

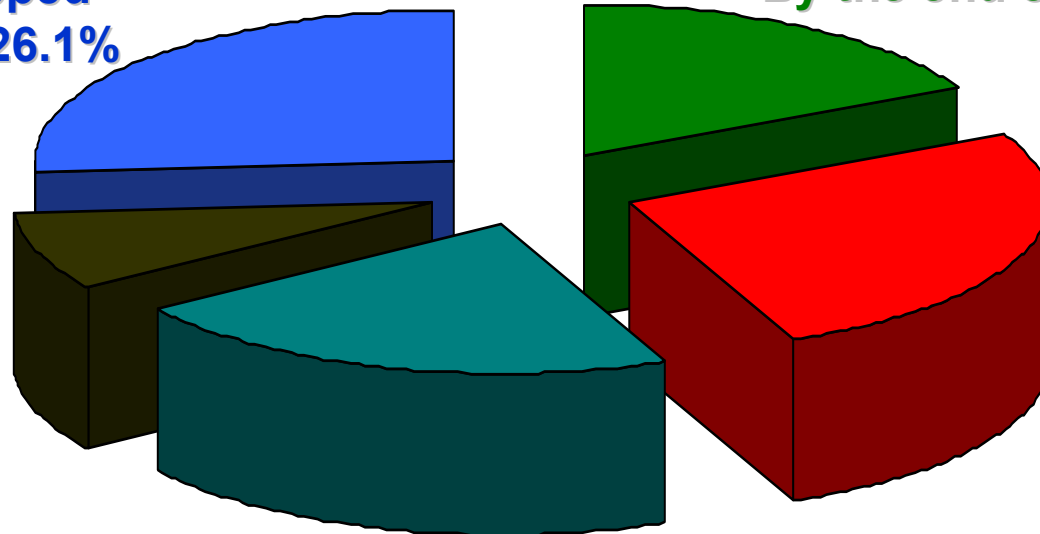
When does your company expect to start giving raises again?
Overall results from Wholesalers & Specialty Wholesalers
(46/93 responses, 49.4% response rate)

We never stopped giving raises: 26.1%

By the end of 2009: 17.4%

Not in the foreseeable future: 8.7%

In the first half of 2010: 26.1%



In the second half of 2010: 21.7%

[Please see the next page to view a breakout of anticipated raises by %]

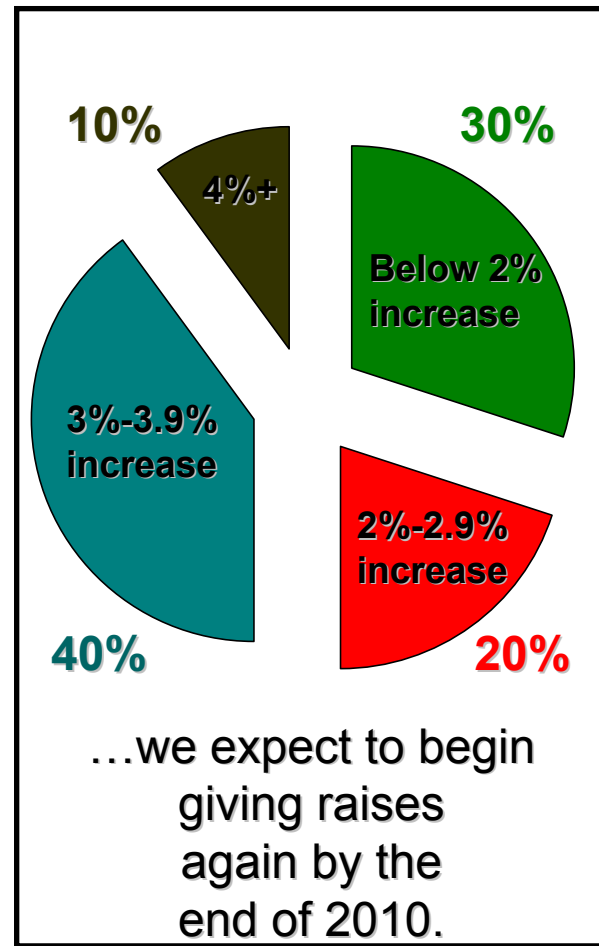
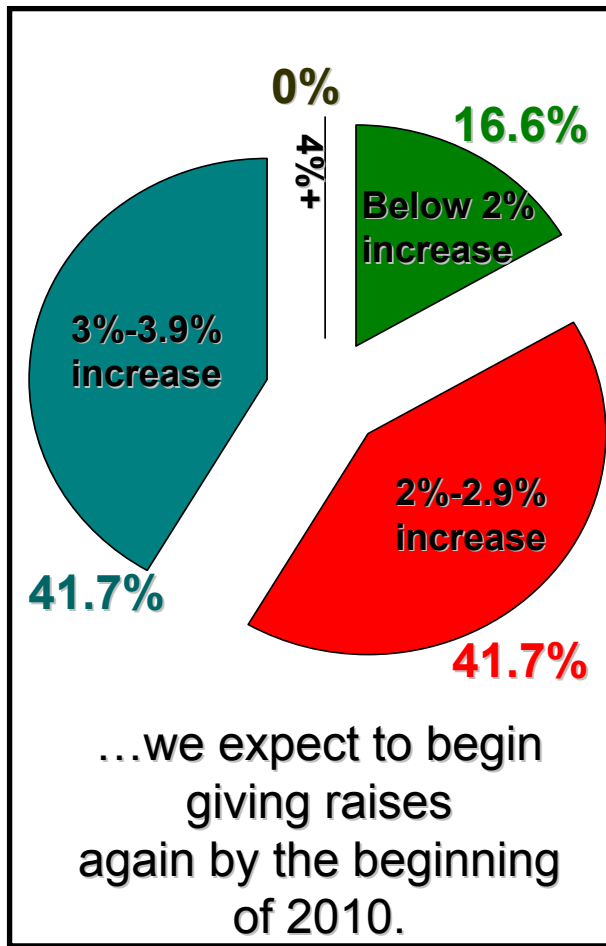
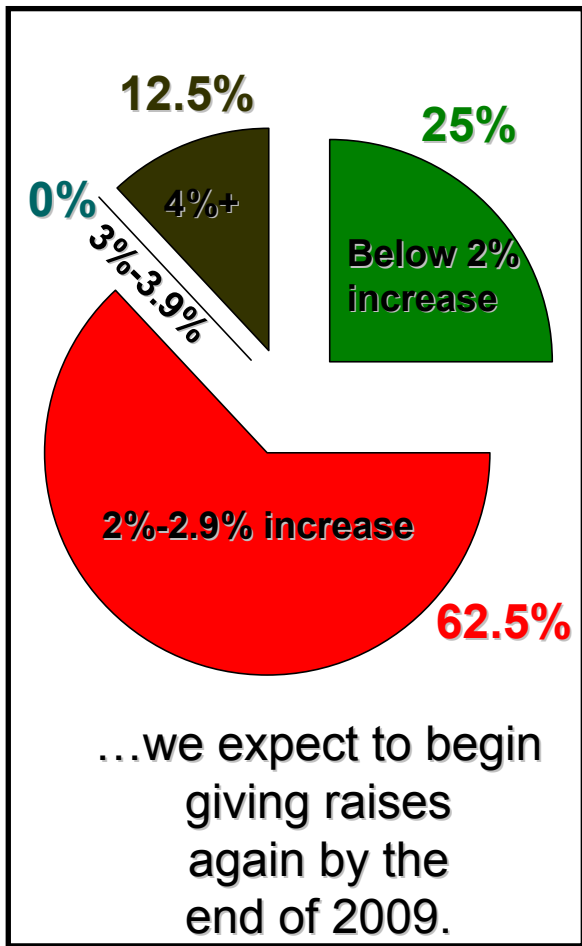
CIPH EconoLink #17, Conducted September 28- October 2, 2009



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CIPH EconoLink

Results by group from the previous page. What % range of raises do you anticipate giving... (Wholesalers & Specialty Wholesalers)



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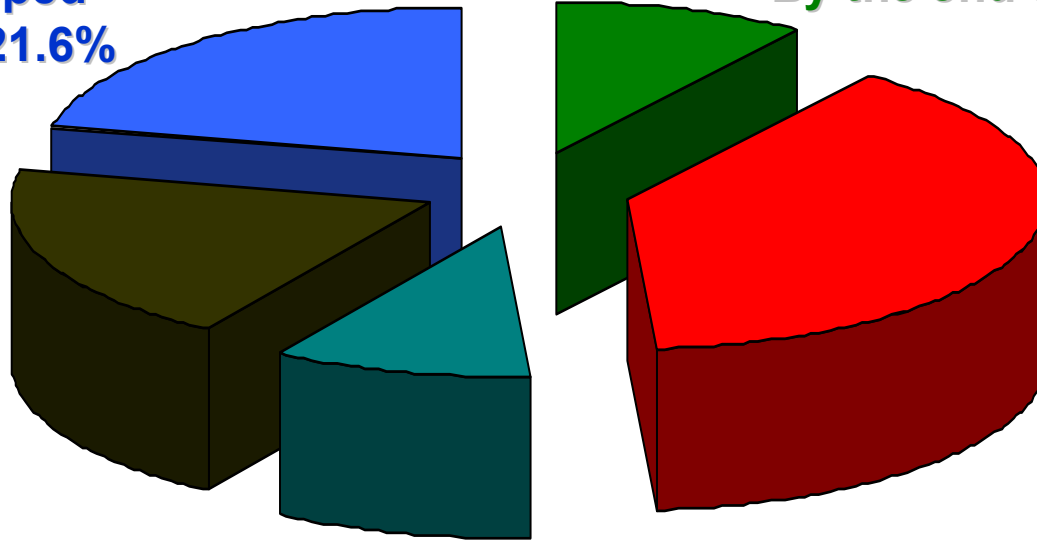
When does your company expect to start giving raises again?
Overall results from Manufacturers, Master Distributors & Agents
(51/247 responses, 20.6% response rate)

We never stopped giving raises: 21.6%

By the end of 2009: 9.8%

Not in the foreseeable future: 19.6%

In the first half of 2010: 23.2%



In the second half of 2010: 9.8%

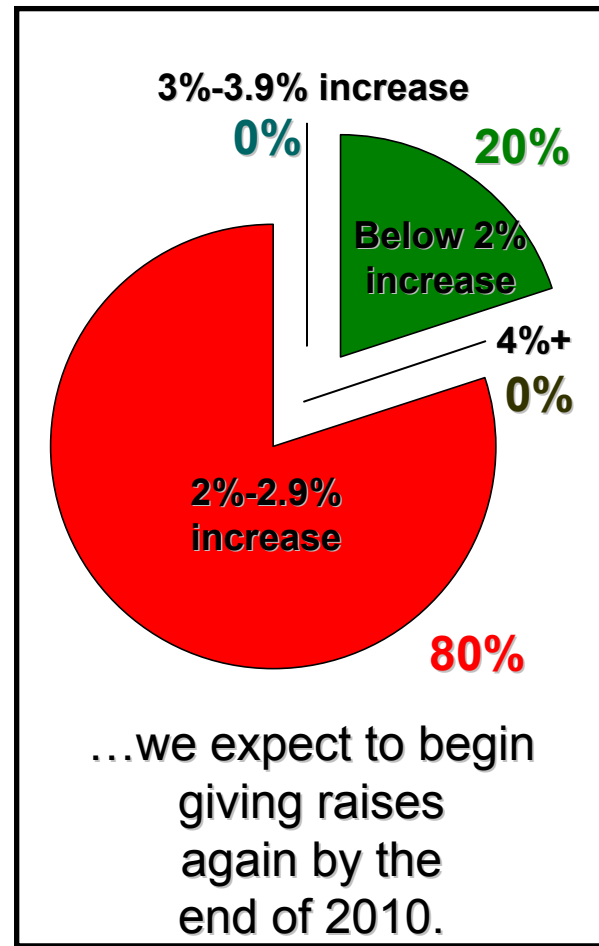
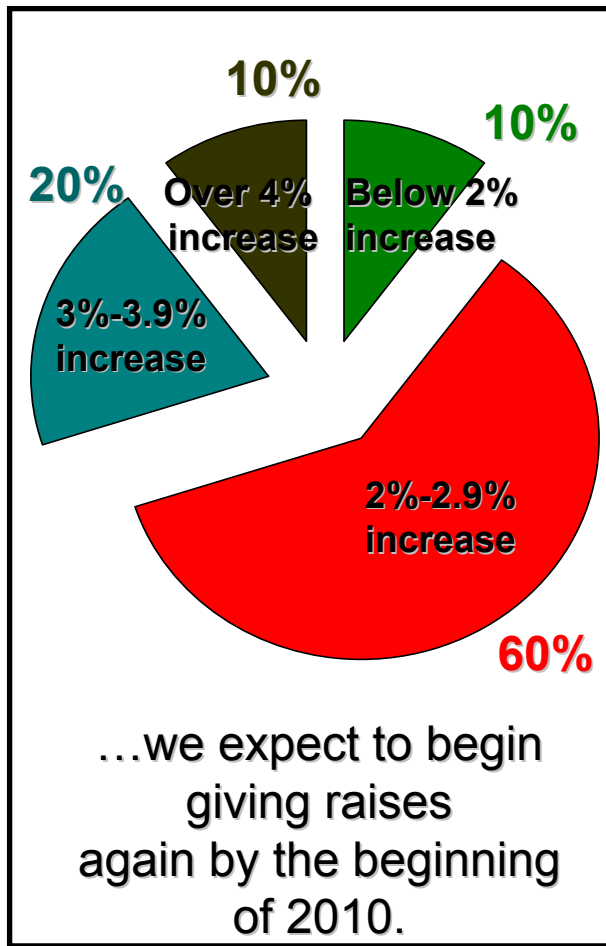
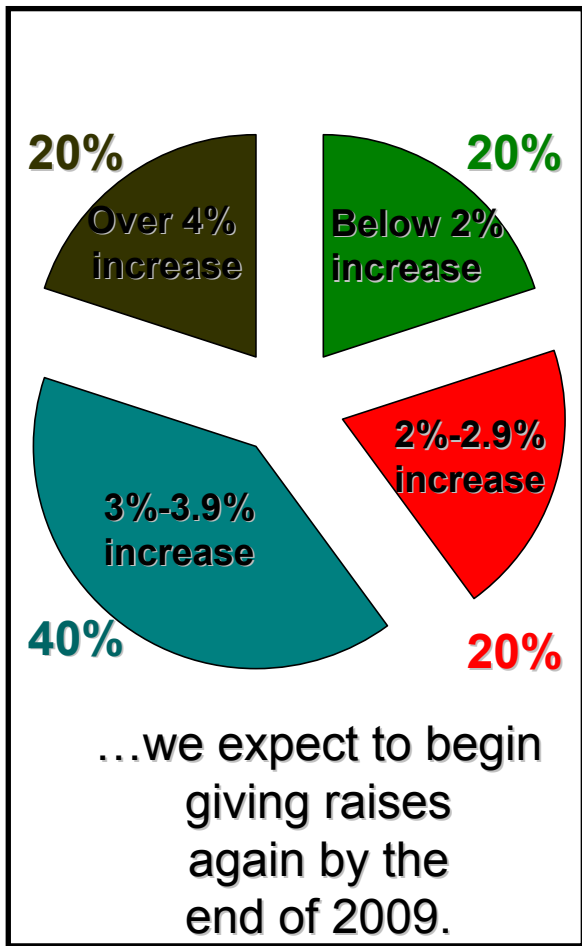
[Please see the next page to view a breakout of anticipated raises by %]

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Results by group from the previous page. What % range of raises do you anticipate giving... (Manufacturers, Master Distributors & Agents)



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