

**SPRINKLER INDUSTRY**  
**MARKET CONDITIONS FORECAST**  
**U.S. Contractor Opinions**

**Industry Perspective**

1. How do you characterize the current level of industry activity.

Falling                  Flatening Out                  Slow to Moderate Growth                  Still Strong Growth  
                                                                                                     

2. a) How do you feel about the industry's growth prospects for the balance of 2001.

Pessimistic                  Neutral                  Optimistic  
                                                                   

b) For the year 2002

Pessimistic                  Neutral                  Optimistic  
                                                                   

3. If you believe the industry will grow over the next 12-24 months, what yearly growth rate would you forecast

0 – 2%                  2%-5%                  5%-10%                  10+ %  
                                                                                                     

4. What's your single most concern for growth prospects of the next 12-24 months?

\_\_\_\_\_

5. With the general economy in a "slow growth" mode and given the shaky financial markets, which types of construction are likely to drop off for sprinkler installation activity.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**Company Perspective**

1. What's the status of your current backlog.
  - a. Number of Months: \_\_\_\_\_
  - b. Conditions: Steady \_\_\_\_\_ Growing \_\_\_\_\_ Falling \_\_\_\_\_
2. Has the severity of the winter slowed your installation pace to any large extent.
  - a. Yes \_\_\_\_\_
  - b. No \_\_\_\_\_
3. Assume December 31 was your year end, what sales increase would you project for all of 2001?

0% - 5%      6% - 10%      11% - 15%      16% - 20%      Other (state %)

4. All things considered, whether the economy or your own business operations, what factors limit your company's ability to grow over the next 12-24 months.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Physical Volume**

1. Why do you think the reported sprinkler shipments in the U.S. for calendar year 2000 were essentially flat compared to calendar 1999, even though contracting activity was at a high level and installation man hours continued to grow.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

2. What's your guess for your own number of installed sprinklers in 2001?

Decrease	Flat	Limited Growth	Moderate Growth	Strong Growth
0% - 5%		0% - 5%	5% - 10%	10% + %
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

