

What's in Today's Builder Package

The 5th Annual *Window & Door* Supply Chain Study

Supplementary Charts

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Survey conducted by:



8200 Greensboro Dr.

Suite 302

McLean, VA 22102

703/442-4890

www.windowanddoor.net

When it comes to windows and doors, my largest sales volume is to builders producing...

<i>Type of Business</i>	<i>< 10 homes /year</i>	<i>10 to 50 homes/year</i>	<i>50 to 100 homes/year</i>	<i>>100 homes/year</i>
Window/Door Specialty Dealer	29	8	2	5
Specialty Millwork Distributor	2	1	1	
Door Shop/Pre-hanger	1	2	1	2
Shortline Distributor	2	2		1
Multi-Location Pro Dealer	4	1		2
Glass Shop	4	2		
Local Lumberyard	4	1		1
Manufacturer	12	5	3	5
Total	58	22	7	16

How many windows are in the typical package you sell to builders?

<i>Type of Business</i>	<i>Less than 10</i>	<i>10 to 20</i>	<i>More than 20</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	1	12	31	
Specialty Millwork Distributor	1	2	1	
Door Shop/Pre-hanger	1	2		3
Shortline Distributor	1	4		
Multi-Location Pro Dealer		1	6	
Glass Shop		4	1	1
Local Lumberyard		5	1	
Manufacturer		10	12	3
Total	4	40	52	7

How many entry doors are in the typical package you sell to builders?

<i>Type of Business</i>	<i>One or Two</i>	<i>More than Two</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	14	26	4
Specialty Millwork Distributor		4	
Door Shop/Pre-hanger	3	2	1
Shortline Distributor	3	2	
Multi-Location Pro Dealer	2	5	
Glass Shop	2		4
Local Lumberyard	2	3	1
Manufacturer	8	7	10
Total	34	49	20

How many patio doors are in the typical package you sell to builders?

<i>Type of Business</i>	<i>One or Two</i>	<i>More Than Two</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	17	25	2
Specialty Millwork Distributor	4		
Door Shop/Pre-hanger	2	1	3
Shortline Distributor	4		1
Multi-Location Pro Dealer	4	3	
Glass Shop	4		2
Local Lumberyard	2	4	
Manufacturer	12	7	6
Total	49	40	14

How many interior doors are in the typical package you sell to builders?

<i>Type of Business</i>	<i>Less than 10</i>	<i>10 to 20</i>	<i>More than 20</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	6	9	9	20
Specialty Millwork Distributor	1	2		1
Door Shop/Pre-hanger		3		3
Shortline Distributor		2		3
Multi-Location Pro Dealer		2	2	3
Glass Shop	1			5
Local Lumberyard	2	3	1	
Manufacturer	1	5	3	17
Total	11	26	15	52

**For the type of builder that accounts for your largest sales volume,
what products are typically in the package you sell?**

<i>Windows</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	40	3	1
Specialty Millwork Distributor	2	2	
Door Shop/Pre-hanger	1	2	3
Shortline Distributor	5		
Multi-Location Pro Dealer	7		
Glass Shop	5		1
Local Lumberyard	5	1	
Manufacturer	22	1	2
Total	87	9	7
Total, excluding Not Applicable	103		
% of Total, excluding NA	84.46601942	8.737864078	6.796116505

<i>Patio Doors</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	33	9	2
Specialty Millwork Distributor	3	1	
Door Shop/Pre-hanger	1	3	2
Shortline Distributor	3	2	
Multi-Location Pro Dealer	6	1	
Glass Shop	3	2	1
Local Lumberyard	5	1	
Manufacturer	12	10	3
Total	66	29	8
Total, excluding Not Applicable	103		
% of Total, excluding NA	64.0776699	28.15533981	7.766990291

<i>Entry Doors</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	24	17	3
Specialty Millwork Distributor	4		
Door Shop/Pre-hanger	3	2	1
Shortline Distributor	2	3	
Multi-Location Pro Dealer	6	1	
Glass Shop	1	2	3
Local Lumberyard	4	2	
Manufacturer	7	12	6
Total	51	39	13
Total, excluding Not Applicable	103		
% of Total, excluding NA	49.51456311	37.86407767	12.62135922

<i>Interior Doors</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	6	16	12
Specialty Millwork Distributor	3	1	
Door Shop/Pre-hanger	3	1	2
Shortline Distributor	1	1	3
Multi-Location Pro Dealer	4		3
Glass Shop		2	4
Local Lumberyard	4	2	
Manufacturer	1	8	16
Total	22	31	40
Total, excluding Not Applicable	93		
% of Total, excluding NA	23.65591398	33.33333333	43.01075269

<i>Skylights</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	7	27	10
Specialty Millwork Distributor	2	1	1
Door Shop/Pre-hanger		2	4
Shortline Distributor	2	2	1
Multi-Location Pro Dealer	2	5	
Glass Shop	1	4	1
Local Lumberyard	3	2	1
Manufacturer	5	2	18
Total	22	45	36
Total, excluding Not Applicable	103		
% of Total, excluding NA	21.3592233	43.68932039	34.95145631

<i>Garage Doors</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer		1	43
Specialty Millwork Distributor			4
Door Shop/Pre-hanger			6
Shortline Distributor	2		3
Multi-Location Pro Dealer		1	6
Glass Shop		1	5
Local Lumberyard	1	3	2
Manufacturer			25
Total	3	6	94
Total, excluding Not Applicable	103		
% of Total, excluding NA	2.912621359	5.825242718	91.26213592

For the type of builder that accounts for your largest sales volume, what other products are typically in the package you sell?

<i>Door or Specialty Hardware</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	9	15	10
Specialty Millwork Distributor	3	1	
Door Shop/Pre-hanger	3	3	
Shortline Distributor		3	2
Multi-Location Pro Dealer	3	2	2
Glass Shop		1	5
Local Lumberyard	3	2	1
Manufacturer	4	9	12
Total	25	36	32
Total, excluding Not Applicable	93		
% of Total, excluding NA	26.88172043	38.70967742	34.40860215

<i>Interior Trim/Millwork</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	3	19	25
Specialty Millwork Distributor	3		1
Door Shop/Pre-hanger	4	1	1
Shortline Distributor		3	2
Multi-Location Pro Dealer	2	2	3
Glass Shop			6
Local Lumberyard	4	2	
Manufacturer	2	4	19
Total	18	31	57
Total, excluding Not Applicable	106		
% of Total, excluding NA	16.98113208	29.24528302	53.77358491

<i>Exterior Trim/Millwork</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	2	18	24
Specialty Millwork Distributor	1	2	1
Door Shop/Pre-hanger	3	1	2
Shortline Distributor	1	5	
Multi-Location Pro Dealer	1	4	2
Glass Shop			6
Local Lumberyard	3	3	
Manufacturer	1	7	17
Total	12	40	52
Total, excluding Not Applicable	104		
% of Total, excluding NA	11.53846154	38.46153846	50

<i>Flashing Materials/Sealants</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	7	19	18
Specialty Millwork Distributor		2	2
Door Shop/Pre-hanger	2	2	2
Shortline Distributor	1	3	1
Multi-Location Pro Dealer	3	4	
Glass Shop		1	5
Local Lumberyard	4	2	
Manufacturer	1	8	16
Total	18	41	44
Total, excluding Not Applicable	103		
% of Total, excluding NA	17.47572816	39.80582524	42.7184466

<i>Kitchen Cabinets</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer		2	42
Specialty Millwork Distributor		2	2
Door Shop/Pre-hanger		1	5
Shortline Distributor		2	3
Multi-Location Pro Dealer		3	4
Glass Shop			6
Local Lumberyard	1	1	4
Manufacturer	1		24
Total	2	11	90
Total, excluding Not Applicable	103		
% of Total, excluding NA	1.941747573	10.67961165	87.37864078

<i>Framing</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	2	1	41
Specialty Millwork Distributor			4
Door Shop/Pre-hanger	1	1	4
Shortline Distributor			5
Multi-Location Pro Dealer	2	1	4
Glass Shop			6
Local Lumberyard	3	3	
Manufacturer	1	1	23
Total	9	7	87
Total, excluding Not Applicable	103		
% of Total, excluding NA	8.737864078	6.796116505	84.46601942

<i>Siding</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	1	1	42
Specialty Millwork Distributor		1	3
Door Shop/Pre-hanger	1		5
Shortline Distributor	2	2	1
Multi-Location Pro Dealer	3	1	3
Glass Shop			6
Local Lumberyard	3	3	
Manufacturer	1		24
Total	11	8	84
Total, excluding Not Applicable	103		
% of Total, excluding NA	10.67961165	7.766990291	81.55339806

<i>Roofing</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	1	1	42
Specialty Millwork Distributor		1	3
Door Shop/Pre-hanger	1		5
Shortline Distributor	3	1	1
Multi-Location Pro Dealer	3	1	3
Glass Shop			6
Local Lumberyard	2	3	1
Manufacturer			25
Total	10	7	86
Total, excluding Not Applicable	103		
% of Total, excluding NA	9.708737864	6.796116505	83.49514563

<i>Glass/Mirror Products</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	4	7	33
Specialty Millwork Distributor			4
Door Shop/Pre-hanger	2		4
Shortline Distributor		1	4
Multi-Location Pro Dealer	1	3	3
Glass Shop	2	4	
Local Lumberyard			6
Manufacturer	3	4	18
Total	12	19	72
Total, excluding Not Applicable	103		
% of Total, excluding NA	11.65048544	18.44660194	69.90291262

For the following products, indicate any changes you see in builder demand and/or buying habits.

<i>Windows</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	20	6	17	1
Specialty Millwork Distributor	1	1	2	
Door Shop/Pre-hanger		2	2	2
Shortline Distributor	3		2	
Multi-Location Pro Dealer	6	1		
Glass Shop		3	1	1
Local Lumberyard	4		2	
Manufacturer	12	6	5	2
Total	46	19	31	6
Total, excluding Not Applicabl	96			
% of Total, excluding NA	47.91666667	19.79166667	32.29166667	

<i>Patio Doors</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	17	5	20	2
Specialty Millwork Distributor	2	2		
Door Shop/Pre-hanger	2	1	1	2
Shortline Distributor	2		3	
Multi-Location Pro Dealer	6	1		
Glass Shop		3	2	1
Local Lumberyard	3		3	
Manufacturer	9	7	6	3
Total	41	19	35	8
Total, excluding Not Applicabl	95			
% of Total, excluding NA	43.15789474	20	36.84210526	

<i>Entry Doors</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	21	9	11	3
Specialty Millwork Distributor	2	1	1	
Door Shop/Pre-hanger	1	1	3	1
Shortline Distributor	3	1		1
Multi-Location Pro Dealer	5	1		1
Glass Shop	1		3	2
Local Lumberyard	3		3	
Manufacturer	7	4	6	8
Total	43	17	27	16
Total, excluding Not Applicabl	87			
% of Total, excluding NA	49.42528736	19.54022989	31.03448276	

<i>Interior Doors</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	11	2	10	212
Specialty Millwork Distributor	2	1	1	
Door Shop/Pre-hanger	1	1	2	2
Shortline Distributor	1		2	2
Multi-Location Pro Dealer	4			3
Glass Shop			3	3
Local Lumberyard	2		4	
Manufacturer	4	2	2	17
Total	25	6	24	239
Total, excluding Not Applicabl	55			
% of Total, excluding NA	45.45454545	10.90909091	43.63636364	

<i>Skylights</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	3	7	22	12
Specialty Millwork Distributor	2	1		1
Door Shop/Pre-hanger			2	4
Shortline Distributor	3		1	1
Multi-Location Pro Dealer	5	1	1	
Glass Shop		4	1	1
Local Lumberyard	1	1	4	
Manufacturer	2	3	3	17
Total	16	17	34	36
Total, excluding Not Applicabl	67			
% of Total, excluding NA	23.88059701	25.37313433	50.74626866	

<i>Garage Doors</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer		2	3	39
Specialty Millwork Distributor				4
Door Shop/Pre-hanger			1	5
Shortline Distributor	1	1	1	2
Multi-Location Pro Dealer		1	2	4
Glass Shop		1	1	4
Local Lumberyard	1		3	2
Manufacturer		1		24
Total	2	6	11	84
Total, excluding Not Applicabl	19			
% of Total, excluding NA	10.52631579	31.57894737	57.89473684	

For the following products, indicate any changes you see in builder demand and/or buying habits.

<i>Door or Specialty Hardware</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	12	5	19	8
Specialty Millwork Distributor	2	1	1	
Door Shop/Pre-hanger	1	1	3	1
Shortline Distributor	1	2	1	1
Multi-Location Pro Dealer	3	1	1	2
Glass Shop			1	5
Local Lumberyard	2	1	3	
Manufacturer	3	3	6	13
Total	24	14	35	30
Total, excluding Not Applicabl	73			
% of Total, excluding NA	32.87671233	19.17808219	47.94520548	

<i>Interior Trim/Millwork</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	3	3	15	23
Specialty Millwork Distributor	1	1	1	1
Door Shop/Pre-hanger	1	1	3	1
Shortline Distributor			4	1
Multi-Location Pro Dealer	3	1	1	2
Glass Shop			1	5
Local Lumberyard	2		4	
Manufacturer	2	3	3	17
Total	12	9	32	50
Total, excluding Not Applicabl	53			
% of Total, excluding NA	22.64150943	16.98113208	60.37735849	

<i>Exterior Trim/Millwork</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	3	4	14	23
Specialty Millwork Distributor	1	1	2	
Door Shop/Pre-hanger	1	1	1	3
Shortline Distributor	3		2	
Multi-Location Pro Dealer	2	1	2	2
Glass Shop			1	5
Local Lumberyard	2		4	
Manufacturer	1	3	5	16
Total	13	10	31	49
Total, excluding Not Applicabl	54			
% of Total, excluding NA	24.07407407	18.51851852	57.40740741	

<i>Flashing Material/Sealants</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	8	3	18	15
Specialty Millwork Distributor			1	3
Door Shop/Pre-hanger			3	3
Shortline Distributor	3	1	1	
Multi-Location Pro Dealer	4		2	1
Glass Shop			1	5
Local Lumberyard	1	1	4	
Manufacturer	1	1	3	20
Total	17	6	33	47
Total, excluding Not Applicabl	56			
% of Total, excluding NA	30.35714286	10.71428571	58.92857143	

<i>Glass and Mirror Products</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer		1	13	30
Specialty Millwork Distributor				4
Door Shop/Pre-hanger		1	1	4
Shortline Distributor			1	4
Multi-Location Pro Dealer	2	1	1	3
Glass Shop	1	3	2	
Local Lumberyard			2	4
Manufacturer	2	1	4	19
Total	5	7	24	68
Total, excluding Not Applicabl	36			
% of Total, excluding NA	13.88888889	19.44444444	66.66666667	

<i>Siding</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer		2	5	37
Specialty Millwork Distributor			1	3
Door Shop/Pre-hanger			1	5
Shortline Distributor	2	2		1
Multi-Location Pro Dealer	4		1	2
Glass Shop			1	5
Local Lumberyard	1	1	3	1
Manufacturer		1	1	23
Total	7	6	13	77
Total, excluding Not Applicabl	26			
% of Total, excluding NA	26.92307692	23.07692308	50	

<i>Framing</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	1	1	6	36
Specialty Millwork Distributor				4
Door Shop/Pre-hanger			1	5
Shortline Distributor			1	4
Multi-Location Pro Dealer	3	1	1	2
Glass Shop			1	5
Local Lumberyard	1	1	4	
Manufacturer	1	1		23
Total	6	4	14	79
Total, excluding Not Applicabl	24			
% of Total, excluding NA	25	16.66666667	58.33333333	

<i>Roofing</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer		2	5	37
Specialty Millwork Distributor			1	3
Door Shop/Pre-hanger			1	5
Shortline Distributor	3	1		1
Multi-Location Pro Dealer	4		1	2
Glass Shop			1	5
Local Lumberyard	1	2	2	1
Manufacturer		1		24
Total	8	6	11	78
Total, excluding Not Applicabl	25			
% of Total, excluding NA	32	24	44	

<i>Kitchen Cabinets</i>	<i>Buying from us more often</i>	<i>Buying from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer		1	4	39
Specialty Millwork Distributor		2		2
Door Shop/Pre-hanger			1	5
Shortline Distributor	1	1	1	2
Multi-Location Pro Dealer	3		1	3
Glass Shop			1	5
Local Lumberyard	1	1	1	3
Manufacturer	1	1		23
Total	6	6	9	82
Total, excluding Not Applicabl	21			
% of Total, excluding NA	28.57142857	28.57142857	42.85714286	

For the following products, indicate any change in how much effort your company is putting into selling it as part of your package for builders

<i>Windows</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	33		10	1
Specialty Millwork Distributor	3			1
Door Shop/Pre-hanger	1	1	2	2
Shortline Distributor	4		1	
Multi-Location Pro Dealer	5		2	
Glass Shop	3	1	1	1
Local Lumberyard	4		2	
Manufacturer	15	1	6	3
Total	68	3	24	8
Total, excluding Not Applicabl	95			
% of Total, excluding NA	71.57894737	3.157894737	25.26315789	

<i>Patio Doors</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	28		14	2
Specialty Millwork Distributor	3		1	
Door Shop/Pre-hanger	2	1	1	2
Shortline Distributor	4		1	
Multi-Location Pro Dealer	5		2	
Glass Shop	3	1	1	1
Local Lumberyard	4		2	
Manufacturer	14	1	6	4
Total	63	3	28	9
Total, excluding Not Applicabl	94			
% of Total, excluding NA	67.0212766	3.191489362	29.78723404	

<i>Entry Doors</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	30	2	9	3
Specialty Millwork Distributor	4			
Door Shop/Pre-hanger	3		2	1
Shortline Distributor	4		1	
Multi-Location Pro Dealer	5		1	1
Glass Shop	2		1	3
Local Lumberyard	4		2	
Manufacturer	10		5	10
Total	62	2	21	18
Total, excluding Not Applicabl	85			
% of Total, excluding NA	72.94117647	2.352941176	24.70588235	

<i>Interior Doors</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	18		8	18
Specialty Millwork Distributor	4			
Door Shop/Pre-hanger	2		2	2
Shortline Distributor	1		3	1
Multi-Location Pro Dealer	3		2	2
Glass Shop			1	5
Local Lumberyard	3		3	
Manufacturer	3		5	17
Total	34	0	24	45
Total, excluding Not Applicabl	58			
% of Total, excluding NA	58.62068966	0	41.37931034	

<i>Skylights</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	12	1	20	11
Specialty Millwork Distributor	2		1	1
Door Shop/Pre-hanger			2	4
Shortline Distributor	4			1
Multi-Location Pro Dealer	4		3	
Glass Shop	2		3	1
Local Lumberyard	1	1	4	
Manufacturer	3		4	18
Total	28	2	37	36
Total, excluding Not Applicabl	67			
% of Total, excluding NA	41.79104478	2.985074627	55.2238806	

<i>Garage Doors</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	1		4	39
Specialty Millwork Distributor	1			3
Door Shop/Pre-hanger			1	5
Shortline Distributor	2		2	1
Multi-Location Pro Dealer	2			5
Glass Shop		1		5
Local Lumberyard			4	2
Manufacturer			2	23
Total	6	1	13	83
Total, excluding Not Applicabl	20			
% of Total, excluding NA	30	5	65	

For the following products, indicate any change in how much effort your company is putting into selling it as part of your package for builders

<i>Door or Specialty Hardware</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	17	1	15	11
Specialty Millwork Distributor	3		1	
Door Shop/Pre-hanger	3		2	1
Shortline Distributor	2		3	
Multi-Location Pro Dealer	3		2	2
Glass Shop				6
Local Lumberyard	3		3	
Manufacturer	7		3	15
Total	38	1	29	
Total, excluding Not Applicabl	68			
% of Total, excluding NA	55.88235294	1.470588235	42.64705882	

<i>Interior Trim/Millwork</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	6		16	22
Specialty Millwork Distributor	3			1
Door Shop/Pre-hanger	2		3	1
Shortline Distributor	1		4	
Multi-Location Pro Dealer	3		2	2
Glass Shop				6
Local Lumberyard	3		3	
Manufacturer	4	1	3	17
Total	22	1	31	
Total, excluding Not Applicabl	54			
% of Total, excluding NA	40.74074074	1.851851852	57.40740741	

<i>Exterior Trim/Millwork</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	7		16	21
Specialty Millwork Distributor	4			
Door Shop/Pre-hanger	2		1	3
Shortline Distributor	3		2	
Multi-Location Pro Dealer	3		1	3
Glass Shop				6
Local Lumberyard	2		4	
Manufacturer	3		4	18
Total	24	0	28	
Total, excluding Not Applicabl	52			
% of Total, excluding NA	46.15384615	0	53.84615385	

<i>Flashing Materials/Sealants</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	10		18	16
Specialty Millwork Distributor	1			3
Door Shop/Pre-hanger			3	3
Shortline Distributor	3		2	
Multi-Location Pro Dealer	4		2	1
Glass Shop				6
Local Lumberyard	1		4	1
Manufacturer	1		4	20
Total	20	0	33	50
Total, excluding Not Applicabl	53			
% of Total, excluding NA	37.73584906	0	62.26415094	

<i>Kitchen Cabinets</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer			5	39
Specialty Millwork Distributor			1	3
Door Shop/Pre-hanger			1	5
Shortline Distributor			2	1
Multi-Location Pro Dealer	3		1	3
Glass Shop				6
Local Lumberyard			3	3
Manufacturer	1		2	22
Total	6	0	15	82
Total, excluding Not Applicabl	21			
% of Total, excluding NA	28.57142857	0	71.42857143	

<i>Framing</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	2	1	5	36
Specialty Millwork Distributor				4
Door Shop/Pre-hanger	1		1	4
Shortline Distributor			2	3
Multi-Location Pro Dealer	3		1	3
Glass Shop				6
Local Lumberyard	1		5	
Manufacturer	1		2	22
Total	8	1	16	78
Total, excluding Not Applicabl	25			
% of Total, excluding NA	32	4	64	

<i>Siding</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	1		6	37
Specialty Millwork Distributor			1	3
Door Shop/Pre-hanger			1	5
Shortline Distributor	2	1	1	1
Multi-Location Pro Dealer	4		1	2
Glass Shop				6
Local Lumberyard	1		4	1
Manufacturer			3	22
Total	8	1	17	77
Total, excluding Not Applicabl	26			
% of Total, excluding NA	30.76923077	3.846153846	65.38461538	

<i>Roofing</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	1		6	37
Specialty Millwork Distributor			1	3
Door Shop/Pre-hanger			1	5
Shortline Distributor	4		1	
Multi-Location Pro Dealer	4		1	2
Glass Shop				6
Local Lumberyard	1		4	1
Manufacturer			2	23
Total	10	0	16	77
Total, excluding Not Applicabl	26			
% of Total, excluding NA	38.46153846	0	61.53846154	

<i>Glass/Mirror Products</i>	<i>Increasing sales efforts</i>	<i>Decreasing sales efforts</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Deale	5		7	32
Specialty Millwork Distributor				4
Door Shop/Pre-hanger	1		1	4
Shortline Distributor			2	3
Multi-Location Pro Dealer	2			5
Glass Shop	3		2	1
Local Lumberyard			3	3
Manufacturer	2		5	18
Total	13	0	20	70
Total, excluding Not Applicabl	33			
% of Total, excluding NA	39.39393939	0	60.60606061	

For the type of builder that accounts for your largest sales volume, what services are typically in the package you sell?

<i>Jobsite Delivery</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	39	5	
Specialty Millwork Distributor	2	2	
Door Shop/Pre-hanger	4	1	1
Shortline Distributor	3	1	1
Multi-Location Pro Dealer	7		
Glass Shop	4	2	
Local Lumberyard	5	1	
Manufacturer	16	8	1
Total	80	20	3
Total, excluding Not Applicable	103		
% of Total, excluding NA	77.66990291	19.41747573	2.912621359

<i>Take-Offs/Order Prep</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	40	3	1
Specialty Millwork Distributor	2	2	
Door Shop/Pre-hanger	4	1	1
Shortline Distributor	3	1	1
Multi-Location Pro Dealer	7		
Glass Shop	4	1	1
Local Lumberyard	6		
Manufacturer	13	11	1
Total	79	19	5
Total, excluding Not Applicable	103		
% of Total, excluding NA	76.69902913	18.44660194	4.854368932

<i>Field Service/Warranty Work</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	26	5	13
Specialty Millwork Distributor	2		2
Door Shop/Pre-hanger	1	2	3
Shortline Distributor	3	1	1
Multi-Location Pro Dealer	5	1	1
Glass Shop	4	2	
Local Lumberyard	3	1	2
Manufacturer	8	4	13
Total	52	16	35
Total, excluding Not Applicable	103		
% of Total, excluding NA	50.48543689	15.53398058	33.98058252

<i>Showroom for Homebuyers</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	28	14	2
Specialty Millwork Distributor	1	3	
Door Shop/Pre-hanger	2	1	3
Shortline Distributor	3	2	1
Multi-Location Pro Dealer	5	2	
Glass Shop	2	2	2
Local Lumberyard	3	3	
Manufacturer	9	8	8
Total	53	35	16
Total, excluding Not Applicable	104		
% of Total, excluding NA	50.96153846	33.65384615	15.38461538

<i>Consultation for Homebuyers</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	27	13	4
Specialty Millwork Distributor	1	2	1
Door Shop/Pre-hanger	2	3	1
Shortline Distributor	2	2	1
Multi-Location Pro Dealer	5	1	1
Glass Shop	3	2	1
Local Lumberyard	3	3	
Manufacturer	10	10	5
Total	53	36	14
Total, excluding Not Applicable	103		
% of Total, excluding NA	51.45631068	34.95145631	13.59223301

<i>Window Installation</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	13	16	15
Specialty Millwork Distributor		1	3
Door Shop/Pre-hanger	1	2	3
Shortline Distributor	1	1	3
Multi-Location Pro Dealer	1	3	3
Glass Shop	1	4	1
Local Lumberyard		1	5
Manufacturer	4	8	13
Total	21	36	46
Total, excluding Not Applicable	103		
% of Total, excluding NA	20.38834951	34.95145631	44.66019417

<i>Door Installation</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer	13	14	17
Specialty Millwork Distributor		1	3
Door Shop/Pre-hanger	1	3	2
Shortline Distributor	1	1	3
Multi-Location Pro Dealer	2	2	3
Glass Shop		2	4
Local Lumberyard		1	5
Manufacturer	3	5	17
Total	20	29	54
Total, excluding Not Applicable	103		
% of Total, excluding NA	19.41747573	28.15533981	52.42718447

<i>Interior Trim Installation</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer		8	36
Specialty Millwork Distributor		1	3
Door Shop/Pre-hanger	2		4
Shortline Distributor		1	4
Multi-Location Pro Dealer	2		5
Glass Shop		1	5
Local Lumberyard		1	5
Manufacturer	1	2	22
Total	5	14	84
Total, excluding Not Applicable	103		
% of Total, excluding NA	4.854368932	13.59223301	81.55339806

<i>Exterior Trim Installation</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer		9	35
Specialty Millwork Distributor		2	2
Door Shop/Pre-hanger	1	2	3
Shortline Distributor	1	1	3
Multi-Location Pro Dealer	2		5
Glass Shop		1	5
Local Lumberyard			6
Manufacturer	1	4	20
Total	5	19	79
Total, excluding Not Applicable	103		
% of Total, excluding NA	4.854368932	18.44660194	76.69902913

<i>Painting/Finishing</i>	<i>All the time</i>	<i>Some of the Time</i>	<i>Never</i>
Window/Door Specialty Dealer		6	38
Specialty Millwork Distributor		2	2
Door Shop/Pre-hanger	1	2	3
Shortline Distributor		2	3
Multi-Location Pro Dealer	1	2	4
Glass Shop			6
Local Lumberyard		1	5
Manufacturer	1	4	20
Total	3	19	81
Total, excluding Not Applicable	103		
% of Total, excluding NA	2.912621359	18.44660194	78.6407767

For the following services, indicate any changes you see in builder expectations.

<i>Jobsite Delivery</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	16		24	
Specialty Millwork Distributor	4			
Door Shop/Pre-hanger	3		3	
Shortline Distributor	3		1	1
Multi-Location Pro Dealer	6		1	
Glass Shop		1	5	
Local Lumberyard	2	1	3	
Manufacturer	13		11	1
Total	47	2	48	2
Total, excluding Not Applicable	97			
% of Total, excluding NA	48.45360825	2.06185567	49.48453608	

<i>Take-Offs/Order Prep</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	18		23	1
Specialty Millwork Distributor	4			
Door Shop/Pre-hanger	4		2	
Shortline Distributor	3		1	1
Multi-Location Pro Dealer	6		1	
Glass Shop	1		5	
Local Lumberyard	3		3	
Manufacturer	13	1	11	
Total	52	1	46	2
Total, excluding Not Applicable	99			
% of Total, excluding NA	52.52525253	1.01010101	46.46464646	

<i>Field Service/Warranty Work</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	15	3	19	7
Specialty Millwork Distributor	3			1
Door Shop/Pre-hanger	3		2	1
Shortline Distributor	3		1	1
Multi-Location Pro Dealer	5		2	
Glass Shop	2	1	2	1
Local Lumberyard	3		1	2
Manufacturer	6	1	8	10
Total	40	5	35	23
Total, excluding Not Applicable	80			
% of Total, excluding NA	50	6.25	43.75	

<i>Showroom for Homebuyers</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	20	3	18	3
Specialty Millwork Distributor	3	1		
Door Shop/Pre-hanger	2	1	3	
Shortline Distributor	2	1	1	1
Multi-Location Pro Dealer	6		1	
Glass Shop	1		4	1
Local Lumberyard	3		3	
Manufacturer	10		9	6
Total	47	6	39	11
Total, excluding Not Applicable	92			
% of Total, excluding NA	51.08695652	6.52173913	42.39130435	

<i>Consultation for Homebuyers</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	17	2	23	2
Specialty Millwork Distributor	2	1	1	
Door Shop/Pre-hanger	3	1	2	
Shortline Distributor	2		2	1
Multi-Location Pro Dealer	6		1	
Glass Shop	1	1	4	
Local Lumberyard	3		3	
Manufacturer	9	1	9	6
Total	43	6	45	9
Total, excluding Not Applicable	94			
% of Total, excluding NA	45.74468085	6.382978723	47.87234043	

<i>Window Installation</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	19	1	18	6
Specialty Millwork Distributor	2		1	1
Door Shop/Pre-hanger	1		3	2
Shortline Distributor	1	1	1	2
Multi-Location Pro Dealer	4	2	1	
Glass Shop	1	1	3	1
Local Lumberyard	1		3	2
Manufacturer	8		8	9
Total	37	5	38	23
Total, excluding Not Applicable	80			
% of Total, excluding NA	46.25	6.25	47.5	

<i>Door Installation</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	19	1	19	5
Specialty Millwork Distributor	2		1	1
Door Shop/Pre-hanger	3		3	
Shortline Distributor	1	1	1	2
Multi-Location Pro Dealer	2	2	1	2
Glass Shop			4	2
Local Lumberyard	1		2	3
Manufacturer	8	1	4	12
Total	36	5	35	27
Total, excluding Not Applicable	76			
% of Total, excluding NA	47.36842105	6.578947368	46.05263158	

<i>Interior Trim Installation</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	5		15	24
Specialty Millwork Distributor	1			3
Door Shop/Pre-hanger	1		3	2
Shortline Distributor		1	1	3
Multi-Location Pro Dealer	2	2	1	2
Glass Shop		1	1	4
Local Lumberyard	1		1	4
Manufacturer	1		3	21
Total	11	4	25	63
Total, excluding Not Applicable	40			
% of Total, excluding NA	27.5	10	62.5	

<i>Exterior Trim Installation</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	5	1	16	22
Specialty Millwork Distributor	1		1	2
Door Shop/Pre-hanger	2		3	1
Shortline Distributor	1	1	1	2
Multi-Location Pro Dealer	2	2	1	2
Glass Shop		1	1	4
Local Lumberyard	1		1	4
Manufacturer	2		4	19
Total	14	5	28	56
Total, excluding Not Applicable	47			
% of Total, excluding NA	29.78723404	10.63829787	59.57446809	

<i>Painting/Finishing</i>	<i>Want/expect from us more often</i>	<i>Want/expect from us less often</i>	<i>No change</i>	<i>Not Applicable</i>
Window/Door Specialty Dealer	7		12	25
Specialty Millwork Distributor	2			2
Door Shop/Pre-hanger	2		2	2
Shortline Distributor			3	2
Multi-Location Pro Dealer	3		3	1
Glass Shop			2	4
Local Lumberyard		1	1	4
Manufacturer	4		4	17
Total	18	1	27	57
Total, excluding Not Applicable	46			
% of Total, excluding NA	39.13043478	2.173913043	58.69565217	