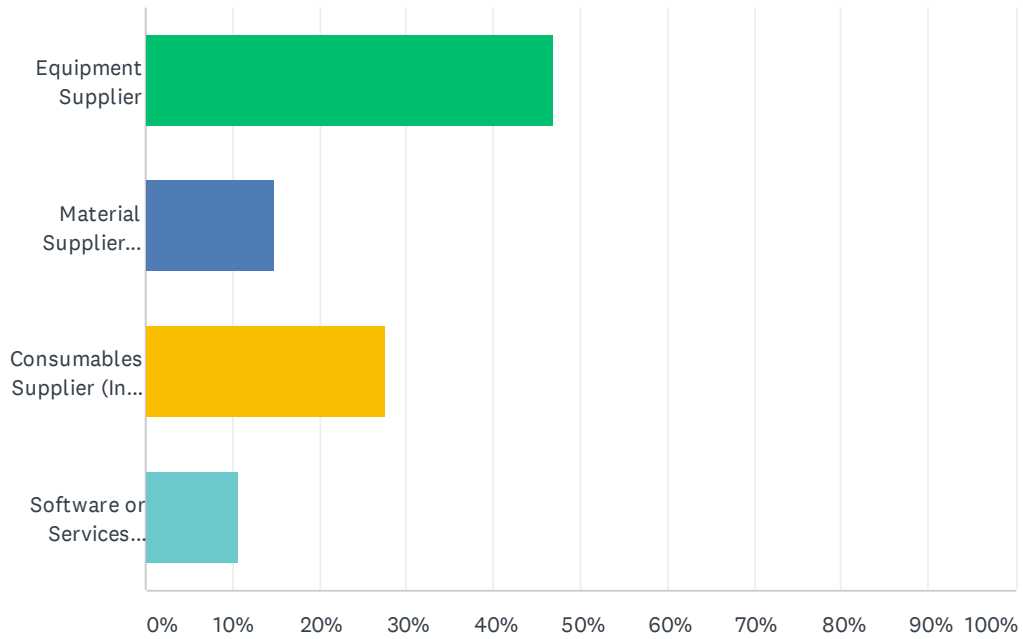


Q1 My Company is a:

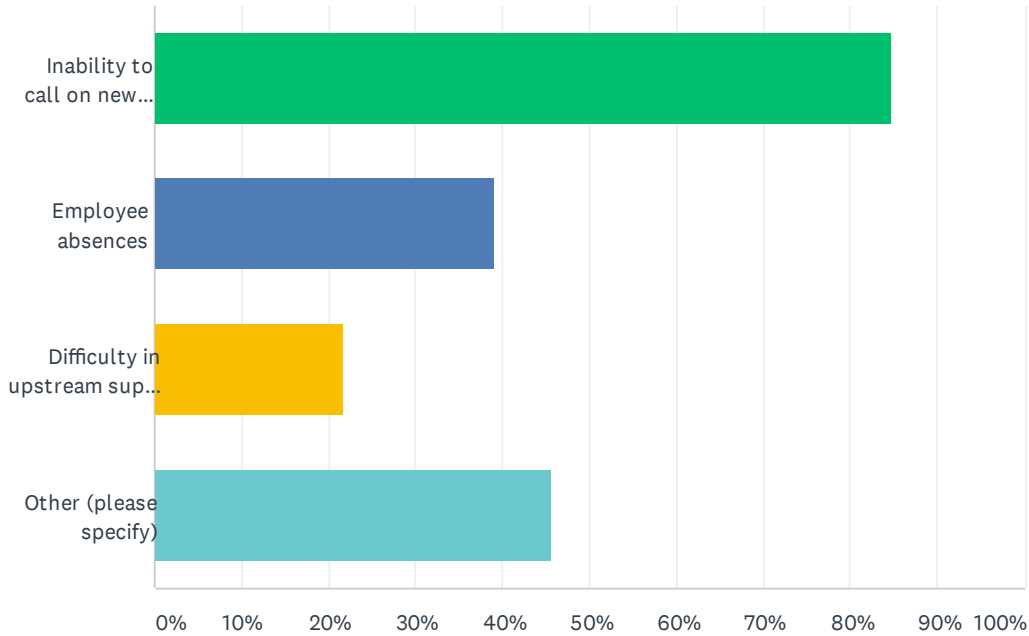
Answered: 47 Skipped: 0



ANSWER CHOICES	RESPONSES	
Equipment Supplier	46.81%	22
Material Supplier (Containerboard, Sheets)	14.89%	7
Consumables Supplier (Inks, dies, strapping, etc)	27.66%	13
Software or Services Supplier	10.64%	5
TOTAL		47

Q2 What kind of impact, if any, do you see from the current COVID-19 pandemic? (Check all that apply.)

Answered: 46 Skipped: 1



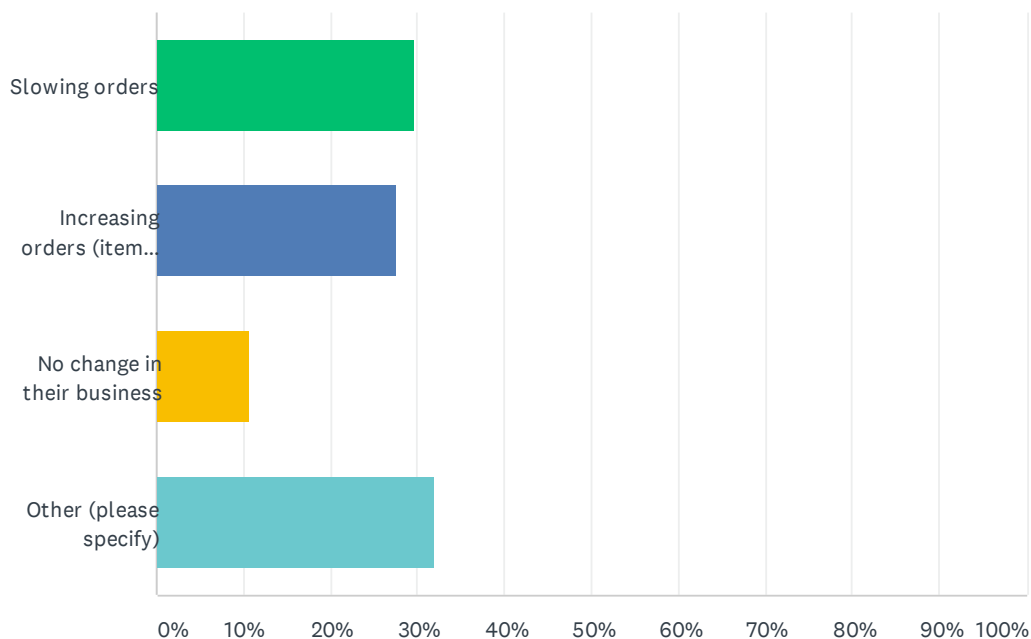
ANSWER CHOICES	RESPONSES	
Inability to call on new customers due to vendor restrictions	84.78%	39
Employee absences	39.13%	18
Difficulty in upstream supply chain, e.g., raw material and consumable supply	21.74%	10
Other (please specify)	45.65%	21
Total Respondents: 46		

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

#	OTHER (PLEASE SPECIFY)	DATE
1	Reduction in the volume of business.	4/27/2020 3:25 PM
2	Non essential service work has been put on hold by customers. This is creating a major log jam for later.	4/24/2020 11:31 AM
3	Inability to service existing customers due to client restrictions	4/24/2020 9:45 AM
4	Most customers put projects on hold.	4/24/2020 9:27 AM
5	Reduce business and delayed CapEx projects with customers. Most projects moving into next fiscal year, even projects with original planned shipments in 2020.	4/23/2020 8:00 PM
6	Order cancellations cascading.	4/23/2020 5:58 PM
7	Our ability to provide on site support has been greatly impacted due to COVID-19 restrictions. However, our employees are able and properly equipped to provide this support at our customers' request.	4/23/2020 4:59 PM
8	Ton of meetings planning "what if" scenarios	4/23/2020 2:32 PM
9	difficulty delivering work product on customer site due to travel / visit restrictions	4/23/2020 2:29 PM
10	Difficulty to visit potential customers	4/23/2020 2:10 PM
11	Near complete, but NOT 100% cancellation of on-going projects. Most want to "wait and see" how the Covid impact on the economy plays out.	4/23/2020 1:47 PM
12	Unable to visit existing accounts. R&D projects have been put on hold since we are unable to test new products.	4/23/2020 1:25 PM
13	Several things curtailing activity. Inability to travel and the lack of any focus on machine purchases for the most part. Although there are some who will use this period as a time to have ultimate leverage in negotiations this is the exception.	4/23/2020 1:25 PM
14	Despite strong current demand, I foresee a general economic slowdown (best case recession, but more likely a depression) which will have a negative effect on box, and hence containerboard, demand. April is still strong but expect demand to slow down latest towards end of May.	4/23/2020 1:17 PM
15	And service existing accounts	4/23/2020 1:17 PM
16	Delayed Capital Projects.	4/23/2020 1:08 PM
17	Reduced production capacity based on shortened shifts.	4/23/2020 12:59 PM
18	No significant impact	4/23/2020 12:52 PM
19	Inability to travel out of State to service customer equipment because of quarantine requirements imposed on travelers	4/21/2020 2:02 PM
20	Placed orders can not be fulfilled and all postponed to later stage. No payments.	4/21/2020 2:56 AM
21	Long term damage done to economy and to our customer's (box converters) market potential with some of their end use customers closing down for extended periods or for good.	4/20/2020 3:04 PM

Q3 What have your customers told you about the state of their business operations?

Answered: 47 Skipped: 0



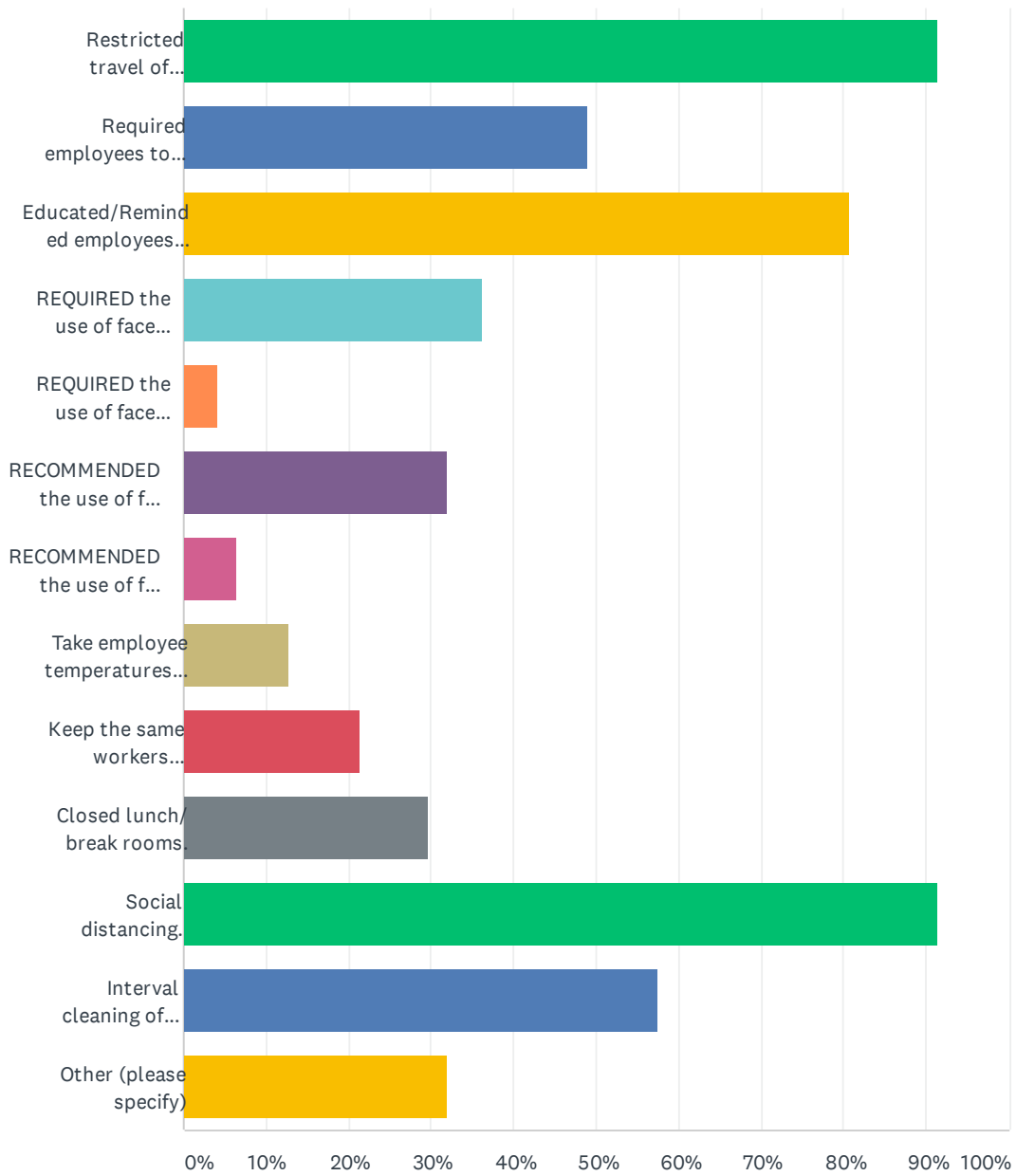
ANSWER CHOICES	RESPONSES	
Slowing orders	29.79%	14
Increasing orders (items in high demand due to nature of pandemic)	27.66%	13
No change in their business	10.64%	5
Other (please specify)	31.91%	15
TOTAL		47

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

#	OTHER (PLEASE SPECIFY)	DATE
1	Some have slowing orders, like those who supply automotive others who supply the food supply chain have increasing orders	4/24/2020 11:31 AM
2	First few weeks - increased business. Lately - starting to slow down.	4/23/2020 8:00 PM
3	Order deliveries delayed and cancellations cascading.	4/23/2020 5:58 PM
4	Some items have increased (i.e. food/beverage) while others have decreased (i.e. auto parts)	4/23/2020 5:20 PM
5	Some customers are showing signs of softening while others are ordering stronger than seasonal forecasts. We see this to be driven primarily by their specific customer/business mix.	4/23/2020 4:59 PM
6	Depends on their market segments. Many including us had a record March. Starting to slow and May and beyond is going to continue to fall.	4/23/2020 2:32 PM
7	Mixed. Some the same, some slowed but the majority operating below previous levels.	4/23/2020 1:47 PM
8	Initially most of our customers were busy. Now they are starting to slow down.	4/23/2020 1:25 PM
9	Many are fairly stable relative to 2019 but business has dropped in some areas and jumped in others like food and pharma.	4/23/2020 1:25 PM
10	It's a mix based on customer base & state of manufacturing.	4/23/2020 12:59 PM
11	Some lower, but mostly just as busy. In the Flexible Pkg Industry - many a lot busier.	4/23/2020 12:53 PM
12	Somewhat slowing in orders, but mostly concern about collection of receivables	4/23/2020 12:52 PM
13	INCREASE FOR FOOD BEVERGE MEDICAL SUPPLIES GUNS AND AMMO DECREASE FOR ALL OTHERS	4/23/2020 12:50 PM
14	Some customers are slowing. Other customers are very busy if the boxes / packaging that they produce is used in food, pharma and traditional board games.	4/21/2020 2:02 PM
15	A mix of some slowing and others increasing, depending on who the end customers are. But concerns abound for how to handle orders while applying social distancing	4/20/2020 3:22 PM

Q4 What steps has your company taken to deal with this situation? (Check all that apply.)

Answered: 47 Skipped: 0



AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

ANSWER CHOICES	RESPONSES	
Restricted travel of company employees	91.49%	43
Required employees to self-quarantine if they have traveled	48.94%	23
Educated/Reminded employees about importance of hygiene and provided additional hygienic supplies for them, e.g., hand sanitizers, wipes, etc.	80.85%	38
REQUIRED the use of face masks, and have provided them.	36.17%	17
REQUIRED the use of face masks, and employees provide their own.	4.26%	2
RECOMMENDED the use of face masks, and have provided them.	31.91%	15
RECOMMENDED the use of face masks, and employees provide their own.	6.38%	3
Take employee temperatures upon arrival.	12.77%	6
Keep the same workers together on their shift.	21.28%	10
Closed lunch/ break rooms.	29.79%	14
Social distancing.	91.49%	43
Interval cleaning of machines/ workstations.	57.45%	27
Other (please specify)	31.91%	15
Total Respondents: 47		

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

#	OTHER (PLEASE SPECIFY)	DATE
1	25% now working from home. Severely restricted visitor access to facility.	4/27/2020 3:25 PM
2	Applied local and customer site requirements as requested / directed	4/24/2020 11:31 AM
3	Total work-from-home / remote work	4/24/2020 9:45 AM
4	Everyone is working from home.	4/24/2020 9:27 AM
5	Reduced office staff to 20% level and rotate staff each week.	4/23/2020 8:00 PM
6	Our company structure involves a combination of multiple manufacturing sites, corporate service offices and employees who regularly work from home. Our manufacturing facilities are closed to anyone who is not scheduled for a specific production function (e.g. vendors, truck drivers, etc.). The majority of our corporate service and management personnel are working from home. Full precautionary measures are being taken during and after travel when required.	4/23/2020 4:59 PM
7	Work from home for 80-90% of office staff. No travel restrictions we have placed but by nature of no customers wanting us to visit that has caused much travel reduction. Service techs still visiting sites that allow them in for work.	4/23/2020 2:32 PM
8	Full time work from home instituted in mid-March.	4/23/2020 1:47 PM
9	Ask employees to take their own temp. before coming to work. Providing lunch for employees to avoid them leaving facility.	4/23/2020 1:25 PM
10	No travel is allowed currently. If something was imperative it requires Sr. VP level approval.	4/23/2020 1:25 PM
11	moved personnel so only one person per office. Approximately 50% of office personnel is working remotely.	4/23/2020 1:25 PM
12	Office - Customer Service work from home. Skeleton crew in plant to provide service orders. Shipping & receiving working to provide service orders	4/23/2020 1:22 PM
13	The use of face mask requirements is not a requirement for me as I work in sales and from home now. At the mills I can only assume it is both a requirement and that the company provide them, but do not know as I have neither visited nor asked and the policy on this has not been expressly communicated. Also do not know about temperature taking.	4/23/2020 1:17 PM
14	OUTSIDE COMPANIES EXTRA CLEANING AND DISINFECTING	4/23/2020 12:50 PM
15	All employees that can work from home do not come into the office until further notice	4/20/2020 3:28 PM

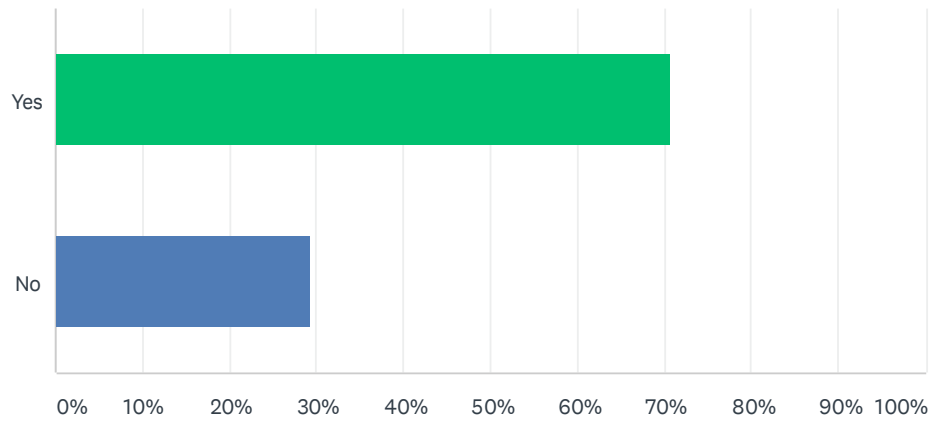
Q5 Has your company taken advantage of PPP? If yes, have you received your funds?

Answered: 28 Skipped: 19

#	RESPONSES	DATE
1	NO	4/28/2020 11:55 AM
2	Yes and yes.	4/27/2020 3:25 PM
3	No	4/24/2020 11:31 AM
4	Yes and yes	4/24/2020 9:45 AM
5	Yes and Yes	4/24/2020 9:27 AM
6	We applied at first opportunity - did not get Applying again once bill signed - using a smaller regional bank	4/23/2020 8:00 PM
7	Yes and yes	4/23/2020 5:20 PM
8	We have not applied for PPP.	4/23/2020 4:59 PM
9	Yes, and we have received our funds	4/23/2020 3:49 PM
10	We have applied but not processed as of yet.	4/23/2020 2:32 PM
11	No	4/23/2020 2:29 PM
12	Yes, we have received funds	4/23/2020 2:13 PM
13	Yes	4/23/2020 2:10 PM
14	Applied but too late for first round. Hopeful of being part of the 4/23 funding.	4/23/2020 1:47 PM
15	Yes but we have not yet received funds	4/23/2020 1:41 PM
16	yes, approved	4/23/2020 1:27 PM
17	I am not sure.	4/23/2020 1:25 PM
18	Not that I am aware of	4/23/2020 1:25 PM
19	no	4/23/2020 1:25 PM
20	???	4/23/2020 1:22 PM
21	No	4/23/2020 1:17 PM
22	I am working remotely	4/23/2020 1:17 PM
23	yes,	4/23/2020 1:01 PM
24	Yes, secured.	4/23/2020 12:59 PM
25	Not yet.	4/23/2020 12:54 PM
26	Yes, waiting for funds	4/23/2020 12:52 PM
27	UNKNOWN AT THE MAINT LEVEL	4/23/2020 12:50 PM
28	Yes, funds received	4/23/2020 12:49 PM

Q6 Do you have a plan in place for when a team members tests positive for COVID-19?

Answered: 41 Skipped: 6



ANSWER CHOICES	RESPONSES	
Yes	70.73%	29
No	29.27%	12
TOTAL		41

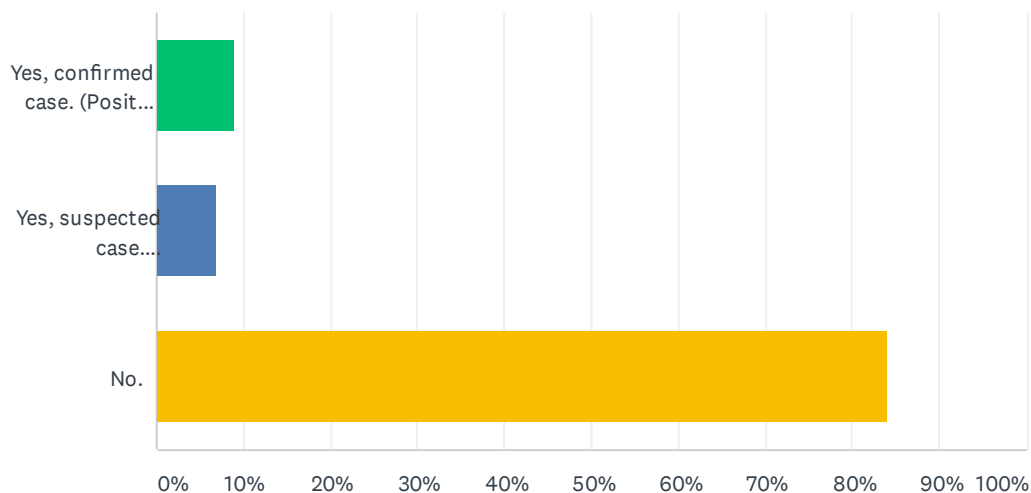
Q7 If you have a plan, please share it with us.

Answered: 19 Skipped: 28

#	RESPONSES	DATE
1	We have imlemented different measures depending on the symptoms that might eventually be detected and wihitn our collaborators	4/28/2020 11:55 AM
2	Involves closing off areas of the facility where that person worked, cleaning/sanitizing after waiting 24 hours, 14 day quarantine for those in contact with that person.	4/27/2020 3:25 PM
3	We trace contact back for 2 weeks and advise all known colleague / client contacts of a potential exposure. We quarantine the team member and ensure we have contact with their caregiver to support them with food delivery.	4/24/2020 9:45 AM
4	Keep them employees home as we have shut our office down for now.	4/24/2020 9:27 AM
5	Send home and clean their workstation and area. Have immediate close co-workers self quarantine for 2 weeks.	4/23/2020 8:00 PM
6	1. Person and all other people working closely with that individual will self quarantine for 14 days 2. Outside company will clean the building 3. We will re-open after 24 hours	4/23/2020 5:20 PM
7	Any sign of sickness an employee is sent home for 14 days and must be tested. If an employee is positive we would track time line and exposure and take appropriate measures measures	4/23/2020 1:41 PM
8	Quarantine everyone 14 days	4/23/2020 1:27 PM
9	I am not sure of all procedures, but I know we have a plan in place.	4/23/2020 1:25 PM
10	I am not up on the aspects of this plan as I do not travel to an office	4/23/2020 1:25 PM
11	All I know is that any worker has to inform HR if they or a family member test positive. I do not know the specific steps that would follow, but it certainly includes isolation.	4/23/2020 1:17 PM
12	Our Manufacturing Arm has a process.	4/23/2020 1:08 PM
13	Not within my scope of responsibility.	4/23/2020 12:59 PM
14	We are an 8 member sales force, so taking personal precautions. But are flexible in changes due to our small size and ease of company communication.	4/23/2020 12:53 PM
15	POST FOR ALL TO KNOW TO SELF QUARANTINE EXTRA CLEANING AND DISINFECTING IN HOUSE AND OUTSIDE COMPANIES BROUGHT IN	4/23/2020 12:50 PM
16	Mandatory self-quarantine and notify all employees that someone tested positive.	4/23/2020 12:49 PM
17	All other members will be tested and there relatives.	4/21/2020 2:56 AM
18	We will close for 3 days to bring in sanitization. We would send all employees that came in contact with that employee 2 weeks of quarantine.	4/20/2020 4:54 PM
19	Employee self isolation for 2 weeks, all who had direct contact isolate for 7 days unless they too test positive or show symptoms then it goes to 14 days	4/20/2020 3:22 PM

Q8 Have you had an employee with COVID-19? (Note: AICC will not share any identifying information relative to this question.)

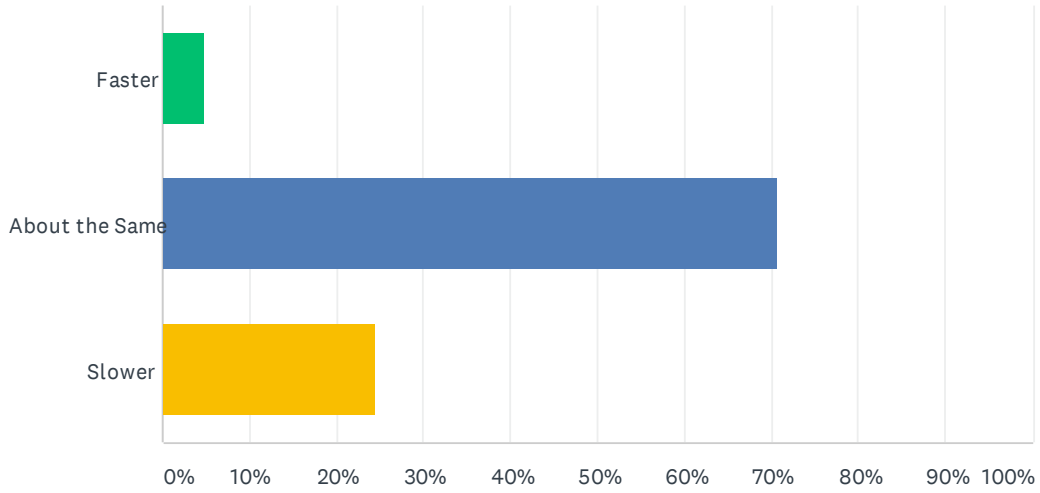
Answered: 44 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes, confirmed case. (Positive test.)	9.09%	4
Yes, suspected case. (Symptoms, but no official test.)	6.82%	3
No.	84.09%	37
TOTAL		44

Q9 Is your AR aging: (Note: AICC will not share any identifying information relative to this question.)

Answered: 41 Skipped: 6

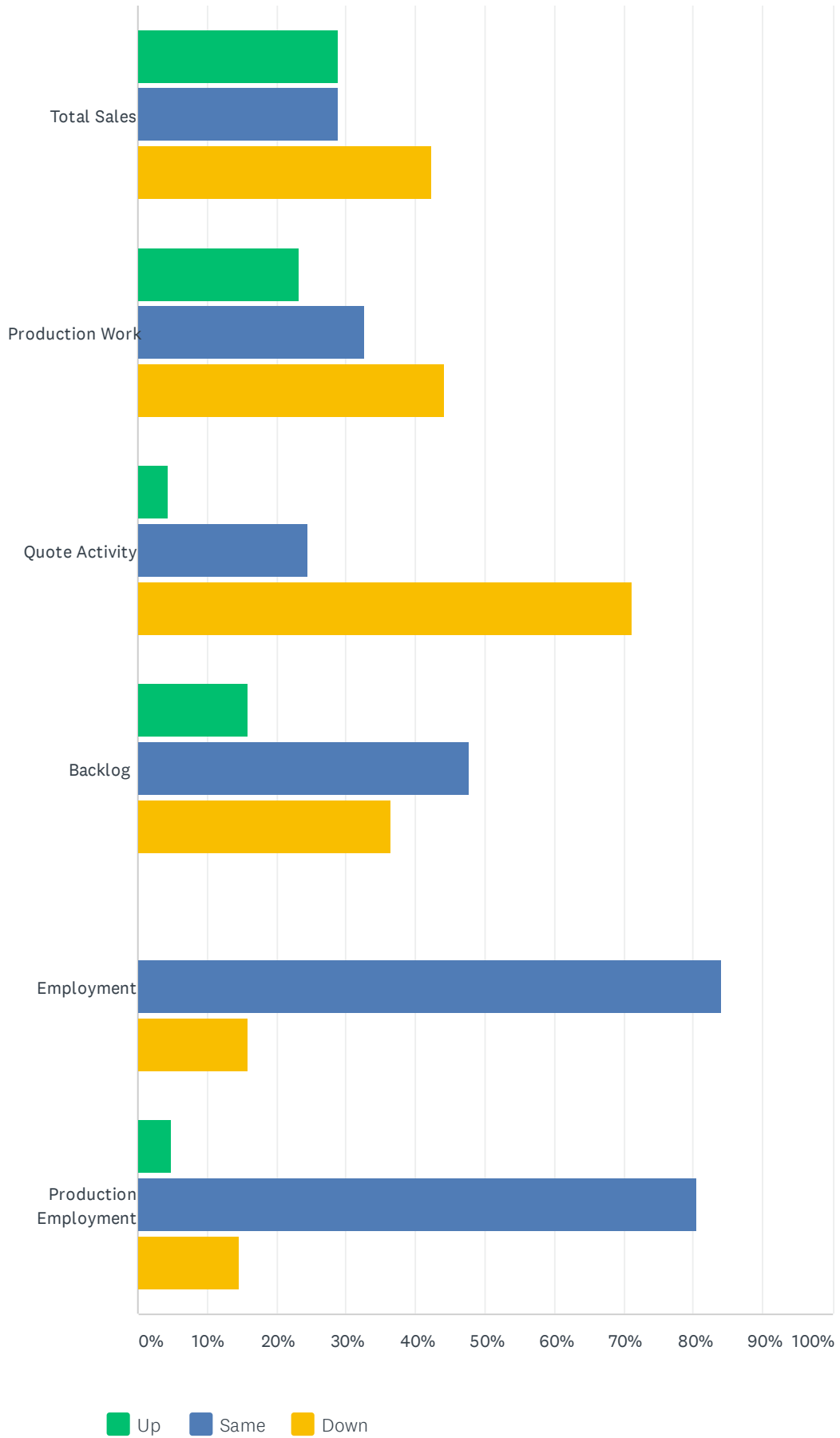


ANSWER CHOICES	RESPONSES
Faster	4.88% 2
About the Same	70.73% 29
Slower	24.39% 10
TOTAL	41

Q10 What has your company experienced in the LAST 30 days?

Answered: 45 Skipped: 2

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2



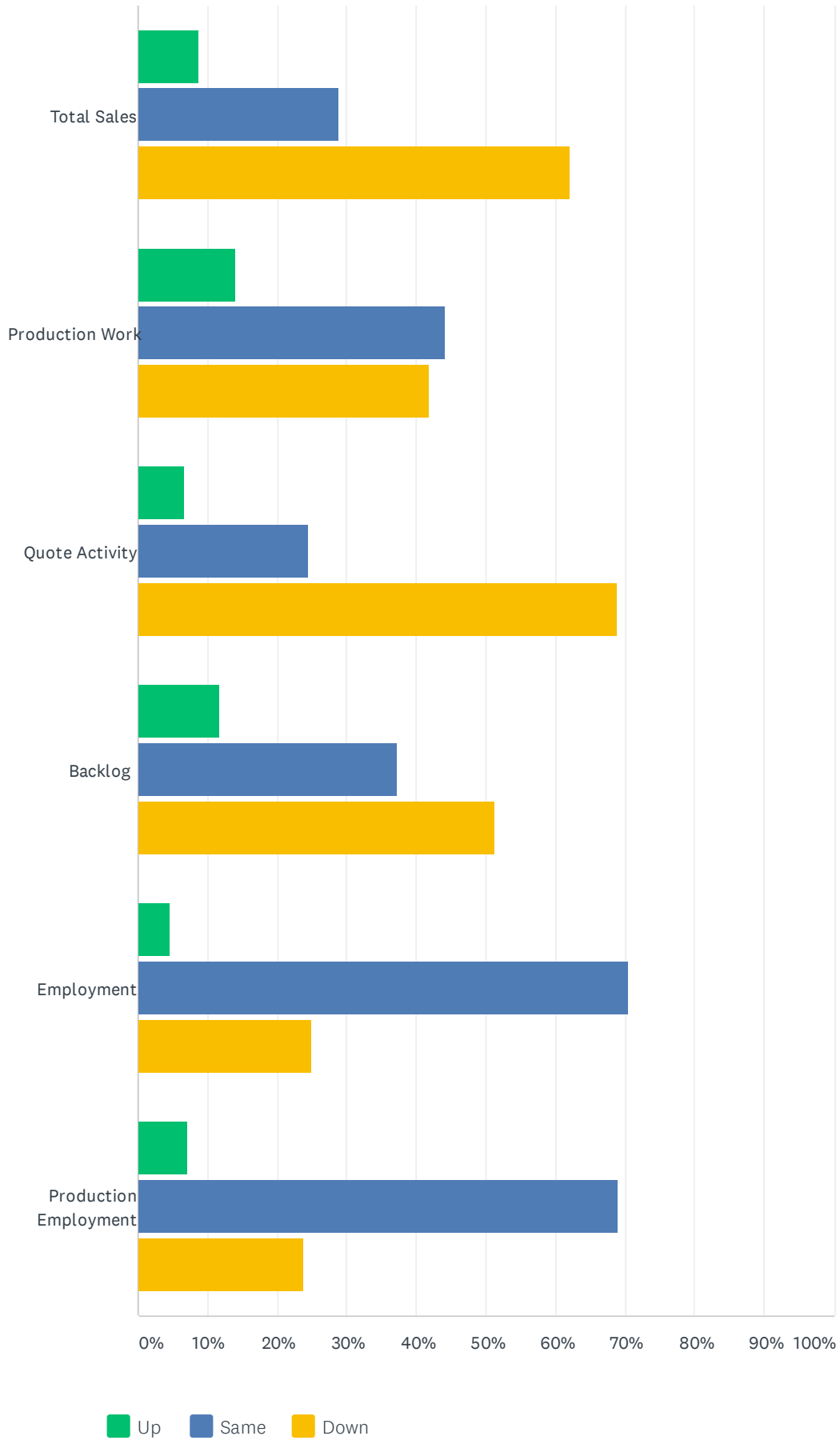
AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

	UP	SAME	DOWN	TOTAL
Total Sales	28.89% 13	28.89% 13	42.22% 19	45
Production Work	23.26% 10	32.56% 14	44.19% 19	43
Quote Activity	4.44% 2	24.44% 11	71.11% 32	45
Backlog	15.91% 7	47.73% 21	36.36% 16	44
Employment	0.00% 0	84.09% 37	15.91% 7	44
Production Employment	4.88% 2	80.49% 33	14.63% 6	41

Q11 What do you think is coming in the NEXT 30 days?

Answered: 45 Skipped: 2

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2



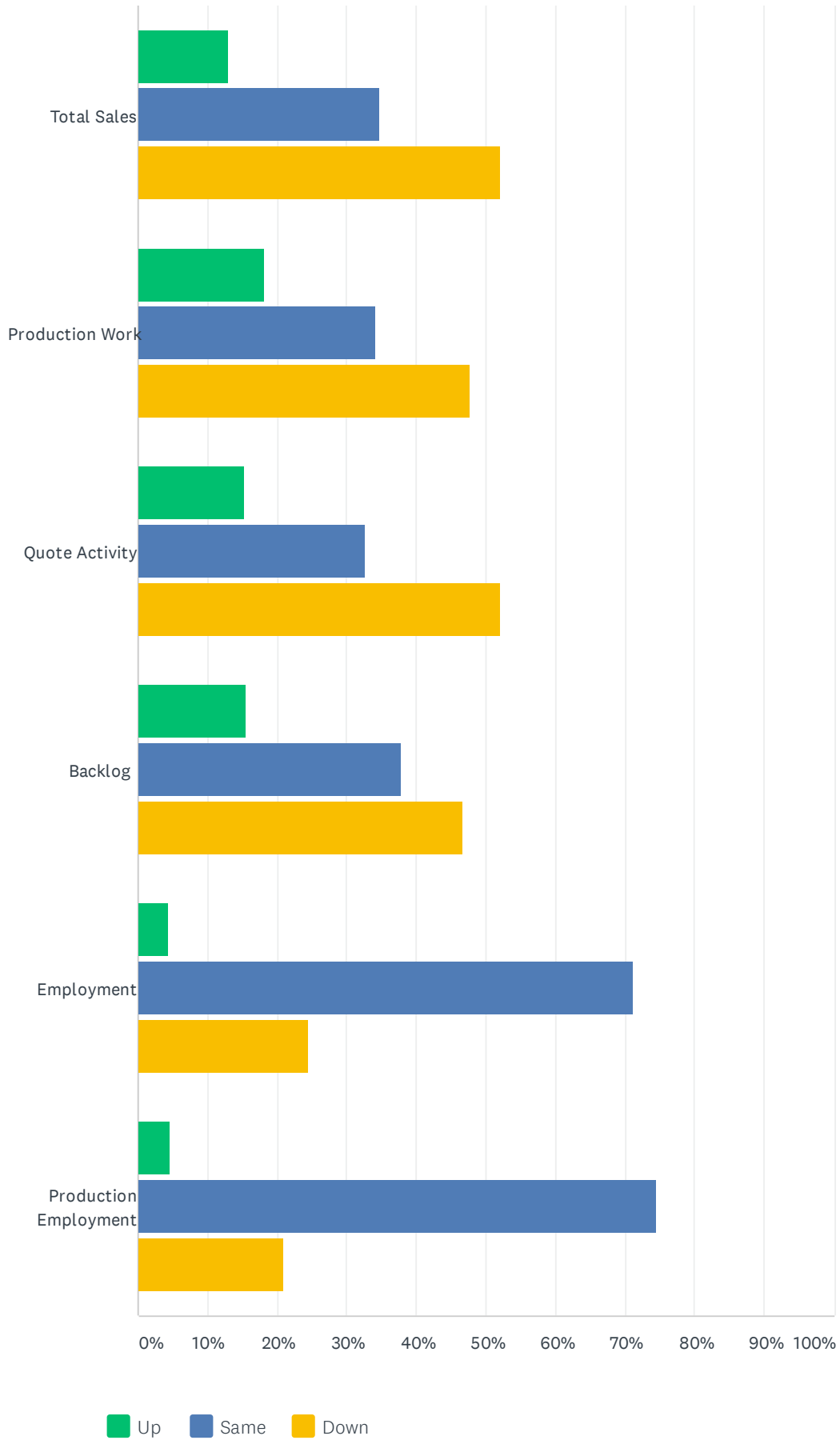
AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

	UP	SAME	DOWN	TOTAL
Total Sales	8.89% 4	28.89% 13	62.22% 28	45
Production Work	13.95% 6	44.19% 19	41.86% 18	43
Quote Activity	6.67% 3	24.44% 11	68.89% 31	45
Backlog	11.63% 5	37.21% 16	51.16% 22	43
Employment	4.55% 2	70.45% 31	25.00% 11	44
Production Employment	7.14% 3	69.05% 29	23.81% 10	42

Q12 What do you think is coming in the NEXT 60 days?

Answered: 46 Skipped: 1

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2



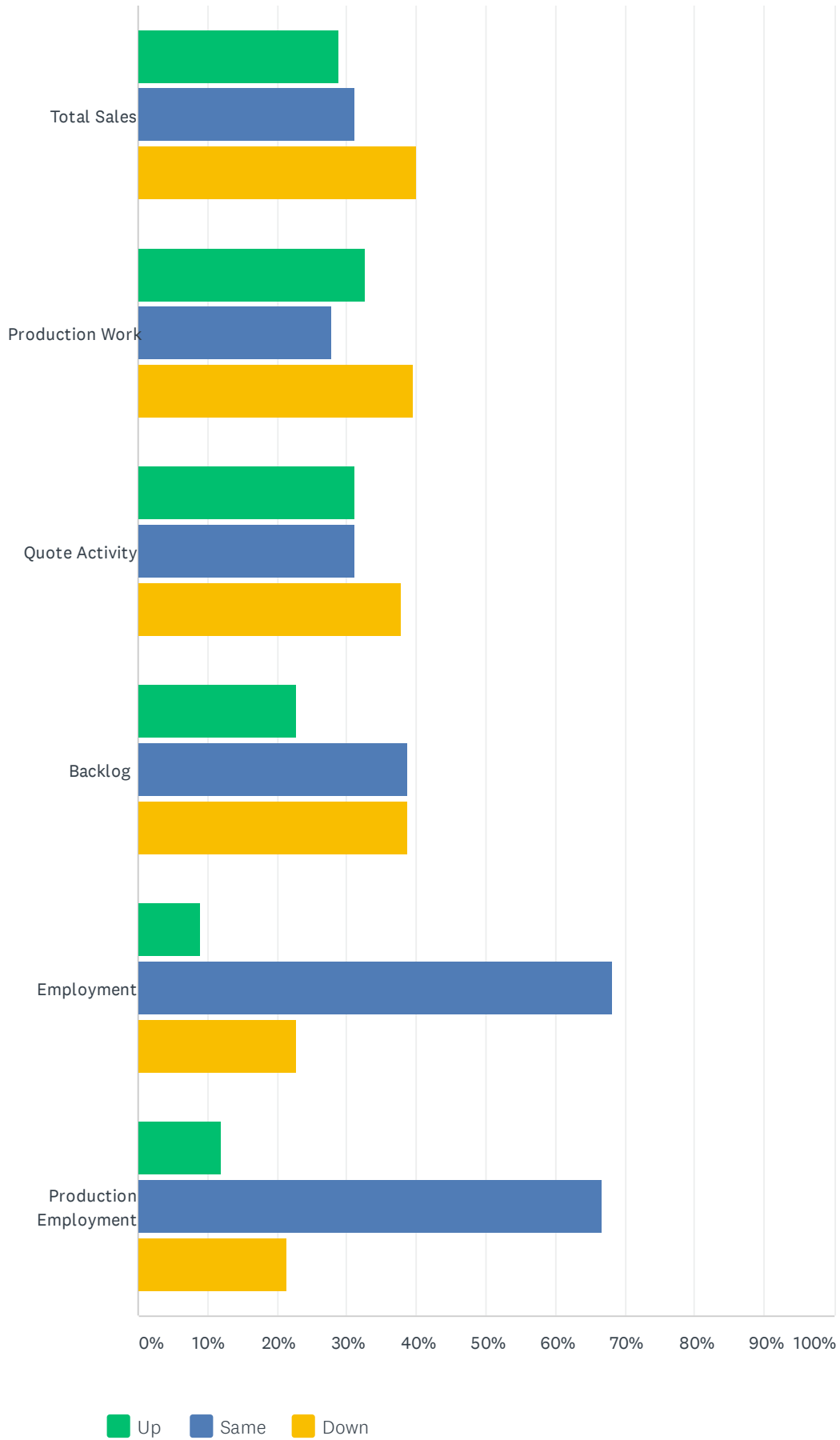
AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

	UP	SAME	DOWN	TOTAL
Total Sales	13.04% 6	34.78% 16	52.17% 24	46
Production Work	18.18% 8	34.09% 15	47.73% 21	44
Quote Activity	15.22% 7	32.61% 15	52.17% 24	46
Backlog	15.56% 7	37.78% 17	46.67% 21	45
Employment	4.44% 2	71.11% 32	24.44% 11	45
Production Employment	4.65% 2	74.42% 32	20.93% 9	43

Q13 What do you think is coming in the NEXT 90 days?

Answered: 45 Skipped: 2

AICC Associate Member (Supplier) Survey: Coronavirus Impact 2



AICC Associate Member (Supplier) Survey: Coronavirus Impact 2

	UP	SAME	DOWN	TOTAL
Total Sales	28.89% 13	31.11% 14	40.00% 18	45
Production Work	32.56% 14	27.91% 12	39.53% 17	43
Quote Activity	31.11% 14	31.11% 14	37.78% 17	45
Backlog	22.73% 10	38.64% 17	38.64% 17	44
Employment	9.09% 4	68.18% 30	22.73% 10	44
Production Employment	11.90% 5	66.67% 28	21.43% 9	42

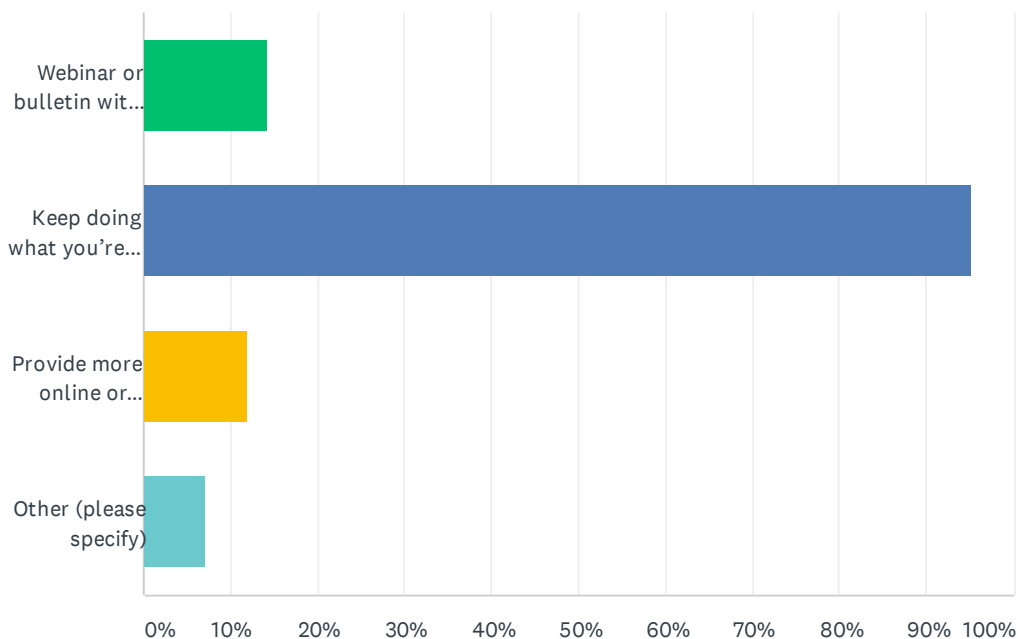
Q14 What actions has your company taken to help your community (locally or nationally) during the crisis? If AICC can share your company name with the activities you describe please include it in the comment box with your explanation.

Answered: 14 Skipped: 33

#	RESPONSES	DATE
1	We are seeking within various options	4/28/2020 11:55 AM
2	We have our own paint shop and had an abundant supply of N95 masks. We donated most of our inventory to our local hospital	4/23/2020 8:00 PM
3	Donated masks to local hospital system.	4/23/2020 5:58 PM
4	We have donated multiple cases of face masks to local hospitals-SUN Automation	4/23/2020 2:32 PM
5	Increased donation amounts to the state's Food Bank.	4/23/2020 1:47 PM
6	I am not aware of what our office centers have done.	4/23/2020 1:25 PM
7	Practicing social distancing with our skeleton crew and doing whatever necessary to keep our customers/equipment producing.	4/23/2020 1:22 PM
8	The company is helping to fund an initiative aimed at increasing Corona testing capacity in the country of our main production facilities.	4/23/2020 1:17 PM
9	Made Face Shield Components for the Wisconsin Area.	4/23/2020 1:08 PM
10	Manufactured face shields - XDS Holdings	4/23/2020 1:01 PM
11	Company website hosts #weareinthistogether with examples of customer base response. Many of which we consult on production change and supply upgraded tooling if necessary. Zund	4/23/2020 12:59 PM
12	Sent excess PPE to local Hospital during the early stages of the outbreak.	4/21/2020 2:02 PM
13	As much as possible, work at home for all office workers. Newsletter for all employees with the dutch restrictions and shared latest information from national authorities.	4/21/2020 2:56 AM
14	We have made large donations to the United Way and also an organization called South Shore Community Action Council which is a regional food bank. We have also instituted an employee matching for any donations they make and have had 3 employees do so.	4/20/2020 4:54 PM

Q15 How can AICC better assist you in this effort? AICC has posted publicly available information on its website and in our regular electronic communications. What further can we do? (Check all that apply.)

Answered: 42 Skipped: 5



ANSWER CHOICES	RESPONSES
Webinar or bulletin with HR guidelines	14.29% 6
Keep doing what you're doing	95.24% 40
Provide more online or webinar opportunities	11.90% 5
Other (please specify)	7.14% 3
Total Respondents: 42	

#	OTHER (PLEASE SPECIFY)	DATE
1	increase communication specially in this emergency period, with reports and mesaures	4/28/2020 11:55 AM
2	I will pay direct attention to this and advise once I see something happening.	4/23/2020 1:25 PM
3	Questionnaires like this are very helpful to gauge potential changes in sentiment / demand. Hope you continue doing them!	4/23/2020 1:17 PM