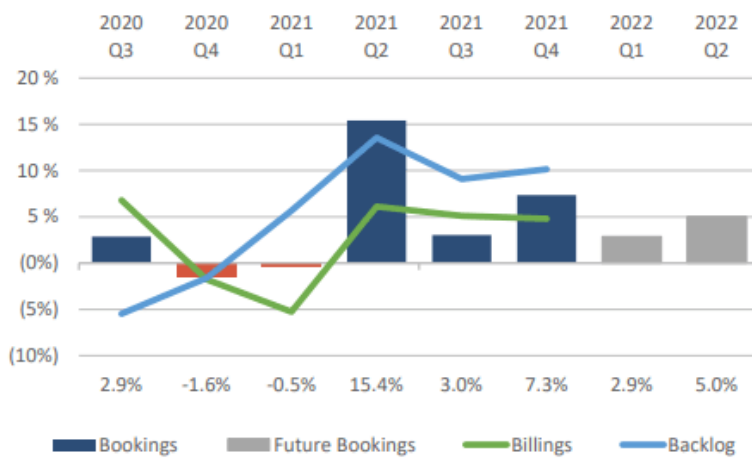


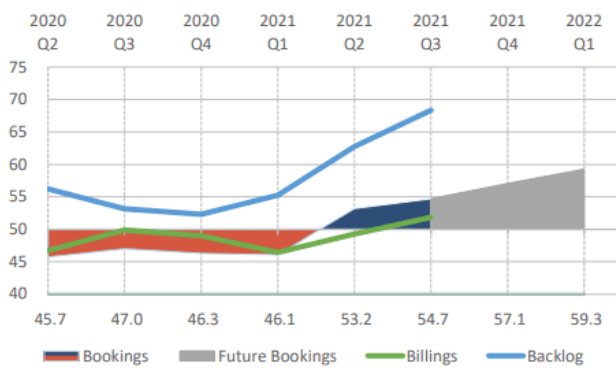
2021-Q4 Market Outlook Report: Actual Bookings up 7.3%

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ACTUAL 2021-Q4 BOOKINGS UP 7.3% BETTER THAN THE 4.4% EXPECTED



Changes in Bookings including Billings and Backlog



Bookings Index including Billings and Backlog

The Solomon Coyle 2021-Q4 Market Outlook Report is now available. This quarter's report reveals many continued positive trends. In addition to Actual Bookings being up by a larger percentage than expected,

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Anticipated Bookings growth for Q1 and Q2 continue a positive trend into mid-2022. Both the Billings Index and the Backlog Index are up over 2021-Q3 and Pipeline Activity changed in a positive direction for four out of five reporting regions.

Paul Holland, managing principal at Solomon Coyle states, "It's encouraging to see that even with the continued challenges to the marketplace, we are seeing tangible evidence of steady recovery and a return to growth, quarter over quarter."

John Joseph, head of business analytics, agrees, adding, "That growth is showing up in every product category and sector, including the hard-hit hospitality industry."

To view the current report, visit: www.solomoncoyle.com/dealer-market-outlook-report/. Distributors that complete the quarterly survey receive a full report containing regional and subregional information, where available.

For inquiries regarding participation, email support@solomoncoyle.com.

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