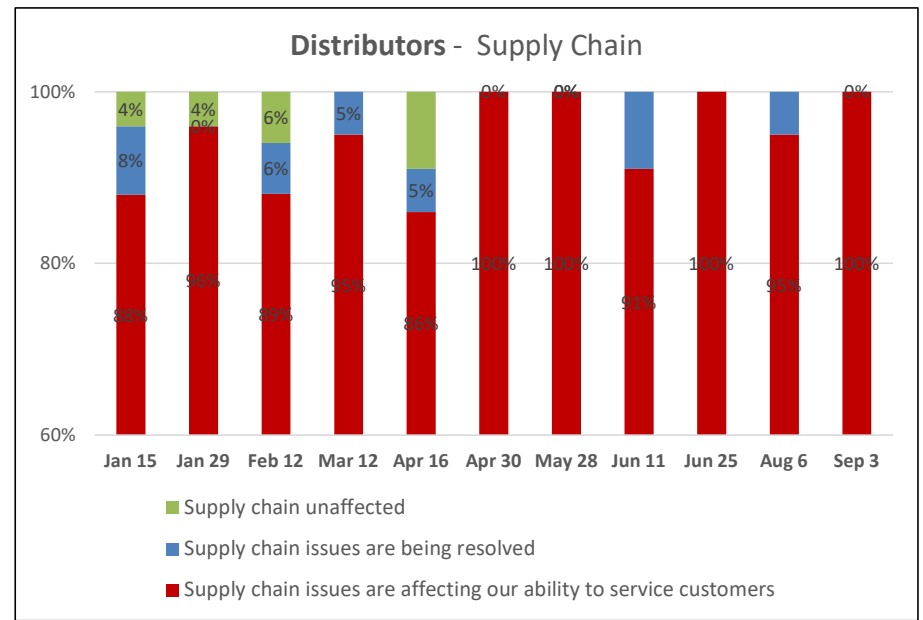
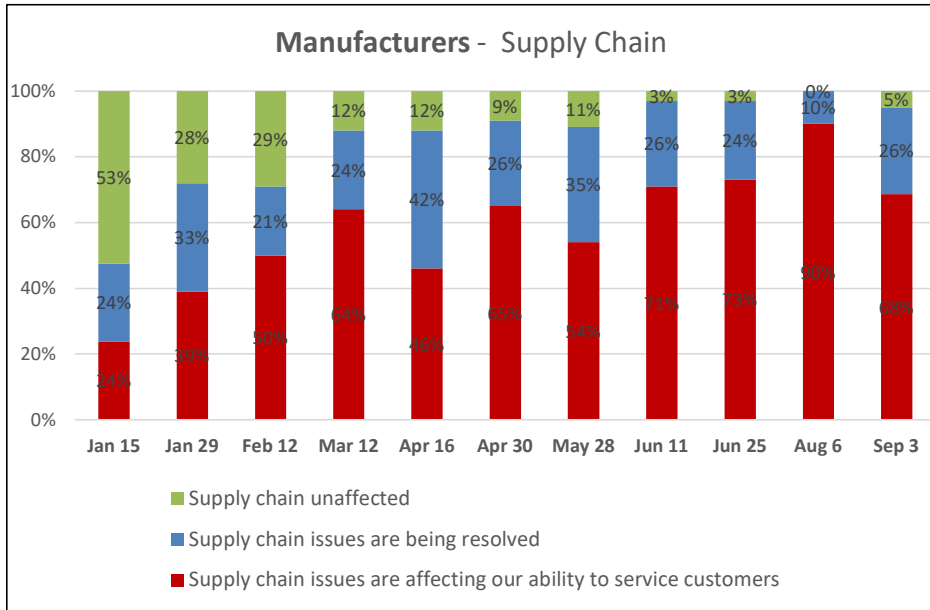
Q5. Please check the box that describes the status of the supply chain for your products/services:

MANUFACTURERS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Supply chain issues are affecting our ability to service customers	24%	39%	50%	64%	46%	65%	54%	71%	73%	90%	68%
Supply chain issues are being resolved	24%	33%	21%	24%	42%	26%	35%	26%	24%	10%	26%
Supply chain unaffected	53%	28%	29%	12%	12%	9%	11%	3%	3%	0%	5%

Change from Previous
-22%
16%
5%

DISTRIBUTORS	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Supply chain issues are affecting our ability to service customers	88%	96%	89%	95%	86%	100%	100%	91%	100%	95%	100%
Supply chain issues are being resolved	8%	0%	6%	5%	5%	0%	0%	9%	0%	5%	0%
Supply chain unaffected	4%	4%	6%	0%	9%	0%	0%	0%	0%	0%	0%

Change from Previous
5%
-5%
0%

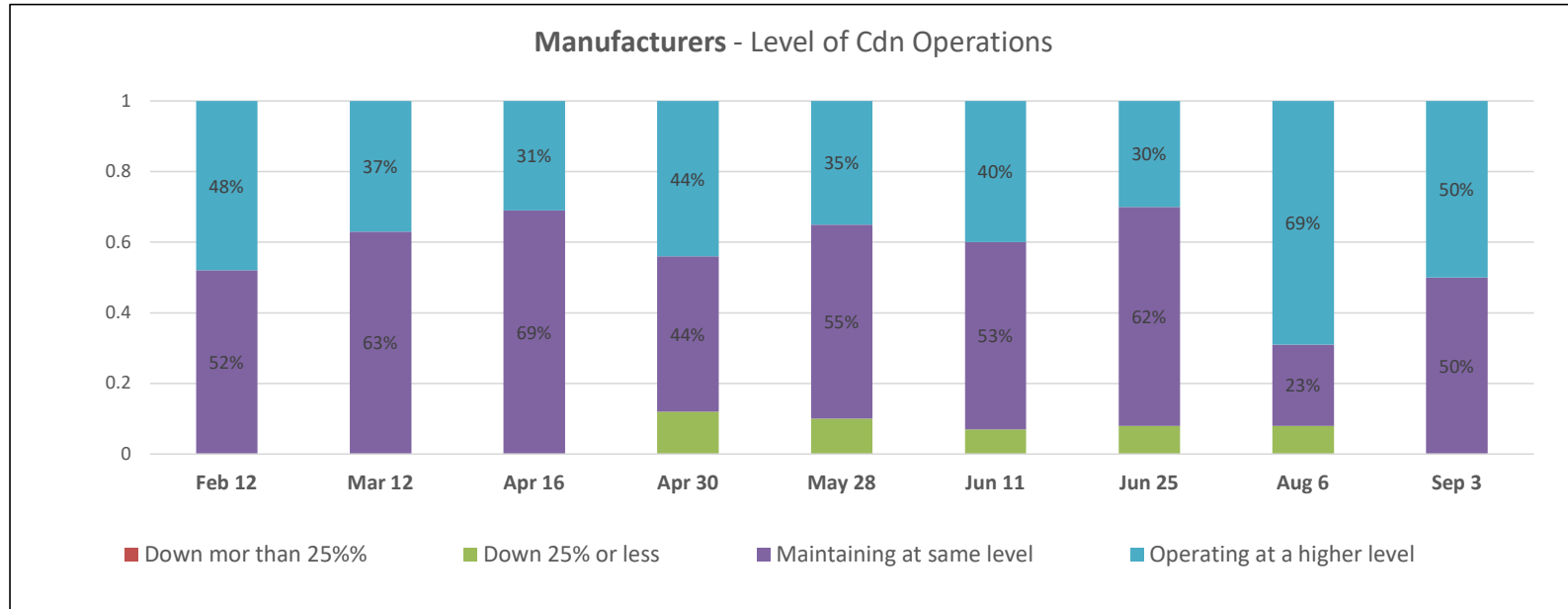


Q6. If applicable, What level are your Canadian manufacturing operations at versus January?

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	Sep 3
0%	0%	0%	0%	0%	0%	0%	0%	0%
0%	0%	0%	12%	10%	7%	8%	8%	0%
52%	63%	69%	44%	55%	53%	62%	23%	50%
48%	37%	31%	44%	35%	40%	30%	69%	50%



Survey Responses	Jan 15	Jan 29	Feb 12	Mar 12	Apr 16	Apr 30	May 28	Jun 11	Jun 25	Aug 6	Sep 3
Manufacturers	38	39	38	42	33	34	31	31	33	29	39
Distributors	26	23	18	22	22	17	21	22	23	20	28

COMMENT SECTION

September 3rd

Manufacturers

Since product prices have increased so much this year (eg 30-40% in some cases), the info you're asking for doesn't specify units vs dollars, so almost everyone should be up considerably in dollars but may be up much less so in units. You may wish to clarify going forward.

need to get the us border fully open----then international inflation is a monster being ignored by Bof C

Production would be higher if we could find employees for production. This continues to be a significant struggle locally.

Distributors

n/a

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?