

**SPRINKLER INDUSTRY**  
**MARKET CONDITIONS FORECAST**  
**Manufacturers & Suppliers Opinions**

1. Assess current industry conditions.

Growth 10% +    Growth 3%-10%    Growth 0-3%    Flat    Decline  
                                                                               

2. Has the harsh winter significantly retarded (more than 5%) shipping levels over the past 4 to 6 months.

Yes                    No  
                   

3. What are your expectations for all of 2001.

Growth 10% +    Growth 3%-10%    Growth 0-3%    Flat    Decline  
                                                                               

4. What's your early opinion for all of 2002

Growth 10% +    Growth 3%-10%    Growth 0-3%    Flat    Decline  
                                                                               

5. Sprinkler shipments were flat in 2000 v. 1999 even while contractor activity remained strong. Why?

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

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

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

6. Do you think shipments in 2000 were flat for all system components (pipe, couplings, valves, etc.)

Yes                    No

7. What's your guess for the industry's annual rate of growth over the next 3 to 5 years.

Growth 10% +     Growth 3%-10%     Growth 0-3%     Flat     Decline

8. What's your guess for the annual rate of growth of the residential sprinkler market over the next 3 to 5 years.

Growth 10% +     Growth 3%-10%     Growth 0-3%     Flat     Decline

9. What market segments offer the best potential for growth over the next 3 years.

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

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

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

10. What factors (anything) might limit the future growth of the industry.

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

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

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