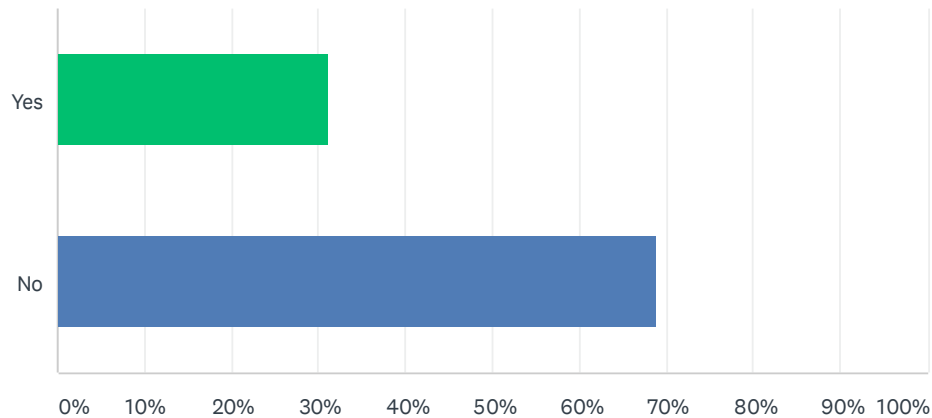


Q1 Are there any critical supply issues that you are monitoring as the pandemic continues?

Answered: 32 Skipped: 0

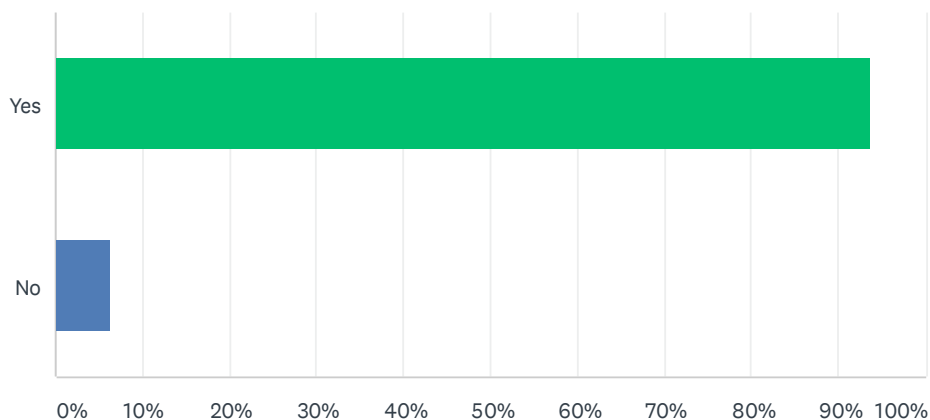


ANSWER CHOICES	RESPONSES	
Yes	31.25%	10
No	68.75%	22
TOTAL		32

#	COMMENTS	DATE
1	The suppliers who had shut down are all currently producing product. Certain lead times have stretched, but none are affecting our customer deliveries	8/31/2020 8:13 AM
2	Some slight material delays with recent improvement.	8/25/2020 3:05 PM
3	We have not seen any supply issues during the pandemic	8/24/2020 5:06 PM
4	No one thing. Random issues pop up all the time.	8/24/2020 2:39 PM
5	We survey all Suppliers on a weekly basis to see if they are impacted by COVID	8/22/2020 6:50 PM
6	Steel and currency fluctuations	8/21/2020 11:27 AM
7	masks and hand sanitizer	8/20/2020 4:41 PM
8	Difficulty with some vendors unable to source specific size/grade of steel resulting in additional engineering, expense and slow delivery.	8/20/2020 3:44 PM
9	We have not had any issues with material or drive items	8/20/2020 3:00 PM
10	Supplier continuity and financial stability	8/20/2020 2:50 PM

Q2 Have you been able to sustain potential workforce shortages while maintaining essential functions?

Answered: 32 Skipped: 0

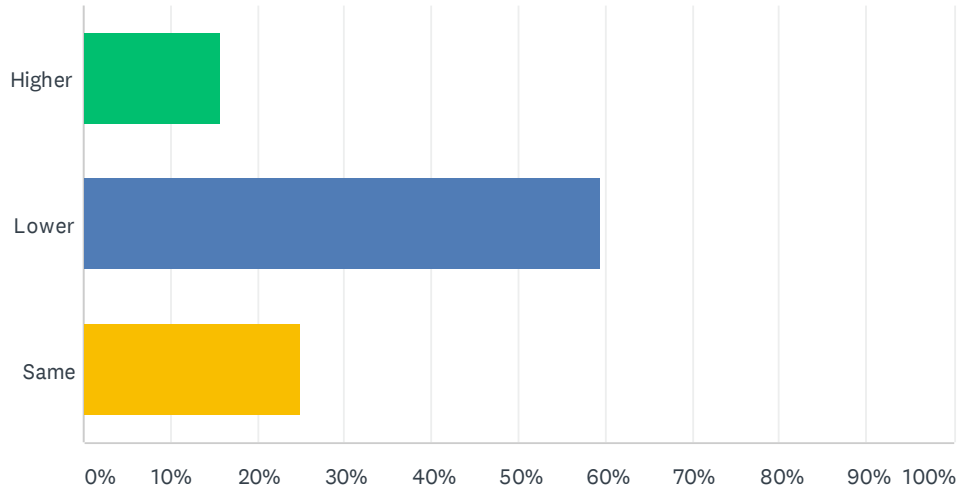


ANSWER CHOICES	RESPONSES	
Yes	93.75%	30
No	6.25%	2
TOTAL		32

#	COMMENTS	DATE
1	Very confusing wording of this sentence. We have not laid off anyone and have continued to work all employees full time, not just essential but business as normal	8/24/2020 5:06 PM
2	No shortages. All workers have been retained, and any who have departed/retired have had replacements recruited successfully so far	8/24/2020 3:52 PM
3	Hasn't been a major issue thus far	8/24/2020 2:39 PM
4	Workforce shortage existed prior to the pandemic issue.	8/24/2020 12:06 PM
5	Struggle with productivity with some employees in some positions when they work remotely	8/22/2020 6:50 PM
6	Not an easy task	8/20/2020 2:56 PM

Q3 What level of Request for Quote activity is your company experiencing since the same period last year?

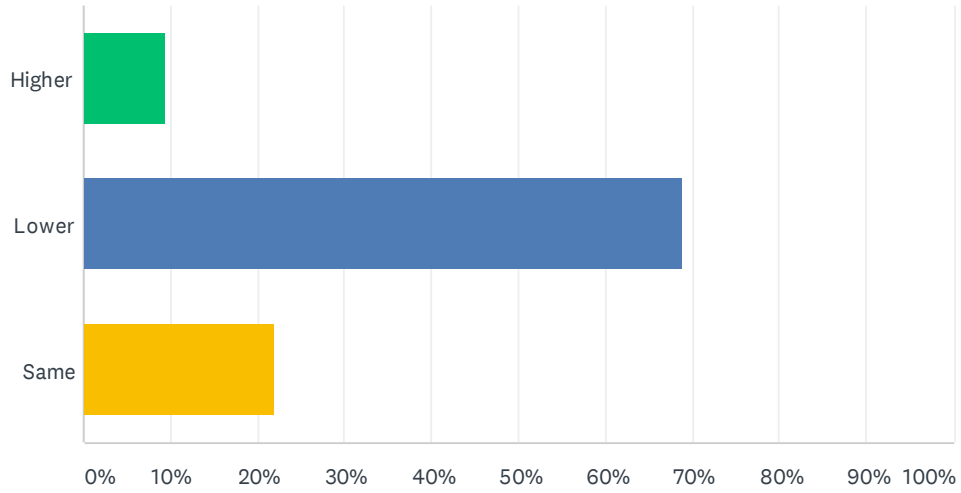
Answered: 32 Skipped: 0



ANSWER CHOICES	RESPONSES
Higher	15.63% 5
Lower	59.38% 19
Same	25.00% 8
TOTAL	32

Q4 What level of Incoming Order Rate is your company experiencing since the same period last year?

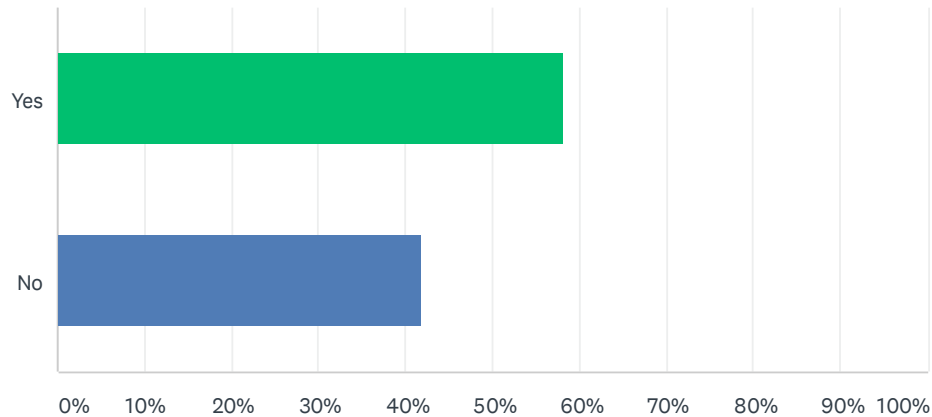
Answered: 32 Skipped: 0



ANSWER CHOICES	RESPONSES	
Higher	9.38%	3
Lower	68.75%	22
Same	21.88%	7
TOTAL		32

Q5 Has the Time to Order changed since the same period last year?

Answered: 31 Skipped: 1

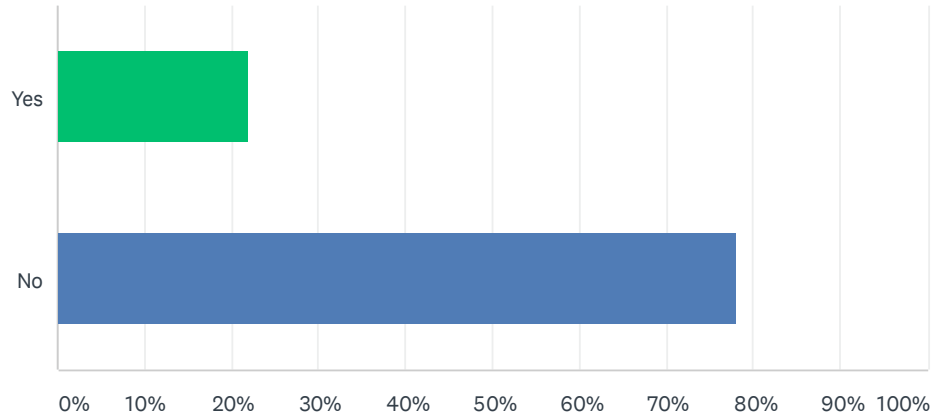


ANSWER CHOICES	RESPONSES	
Yes	58.06%	18
No	41.94%	13
TOTAL		31

#	COMMENTS	DATE
1	A number of projects have been stretched out or placed on HOLD	8/31/2020 8:13 AM
2	Slightly longer, nothing major.	8/25/2020 3:05 PM
3	I has actually been shorter, the number of days quote to order.	8/24/2020 5:06 PM
4	Large projects held up, though many smaller projects processed more quickly depending on market/industry.	8/24/2020 3:52 PM
5	Longer	8/24/2020 2:39 PM
6	Time to order (Sales Cycle) has been increasing for the past few years.	8/24/2020 12:06 PM
7	Many delays with customers working remotely.	8/22/2020 6:50 PM
8	Many customers are starting to push things into 2021 basically throwing in the towel on 2020.	8/21/2020 11:27 AM
9	Slower	8/20/2020 3:44 PM
10	projects are being put on hold until pandemic ends. Many of our contacts are still not back in the office and this has slowed them down.	8/20/2020 3:00 PM
11	Takes longer to secure an order than in prior years	8/20/2020 2:58 PM
12	what was measured in weeks is now months	8/20/2020 2:56 PM
13	Extended.	8/20/2020 2:53 PM

Q6 Have you reduced plant operations in North America?

Answered: 32 Skipped: 0

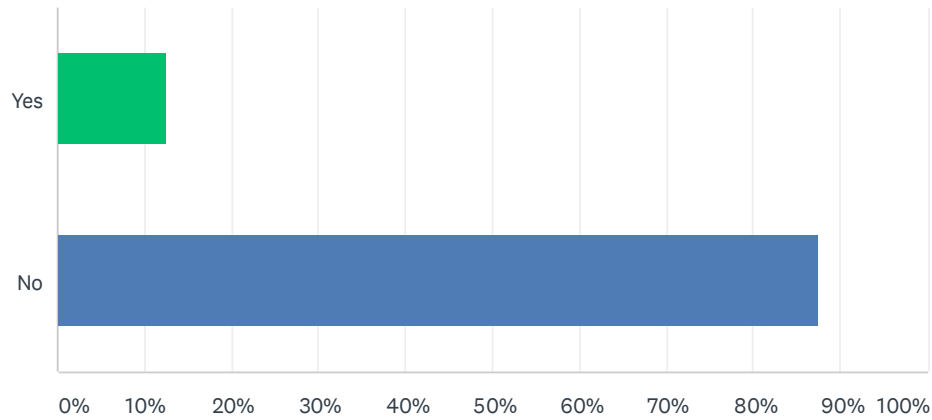


ANSWER CHOICES	RESPONSES
Yes	21.88% 7
No	78.13% 25
TOTAL	32

#	COMMENTS	DATE
1	Back to full capacity as of Aug 1 however.	8/25/2020 3:05 PM
2	Working a great deal of overtime in our shop.	8/24/2020 3:52 PM
3	Not yet but we may need to reduce some staff	8/22/2020 6:50 PM
4	slight reduction in Canada facility	8/21/2020 9:52 AM
5	Keeping full staff for now as we work though backlog, but this can't last much longer without an uptick in order volume	8/20/2020 3:44 PM
6	We subcontract manif.	8/20/2020 3:00 PM
7	Furlough 1 day per week	8/20/2020 2:56 PM
8	Slight decrease.	8/20/2020 2:53 PM

Q7 Do you anticipate reducing plant operations in North America?

Answered: 32 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	12.50% 4
No	87.50% 28
TOTAL	32

#	COMMENTS	DATE
1	Will likely reduce production hours soon, though monitoring incoming, lumpy order rate.	8/24/2020 3:52 PM
2	Still up in the air	8/22/2020 6:50 PM
3	We are fortunate to have a very strong backlog with good orders back filling it.	8/21/2020 11:27 AM
4	No further reductions	8/21/2020 9:25 AM
5	We subcontract manuf,	8/20/2020 3:00 PM
6	Only if business drops signnificantly in the 3rd quarter 2020	8/20/2020 2:59 PM
7	no we thing this will last 2 more months	8/20/2020 2:56 PM
8	Higher emphasis on what we should make vs. outsource	8/20/2020 2:50 PM

Q8 What current or anticipated impacts, if any, are you experiencing from the ongoing pandemic: Supply Chain Impacts (imports or exports)?

Answered: 25 Skipped: 7

#	RESPONSES	DATE
1	Canadian and Mexican shipments are being more closely monitored for delivery promptness. Select suppliers may extend lead-times should they be impacted with unforeseen short-term closures.	8/31/2020 8:13 AM
2	None at this point	8/27/2020 3:19 PM
3	Some small supply chain did disruption. Nothing we can't handle, yet.	8/25/2020 8:30 PM
4	Imports and Exports are experiencing slight delays.	8/25/2020 3:05 PM
5	Crossed fingers, virtually no negative impacts. Hosting and visiting customers has been impacted negatively but it hasn't really impacted new orders	8/24/2020 5:06 PM
6	Keeping an eye on any potential trade restrictions for components/parts, especially between US & China.	8/24/2020 3:52 PM
7	Anticipate increased lead times for some commercial components (non-standard motors, drive components, etc.). This is just another trend that has been accelerated.	8/24/2020 12:06 PM
8	difficulty of visiting suppliers in Mexico and Canada Unable to visit suppliers outside of North America	8/22/2020 6:50 PM
9	Longer lead times from some key suppliers	8/21/2020 1:02 PM
10	Supply chain has been steady and everyone is working hard to deliver on time. We keep a close eye on it also making sure we have some Plan B suppliers in the wings.	8/21/2020 11:27 AM
11	Other companies using Covid as an excuse to be inefficient.	8/21/2020 11:19 AM
12	USA Aluminum tariff not good	8/21/2020 9:52 AM
13	We appear okay	8/21/2020 9:25 AM
14	Slightly slower delivery times on parts from Europe.	8/20/2020 4:42 PM
15	Anticipate issues with key suppliers located in SE Asia.	8/20/2020 4:06 PM
16	Slower delivery, higher costs from vendors	8/20/2020 3:44 PM
17	None anticipated.	8/20/2020 3:01 PM
18	One customer order is in storage since they cannot install new equipment at this time. While in another case, we were able to export a large system w/o delay	8/20/2020 3:00 PM
19	none	8/20/2020 2:59 PM
20	no	8/20/2020 2:58 PM
21	everything seems to have evened out	8/20/2020 2:56 PM
22	Supply chain for some imports.	8/20/2020 2:53 PM
23	Minimal.	8/20/2020 2:50 PM
24	none	8/20/2020 2:50 PM
25	None	8/20/2020 2:47 PM

Q9 What current or anticipated impacts, if any, are you experiencing from the ongoing pandemic: Business Continuity Impacts?

Answered: 24 Skipped: 8

#	RESPONSES	DATE
1	None thus far	8/31/2020 8:13 AM
2	Large project cancellation	8/27/2020 3:19 PM
3	FAT difficulty continues in hot spots	8/25/2020 3:05 PM
4	None	8/24/2020 5:06 PM
5	Some countries had closed imports of machinery, but that seems to have been lifted.	8/24/2020 3:52 PM
6	None in particular.	8/24/2020 12:06 PM
7	Inability to visit customers face to face. difficulty of field service personnel doing their jobs at the customers' sites	8/22/2020 6:50 PM
8	Lower booking rates for some products do to customer plants not at full production	8/21/2020 1:02 PM
9	So far so good.	8/21/2020 11:27 AM
10	Same as above	8/21/2020 11:19 AM
11	sales travel , shows	8/21/2020 9:52 AM
12	Lower sales volume	8/21/2020 9:25 AM
13	Not much really.	8/20/2020 4:42 PM
14	Same as above	8/20/2020 4:06 PM
15	Retaining staff will becoming increasingly difficult without more orders	8/20/2020 3:44 PM
16	No interruptions but continuing "work-from'home" for 25% of our employees able to do so effectively.	8/20/2020 3:01 PM
17	not continiuty, just receiving orders on time	8/20/2020 3:00 PM
18	Concern with possible Covid-19 transmission at workplace	8/20/2020 2:59 PM
19	no	8/20/2020 2:58 PM
20	We anticipate a large influx of orders 4Q looking to 2021 I vision has been politically hijacked	8/20/2020 2:56 PM
21	None	8/20/2020 2:53 PM
22	Customers are being more conservative with cash and not ordering equipment at he pace as pre-covid level. Economic uncertainty is also high due to election.	8/20/2020 2:50 PM
23	slow orders	8/20/2020 2:50 PM
24	None	8/20/2020 2:47 PM

Q10 What current or anticipated impacts, if any, are you experiencing from the ongoing pandemic: Absenteeism?

Answered: 25 Skipped: 7

#	RESPONSES	DATE
1	None thus far	8/31/2020 8:13 AM
2	None at this time	8/27/2020 3:19 PM
3	We have had this increase, not to a disruptive level, yet.	8/25/2020 8:30 PM
4	We have been extremely lucky with no employee either directly or indirectly affected.	8/25/2020 3:05 PM
5	Have had some due to self quarantining, but relatively minimal	8/24/2020 5:06 PM
6	No problem. All production workers have been coming to our plants, and office staff is being rotated in/remote to keep density lower.	8/24/2020 3:52 PM
7	Concerned for back to school time	8/24/2020 2:39 PM
8	The Work From Home arrangement is a challenge to manage. Are people essentially absent from work when they can not be contacted in a timely fashion when WFH is in progress?	8/24/2020 12:06 PM
9	Not experiencing absenteeism with people who are coming to a physical facility. we are experiencing mental absenteeism / lower productivity from remote employees	8/22/2020 6:50 PM
10	None really	8/21/2020 1:02 PM
11	This has been managed well. A few EFMLA users but overall everyone wants to work and keep things going.	8/21/2020 11:27 AM
12	none	8/21/2020 9:52 AM
13	No	8/21/2020 9:25 AM
14	We have a Covid 19 plan in place currently. We have some employees working from home, others working in the office and then a rotation for some critical employees.	8/20/2020 4:42 PM
15	Hard to gauge, but some employees may not return when we reduce remote opportunity.	8/20/2020 3:44 PM
16	We do see people taking advantage of the additional 2 weeks of COVID time. It appears more people feel they may be sick on Fridays and Mondays	8/20/2020 3:31 PM
17	None. Has not been an issue.	8/20/2020 3:01 PM
18	none	8/20/2020 3:00 PM
19	higher absenteeism due to obligations at home (childcare, etc.)	8/20/2020 2:59 PM
20	no	8/20/2020 2:58 PM
21	non at the moment	8/20/2020 2:56 PM
22	trying to minimize with social distancing and wearing of masks	8/20/2020 2:53 PM
23	None	8/20/2020 2:50 PM
24	not much because we are slow	8/20/2020 2:50 PM
25	No impact so far	8/20/2020 2:47 PM

Q11 What current or anticipated impacts, if any, are you experiencing from the ongoing pandemic: Other?

Answered: 19 Skipped: 13

#	RESPONSES	DATE
1	Delay in project activity	8/31/2020 8:13 AM
2	None	8/27/2020 3:19 PM
3	We have been delayed in hiring new ASM due to difficulty in training and traveling due to location distance from the office.	8/25/2020 3:05 PM
4	Too much conversation about the pandemic and not enough on growing our business	8/24/2020 5:06 PM
5	Likely more use of remote working going forward.	8/24/2020 3:52 PM
6	The inability to meet with potential customers is having a negative impact. Cannot determine effectively when projects will be started and subsequent orders released. I also anticipate the retirement of knowledgeable personnel will increase. The result is a significant amount of plant operations wisdom will be lost. A lot of individuals who rose thru the ranks at these plants are now at retirement age.	8/24/2020 12:06 PM
7	COVID fatigue	8/22/2020 6:50 PM
8	The remote work situation is difficult at times as you need to make sure you don't leave team members feeling alone on an island.	8/21/2020 11:27 AM
9	Unable to travel and meet foreign customers face to face	8/21/2020 10:21 AM
10	sales face to face visits	8/21/2020 9:52 AM
11	Nothing	8/21/2020 9:25 AM
12	We believe our overall sales will be down roughly 30%, but our overall profit % should remain the same.	8/20/2020 4:42 PM
13	with the additional unemployment benefits, it is becoming increasingly hard to fill the unskilled labor positions.	8/20/2020 3:31 PM
14	We are examining all of our business processes, selling in particular, to employ lessons learned that will become permanent improvements.	8/20/2020 3:01 PM
15	Getting personnel into other countries to serve our customers.	8/20/2020 3:00 PM
16	none	8/20/2020 3:00 PM
17	Potential longer term impact on business	8/20/2020 2:59 PM
18	I think there will be a roll on effect from the situation regarding school reopening. If this flops then the economy will splutter. If it works there will be a general feel good situation	8/20/2020 2:56 PM
19	continued lag in PO's	8/20/2020 2:47 PM