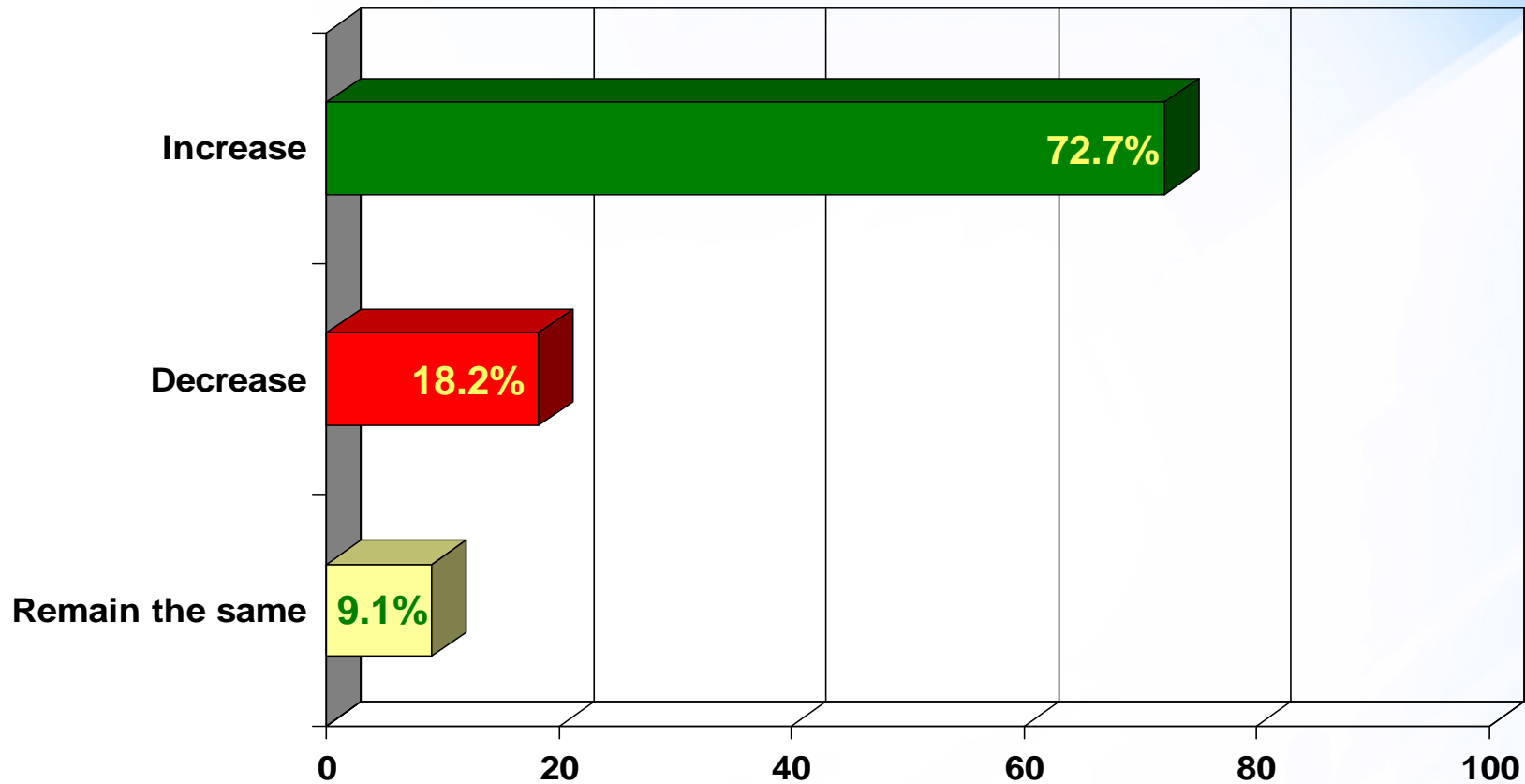


Based on the change in costs, including currency and commodity moves, do you expect your selling prices to:

Results from Wholesalers
(11/52 responses, 21% response rate)

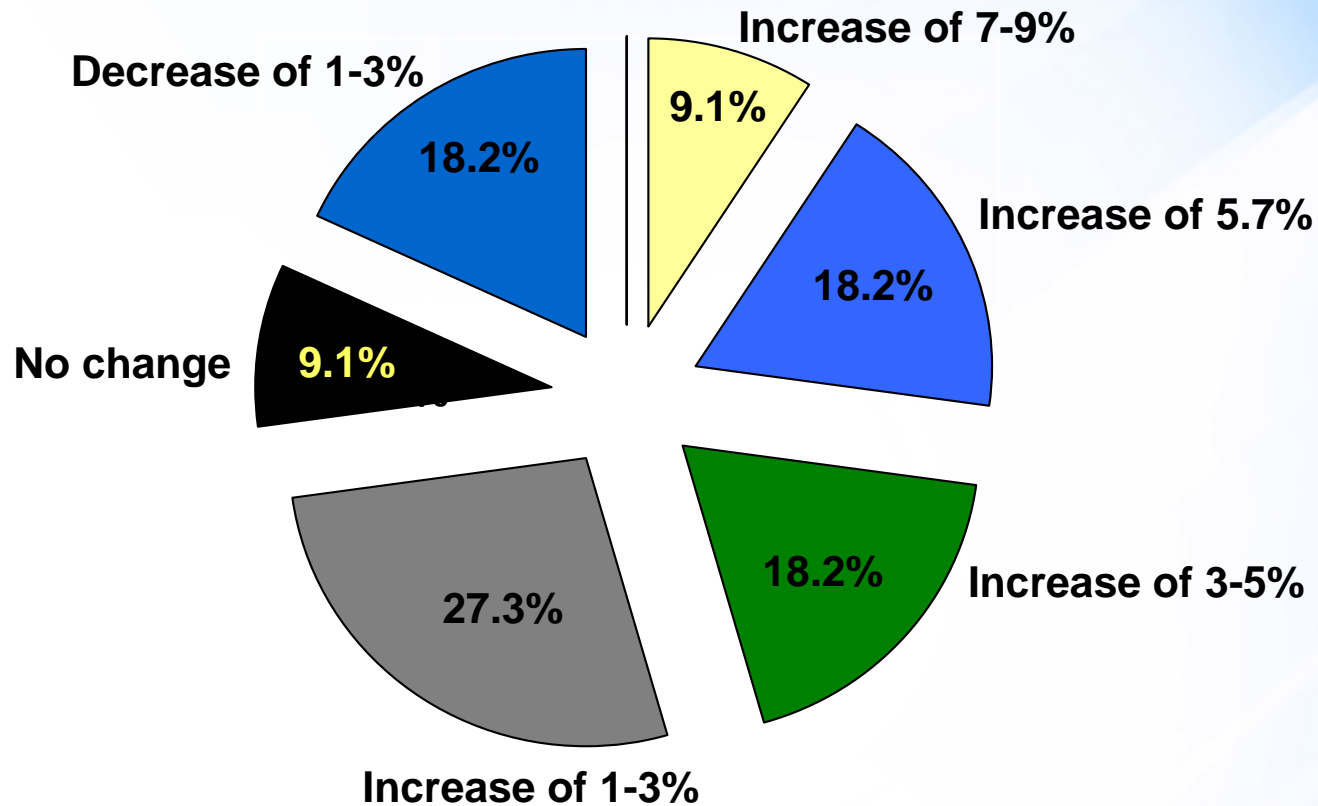


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CIPH EconoLink

What estimated % increase or decrease do you expect?

Wholesalers

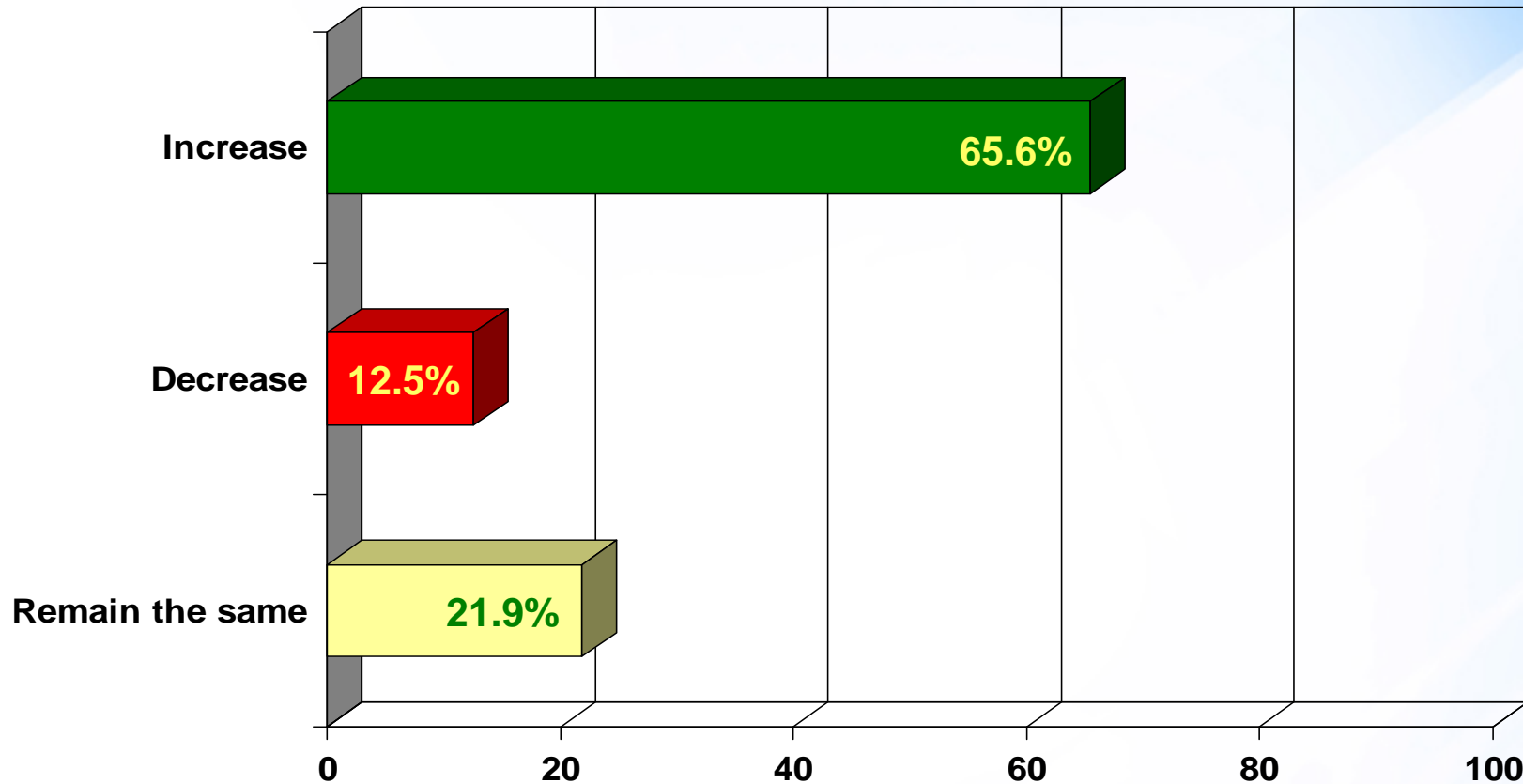


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Based on the change in costs, including currency and commodity moves, do you expect your selling prices to:

Results from Manufacturers & Master Distributors
(32/93 responses, 34% response rate)



Comment: Increase 3-5%. This of course depends on the volatility of our suppliers.

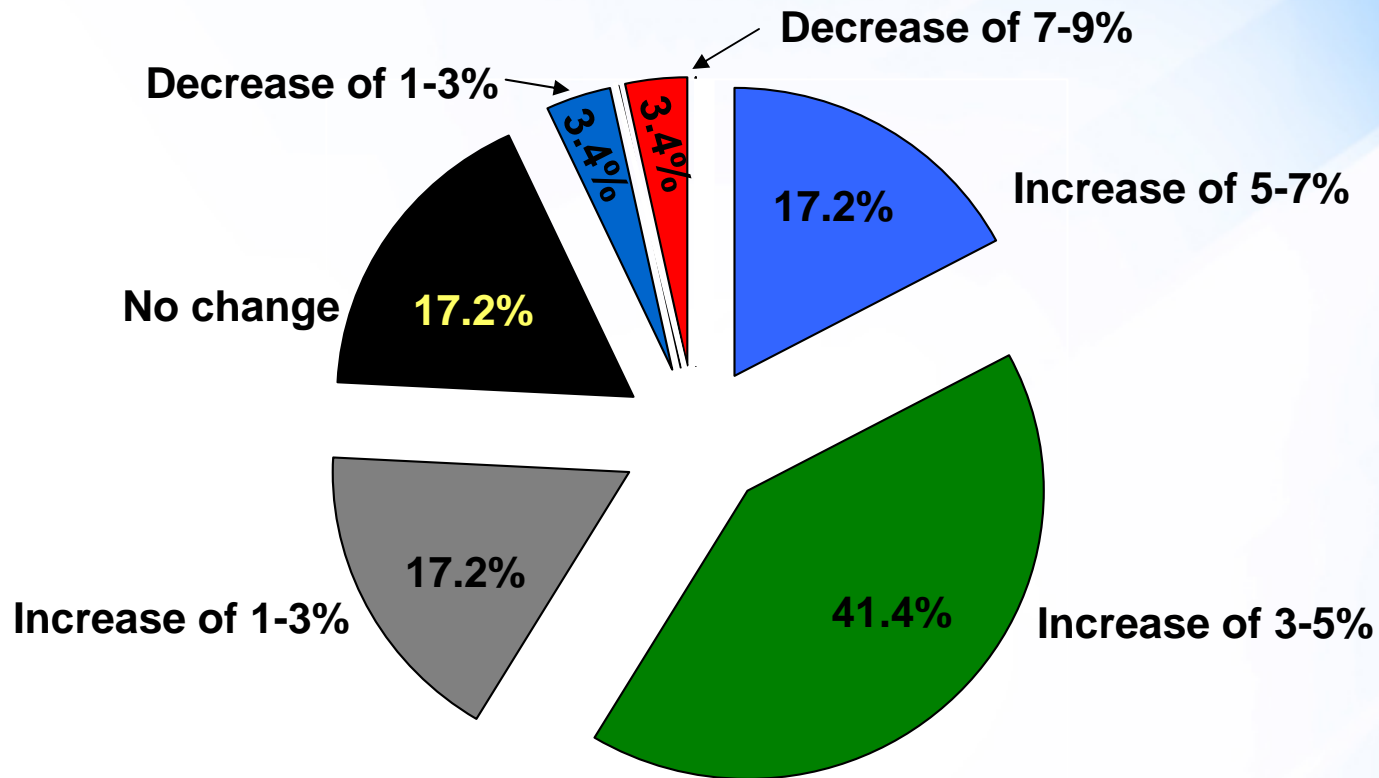


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What estimated % increase or decrease do you expect?

Manufacturers & Master Distributors

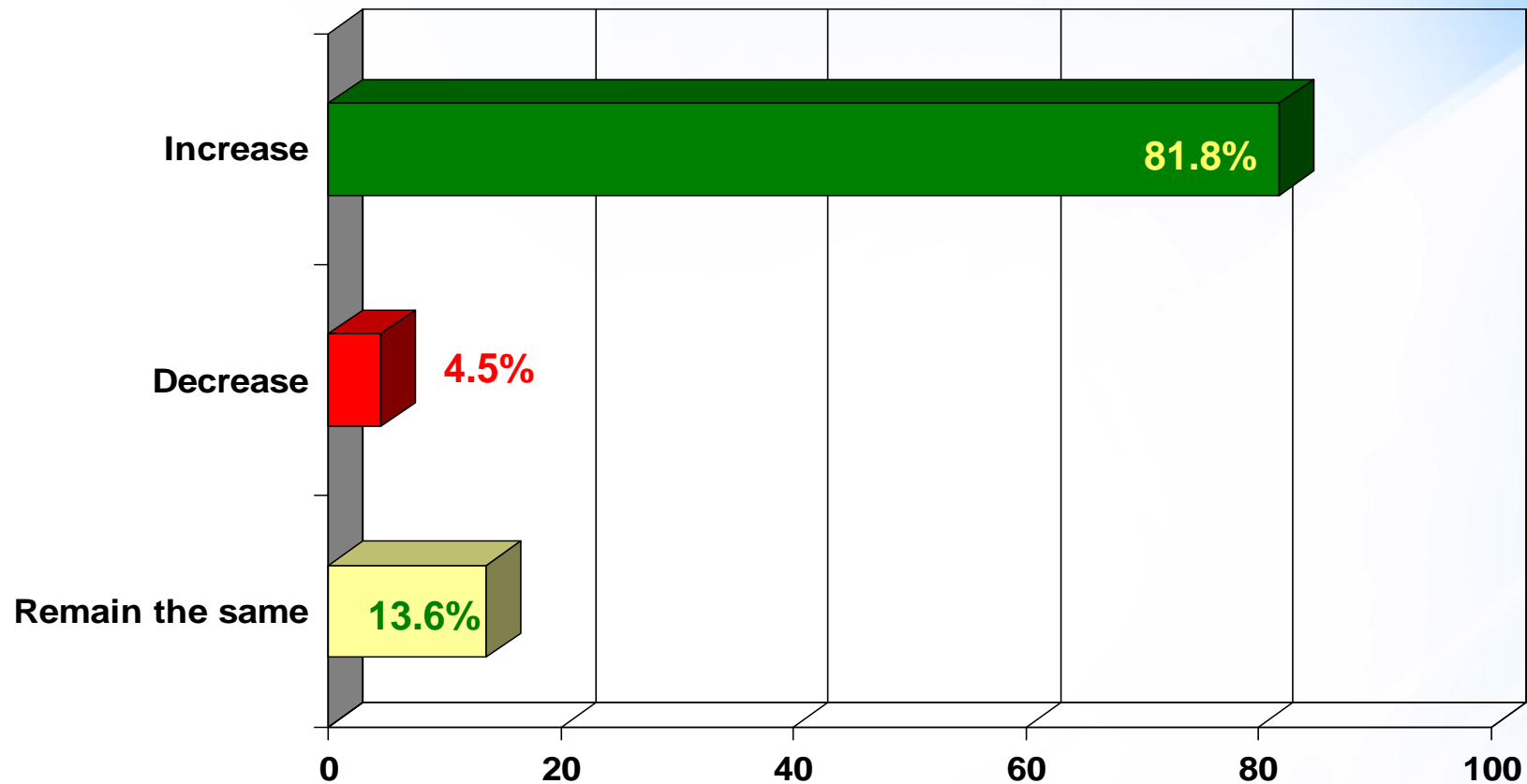


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Based on the change in costs, including currency and commodity moves, do you expect your selling prices to:

Results from Agents
(22/97 responses, 23% response rate)



Comment: Increase 5-7%. Canadian dollar erosion.

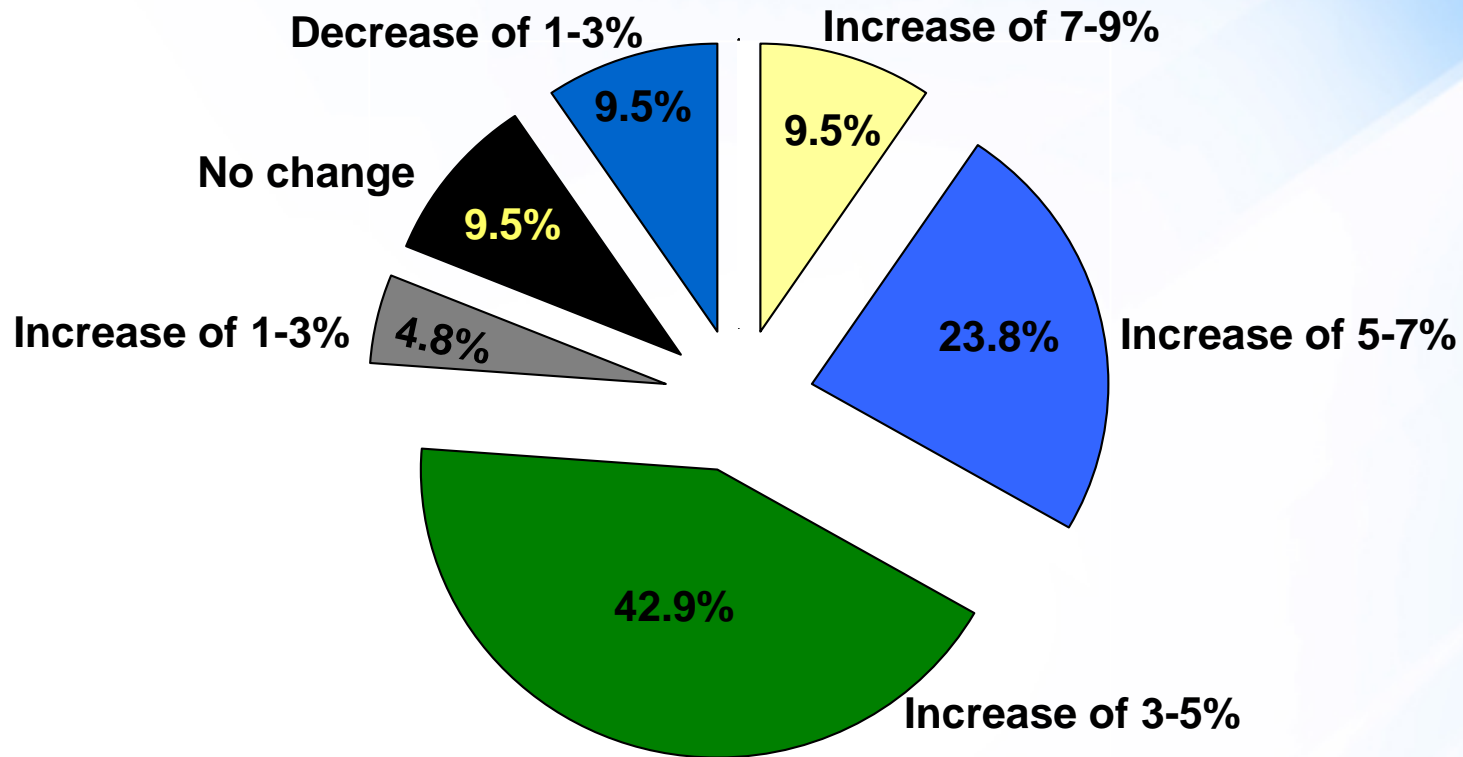


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What estimated % increase or decrease do you expect?

Agents



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