

Industry Sales Review

2020 Q1-Q2

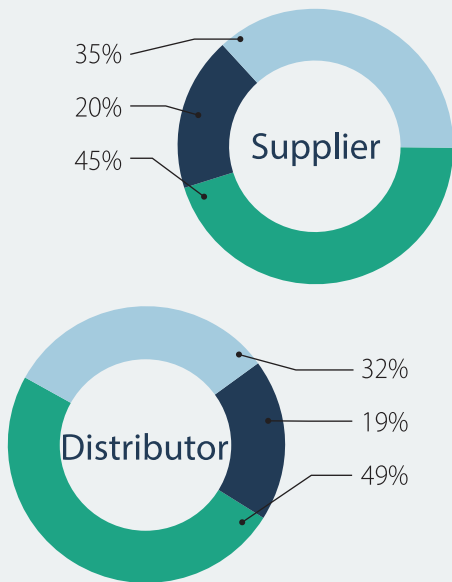
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Full Report

COVID-19 Impact

• Q1/2019 vs. Q1/2020 • (January-March)

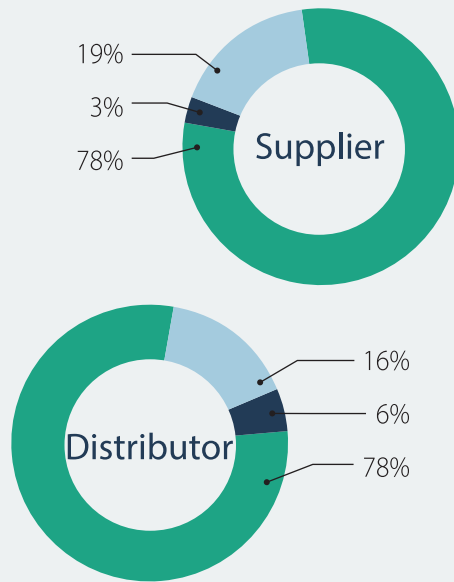
Increased Stayed Same Decreased



Q. By approximately what percentage did your overall sales change from Q1 (Jan thru Mar) of 2019 compared to Q1 (Jan thru Mar) of 2020?

• Q2/2019 vs. Q2/2020 • (April-June)

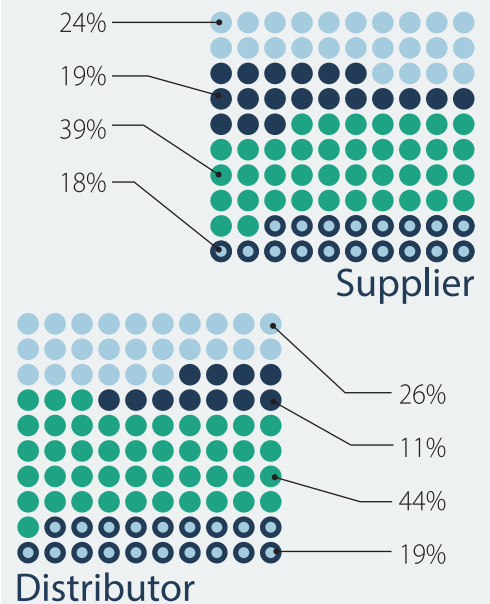
Increased Stayed Same Decreased



Q. By approximately what percentage did your overall sales change from Q2 (Apr thru Jun) of 2019 compared to Q2 (Apr thru Jun) of 2020?

• Profitability Projections • For Second Half Of 2020

Increase Stay Same Decrease Unsure

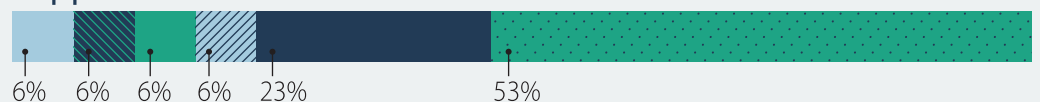


Q. Thinking about the second half of 2020, what are your expectations of overall profitability for this period compared to the first half of 2020?

• Q2 2020 Shift In Sales To Personal Protective Equipment (PPE) •

About 90% About 30%
About 70% About 10%
About 50% None

Supplier



Distributor



Q. In Q2 (Apr thru Jun), what percentage of your sales shifted to personal protective equipment (face masks, medical gowns, face shields, etc.) and hand sanitizer?