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Greetings,

We are excited to begin the 2018/2019 survey process of collecting member data for the WDMA Annual Report on US Residential Windows, Patio Doors, and Skylights. Your participation is crucial to our ability to analyze member data for the annual report.

For 2018 the survey has been shortened and only asks for 2018 data, as opposed to the prior 3 years' data.

Before taking the survey, make sure the following steps have been completed:

- 1) Have shipment data for the prior year (2018) accessible and available;
- 2) Only report on units or panels that were shipped. Once within the survey, please report units or panels shipped as an accurate number or report a percentage of total units or panels shipped;
- 3) Read the instructions for each section of the survey and follow them as you go;
- 4) Read definitions of terms before taking the survey to ensure you have them correct;
- 5) Utilize the survey programming correctly. You will be able to log out and SAVE progress per page while using the survey and move BACK per page in the survey to previous questions.

Do not hesitate to contact us with questions or concerns. Finally, our privacy guarantee is below this email for reference.

We appreciate your time and look forward to your responses.

Sincerely,

The WDMA, Hanley Wood, and Farnsworth Group Survey Team

Privacy Guarantee

The research team, under the auspices of the WDMA Annual Report on US Residential Windows and Patio Doors, is interested in collecting from industry partners' data related to the shipment of products in the residential and commercial markets. These data will be used only for the purpose of reporting, forecasting and analyzing by Census Region. Publications derived from this research will protect the confidentiality of the persons and companies from which data were collected. No company names, personnel names or product brand names will be included in publications.

Research Team

Michael O'Brien, President & CEO - WDMA

Steve Orlowski, Senior Director, Standards and Technical Activities - WDMA

J Glasnapp, Strategic Account Manager - Hanley Wood

Grant Farnsworth, Business Development Director - The Farnsworth Group

Please enter your email address to proceed. **Note, this email address will be tied back to your data. You may exit the survey and come back at any time, however you will need to enter this same email address to proceed where you left off.**

Email address _____

SECTION 2 - DEFINITIONS

The following survey terms refer to definitions agreed upon by the marketing committee for “Product Categories” used in this survey.

SURVEY TERM	DEFINITION
Residential Window Units 	These are predominantly intended for residential and light commercial application (including Multi-family). They are to be counted as each basic frame or individual frame. Hung and sliding windows count as one unit. Bows/bays, combination or mulled assemblies count as 2, 3, or 4 or more units. This mulled unit example would be considered 3 units (see image).
Commercial Shop Built Window Units	These are predominantly intended for non-residential application. They do not include site-built, curtain wall or store front assemblies, and are not to be included in the Residential Window Unit Totals. Units are counted the same as for residential windows.
Sliding Patio Door Panels	These are intended primarily for deck or balcony type application. They are to be counted based on the number of panels.
Hinged Patio Door Panels	i.e. French door. These are intended primarily for deck or balcony type application and typically have full or $\frac{3}{4}$ lites (glazing). They are to be counted based on the number of panels. They are not to be included in the Sliding Patio Door totals or Side Hinged Entry.
Other Exterior Multi-panel Door Systems	i.e. lift-and-slide, folding, multi-slide and similar operator type. They are to be counted based on the number of openings (counts as 1 regardless of the number of fixed or operable panels). They are not to be included in the any other entry door or patio door totals. This does not include entry doors, which are captured in a different survey.
Skylights	Large commercial or industrial plastic skylights should not be included, only unit residential skylights.
Solar tubes or sun tunnels	Fixed or flexible. Only provide units intended for residential application

Please acknowledge here that you have read these terms for using in the survey: Yes/ No

SECTION 3 – TOPLINE

This section represents topline data for the survey, where you will need to report TOTAL numbers of products shipped by region and based on broad categories. This survey is based on shipped **residential window units, commercial shop built window units, sliding patio door panels, hinged patio door panels, other exterior multi-panel door systems and skylights ONLY**.

For a map and list of states within each Census region, please click [here](#).

q01

Please enter your name: _____

Please enter your company name: _____

Please enter your company email address: _____

q02

Based on product definitions, please report the TOTAL number (#) of **units** for each product your company shipped in 2018 in the U.S. below.

If none shipped, please enter '0' for each product.

	2018
<u>Residential Window UNITS</u>	
<u>Commercial Shop Built Window UNITS</u>	
<u>Sliding Patio Door PANELS</u>	
<u>Hinged Patio Door PANELS</u>	
<u>Other Exterior Multi-Panel Door UNITS</u> (count as 1 unit regardless of the number of panels)	
<u>Other Exterior Multi-Panel Door PANELS</u>	
<u>Skylight UNITS</u>	
<u>Solar tube or sun tunnel UNITS</u>	

q05.7 (IF HAVE ANY OTHER EXTERIOR MULTI-PANEL UNITS or PANELS IN q02, ASK) Please describe the types of 'Other Exterior Multi-Panel Door Systems' you've shipped (for example, are they folding, lift/slide, etc.).

q06

Based on the TOTAL number (#) of **units/panels**, please report the percentage (%) your company shipped to each division in 2018 in the U.S. below. 'If you don't know the division breakout, please enter 100% into 'National or Unknown'.

Please note: each column of percentages MUST add to 100%

(Programmer note: Only show those with any units at Q2)

	2018 Residential Window UNITS	2018 Commercial Shop Built Window UNITS	2018 Sliding Patio Door PANELS	2018 Hinged Patio Door PANELS	2018 Other Exterior Multi-Panel Door UNITS	2018 Other Exterior Multi-Panel Door PANELS	2018 Skylight UNITS	2018 Sun tube or tunnel UNITS
New England	_____	_____	_____	_____	_____	_____	_____	_____
Middle Atlantic	_____	_____	_____	_____	_____	_____	_____	_____
South Atlantic	_____	_____	_____	_____	_____	_____	_____	_____
East South Central	_____	_____	_____	_____	_____	_____	_____	_____
West South Central	_____	_____	_____	_____	_____	_____	_____	_____
West North Central	_____	_____	_____	_____	_____	_____	_____	_____
East North Central	_____	_____	_____	_____	_____	_____	_____	_____
Mountain	_____	_____	_____	_____	_____	_____	_____	_____
Pacific	_____	_____	_____	_____	_____	_____	_____	_____
National or Unknown	_____	_____	_____	_____	_____	_____	_____	_____
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%

Outro

This page is the end of the topline data section, where you reported TOTAL numbers of products shipped by division and based on broad categories. Please take a minute to check your answers before moving into the following detailed product response section.

SECTION 4

Intro

This next section requests detailed product data for the survey, where you will need to report numbers on shipments by individual categories of products. Please take time to gather your data based on material type and operation type before proceeding.

intro

The following questions refer to material type for shipments of **residential window units**. Please note: all percentages MUST be entered as a number between 0 and 100.

Q22

Based on TOTAL number (#) of **residential window units**, please report the percentage (%) your company shipped in the U.S. by material type below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

	2018
Vinyl	_____
Wood	_____
Wood Clad	_____
Aluminum	_____
Fiberglass	_____
Composite	_____
Steel	_____
Other	_____
TOTAL	100%

Q23

Now, please report the percentage (%) by type of residential window units your company shipped in 2018 in the U.S. by division below:

Please note: all percentages for each column MUST add to 100%

(Programmer note: Only show types with any units at Q22)

	Vinyl	Wood	Wood Clad	Aluminum	Fiberglass	Steel	Other
New England	_____	_____	_____	_____	_____	_____	_____
Middle Atlantic	_____	_____	_____	_____	_____	_____	_____
South Atlantic	_____	_____	_____	_____	_____	_____	_____
East South Central	_____	_____	_____	_____	_____	_____	_____
West South Central	_____	_____	_____	_____	_____	_____	_____
West North Central	_____	_____	_____	_____	_____	_____	_____

	Vinyl	Wood	Wood Clad	Aluminum	Fiberglass	Steel	Other
East North Central	_____	_____	_____	_____	_____	_____	_____
Mountain	_____	_____	_____	_____	_____	_____	_____
Pacific	_____	_____	_____	_____	_____	_____	_____
National or Unknown	_____	_____	_____	_____	_____	_____	_____
TOTAL	100%						

Intro

The following questions refer to **operation type** for shipments of **residential window units**. Please note: all percentages MUST be entered as a number between 0 and 100.

Q24

Based on TOTAL number (#) of **residential window units**, please report the percentage (%) your company shipped in 2018 in the U.S. by operation type below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

	2018
Double Hung	_____
Single Hung	_____
Casement (operable or fixed)	_____
Slider	_____
Awning	_____
Fixed (all except casement)	_____
Other	_____
TOTAL	100%

Q25

Now, please report the percentage (%) by type of residential window units your company shipped in 2018 in the U.S. by division below:

Please note: each column of percentages MUST add to 100%

(Programmer note: Only show types with any units at Q24)

	Double Hung	Single Hung	Casement (operable or fixed)	Slider	Awning	Fixed (all except casement)	Other
New England	_____	_____	_____	_____	_____	_____	_____
Middle Atlantic	_____	_____	_____	_____	_____	_____	_____
South Atlantic	_____	_____	_____	_____	_____	_____	_____
East South Central	_____	_____	_____	_____	_____	_____	_____
West South Central	_____	_____	_____	_____	_____	_____	_____
West North Central	_____	_____	_____	_____	_____	_____	_____
East North Central	_____	_____	_____	_____	_____	_____	_____
Mountain Pacific	_____	_____	_____	_____	_____	_____	_____
National or Unknown	_____	_____	_____	_____	_____	_____	_____
TOTAL	100%	100%	100%	100%	100%	100%	100%

Intro

This section requests detailed product data for the survey, where you will need to report numbers on shipments by individual categories of **sliding patio door panels**. Please take time to gather your data based on panel type (double or other) and door material type before proceeding.

Q26

Based on TOTAL number (#) of **sliding patio door panels**, please report the percentage (%) your company shipped in 2018 in the U.S. by sliding type below:

Please note: all percentages MUST add to 100%

	2018
Double-panel sliding	_____
Other	_____
TOTAL	100%

Q27

Now, please report the percentage (%) by type of sliding patio door panels your company shipped in 2018 in the U.S. by division below:

Please note: each column of percentages MUST add to 100%

(Programmer note: Only show types with any units at Q26)

	Double-panel sliding	Other
New England	_____	_____
Middle Atlantic	_____	_____
South Atlantic	_____	_____
East South Central	_____	_____
West South Central	_____	_____
West North Central	_____	_____
East North Central	_____	_____
Mountain	_____	_____
Pacific	_____	_____
National or Unknown	_____	_____
Total	100%	100%

Intro

The following questions refer to **door leaf or panel material type** for shipments of **sliding patio door panels**.

Q28

Based on TOTAL number (#) of **sliding patio door panels**, please report the percentage (%) your company shipped in the U.S. by **door leaf or panel material type** below:

Please note: all percentages MUST add to 100% and NOT ALL types will necessarily apply.

	2018
Vinyl	_____
Wood	_____
Wood Clad	_____
Aluminum	_____
Fiberglass	_____
Composite	_____
Steel	_____
Other	_____
TOTAL	100%

Q29

Now, please report the percentage (%) by type of door leaf or panels for sliding patio doors your company shipped in 2018 in the U.S. by division below:

Please note: each column of percentages MUST add to 100%

(Programmer note: Only show types with any units at Q28)

	Vinyl	Wood	Wood Clad	Aluminum	Fiberglass	Steel	Other
New England	_____	_____	_____	_____	_____	_____	_____
Middle Atlantic	_____	_____	_____	_____	_____	_____	_____
South Atlantic	_____	_____	_____	_____	_____	_____	_____
East South Central	_____	_____	_____	_____	_____	_____	_____
West South Central	_____	_____	_____	_____	_____	_____	_____
West North Central	_____	_____	_____	_____	_____	_____	_____
East North Central	_____	_____	_____	_____	_____	_____	_____
Mountain	_____	_____	_____	_____	_____	_____	_____
Pacific	_____	_____	_____	_____	_____	_____	_____
National or Unknown	_____	_____	_____	_____	_____	_____	_____
TOTAL	100%						

Intro

This section requests detailed product data for the survey, where you will need to report numbers on shipments by individual categories of **hinged patio door panels**. Please take time to gather your data based on unit type (single or double), door leaf or panel material type before proceeding.

Please note: all percentages MUST be entered as a number between 0 and 100

Q30

Based on TOTAL number (#) of **hinged patio door panels**, please report the percentage (%) your company shipped in the U.S. by unit type below:

Please note: all percentages MUST add to 100%

	2018
Double Door	_____
Other	_____
TOTAL	100%

Q31

Now, please report the percentage (%) by type of hinged patio door panels your company shipped in 2018 in the U.S. by division below:

Please note: each column of percentages MUST add to 100%

(Programmer note: Only show types with any units at Q30)

	Double-panel sliding	Other
New England	_____	_____
Middle Atlantic	_____	_____
South Atlantic	_____	_____
East South Central	_____	_____
West South Central	_____	_____
West North Central	_____	_____
East North Central	_____	_____
Mountain	_____	_____
Pacific	_____	_____
National or Unknown	_____	_____
Total	100%	100%

Intro

The following questions refer to **door leaf or panel material type** for shipments of hinged patio door panels.

Q32

Based on TOTAL number (#) of **hinged patio door panels**, please report the percentage (%) your company shipped in the U.S. by **door leaf or panel material type** below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

	2018
Wood Flush	_____
Wood Stile & Rail	_____
Wood Clad	_____
Vinyl	_____
Aluminum	_____
Fiberglass	_____
Composite	_____
Steel	_____
Other	_____
TOTAL	100%

Added 'Wood clad' for 2018 per
member comment – Nov 26,
2018

Q33

Now, please report the percentage (%) by type of door leaf or panel for hinged patio doors your company shipped in 2018 in the U.S. by division below:

Please note: each column of percentages MUST add to 100%

(Programmer note: Only show types with any units at Q32)

	Wood Flush	Wood stile and rail	Vinyl	Aluminu m	Fibergla ss	Composi te	Steel	Other
New England	_____	_____	_____	_____	_____	_____	_____	_____
Middle Atlantic	_____	_____	_____	_____	_____	_____	_____	_____
South Atlantic	_____	_____	_____	_____	_____	_____	_____	_____
East South Central	_____	_____	_____	_____	_____	_____	_____	_____
West South Central	_____	_____	_____	_____	_____	_____	_____	_____
West North Central	_____	_____	_____	_____	_____	_____	_____	_____

	Wood Flush	Wood stile and rail	Vinyl	Aluminu m	Fibergla ss	Composi te	Steel	Other
East North Central	_____	_____	_____	_____	_____	_____	_____	_____
Mountain	_____	_____	_____	_____	_____	_____	_____	_____
Pacific	_____	_____	_____	_____	_____	_____	_____	_____
National or Unknown	_____	_____	_____	_____	_____	_____	_____	_____
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%

CM11

The following questions refer to number of shipments of **other exterior multi-panel door systems**. Please take time to gather your data based on material type before proceeding.

Q35 (new)

Based on TOTAL number (#) of **other exterior multi-panel door systems**, please report the percentage (%) your company shipped in 2018 in the U.S. by **operating** type below:

	2018
Lift and slide	_____
Folding	_____
Multi-slide	_____
Other type	_____
TOTAL	100%

Q36

Based on TOTAL number (#) of **other exterior multi-panel door systems**, please report the percentage (%) your company shipped in 2018 the U.S. by **door leaf or panel material** type below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

	2018
Vinyl	_____
Wood	_____
Wood Clad	_____
Aluminum	_____
Fiberglass	_____
Composite	_____
Steel	_____
Other	_____
TOTAL	100%

Q37

Now, please report the percentage (%) of type of other exterior multi-panel door systems your company shipped in 2018 in the U.S. by division below:

Please note: percentages MUST be entered as a number between 0 and 100 and each column of percentages MUST add to 100%.

(Programmer note: Only show types with any units at Q36)

	Vinyl	Wood	Wood Clad	Aluminum	Fiberglass	Composite	Steel	Other
New England	_____	_____	_____	_____	_____	_____	_____	_____
Middle Atlantic	_____	_____	_____	_____	_____	_____	_____	_____
South Atlantic	_____	_____	_____	_____	_____	_____	_____	_____
East South Central	_____	_____	_____	_____	_____	_____	_____	_____
West South Central	_____	_____	_____	_____	_____	_____	_____	_____
West North Central	_____	_____	_____	_____	_____	_____	_____	_____
East North Central	_____	_____	_____	_____	_____	_____	_____	_____
Mountain	_____	_____	_____	_____	_____	_____	_____	_____
Pacific	_____	_____	_____	_____	_____	_____	_____	_____
National or Unknown	_____	_____	_____	_____	_____	_____	_____	_____
TOTAL	100%							

Intro (ONLY SHOW INTRO AND Q38-42 IF ANY SKYLIGHT UNITS SHIPPED AT Q02)

The following questions refer to material type for shipments of **residential skylights**. Please note: all percentages MUST be entered as a number between 0 and 100.

Q38

Based on TOTAL number (#) of **skylight units** (NOT including solar tubes or sun tunnels), please report the percentage (%) your company shipped in the U.S. by material type below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

	2018
Glass	_____
Plastic	_____
TOTAL	100%

Q39

Based on TOTAL number (#) of **skylight units** (NOT including solar tubes or sun tunnels),, please report the percentage (%) your company shipped in the U.S. by type below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

	2018
Fixed	_____
Operable (manual)	_____
Operable (motorized)	_____
TOTAL	100%

Q40

Based on TOTAL number (#) of **skylight units** (NOT including solar tubes or sun tunnels), please report the percentage (%) your company shipped in the U.S. by **installation type** below:

Please note: each column of percentages MUST add to 100% and NOT ALL types will necessarily apply

Deck mount skylights fasten to the roof deck and have a built-in frame. Flashing is added afterwards.

Curb mount skylights require a box structure for the unit to sit on. It is designed to sit over the curb like a lid on a shoe box.

Self-flashed skylights include the skylight frame, glazing with flashing built into the skylight

	2018
Deck mounted	_____
Curb mounted	_____
Self-flashed	_____
TOTAL	100%

Q41

Based on TOTAL number (#) of **skylight units** (not including solar tubes or sun tunnels), please report the percentage (%) your company shipped that:

Please note: each choice can be between 0% and 100%.

	2018	
Use Low E glass	_____	(0-100%)
Use White laminated glass	_____	(0-100%)
Are EnergyStar certified	_____	(0-100%)
Contain blinds or shades	_____	(0-100%)

Q42

Using your best estimate, please report the percentage (%) your company shipped in the U.S. that are installed in **new residential versus remodel versus replacement**:

Please note: each column of percentages MUST add to 100%.

<i>(Show column if had more than zero at Q02)</i>	2018 Skylights	2018 Solar tubes/ Sun tunnels
New residential	_____	_____
Remodel	_____	_____
Replacement	_____	_____
TOTAL	100%	100%

CM15

You have reached the end of the survey. Please take a minute to check your answers. If you like you may close the survey and come back at a later time to finish. If you are finished inputting all your data, please click on FINISH below.

STOP

Complete – Thank you for your participation!

Thank you for participating in the 2018 WDMA Annual Survey. Your input is extremely valuable to our industry and your time is always appreciated.