

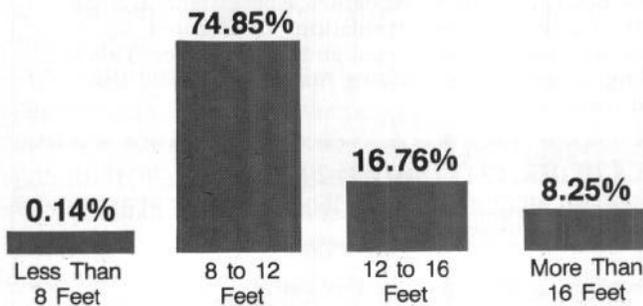
INTERIOR WALL CONSTRUCTION SURVEY

For interior wall construction, renovation work accounts for more than onequarter of non-residential projects. In fact, a new survey by the Weyerhaeuser Company Architectural Products Group indicates "renovation, acoustical privacy, and above-standard-height walls, are more prevalent than previously thought. Here are their findings . . .

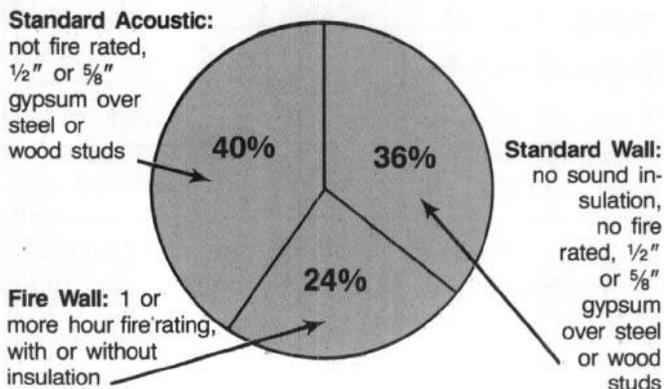
CONSTRUCTION PROJECTS BY BUILDING TYPE

Type	New Construction	Renovation
Hospital/Health	84.4%	15.6%
Warehouse/Manufac'g	73.9%	26.1%
Office and Bank	67.9%	32.1%
School	73.7%	26.3%
Store	72.3%	27.7%
Hotel/Motel	89.5%	10.5%
Government	81.8%	18.2%
Other Non-Residential	66.7%	33.3%
TOTAL	73.7%	26.3%

HEIGHT OF INTERIOR WALLS



PERCENTAGE OF WALL TYPES



HOW THE SURVEY WAS CONDUCTED

In March 1989, Weyerhaeuser's Architectural Products Group began a secondary data search using nine associations, private data sources, and one private research institution.

A few of these included the Associated General Contractors, American Architectural Manufacturers Association, Business and Institutional Furniture Manufacturers Association, and F.W. Dodge. Later, with AWCI's help, it was decided to conduct primary research.

To make sure the selection of drywall contractors was representative, several statistical tests were conducted. Results were compared between AWCI's list and another list, and in response of building type no significant difference was found.

The number of reported projects, by region, was compared to that reported in F.W. Dodge for 1988, and no significant difference was found. In addition, a test was conducted to determine if large and small contractors worked on different types of buildings, but no significant difference was discovered.

A difference was found between the type of building reported in the survey and the F.W. Dodge data, by type of building.

This difference could have resulted from: (1) Dodges does not make an effort to pick up small remodeling jobs under \$75,000; (2) several drywall contractors may work on large office buildings, so this building type would be over-represented; or (3) the Weyerhaeuser split multi-use buildings differs from the Dodge method.



John Goldstone
Market Research Manager
Architectural Products Group
Weyerhaeuser Company
Tacoma, WA