

# Industry Sales Review

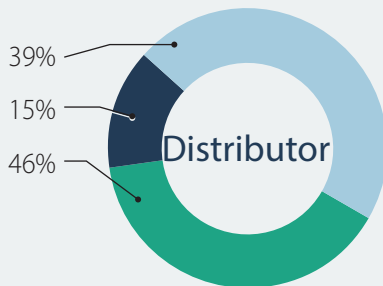
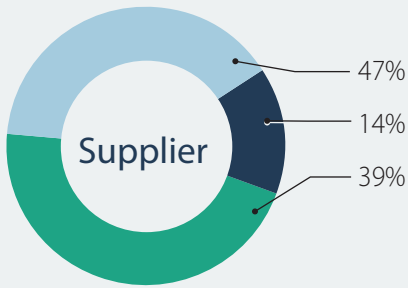
## 2020 Q3

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### COVID-19 Impact

#### Overall Sales Change Q2/2020 vs. Q3/2020

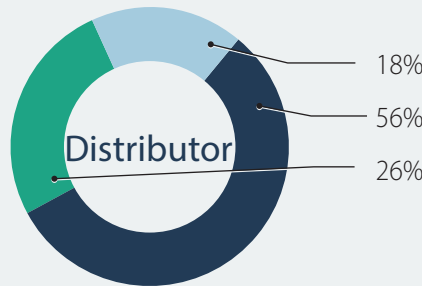
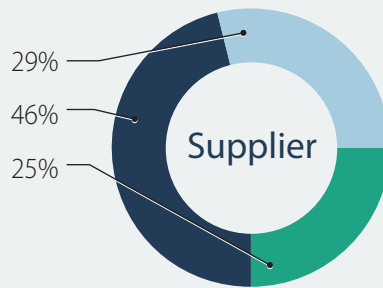
Increased Stayed Same Decreased



Q. By approximately what percentage did your overall sales change from Q2 (Apr thru Jun) of 2020 compared to Q3 (Jul thru Sep) of 2020?

#### Confidence In Your Company Viability During Q3/2020

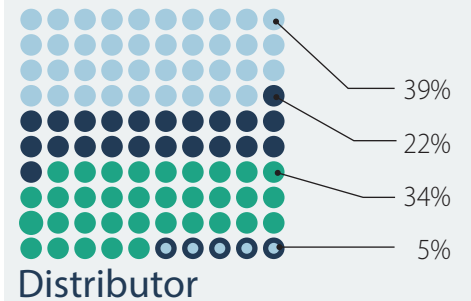
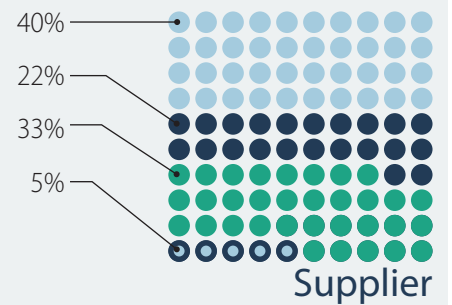
Increased Stayed Same Decreased



Q. Has your confidence level in your business's future viability changed during Q3 of 2020?

#### Sales Expectations Q4/2020

Increase Stay Same Decrease Unsure

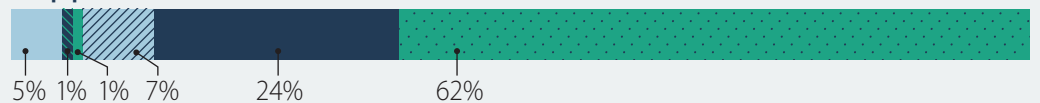


Q. Thinking about Q4 (Oct-Dec) of 2020, what are your expectations of overall profitability for this period compared to Q3 (Jul-Sep) of 2020?

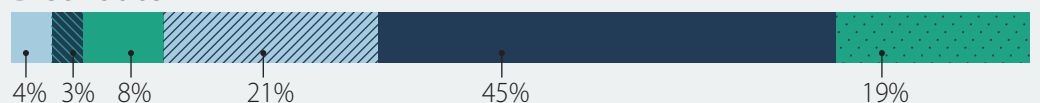
#### Sales In Decorated Personal Protective Equipment (PPE) In Q3 2020

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

##### Supplier



##### Distributor



Q. In Q3 (Jul thru Sep), what percentage of your sales were DECORATED personal protective equipment (face masks, medical gowns, face shields, etc.) and hand sanitizer?