

Business Growth Plans Full Summary Report United States & Canada- April 2009



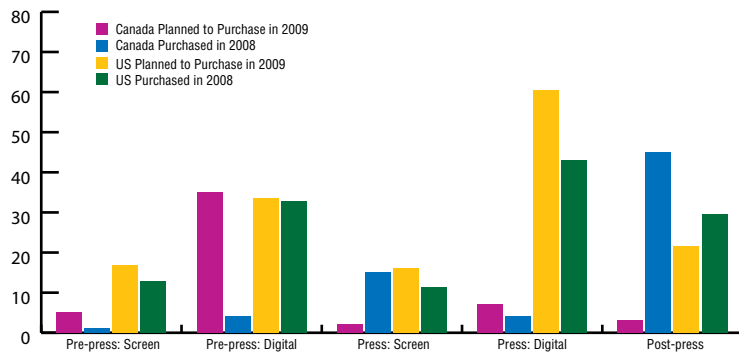
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Purchase Plans

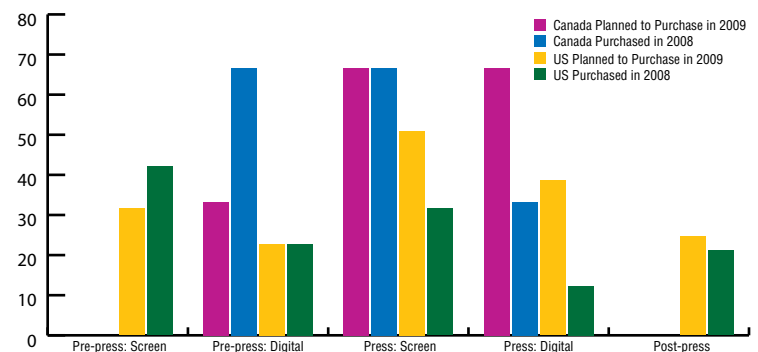
For graphic imagers and industrial-use printers, as shown in the chart below, digital output devices dominated actual purchases in 2008 and purchase plans of graphic imaging equipment in 2009 for US printers. For Canadian printers, post-press equipment dominated 2008 purchases and pre-press digital equipment dominated 2009 purchase plans.

Graphic Imagers' & Industrial-Use Printers' Purchase Plans



For US garment decorators, as shown in the chart to the right, screen presses dominated actual purchases in 2008. In 2009, many US garment decorators are planning to purchase pre-press screen equipment or software. Canadian garment decorators are largely planning to buy presses in 2009.

Garment Decorators' Purchase Plans



For detail on what equipment US printers plan to purchase, view the Business Growth Plans Full Report. Due to the small number of Canadian respondents, the types of equipment they plan to purchase cannot be broken out.

Accounts Receivables Ratio

The sales-to-accounts-receivables ratio, commonly called Receivables Turnover, shows the relationship between the sales level of a business and its outstanding receivables. A higher turnover of receivables is more desirable, indicating current assets are more liquid. Creditors like liquidity and businesses like to keep capital circulating rather than sitting in receivables. A low ratio indicates accounts receivables are too high in relation to sales.

Because of a small number of responses from Canada, that data cannot be broken out by community.

United States: Receivables Turnover

	All Garment Decorators	All Graphic Imagers
Don't know	37.6%	30.1%
Don't track	27.5%	24.3%
1.0-3.0	7.3%	8.1%
3.1-4.0	1.8%	1.2%
4.1-5.0	0.9%	1.2%
5.1-6.0	1.8%	2.9%
6.1-7.0	-	6.9%
7.1-8.0	1.8%	4.6%
8.1-9.0	3.7%	3.5%
Over 9.0	16.5%	15.6%

Canada: Receivables Turnover

	All Canadian Imagers
Don't know	23.5%
Don't track	29.4%
1.0-3.0	5.9%
3.1-4.0	5.9%
4.1-5.0	8.8%
5.1-6.0	8.8%
6.1-7.0	-
7.1-8.0	2.9%
8.1-9.0	-
Over 9.0	11.8%