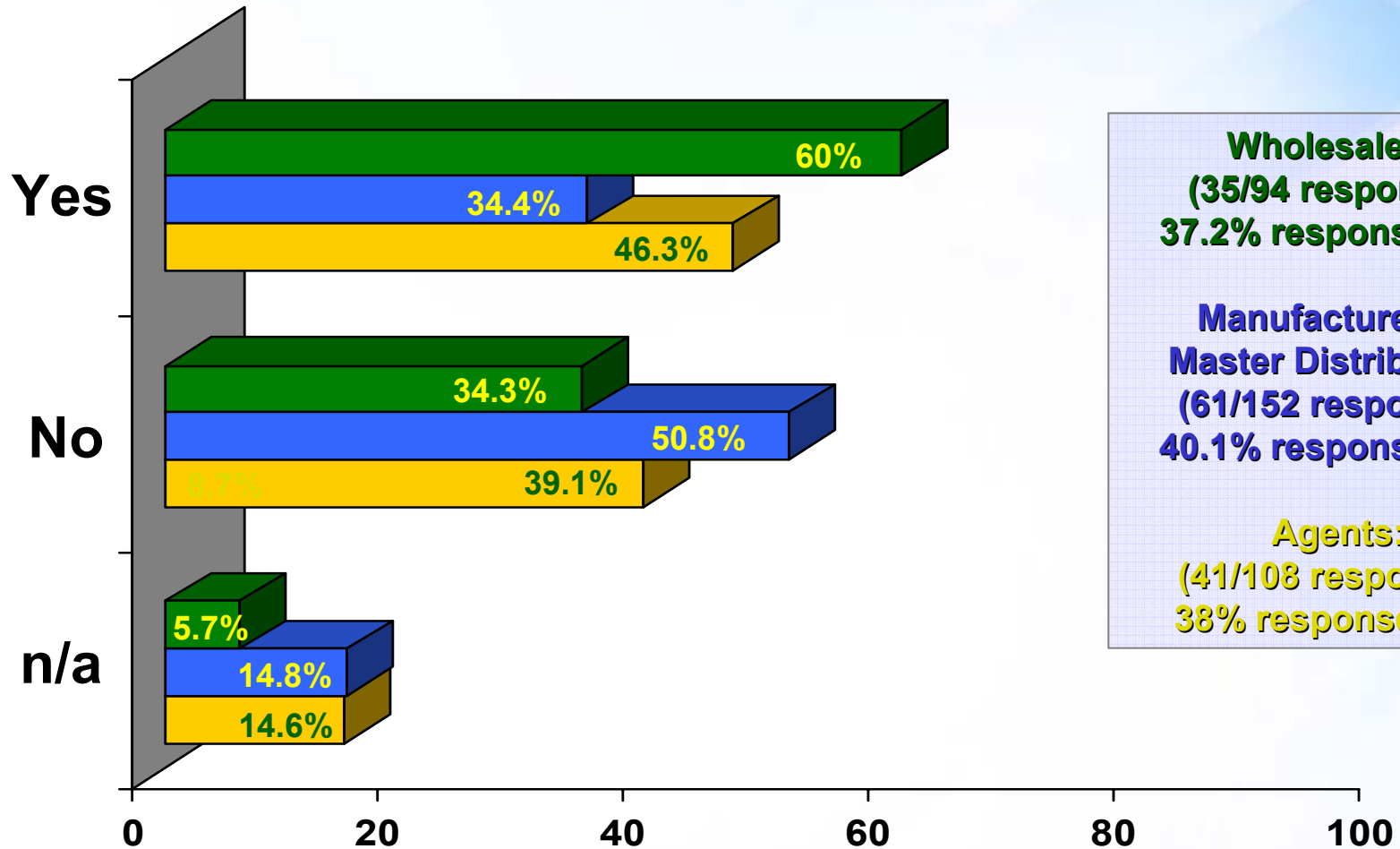


# Are you having any trouble hiring skilled workers?



**Wholesalers:**  
(35/94 responses,  
37.2% response rate)

**Manufacturers &  
Master Distributors:**  
(61/152 responses,  
40.1% response rate)

**Agents:**  
(41/108 responses,  
38% response rate)



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