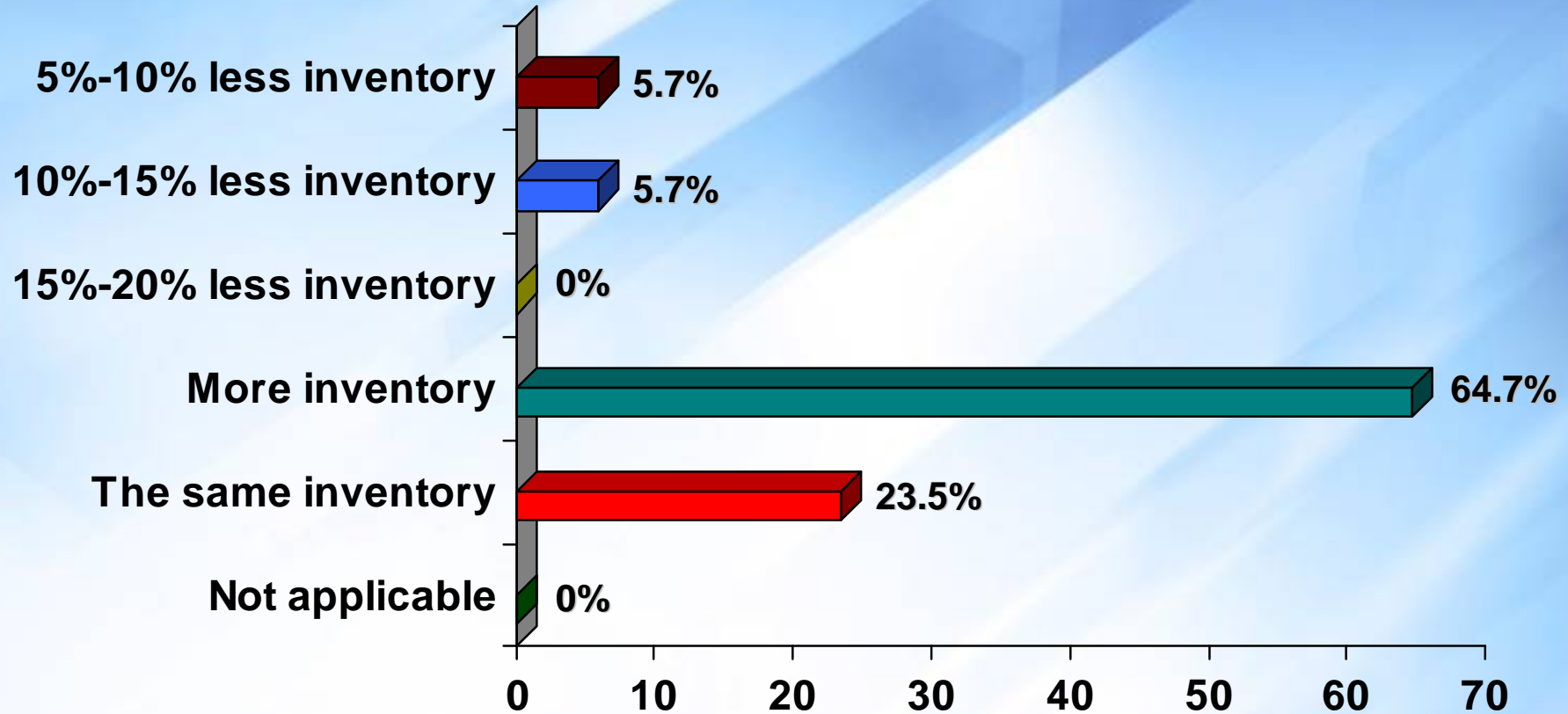


Compared to this time last year, are you carrying...
Results from Wholesalers (17/52 responses, 33% response rate)



Comments:

- Increase due to coming season.
- Increase, however we are trying to reduce it to last year's level.
- We are working hard to make sure that we have the right inventory at the right levels. While this has resulted in an increase, we ensure we have the right inventory levels from our strategic partners so that we can properly represent the entire offering.

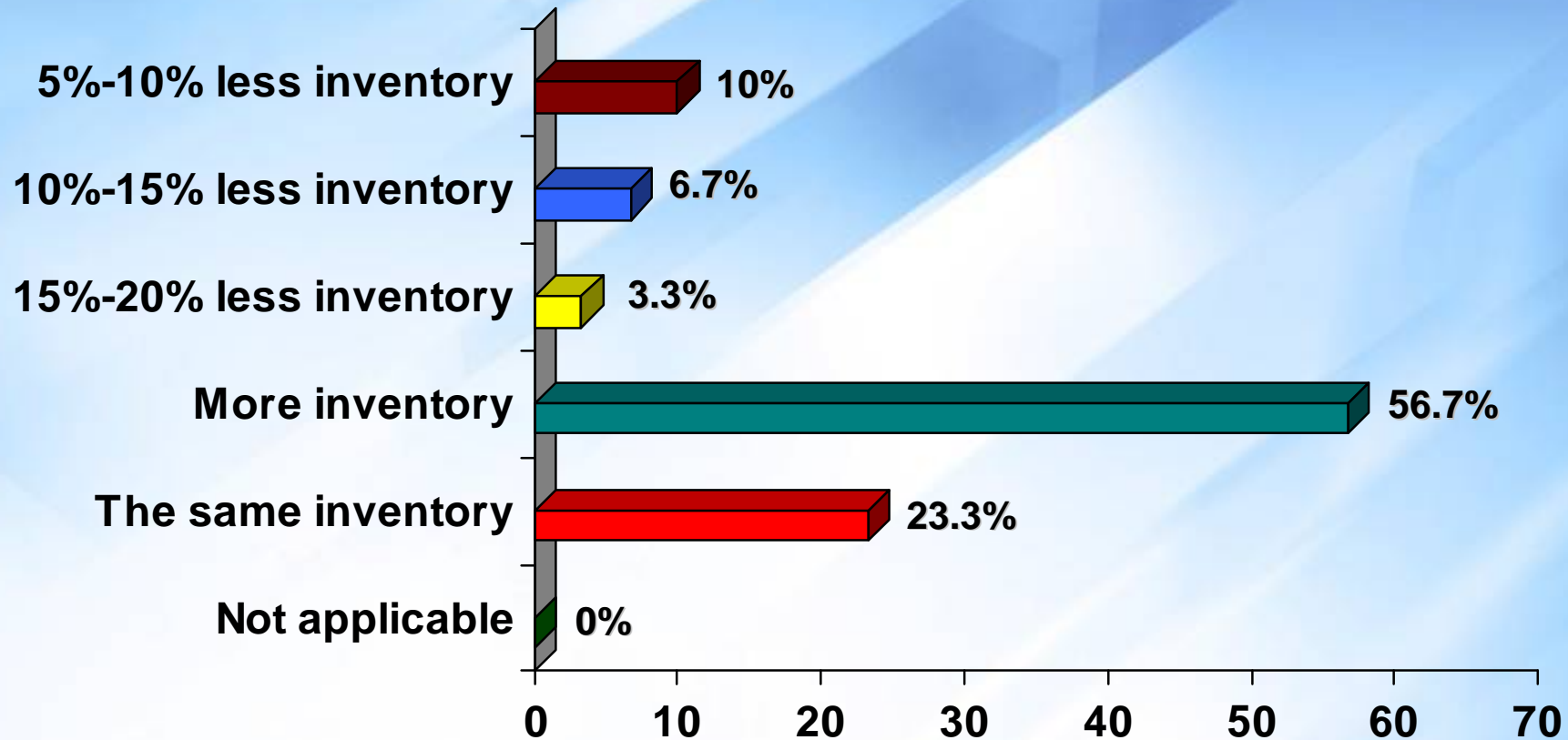


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Compared to this time last year, are you carrying...

Results from Manufacturers & Master Distributors (30/95 responses, 32% response rate)



Comments:

- When times get tougher, the company that goes out of their way to service the customer will be on top by gaining new customers in addition to serving their own better. Also when times improve, and they will, the company who has done this stands a good shot at staying on top.

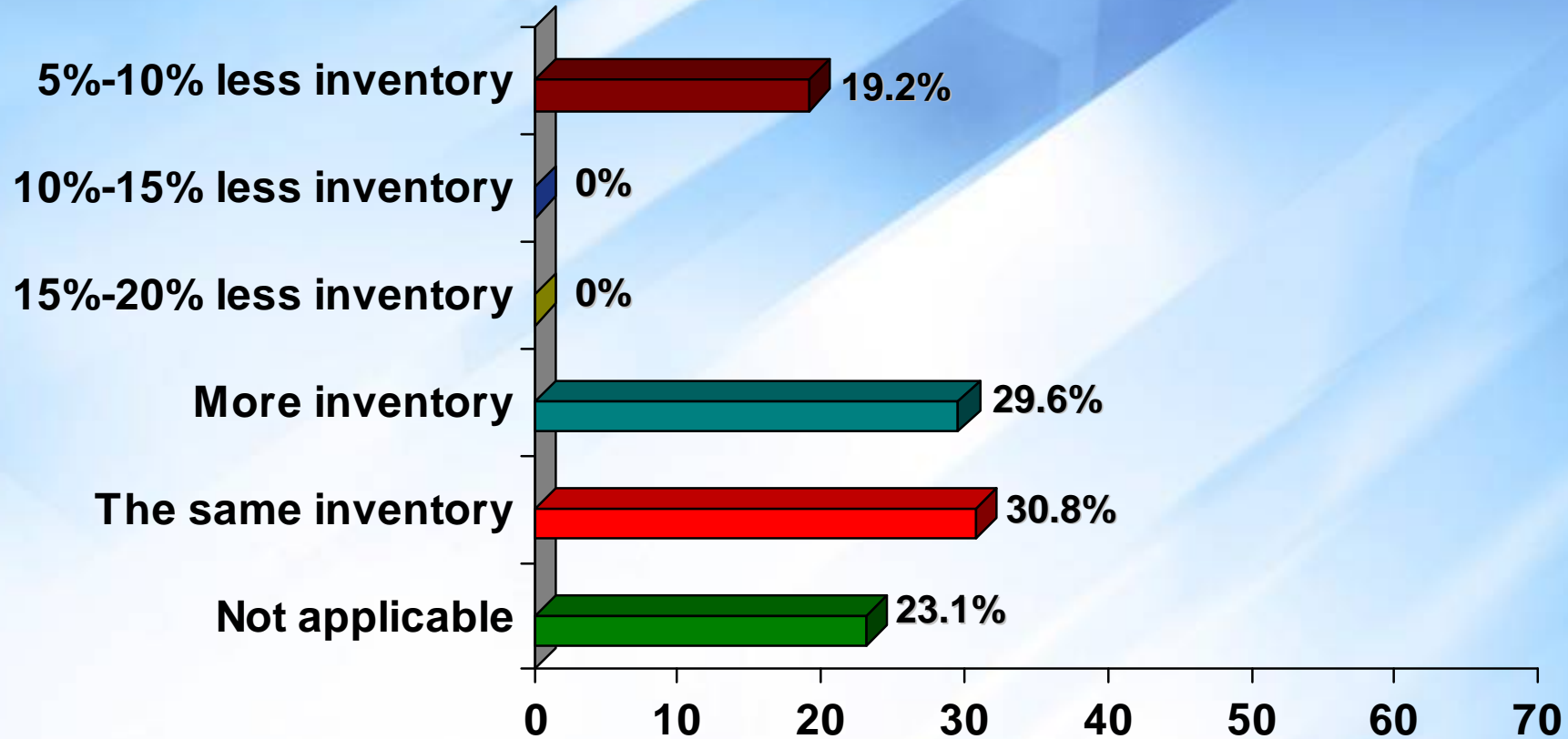


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Compared to this time last year, are you carrying...

Results from Agents (26/97 responses, 27% response rate)



Comments:

- n/a



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