



The Voice of the Fire Sprinkler Industry

## 2009 Contractor Backlog Survey Results

Surveys conducted: 411

1. Are you an union contractor? (395) Yes (71 %) No (29 %)
2. What is the percentage of your total revenue that is 13 D & 13 R? (395) (16 %)
3. What is your backlog as of 3/31/2009? (399)
  - A. 0-3 months (39 %)
  - B. 3-6 months (35 %)
  - C. 6-9 months (18 %)
  - D. More than 9 months (8 %)
4. Compared to your backlog at 3/31/2008? (398)
  - A. Same (16 %)
  - B. Less (32 %)
  - C. Significantly less (52 %)
5. How do you see your backlog at 3/31/2010? (398)
  - A. More (22 %)
  - B. Same (36 %)
  - C. Less (28 %)
  - D. Significantly less (14 %)
6. As of 3/31/09 new sales vs. 2008: (399)
  - A. Same (14 %)
  - B. Down 25% (24 %)
  - C. Down 33% (25 %)
  - D. Down more than 50% (37 %)