

All Categories All Regions	How do your June/July gross margins compare to last year during the same time frame?						
		Increased	Flat	Decreased			
		49%	27%	26%			
All Categories All Regions	What gross margin category does your Q2 2021 fit in to?						
		18 - 22%	22 - 24%	24 - 25%	26 - 28%	Over 28%	
		38%	21%	6%	11%	25%	
Siding	June/July Vinyl Siding Sales		Decrease 10+%	Decrease 1-9%	Flat	Increase 1-9%	Increase 10+%
	Midsouth / Southeast				25%	50%	25%
	Midwest		17%	8%	50%		25%
	Northeast				43%	57%	
	West						
	Forecast for Aug/Sept Vinyl Siding Sales		Decrease 10+%	Decrease 1-9%	Flat	Increase 1-9%	Increase 10+%
	Midsouth / Southeast				25%	50%	25%
	Midwest		9%	9%	50%	17%	17%
	Northeast				71%	15%	15%
	West						
	Suppliers catching up on order lead time?		Yes	No			
	Midsouth / Southeast		25%	75%			
	Midwest		25%	75%			
	Northeast		43%	57%			
West							
Lead times from Siding Suppliers		>4 Weeks	4 - 5 Weeks	5 -6 Weeks	6+ Weeks		
Midsouth / Southeast				25%	75%		
Midwest		9%	9%	33%	50%		
Northeast		27%	57%		16%		
West							
Commercial	Are you passing along price increases on job quotes?		Yes	Partial	No		
	Midsouth / Southeast		70%	20%	10%		
	Midwest		100%				
	Northeast		67%	34%			
	West		83%	9%	9%		
	Contractors placing same orders with other suppliers?		Yes	No	Not Sure		
	Midsouth / Southeast		40%		60%		
	Midwest		40%	20%	40%		
	Northeast		34%		67%		
	West		25%	25%	50%		
If so, how are you handling it?		Kept orders in place		Cancelled them		Questioned	
Midsouth / Southeast		30%		30%		40%	
Midwest		20%		20%		60%	
Northeast		100%					
West		42%		16%		42%	
Residential	June/July Shingle Sales		Decrease 10+%	Decrease 1-9%	Flat	Increase 1-9%	Increase 10+%
	Midsouth / Southeast		25%		17%	8%	50%
	Midwest		27%	10%	18%	27%	18%
	Northeast		10%	45%	18%	18%	10%
	West		25%		31%	25%	19%
	Aug/Sept Shingle forecast		Decrease 10+%	Decrease 1-9%	Flat	Increase 1-9%	Increase 10+%
	Midsouth / Southeast		17%		17%	25%	42%
	Midwest		18%	27%	18%	10%	27%
	Northeast			18%	36%	28%	18%
	West		19%	19%	25%	25%	12%
	Have you implemented June price increase?		Yes	No			
	Midsouth / Southeast		83%	17%			
	Midwest		90%	10%			
	Northeast		73%	27%			
West		75%	25%				
Are lead times improving?		Yes	Some	No			
Midsouth / Southeast		25%	17%	58%			
Midwest			27%	73%			
Northeast		18%	9%	73%			
West		6%	31%	63%			