

Internet Survey

As of June 23, 2005

This survey was posted on 4specs and an email request sent to registered 4specs Discussion Forum users and SCIP members. **113 completed surveys were returned to 4specs** between 5/5 and 6/23/2005. All but a few had the person's name and company, and all had enough information to identify them as a non-duplicated construction professional.

Professional Credentials *(Check as appropriate)*

RA = 28 PE = 3 AIA = 48 CSI = 98
CCS = 82 CCCA = 18 CDT = 7 LEED = 15 SCIP = 47

#1 - What is your **primary role in construction?** *(Check 2 if appropriate)*

Specifier = 101 Project Architect/Manager = 24 Const. Admin = 6
 Project Owner = 2 Other = 6 (varies)

#2 - How many projects were you responsible for in 2004 (or the past 12 months) and an estimated value for these projects:

of Projects = 2,716 (project manuals or projects managed)
\$ Estimated Value = \$25.6 billion (for work you were responsible for)
 (Total value for the year) - both are understated as not all responded to this question or did not provide a project value.

#3 - What percentage of your product research **currently** relies on print resources paper (binders, Sweets, etc.) and what percentage on the Internet? *(total should equal 100%, please specify for other)*

Print = 25.9% **Internet = 61.1%** Rep Visits = 9.9% Other = 2.4%

#4 - For **print**, what percentage of your research comes from each of the following resources? *(should total the print%, please specify for other)*

Manufacturer Binders = 18.4% Sweets = 4.9%

First Source = 0.9% ARCAT = 0.8% Other = 0.6%

#5 - How important is it that CSI publish website guidelines to guide manufacturers in developing their websites to be more useful for specifiers and architects and engineers?

Very Important = 81 Moderately Important = 26
 Not Important = 2

#6 - What is your **primary starting place(s)** for Internet product research: *(Check more than one if appropriate)*

Sweets.com = 3 FirstSource.com = 6
 ARCAT.com = 9 **4specs.com = 85**

Google and other search engines including Yahoo & Dogpile = 50

Guess URL or type in manufacturer's name = 17

Other *(please specify)* = 5 - varies

#7 - Where do you go when **you cannot find it** at your primary starting place?: *(Check more than one if appropriate)*

Sweets.com = 22 FirstSource.com = 13
 ARCAT.com = 15 **4specs.com = 22**

Google and other search engines including Yahoo & Dogpile = 71

Guess URL or type in manufacturer's name = 22

Other *(please specify)* - 8 (varies)

#8 - Please rate each of the following showing **how frequently you use** each of these Internet resources for product research?

| | Daily | 2-3x per week | Weekly | Bi-Weekly | Monthly | Seldom/ Never |
|---------------------------------|-------|---------------|--------|-----------|---------|---------------|
| Sweets.com | 2 | 5 | 5 | 10 | 15 | 73 |
| ARCAT.com | 2 | 5 | 3 | 10 | 14 | 70 |
| First Source.com | 0 | 1 | 2 | 8 | 20 | 74 |
| 4specs.com | 59 | 21 | 11 | 7 | 7 | 7 |
| Google and other Search engines | 56 | 26 | 12 | 10 | 6 | 2 |

Comments:

1. **99 respondents selected 4specs as a primary or secondary starting place for Internet product research.**
2. 47 (of about 160) SCIP members responded, doing 1,373 projects worth 13.6 billion. 43 named 4specs as a primary or secondary place for Internet research.
3. This survey clearly represents only part of the 4specs users and does not represent architects, specifiers or 4specs users in general as the survey was not a random sampling.