



PULSE OF THE INDUSTRY - Q3 2023

Introduction and Company Information

We appreciate you taking the time to complete the following Pulse of the Industry survey. The survey should take 5-10 minutes to complete. Questions are based with Q3 2023 (July-Sept.) as the base timeframe.

All of the information gathered is confidential and will be rolled up with other survey participants. No data or information will be attributed to any one company.

If you have any questions, please reach out to Todd Bukowski (todd@ptisglobal.com)

We ask that you please complete this survey **by Wednesday, November 1.**

Thank you for your participation on this important industry initiative.

* 1. Please add a **key contact** for any survey follow up.

Name	<input type="text"/>
Company	<input type="text"/>
Email Address	<input type="text"/>
Phone Number	<input type="text"/>

2. Please select your company category, based on annual U.S. sales.

- ☐ Small (<\$10 million)
- ☐ Medium (\$10-\$150 million)
- ☐ Large (\$150 million-\$1 billion)
- ☐ Very Large (>\$1 billion)

* 3. **Net Sales** levels for **3rd quarter 2023** compared to:

	Q2 2023	Q3 2022
Net Sales (Q3 2023) compared to:	<input type="text"/>	<input type="text"/>

Comments on Net Sales Change (optional)

* 4. **Output/Volume** levels for 3rd quarter 2023 compared to:

	Q2 2023	Q3 2022
Output/Volume (Q3 2023) compared to:	<input type="text"/>	<input type="text"/>

Comments on Output/Volume Change (optional)

* 5. **Total Inventory** levels for 3rd quarter 2023 compared to:

	Q2 2023	Q3 2022
Total Inventory (Q3 2023) compared to:	<input type="text"/>	<input type="text"/>

Comments on Total Inventory Change (optional)

* 6. **Capital Expenditure** levels for 3rd quarter 2023 compared to:

	Q2 2023	Q3 2022
Capital Expenditure (Q3 2023) compared to:	<input type="text"/>	<input type="text"/>

Comments on Capital Expenditure Change (optional)

* 7. **Profitability (EBIT)** levels for 3rd quarter 2023 compared to:

	Q2 2023	Q3 2022
Profitability (EBIT) (Q3 2023) compared to:	<input type="text"/>	<input type="text"/>

Comments on Profitability (EBIT) Change (optional)

* 8. Capital Utilization (24 hrs/7 days) levels for 3rd quarter 2023 compared to:

Capital Utilization (Q3 2023) compared to:

Q2 2023

Q3 2022

Comments on Capital Utilization Change (optional)

* 9. Expectations for Q4 2023 Net Sales compared to Q3 2023.

- ☐ Lower
- ☐ About the same
- ☐ Higher


Comments (optional)

* 10. Expectations for Q4 2023 Volume/Output compared to Q3 2023.

- ☐ Lower
- ☐ About the same
- ☐ Higher

Comments (optional)

Done

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