

FPPA Quarterly Survey
Results
for period ending December 31, 2003

12 responses

	Response percent
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Company Type

Full/Platemaker	67%
Associate/Supplier	25%
Affiliate/Converter	8%
Affiliate Supplier	
Other	

Planning Scenario

Recession	
Sluggish Growth	42%
Normal Growth	42%
Above Normal Growth	16%

Compared with Same Quarter Last Year, the unit volume of demand for my company's products has been:

Rising	58%
Staying About the Same	34%
Falling	8%

Compared with the previous quarter, the unit volume of demand for my company's products has been:

Rising	34%
Staying About the Same	58%
Falling	8%

Employment

Compared with the same quarter last year, my company's employment has been:

Rising	16%
Staying About the Same	50%
Falling	34%

Compared with the previous quarter, my company's employment has been:

Rising	8%
Staying About the Same	84%
Falling	8%

Production Hours

Over the past three months, my company's production hours for hourly employees has been:

Rising	16%
Staying about the Same	84
Falling	

Capital Spending

Over the past three months, my company's production capital spending has been:

Rising	42%
Staying about the same	42%
Falling	16%

Profit Margins

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Over the past three months, my company's profit margins have been:

Rising	25%
Staying about the same	59%
Falling	16%

Wages & Salaries

Over the past three months, the wage rates and salaries my company pays has been:

Rising	25%
Staying about the same	75%
Falling	

Shortages

In the last three months, my company has experienced shortages in the following areas:

(check ALL that apply)

Skilled Labor	16%
No shortages have been experienced	58%
Other	
Service from machinery suppliers	8%
qualified sales professionals	8%
No response	10%

Export Performance

As compared to the previous quarter, my company's exports have been:

Rising	25%
Staying about the same	42%
Falling	8%
No Response	25%

Comments

Still not seeing a big demand for digital plates, Stagnant market has led to squeezing of prices and timing by our clients
The 4th quarter results gave us reason to be optimistic about 2004,
We still expect margin pressure but the past couple of years have given us an opportunity to cut costs.