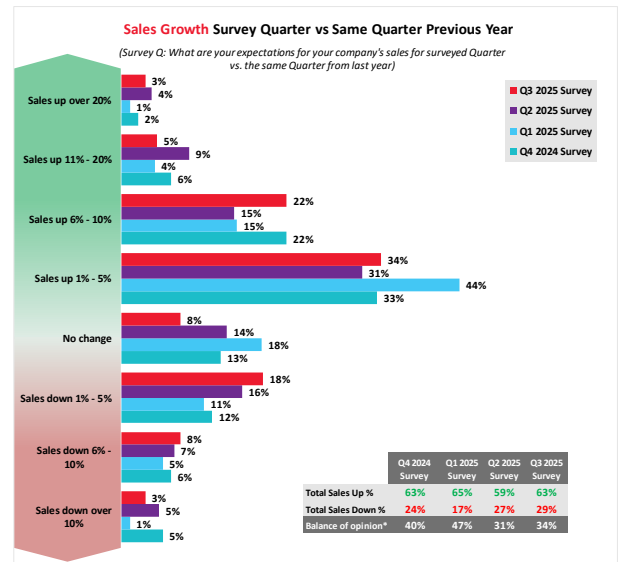
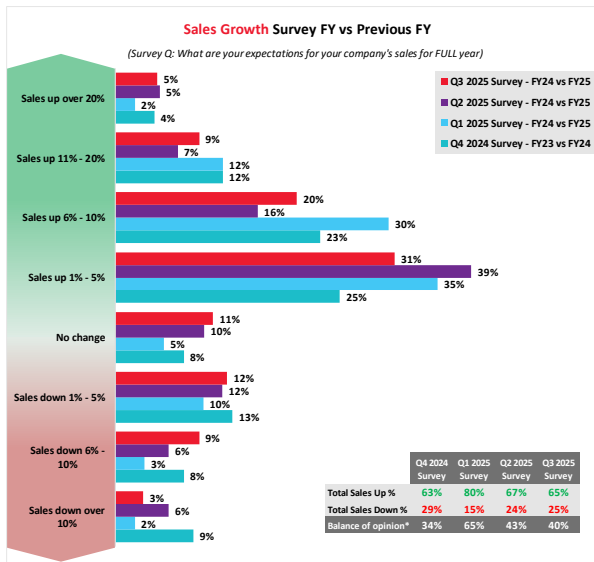
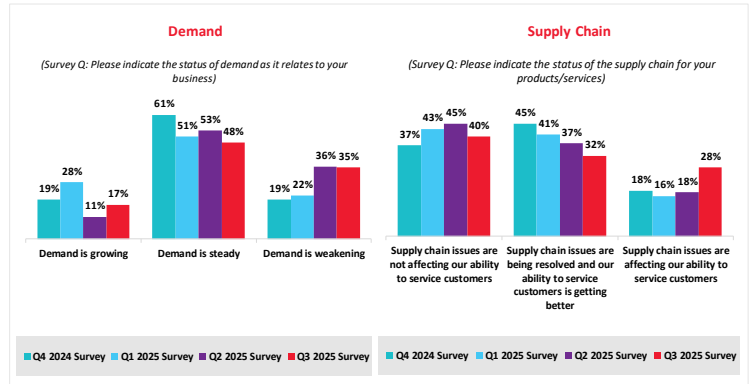
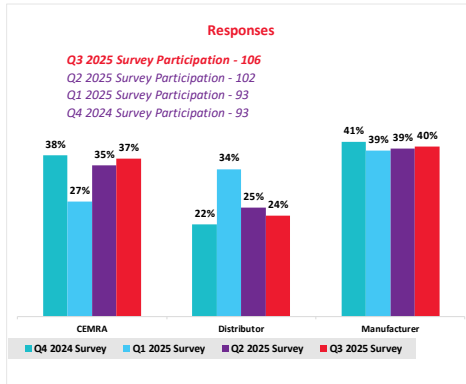


Electro-Federation Canada has released the **Q3 2025 Business Confidence Survey Results**. A total of **106 key association contacts** participated in the latest survey, maintaining a consistent and representative sample across membership types. The findings indicate a slight decline in overall optimism, with **65%** of respondents expecting sales growth in 2025—down from **67%** in the previous survey. Notably, **20%** anticipate growth in the **6–10% range**. Despite this, comments from respondents continue to reflect persistent uncertainty driven by concerns over U.S. tariffs.

Looking ahead to Q3 2025, **63%** of respondents predict sales increases, with **22%** projecting growth between **6–10%**. Additionally, **51%** project **1–5% growth** for FY 2026.

However, indications of market softening persist, with **35%** of respondents reporting weakening demand—slightly down from **36%** in the previous survey. Additionally, supply chain challenges are intensifying, with **28%** citing them as a barrier to customer service—up from **18%** in the previous quarter.



* Percentage of respondent saying "Sales up" minus percentage of respondent saying "Sales down"

Comments wordcloud:

