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4SPECS 2008 USER SURVEY MANAGEMENT REPORT

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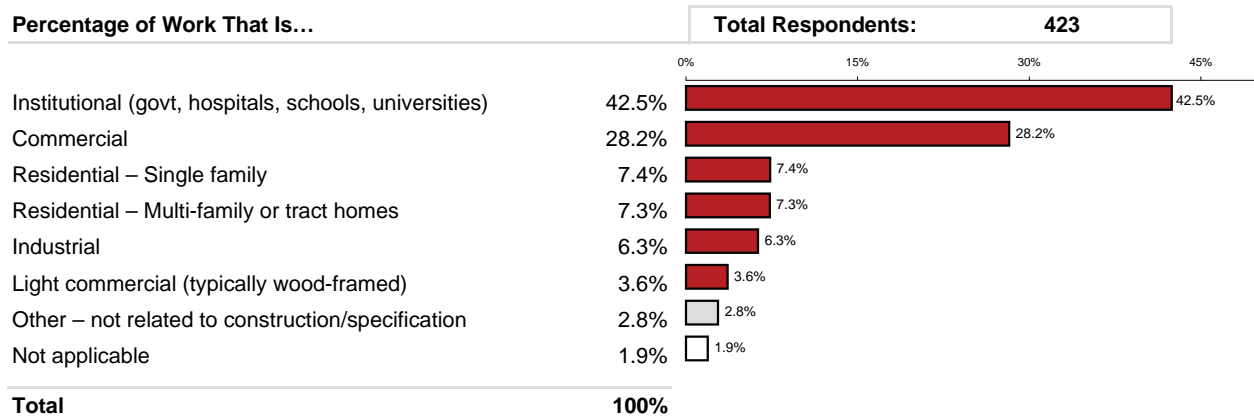
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Survey Results

SURVEY SPECIFICS

The independent research firm, Verified Audit Circulation, conducted this online survey February 21–March 30, 2008. A total of 423 surveys were completed for use in this analysis. Percentages for single-response questions are reported to the number of respondents who answered each question, or specific portion of a question, which may vary. Percentages for multiple-response questions are reported to all respondents of that question.

ESTABLISHING QUESTIONS



Number of Projects Responsible for in 2007

Projects	Total Respondents:	320
Average number of projects	43	
Middle number	15	Responses ranged from 1 to 6,396.

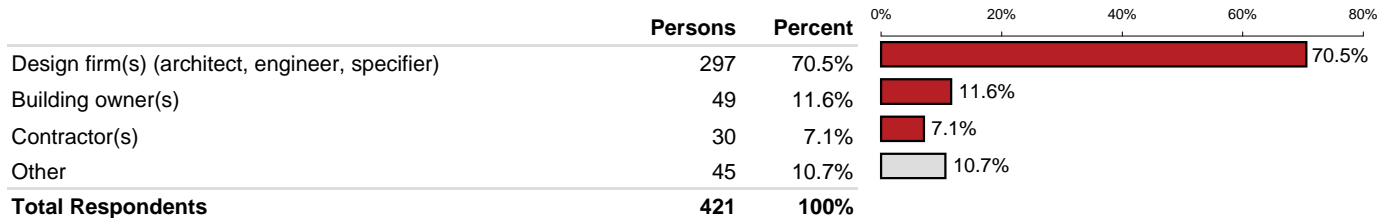
Estimated Total Value of 2007 Projects

Value	Total Respondents:	320
Average value	\$139,676,257	
Middle value	\$40,000,000	Responses ranged from \$10,000 to \$1.8 billion.

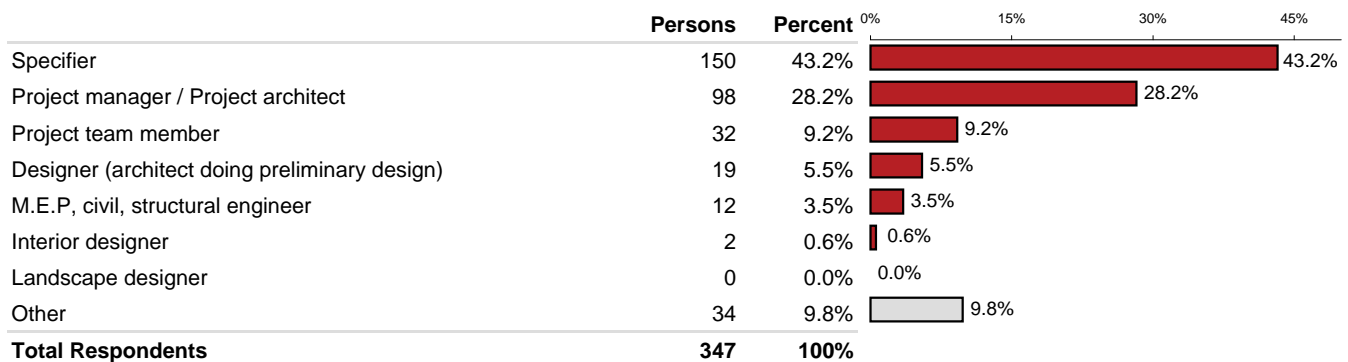
Survey Results

PROFESSIONAL ROLE

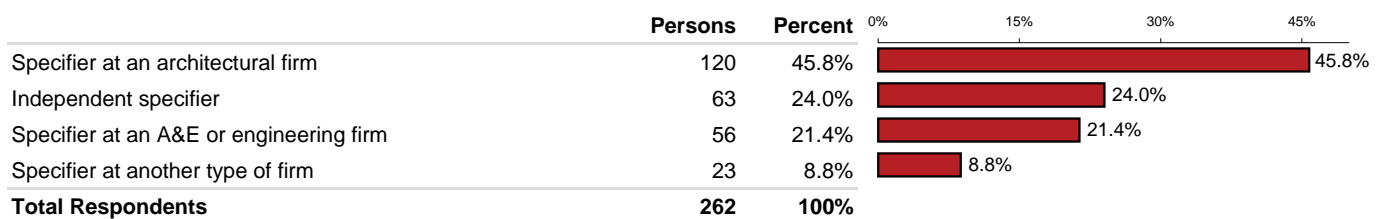
Primary Job Role



Primary Role Identified With for Those Who Work with a Design Firm



Primary Role Identified With for Those Who Work as a Specifier



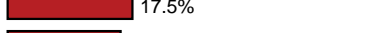
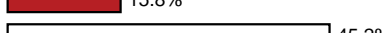
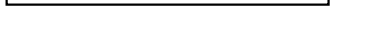


Design Professionals for Which Specification-Related Support was Provided

Average Number of Professionals	Among This Number of Respondents
Architects: 56	266
Engineers: 58	152
Others: 38	126

Survey Results

Professional Affiliations Maintained, Specifiers Percentages are based on all respondents (423)

	Persons	Percent	
CSI member	179	42.3%	
CSI Certified Construction Specifier (CCS)	153	36.2%	
CSI CDT	74	17.5%	
SCIP member	67	15.8%	
Not applicable	191	45.2%	

Architectural Firms for Which Independent Specifiers Provided Specification and Product-Related Research Assistance Over the Past 12 Months

	Number of Firms	Among This Number of Respondents	
Average:	9.1	121	<i>Responses ranged from 0 to 78.</i>
Middle Number:	4	121	

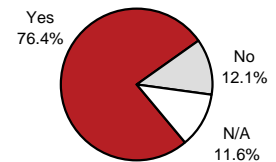
PURCHASE RECOMMEND OR SPECIFY

Annual Financial Averages

Annual Average		Among This Number of Respondents	
Purchased	\$2,237,794	68	<i>Responses ranged from \$1,000 to \$20 million.</i>
Specified or Recommended	\$150,948,669	293	<i>Responses ranged from \$20,000 to \$5 billion.</i>
Actual Sales of Amt. Specified/Recommended	\$134,977,976	246	<i>Responses ranged from \$5,000 to \$5 billion.</i>

Purchased, Specified, or Recommended Products from a Business Advertised on the 4specs Website

	Persons	Percent
Yes	323	76.4%
No	51	12.1%
Not applicable	49	11.6%
Total Respondents	423	100%



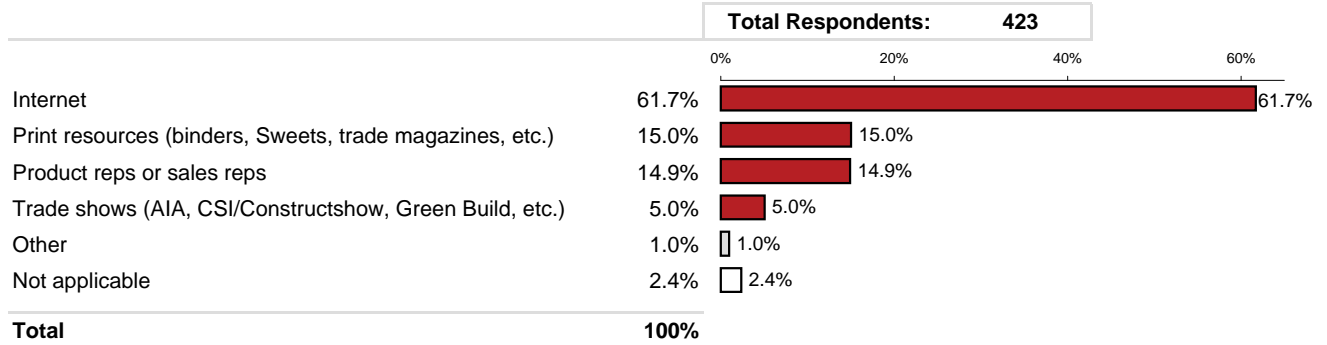
Percentage of Cases in Which Manufacturer was Contacted for Additional Information Among Projects Purchased or Specified in Past 30 Days

	Total Respondents: 412
Percent of Cases:	27.9%

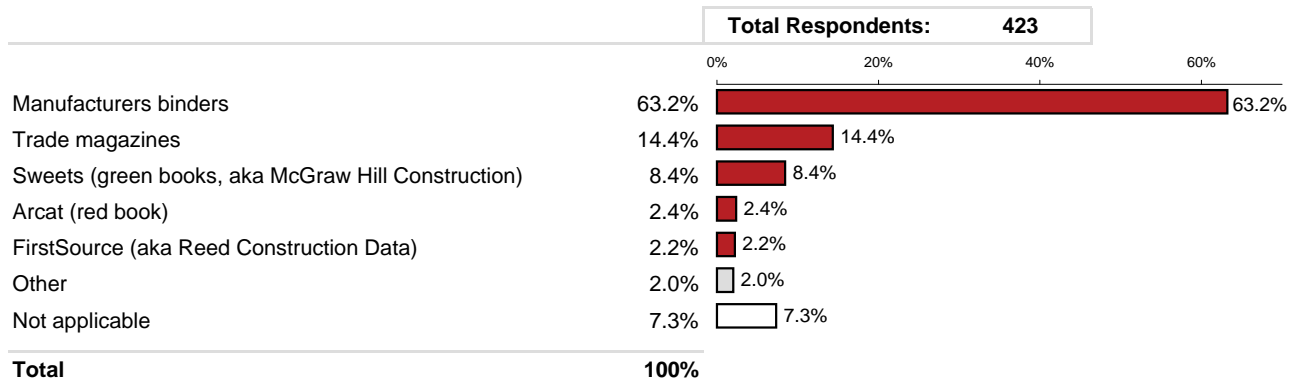
Survey Results

PRODUCT RESEARCH

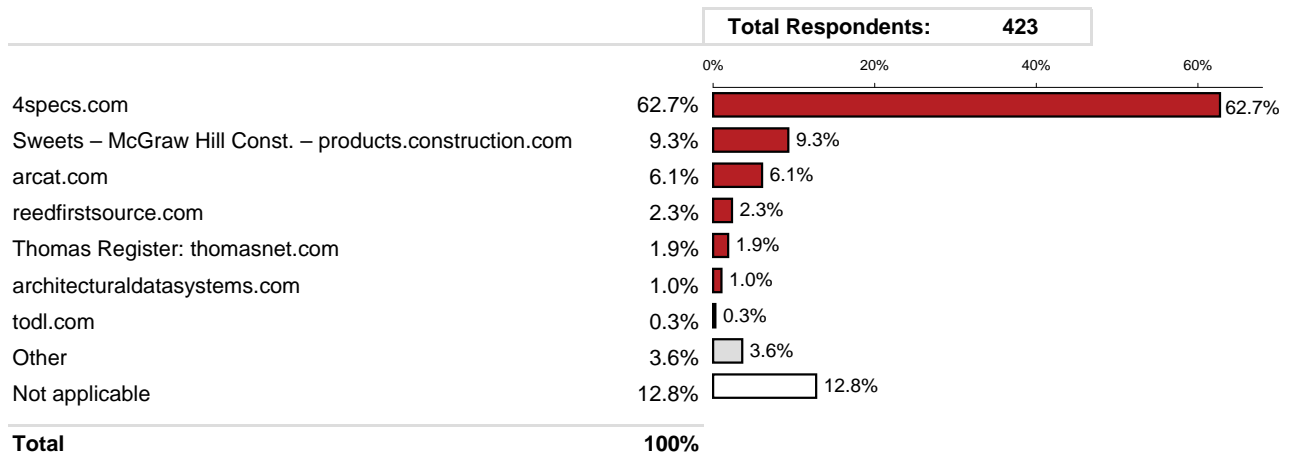
Percentage of Product Research That Relies on the Following Resources



Percentage of Product Research That Relies on the Following Print Resources



Percentage of Product Research That Relies on the Following Industry-Specific Internet Resources



Survey Results

Frequency of Using the Following Industry-Specific Internet Resources for Product Research

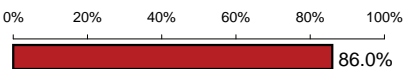






- | | |
|------------------------------|--|
| 1 4specs.com | 4 Sweets – McGraw Hill Construction; products.construction.com |
| 2 arcat.com | 5 Other (mfg websites, Google, Internet search engines, et al.) |
| 3 reedfirstsource.com | |

Code	Persons	Weekly or More	Daily+	Daily	2-3x/wk	Weekly	2-3x/mo	Monthly	Seldom	Never	N/A
1	423	65.5%	25.1%	14.4%	16.8%	9.2%	7.6%	5.7%	9.9%	6.4%	5.0%
2	423	9.7%	0.9%	0.7%	3.1%	5.0%	8.7%	5.9%	21.7%	44.7%	9.2%
3	423	3.8%	0.0%	0.5%	1.7%	1.7%	4.5%	5.2%	16.8%	58.6%	11.1%
4	423	11.8%	0.7%	1.4%	5.0%	4.7%	7.3%	8.5%	28.4%	37.4%	6.6%
5	423	42.6%	9.5%	9.7%	13.0%	10.4%	8.3%	6.4%	10.2%	15.6%	17.0%

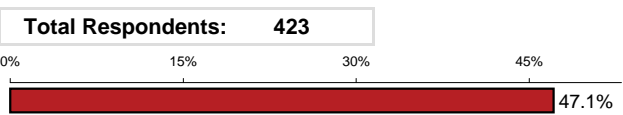

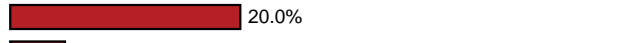


Why Prefer 4specs (open-ended question; see Appendix)

Preferred Resource Among the Following Industry-Specific Internet Resources

"Not applicable" responses not counted in percentages

	Persons	Percent	
4specs.com	319	86.0%	
Sweets – McGraw Hill Const. – products.construction.com	30	8.1%	
arcat.com	13	3.5%	
thomasnet.com (Thomas Register)	5	1.3%	
architecturaldatasystems.com	2	0.5%	
reedfirstsource.com	2	0.5%	
todl.com	0	0.0%	
Total Counted	371	100.0%	
Not applicable	52	N/A	
Total Respondents	423	N/A	

Product Research That Comes From Internet Resources

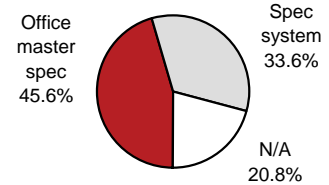
Percentage of Project Research is From...	Total Respondents: 423	
Industry-specific website resources (4specs, Arcat, etc.)	47.1%	
Google	26.8%	
Directly to manufacturers' websites	20.0%	
Other search websites (Yahoo, etc.)	4.7%	
Not applicable	1.4%	
Total	100%	

What Was Being Researched During Day of Survey Fill-Out (open-ended question; See Appendix)

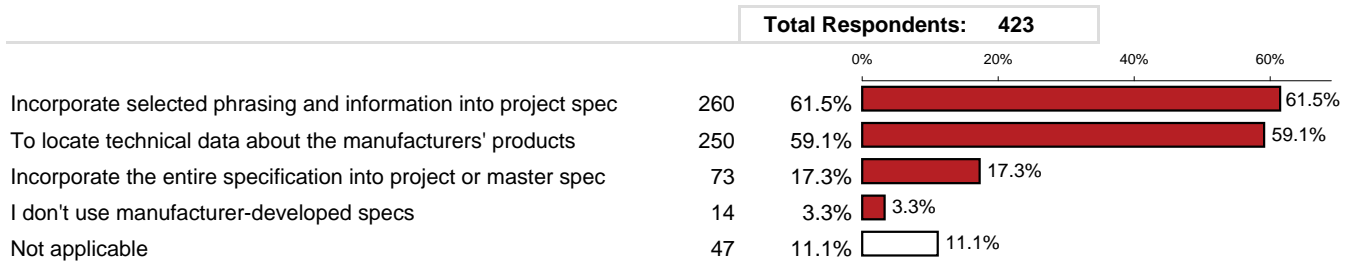
Survey Results

When Developing a Project Specification: Work From an Office Master Spec or Rely on Specification System

	Persons	Percent
Office master spec	193	45.6%
Specification system	142	33.6%
Not applicable	88	20.8%
Total	423	100%



Ways in Which Specifications Developed by Manufacturers are Used



Usefulness of Automated Spec Writing Tool

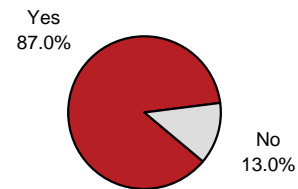
Score = average score on a 5-point scale, with 1 being Not Useful and 5 being Very Useful; N/A not included in score

Persons	Score	Not Useful			Very Useful			N/A	All Persons
		1	2	3	4	5			
352	2.85	21.4%	14.0%	18.5%	15.4%	14.3%	16.4%	421	

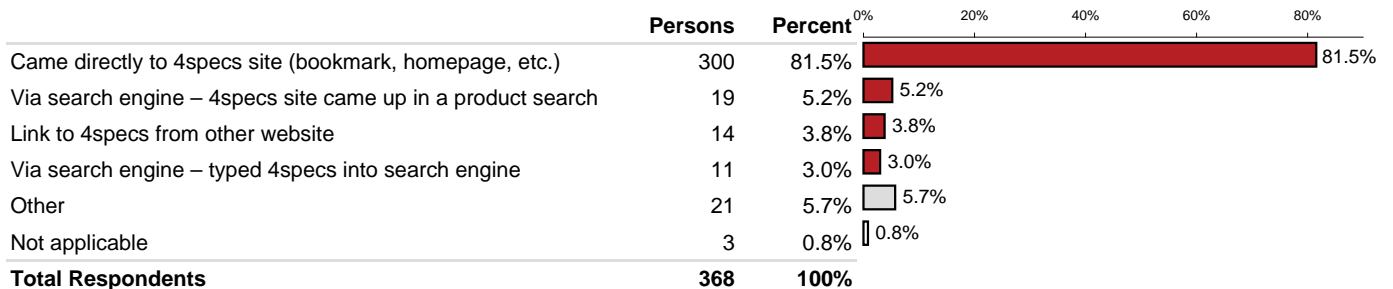
4SPECS

Ever Visited or Used 4specs

	Persons	Percent
Yes	368	87.0%
No	55	13.0%
Total Respondents	423	100.0%



Method of Arrival at the 4specs Website on the Day of Survey Fill-Out



Survey Results

Time Spent on 4specs or on Manufacturer Sites Redirected to by 4specs in a Typical Day

	Persons	Percent	
Less than 15 minutes	46	13.1%	13.1%
15 to 30 minutes	114	32.4%	32.4%
More than 30 minutes and less than one hour	114	32.4%	32.4%
One to two hours	57	16.2%	16.2%
Two to three hours	15	4.3%	4.3%
Three to four hours	3	0.9%	0.9%
Four hours or more	3	0.9%	0.9%
Total Counted in Average	352	100%	
Not applicable	15	N/A	
Total Respondents	367	N/A	

Avg. Time Spent: 48.6 minutes
Median Range: > 30 min & < 1 hr

Time Spent on 4specs or on Manufacturer Sites Redirected to by 4specs During Most Recent Session

Average Amount of Time	1.1 hours	Total Respondents: 356
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How Information on 4specs is Typically Used (open-ended question; see appendix)

Recommendations for Making 4specs More Useful (open-ended question; see appendix)

Usefulness of Features That Are or Would Be Useful to Research

Score = average score on a 5-point scale, with 1 being Not Useful and 5 being Very Useful; N/A not included in score

- 1 An icon designating that 3-part specifications, CAD details, or a LEED statement are available on the manufacturers' website.
- 2 Direct links to manufacturers' 3-part specifications
- 3 Direct links to manufacturers' editable CAD details
- 4 Direct links to LEED – green building product information

Code	Persons	Score	Not Useful			Very Useful		N/A	All Persons
			1	2	3	4	5		
1	355	4.27	2.7%	6.0%	12.0%	17.8%	58.5%	3.0%	366
2	352	3.99	4.1%	9.3%	15.8%	21.3%	45.6%	3.8%	366
3	336	3.39	15.5%	13.3%	16.0%	16.0%	32.0%	7.2%	362
4	350	3.85	4.7%	10.4%	17.9%	25.3%	37.9%	3.8%	364

Survey Results

RATING 4SPECS

Rating 4specs on Given Characteristics

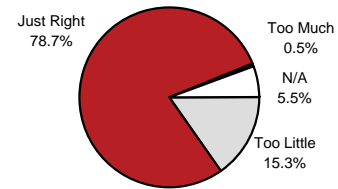
Score = average score on a 5-point scale, with 1 being Poor and 5 being Excellent; N/A not included in score

- | | | | |
|---|--------------|---|-----------------------------|
| 1 | Accuracy | 3 | Ease of Use |
| 2 | Completeness | 4 | Effectiveness/Actionability |

Code	Persons	Score	Poor			Excellent			N/A	All Persons
			1	2	3	4	5			
1	350	4.42	0.3%	0.8%	6.0%	40.2%	48.4%	4.4%	366	
2	351	4.19	0.3%	2.5%	10.7%	47.8%	35.2%	3.6%	364	
3	354	4.60	0.3%	1.9%	4.4%	23.0%	67.4%	3.0%	365	
4	347	4.43	0.3%	1.4%	5.2%	38.7%	49.7%	4.7%	364	

Rating 4specs Quantity

	Persons	Percent
Too Little	56	15.3%
Just Right	288	78.7%
Too Much	2	0.5%
Not Applicable	20	5.5%
Total Respondents	366	100%



Rating Helpfulness of Ads on 4specs (particularly "showcase listings")

Score = average score on a 5-point scale, with 1 being Not Satisfied and 5 Very Satisfied; N/A not included in score

Persons	Score	Not Satisfied			Very Satisfied		N/A	All Persons
		1	2	3	4	5		
348	3.11	9.3%	16.6%	35.7%	21.3%	12.0%	5.2%	367

Rating Overall Satisfaction with 4specs

Score = average score on a 5-point scale, with 1 being Not Satisfied and 5 Very Satisfied; N/A not included in score

Persons	Score	Not Satisfied			Very Satisfied		N/A	All Persons
		1	2	3	4	5		
359	4.55	0.3%	0.5%	5.2%	31.4%	60.7%	1.9%	366

Survey Results

GREEN

Influence of Environmental Impact and Sustainable Practices

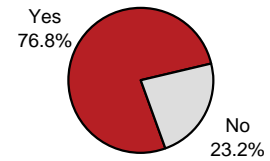
Score = average score on a 5-point scale, with 1 being Strongly Disagree and 5 being Agree; N/A not included in score

- 1 Achieving LEED Certification
- 2 Lifecycle Costs
- 3 Green Values
- 4 Sustainable Practices are NOT Influential

Code	Persons	Score	Strongly Disagree					Agree		N/A	All Persons
			1	2	3	4	5				
1	383	3.86	2.4%	9.2%	18.9%	28.1%	31.9%	9.5%	423		
2	388	4.02	0.7%	6.4%	17.0%	34.3%	33.3%	8.3%			
3	387	3.45	5.0%	12.1%	26.7%	31.9%	15.8%	8.5%			
4	387	2.33	28.1%	29.1%	15.4%	13.7%	5.2%	8.5%			

Life Cycle Cost Factored Into Decision to Specify Green Product or Practices

	Persons	Percent
Yes	325	76.8%
No	98	23.2%
Total Respondents	423	100%



Typical Life Cycle Period

	Persons	Percent	
10 Years	85	28.9%	28.9%
25 Years	132	44.9%	44.9%
30 Years	3	1.0%	1.0%
50 Years	67	22.8%	22.8%
100 Years	2	0.7%	0.7%
100+ Years	5	1.7%	1.7%
Total Counted in Average	294	100%	
Other	27	N/A	
Total Respondents	321	N/A	

Life Cycle: 28.2 years
Median: 25 years

Environmental Considerations Factored into Design Decisions for Jobs Not LEED-certified

Score = average score on a 5-point scale, with 1 being Never and 5 being Always; N/A not included in score

Persons	Score	Never					Always		N/A	All Persons
		1	2	3	4	5				
400	3.42	3.3%	13.0%	29.6%	38.1%	10.6%	5.4%	423		

Frequent Users (Weekly or More)

ESTABLISHING QUESTIONS

Number of Projects Responsible for in 2007

Projects		Total Respondents:	215
Average number of projects	31		
Middle number	15		

Responses ranged from 1 to 420.

Estimated Total Value of 2007 Projects

Value		Total Respondents:	215
Average value	\$181,709,674		
Middle number	\$60,000,000		

Responses ranged from \$50,000 to \$1.8 billion.

PROFESSIONAL ROLE

Primary Job Role

	Persons	Percent	
Design firm(s) (architect, engineer, specifier)	218	78.7%	78.7%
Contractor(s)	24	8.7%	8.7%
Building owner(s)	14	5.1%	5.1%
Other	21	7.6%	7.6%
Total Respondents	277	100%	

Primary Role Identified With for Those Who Work with a Design Firm

	Persons	Percent	
Specifier	130	54.2%	54.2%
Project manager / Project architect	57	23.8%	23.8%
Project team member	21	8.8%	8.8%
Designer (architect doing preliminary design)	10	4.2%	4.2%
M.E.P, civil, structural engineer	1	0.4%	0.4%
Interior designer	0	0.0%	0.0%
Landscape designer	0	0.0%	0.0%
Other	21	8.8%	8.8%
Total Respondents	240	100%	

Frequent Users (Weekly or More)

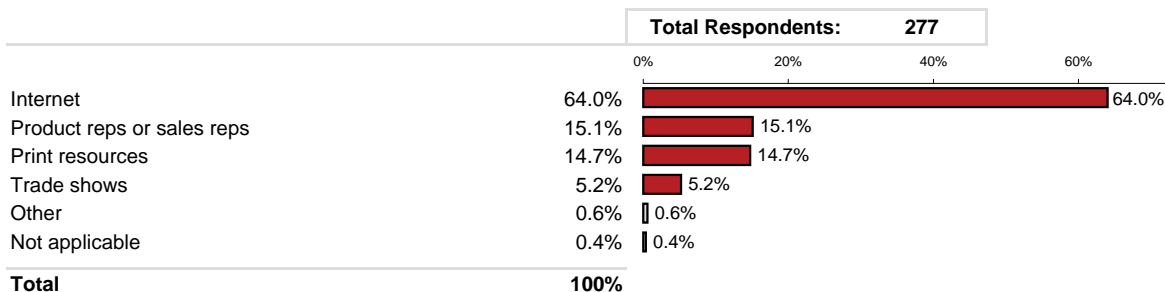
PURCHASE RECOMMEND OR SPECIFY

Purchased, Specified, or Recommended Products from a Business Advertised on the 4specs Website

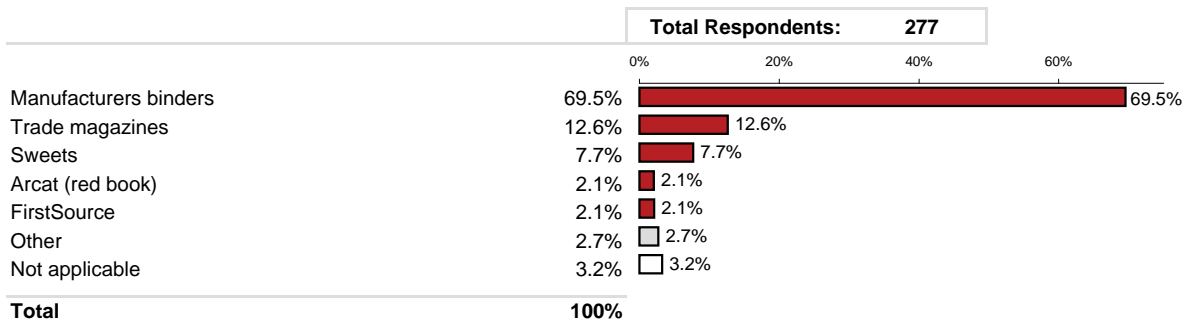


PRODUCT RESEARCH

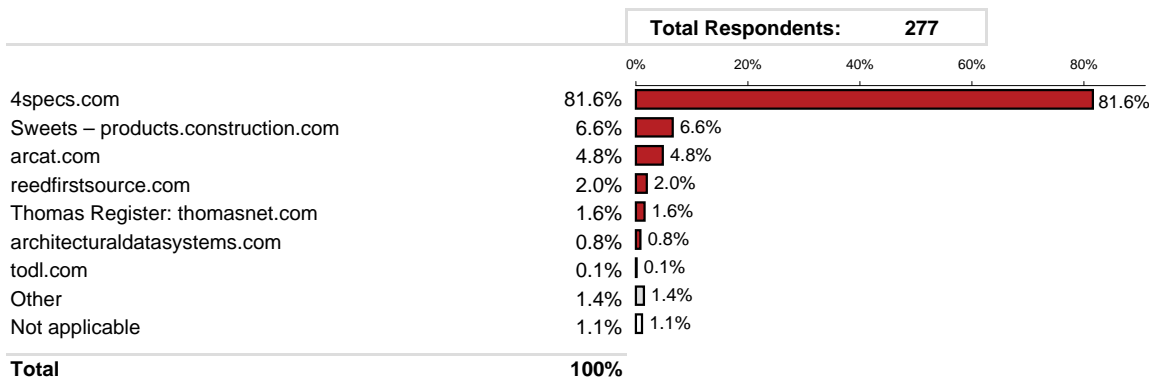
Percentage of Product Research That Relies on the Following Resources



Percentage of Product Research That Relies on the Following Print Resources



Percentage of Product Research That Relies on the Following Industry-Specific Internet Resources



Frequent Users (Weekly or More)

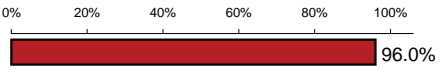


Frequency of Using the Following Industry-Specific Internet Resources for Product Research

- 1 4specs.com
- 2 arcat.com
- 3 reedfirstsource.com
- 4 Sweets – McGraw Hill Construction; products.construction.com
- 5 Other (mfg websites, Google, Internet search engines, et al.)

Code	Persons	Weekly or More	Daily+	Daily	2-3x/wk	Weekly	2-3x/mo	Monthly	Seldom	Never	N/A
1	277	100.0%	38.3%	22.0%	25.6%	14.1%	0.0%	0.0%	0.0%	0.0%	0.0%
2	277	11.9%	0.7%	1.1%	4.3%	5.8%	10.1%	5.4%	21.7%	45.8%	5.1%
3	277	5.1%	0.0%	0.0%	2.5%	2.5%	5.8%	5.4%	16.6%	59.9%	7.2%
4	277	13.4%	0.7%	1.8%	5.1%	5.8%	7.9%	7.6%	27.1%	40.4%	3.6%
5	277	42.6%	9.7%	10.1%	12.6%	10.1%	7.6%	5.8%	10.1%	18.1%	15.9%

Preferred Resource Among the Following Industry-Specific Internet Resources

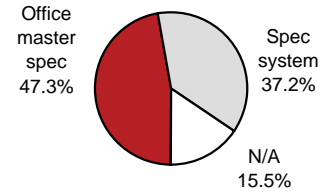
"Not applicable" responses not counted in percentages

	Persons	Percent	
4specs.com	265	96.0%	
Sweets – products.construction.com	6	2.2%	
arcad.com	5	1.8%	
architecturaldatasystems.com	0	0.0%	0.0%
reedfirstsource.com	0	0.0%	0.0%
thomasnet.com (Thomas Register)	0	0.0%	0.0%
todl.com	0	0.0%	0.0%
Total Counted	276	100.0%	
Not applicable	1	N/A	
Total Respondents	277	N/A	

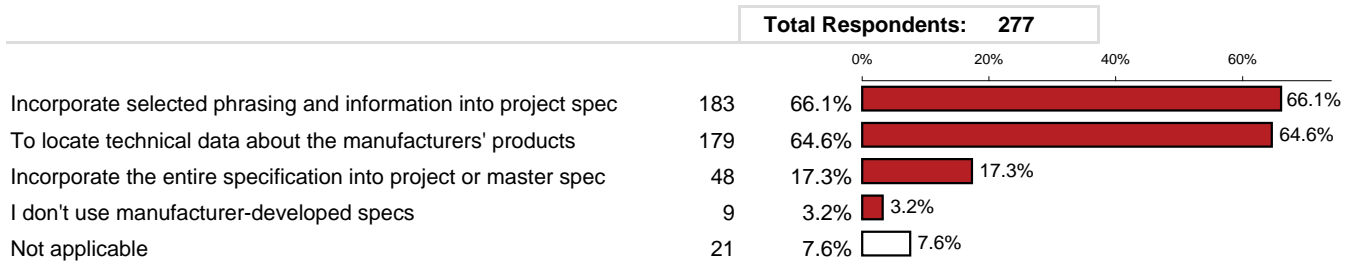
Frequent Users (Weekly or More)

When Developing a Project Specification: Work From an Office Master Spec or Rely on Specification System

	Persons	Percent
Office master spec	131	47.3%
Specification system	103	37.2%
Not applicable	43	15.5%
	277	100%



Ways in Which Specifications Developed by Manufacturers are Used



Usefulness of Automated Spec Writing Tool

Score = average score on a 5-point scale, with 1 being Not Useful and 5 being Very Useful; N/A not included in score

Persons	Score	Not Useful			Very Useful			N/A	All Persons
		1	2	3	4	5			
246	2.79	24.3%	15.6%	17.8%	17.4%	14.1%	10.9%	276	

Occasional Users

ESTABLISHING QUESTIONS

Number of Projects Responsible for in 2007

Projects		Total Respondents:	67
Average number of projects	36		
Middle number	12		

Responses ranged from 1 to 500.

Estimated Total Value of 2007 Projects

Value		Total Respondents:	67
Average value	\$58,056,571		
Middle number	\$15,000,000		

Responses ranged from \$10,000 to \$400 million.

PROFESSIONAL ROLE

Primary Job Role

	Persons	Percent	
Design firm(s) (architect, engineer, specifier)	59	60.8%	
Contractor(s)	16	16.5%	
Building owner(s)	8	8.2%	
Other	14	14.4%	
Total Respondents	97	100%	

Primary Role Identified With for Those Who Work with a Design Firm

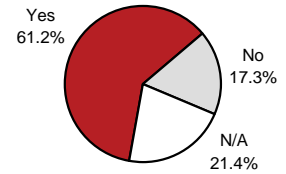
	Persons	Percent	
Project manager / Project architect	27	36.5%	
Specifier	17	23.0%	
Project team member	8	10.8%	
Designer (architect doing preliminary design)	6	8.1%	
M.E.P, civil, structural engineer	5	6.8%	
Interior designer	2	2.7%	
Landscape designer	0	0.0%	
Other	9	12.2%	
Total Respondents	74	100%	

Occasional Users

PURCHASE RECOMMEND OR SPECIFY

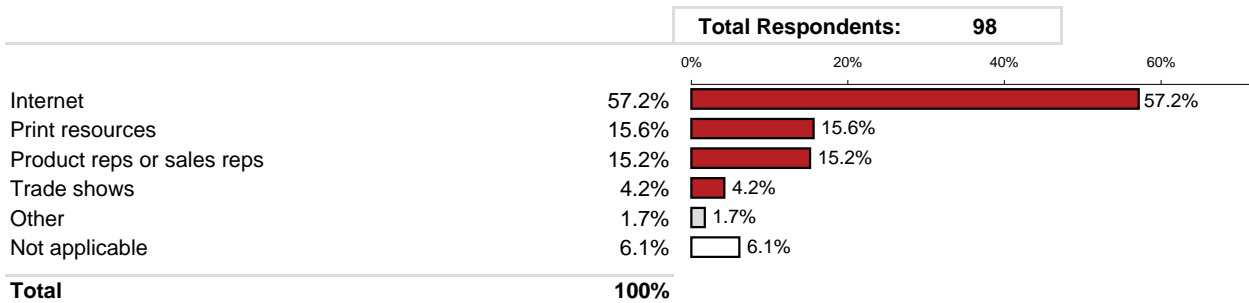
Purchased, Specified, or Recommended Products from a Business Advertised on the 4specs Website

	Persons	Percent
Yes	60	61.2%
No	17	17.3%
Not applicable	21	21.4%
Total Respondents	98	100%

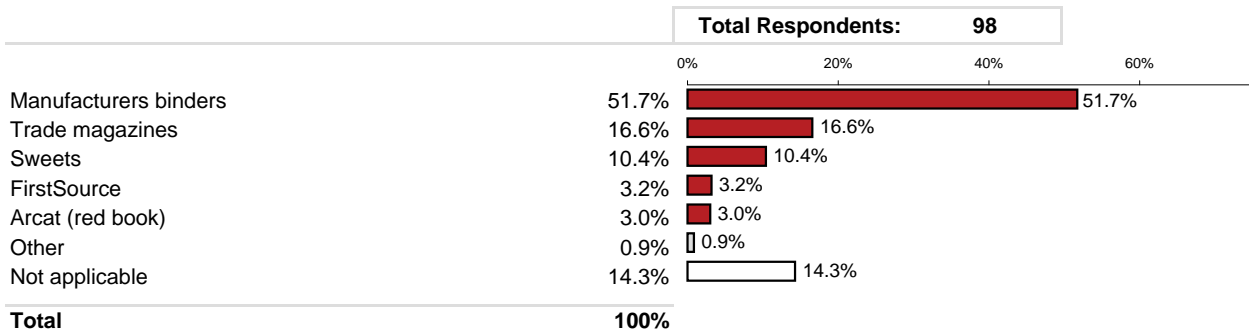


PRODUCT RESEARCH

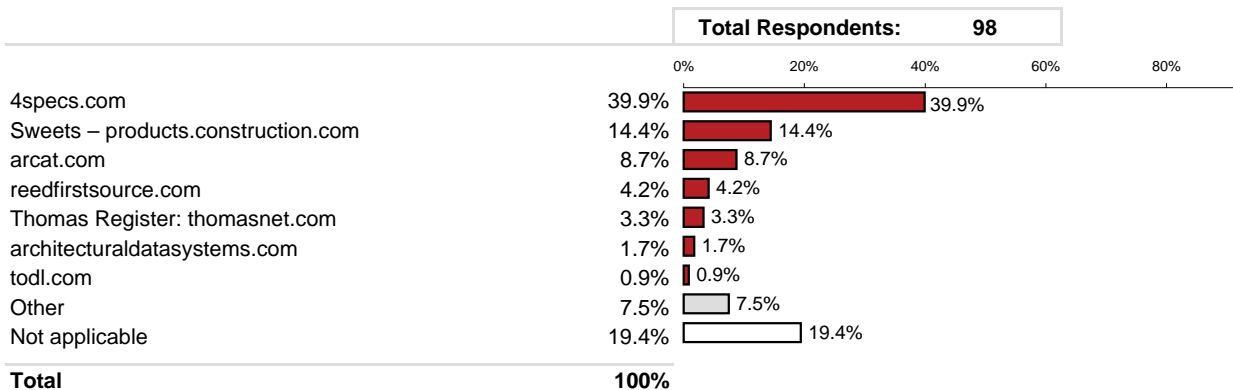
Percentage of Product Research That Relies on the Following Resources



Percentage of Product Research That Relies on the Following Print Resources



Percentage of Product Research That Relies on the Following Industry-Specific Internet Resources



Occasional Users








Frequency of Using the Following Industry-Specific Internet Resources for Product Research

- 1** 4specs.com
- 2** arcat.com
- 3** reedfirstsource.com
- 4** Sweets – McGraw Hill Construction; products.construction.com
- 5** Other (mfg websites, Google, Internet search engines, et al.)

Code	Persons	Weekly or More	Daily+	Daily	2-3x/wk	Weekly	2-3x/mo	Monthly	Seldom	Never	N/A
1	98	0.0%	0.0%	0.0%	0.0%	0.0%	32.7%	24.5%	42.9%	0.0%	0.0%
2	98	4.1%	1.0%	0.0%	1.0%	2.0%	7.1%	10.2%	25.5%	45.9%	7.1%
3	98	2.0%	0.0%	2.0%	0.0%	0.0%	2.0%	7.1%	19.4%	60.2%	9.2%
4	98	8.2%	1.0%	0.0%	5.1%	2.0%	6.1%	11.2%	37.8%	33.7%	3.1%
5	98	37.8%	7.1%	10.2%	13.3%	7.1%	10.2%	10.2%	12.2%	11.2%	18.4%

Preferred Resource Among the Following Industry-Specific Internet Resources

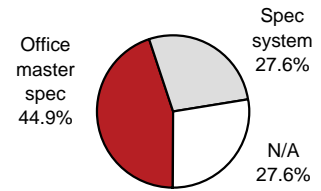
"Not applicable" responses not counted in percentages

	Persons	Percent	
4specs.com	54	69.2%	
Sweets – products.construction.com	12	15.4%	
arcat.com	4	5.1%	
thomasnet.com (Thomas Register)	4	5.1%	
architecturaldatasystems.com	2	2.6%	
reedfirstsource.com	2	2.6%	
todl.com	0	0.0%	
Total Counted	78	100.0%	
Not applicable	20	N/A	
Total Respondents	98	N/A	

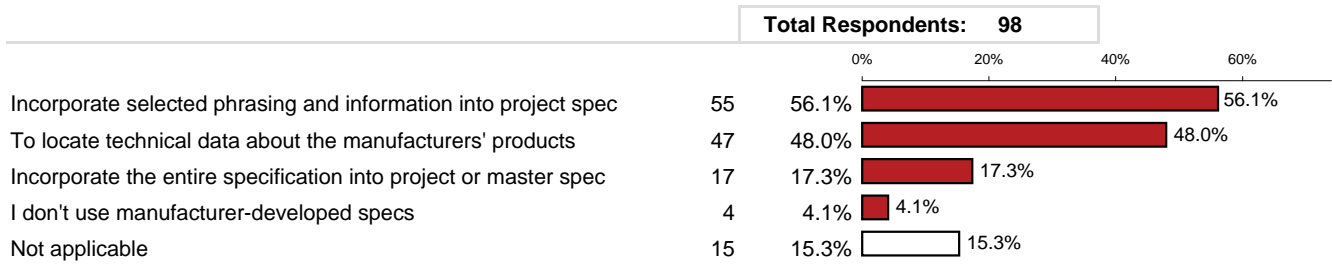
Occasional Users

When Developing a Project Specification: Work From an Office Master Spec or Rely on Specification System

	Persons	Percent
Office master spec	44	44.9%
Specification system	27	27.6%
Not applicable	27	27.6%
	98	100%



Ways in Which Specifications Developed by Manufacturers are Used



Usefulness of Automated Spec Writing Tool

Score = average score on a 5-point scale, with 1 being Not Useful and 5 being Very Useful; N/A not included in score

Persons	Score	Not Useful			Very Useful		N/A	All Persons
		1	2	3	4	5		
75	2.95	15.5%	13.4%	22.7%	11.3%	14.4%	22.7%	97

Preferred Resource = 4specs

ESTABLISHING QUESTIONS

Number of Projects Responsible for in 2007

Projects		Total Respondents:	242
Average number of projects	32		
Middle number	15		

Responses ranged from 1 to 500.

Estimated Total Value of 2007 Projects

Value		Total Respondents:	242
Average value	\$168,886,798		
Middle number	\$55,000,000		

Responses ranged from \$25,000 to \$1.8 billion.

PROFESSIONAL ROLE

Primary Job Role

	Persons	Percent	
Design firm(s) (architect, engineer, specifier)	244	76.7%	76.7%
Contractor(s)	31	9.7%	9.7%
Building owner(s)	17	5.3%	5.3%
Other	26	8.2%	8.2%
Total Respondents	318	100%	

Primary Role Identified With for Those Who Work with a Design Firm

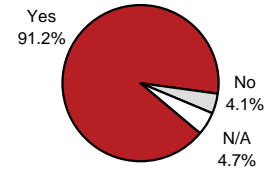
	Persons	Percent	
Specifier	136	49.8%	49.8%
Project manager / Project architect	73	26.7%	26.7%
Project team member	22	8.1%	8.1%
Designer (architect doing preliminary design)	12	4.4%	4.4%
M.E.P, civil, structural engineer	4	1.5%	1.5%
Interior designer	1	0.4%	0.4%
Landscape designer	0	0.0%	0.0%
Other	25	9.2%	9.2%
Total Respondents	273	100%	

Preferred Resource = 4specs

PURCHASE RECOMMEND OR SPECIFY

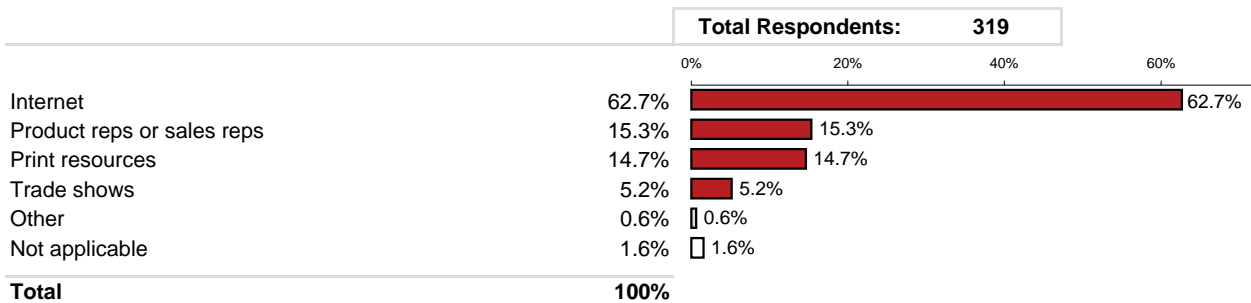
Purchased, Specified, or Recommended Products from a Business Advertised on the 4specs Website

	Persons	Percent
Yes	291	91.2%
No	13	4.1%
Not applicable	15	4.7%
Total Respondents	319	100%

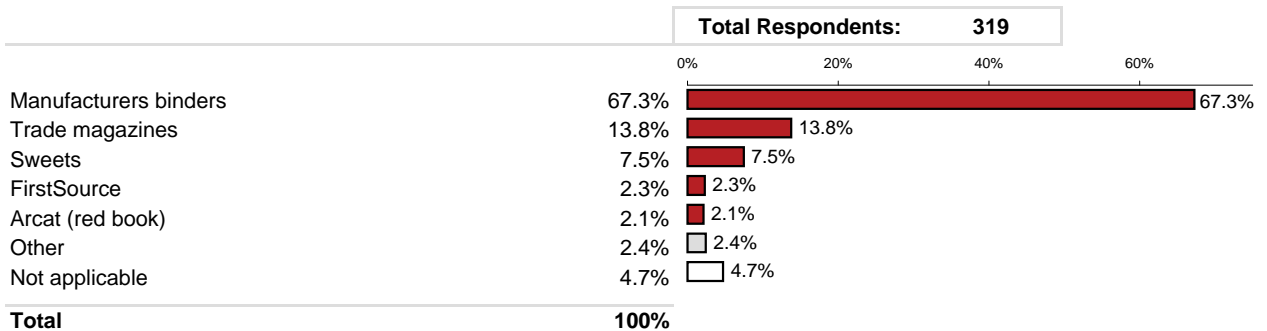


PRODUCT RESEARCH

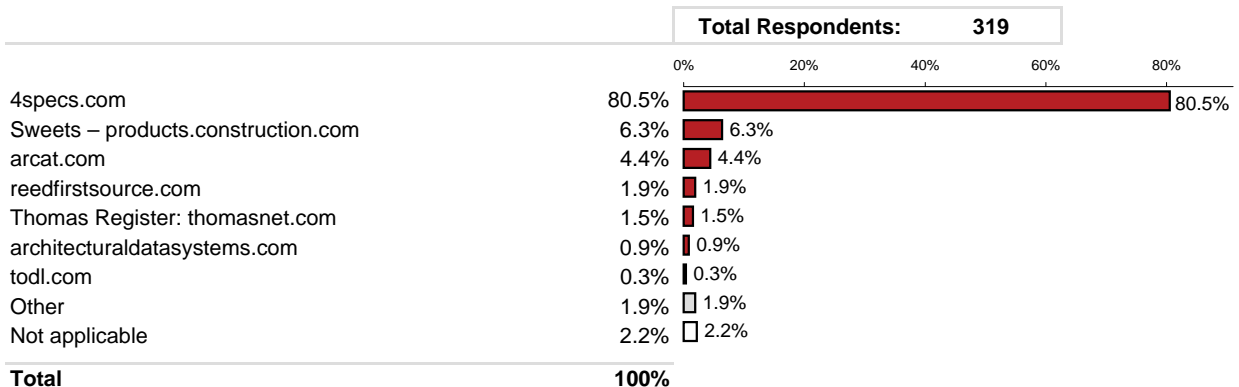
Percentage of Product Research That Relies on the Following Resources



Percentage of Product Research That Relies on the Following Print Resources



Percentage of Product Research That Relies on the Following Industry-Specific Internet Resources



Preferred Resource = 4specs

Frequency of Using the Following Industry-Specific Internet Resources for Product Research

- 1 4specs.com
- 2 arcat.com
- 3 reedfirstsource.com
- 4 Sweets – McGraw Hill Construction; products.construction.com
- 5 Other (mfg websites, Google, Internet search engines, et al.)

Code	Persons	Weekly or More	Daily+	Daily	2-3x/wk	Weekly	2-3x/mo	Monthly	Seldom	Never	N/A
1	319	83.1%	32.9%	18.5%	21.0%	10.7%	7.8%	4.7%	4.4%	0.0%	0.0%
2	319	7.8%	0.9%	0.3%	2.2%	4.4%	9.4%	6.9%	22.3%	48.6%	5.0%
3	319	3.1%	0.0%	0.0%	1.6%	1.6%	5.0%	5.3%	16.6%	62.4%	7.5%
4	319	10.0%	0.6%	0.6%	4.1%	4.7%	7.8%	8.2%	29.5%	41.4%	3.1%
5	319	38.9%	9.1%	8.8%	11.6%	9.4%	8.8%	6.6%	10.3%	18.5%	16.9%

Preferred Resource Among the Following Industry-Specific Internet Resources

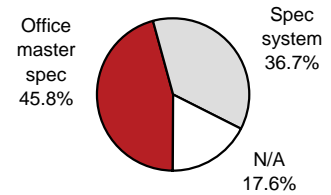
"Not applicable" responses not counted in percentages

	Persons	Percent	0%	25%	50%	75%	100%	
4specs.com	319	100.0%						100.0%
arcat.com	0	0.0%						0.0%
architecturaldatasystems.com	0	0.0%						0.0%
reedfirstsource.com	0	0.0%						0.0%
Sweets – products.construction.com	0	0.0%						0.0%
thomasnet.com (Thomas Register)	0	0.0%						0.0%
todl.com	0	0.0%						0.0%
Total Counted	319	100.0%						
Not applicable	0	N/A						
Total Respondents	319	N/A						

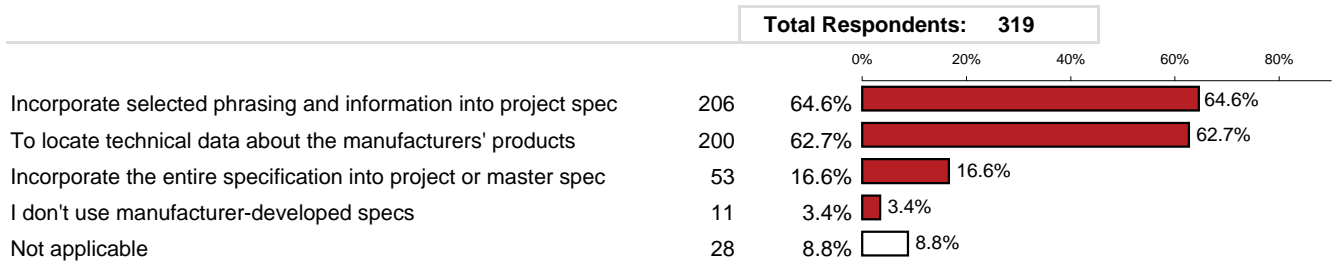
Preferred Resource = 4specs

When Developing a Project Specification: Work From an Office Master Spec or Rely on Specification System

	Persons	Percent
Office master spec	146	45.8%
Specification system	117	36.7%
Not applicable	56	17.6%
	319	100%



Ways in Which Specifications Developed by Manufacturers are Used



Usefulness of Automated Spec Writing Tool

Score = average score on a 5-point scale, with 1 being Not Useful and 5 being Very Useful; N/A not included in score

Persons	Score	Not Useful			Very Useful			N/A	All Persons
		1	2	3	4	5			
278	2.73	24.2%	16.0%	18.6%	16.7%	11.9%	12.6%	318	

Preferred Resource = Sweets

ESTABLISHING QUESTIONS

Number of Projects Responsible for in 2007

Projects		Total Respondents:	26
Average number of projects	106		
Middle number	20		

Responses ranged from 1 to 1,500.

Estimated Total Value of 2007 Projects

Value		Total Respondents:	26
Average value	\$54,519,231		
Middle number	\$10,000,000		

Responses ranged from \$1 million to \$250 million.

PROFESSIONAL ROLE

Primary Job Role

	Persons	Percent	
Design firm(s) (architect, engineer, specifier)	19	63.3%	
Contractor(s)	5	16.7%	
Building owner(s)	3	10.0%	
Other	3	10.0%	
Total Respondents	30	100%	

Primary Role Identified With for Those Who Work with a Design Firm

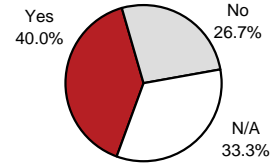
	Persons	Percent	
Project manager / Project architect	6	24.0%	
Designer (architect doing preliminary design)	5	20.0%	
Specifier	4	16.0%	
Project team member	4	16.0%	
M.E.P, civil, structural engineer	2	8.0%	
Interior designer	1	4.0%	
Landscape designer	0	0.0%	
Other	3	12.0%	
Total Respondents	25	100%	

Preferred Resource = Sweets

PURCHASE RECOMMEND OR SPECIFY

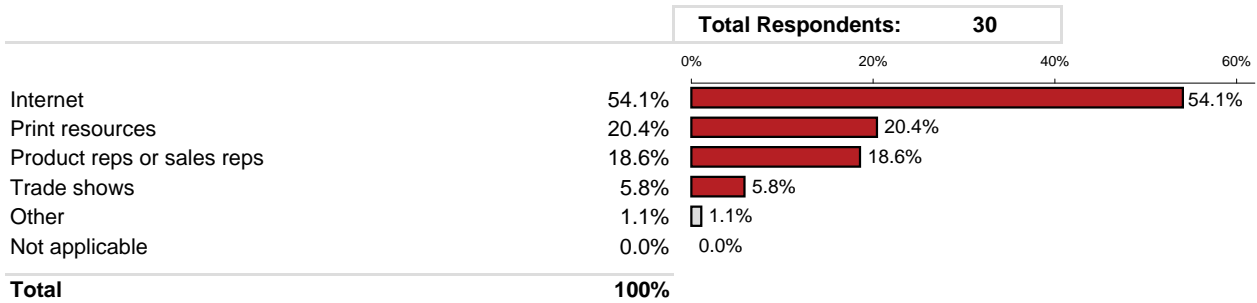
Purchased, Specified, or Recommended Products from a Business Advertised on the 4specs Website

	Persons	Percent
Yes	12	40.0%
No	8	26.7%
Not applicable	10	33.3%
Total Respondents	30	100%

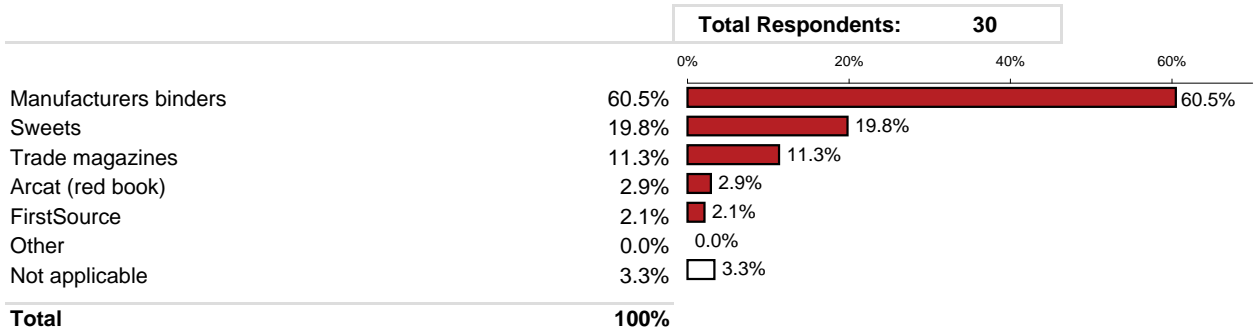


PRODUCT RESEARCH

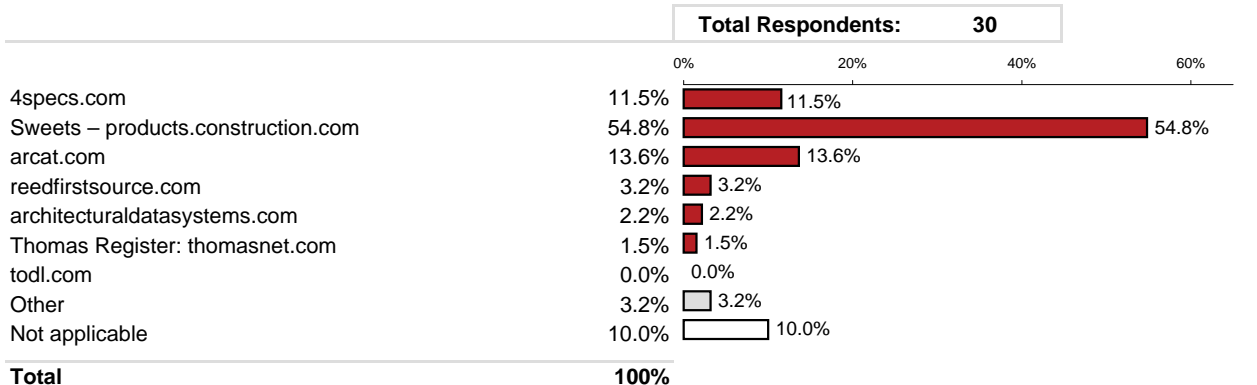
Percentage of Product Research That Relies on the Following Resources



Percentage of Product Research That Relies on the Following Print Resources



Percentage of Product Research That Relies on the Following Industry-Specific Internet Resources



Preferred Resource = Sweets

Frequency of Using the Following Industry-Specific Internet Resources for Product Research

- 1 4specs.com
- 2 arcat.com
- 3 reedfirstsource.com
- 4 Sweets – McGraw Hill Construction; products.construction.com
- 5 Other (mfg websites, Google, Internet search engines, et al.)

Code	Persons	Weekly or More	Daily+	Daily	2-3x/wk	Weekly	2-3x/mo	Monthly	Seldom	Never	N/A
1	30	20.0%	0.0%	3.3%	6.7%	10.0%	0.0%	13.3%	26.7%	23.3%	16.7%
2	30	13.3%	0.0%	0.0%	6.7%	6.7%	10.0%	10.0%	33.3%	20.0%	13.3%
3	30	6.7%	0.0%	0.0%	3.3%	3.3%	6.7%	3.3%	16.7%	53.3%	13.3%
4	30	46.7%	3.3%	10.0%	16.7%	16.7%	13.3%	23.3%	13.3%	0.0%	3.3%
5	30	53.3%	0.0%	13.3%	20.0%	20.0%	3.3%	6.7%	13.3%	6.7%	16.7%

Preferred Resource Among the Following Industry-Specific Internet Resources

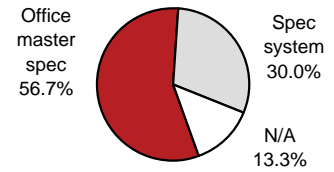
"Not applicable" responses not counted in percentages

	Persons	Percent	
4specs.com	0	0.0%	0.0%
arcat.com	0	0.0%	0.0%
architecturaldatasystems.com	0	0.0%	0.0%
reedfirstsource.com	0	0.0%	0.0%
Sweets – products.construction.com	30	100.0%	100.0%
thomasnet.com (Thomas Register)	0	0.0%	0.0%
todl.com	0	0.0%	0.0%
Total Counted	30	100.0%	
Not applicable	0	N/A	
Total Respondents	30	N/A	

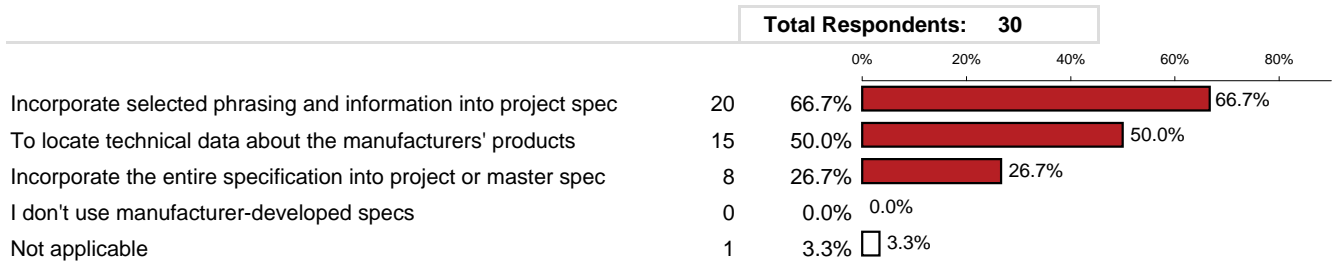
Preferred Resource = Sweets

When Developing a Project Specification: Work From an Office Master Spec or Rely on Specification System

	Persons	Percent
Office master spec	17	56.7%
Specification system	9	30.0%
Not applicable	4	13.3%
	30	100%



Ways in Which Specifications Developed by Manufacturers are Used



Usefulness of Automated Spec Writing Tool

Score = average score on a 5-point scale, with 1 being Not Useful and 5 being Very Useful; N/A not included in score

Persons	Score	Not Useful			Very Useful			N/A	All Persons
		1	2	3	4	5			
25	3.52	6.7%	10.0%	23.3%	20.0%	23.3%	16.7%	30	

Appendix B – Questionnaire

Q1. What percentage of your work is:

(Please enter values so that your responses add up to 100 percent. Do not use decimals.)

- 1 Institutional (government, hospitals, schools, universities)
- 2 Commercial
- 3 Industrial
- 4 Light commercial (typically wood-framed)
- 5 Residential – Multi-family or tract homes
- 6 Residential – Single family
- o Other work or projects not related to construction or specification
- na Not applicable

Q2. How many projects were you responsible for in 2007, and what do you estimate to be the total value of those projects? (Give actual or your best estimate.)

- 1 Number of 2007 projects: _____
(Enter a whole number – no decimals, letters or dashes.)
- 2 Value of 2007 projects: _____
(Enter a whole number – no decimals, letters or dashes.)

PROFESSIONAL ROLE

Primary Job Role:

Q3. Is your primary job role working with or consulting to...

- 1 Design firm(s) (architect, engineer, specifier)
- 2 Contractor(s)
- 3 Building owner(s)
- 4 Other

Q4. If you work with a **design firm**, in which of the following roles do you primarily identify yourself within that context?

- 1 Specifier
- 2 Project team member
- 3 Project manager / Project architect
- 4 Designer (an architect primarily doing the preliminary design)
- 5 Interior designer
- 6 Landscape designer
- 7 M.E.P, civil, structural engineer
- 8 Other
- 9 Not applicable

Specifier Role:

Q5. If you work as a Specifier, in which of the following roles do you primarily identify yourself within that context?

- 1 Independent specifier
- 2 Specifier at an architectural firm
- 3 Specifier at an A&E or engineering firm
- 4 Specifier at another type of firm (please describe type of firm):

Appendix B – Questionnaire

Q6. If you work as a Specifier, to how many of the following types of design professionals do you provide specification-related support?

- 1 Architects
- 2 Engineers
- 3 Other

Q7. If you work as a Specifier, which of the following professional affiliations do you maintain? (Select all that apply.)

- 1 CSI member
- 2 CSI CDT
- 3 CSI Certified Construction Specifier (CCS)
- 4 SCIP member
- 5 Not applicable

Independent Specifiers:

Q8. If you work as an independent specifier, estimate the number of architectural firms for which you provided specification and product-related research assistance over the past 12 months.

(Enter a whole number – no decimals, letters or dashes.)

PURCHASE, RECOMMEND, or SPECIFY

Q9. What is the total dollar amount you purchase annually? (Give actual or your best estimate.)
(Enter a whole number – no decimals, letters or dashes.)

Q10. What is the total dollar amount you specify or recommend annually? (Give actual or your best estimate.)
(Enter a whole number – no decimals, letters or dashes.)

Q11. Of the dollar amount you specify or recommend annually, what is the dollar amount that become actual sales?
(Give actual or your best estimate.)
(Enter a whole number – no decimals, letters or dashes.)

Q12. Have you purchased, specified, or recommended products from a business advertised on the 4specs site?
Yes
No
Not applicable

Q13. Considering all of the products that you have purchased or specified in the past 30 days, in what percentage of those cases do you estimate that you contacted a manufacturer for additional information?

____% of times in past 30 days that you contacted a manufacturer

Appendix B – Questionnaire

PRODUCT RESEARCH

Q14. Thinking about Internet, print, trade shows, and other resources, what percentage of your product research currently relies on each of the following resources? (Please make your responses add up to 100 percent.)

- 1 Internet
- 2 Print resources (binders, Sweets, trade magazines, etc.)
- 3 Product reps or sales reps
- 4 Trade shows (AIA, CSI now known as the Construct show, Green Build, etc.)
- na Not applicable
- o Other

Q15. Now thinking about print resources only, what percentage of your product research comes from each of the following print sources? (Please make your responses add up to 100 percent.)

- 1 Manufacturers binders
- 2 Arcat (red book)
- 3 FirstSource (aka Reed Construction Data)
- 4 Sweets (green books, aka McGraw Hill Construction)
- 5 Trade magazines
- na Not applicable
- o Other

INTERNET PRODUCT RESEARCH TOOLS

Q16. Thinking about industry specific Internet resources only, what percentage of your product research comes from each of the following? (Your responses should add up to 100 percent.)

- 1 4specs.com
- 2 arcat.com
- 3 architecturaldatasystems.com
- 4 reedfirstsource.com
- 5 Sweets – McGraw Hill Construction – products.construction.com
- 6 Thomas Register: thomasnet.com
- 7 todl.com
- 8 Other
- na Not applicable

Q17. How frequently do you use each of the following industry-specific Internet resources for product research?

- Multiple times each day
- Daily
- 2–3 times each week
- Weekly
- 2–3 times per month
- Monthly
- Less than monthly
- Never
- N/A

- 1 4specs.com
- 2 arcat.com
- 3 reedfirstsource.com
- 4 Sweets – McGraw Hill Construction – products.construction.com
- 5 Other significant Internet resources used for product research (please describe)

Appendix B – Questionnaire

Q18. Among the following industry specific Internet resources, which is your preferred resource?

- 4specs.com (go to 18-a)
- arcat.com
- architecturaldatasystems.com
- reedfirstsource.com
- Sweets – McGraw Hill Construction – products.construction.com
- thomasnet.com (Thomas Register)
- todl.com
- Not applicable

Q18-a. Why do you prefer 4specs?

Q19. Now thinking about Internet resources generally, what percentage of your product research comes from each of the following? (Your responses should add up to 100 percent.)

- 1 Industry specific website resources (4specs, Arcat, etc.)
- 2 Google
- 3 Other search websites (Yahoo, etc.)
- 4 Directly to manufacturers' websites
- na Not applicable

DEVELOPING SPECS

Q20. What are you researching today? (open end)

Q21. When developing a project specification, do you typically work from an office master spec, or do you rely on a specification system such as Arcom, BSD SoftLink, or Spectext?

- 1 Office master spec
- 2 Specification system
- 3 Not applicable

Q22. In what way(s) do you use specifications developed by manufacturers? (Select all that apply.)

- 1 Incorporate the entire specification into your project spec or master spec
- 2 To locate technical data about the manufacturers' products
- 3 Incorporate selected phrasing and information into your project spec
- 4 I don't use manufacturer-developed specs
- na Not applicable

Q23. Some manufacturers have asked 4specs to develop a system similar to Arcat's SpecWizard®. How useful would an automated spec writing tool be for you?

- Not Useful
- Very Useful
- N/A

Appendix B – Questionnaire

4SPECS

Now we would like to ask some questions specifically about the 4specs site.

Q24. Have you ever visited or used 4specs? Y/N [This is a branching question. If they answer "no," they will end survey. I assume 99% + will answer yes.]

Yes
No

Q25. How did you arrive at 4specs today?

- 1 Came directly to 4specs site (typed address into browser, selected bookmark, set as homepage, etc.)
- 2 Via search engine – typed 4specs into search engine
- 3 Via search engine – 4specs site came up in a product search
- 4 Link to 4specs from other website
- 5 Not applicable
- 6 Other (please describe):

Q26. During a typical day when you are using 4specs for product research, how much time do you actually spend on 4specs, or on manufacturer sites to which you have been redirected by 4specs?

- 1 Less than 15 minutes
- 2 15 to 30 minutes
- 3 More than 30 minutes and less than one hour
- 4 One to two hours
- 5 Two to three hours
- 6 Three to four hours
- 7 Four hours or more
- 8 Not applicable

Q27. During your most recent session on 4specs, how much time did you spend on 4specs or on manufacturer sites to which you have been redirected by 4specs? (Give actual or your best estimate.)

- 1 Hours ____
- 2 Minutes ____

Q28. How do you typically use the information you gather on 4specs?

Text capture and/or Answer list

Example: Validating product information, Searching for new suppliers, Updating master spec, etc.

Q29. What recommendations do you have to make 4specs more useful for you?

Appendix B – Questionnaire

Q30. Which of the following features are or would be useful to you in your research? (Currently the availability of these features is limited.)

Not Useful
Very Useful
N/A

- 1 An icon designating that 3-part specifications, CAD details, or a LEED statement are available on the manufacturers' website.
- 2 Direct links to manufacturers' 3-part specifications
- 3 Direct links to manufacturers' editable CAD details
- 4 Direct links to LEED – green building product information

RATING 4SPECS

Q31. Please rate 4specs on the following criteria or characteristics:

Poor
Excellent
N/A

- 1 Accuracy
- 2 Completeness
- 3 Ease of Use
- 4 Effectiveness/Actionability

Q32. Please rate the quantity of information found on 4specs?

Too Little
Just Right
Too Much
N/A

Q33. Please rate the helpfulness of the ads on 4specs? (In particular we would like you to consider the informational ads that we call "showcase listings" – companies with images and text descriptions longer than 15 words.)

- 1 Not Helpful
- 5 Very Helpful
- 6 N/A

Q34. Considering all aspects of your experience on the 4specs site, what is your overall satisfaction with 4specs?

- 1 Not Satisfied
- 5 Very Satisfied
- 6 N/A

Appendix B – Questionnaire

GREEN

- Q35. Concern for environmental impact and sustainable practices is clearly a hot topic in the design field. In your working context, when making design and specification choices would you strongly agree or disagree that each the following factors are influential:
- 1 Strongly disagree
 - 5 Strongly agree
 - 6 N/A
- 1 Achieving LEED Certification. Products or design decisions that contribute LEED credits are likely to be specified.
 - 2 Lifecycle Costs. Sustainable practices or green products are likely to be specified if there is a cost savings (or neutral fiscal impact) over the product lifecycle.
 - 3 Green Values. Owners and designers are likely to require sustainable practices and specify green products purely out of concern for the environmental impact of their choices.
 - 4 Sustainable Practices are NOT Influential. Concern for environmental impact is not a priority in most design decisions.
- Q36. Given a choice between a "green" product or sustainable practice and a "non-green" product or practice, do you factor lifecycle cost into your decision about whether to specify the green product or practice?
- 1 Yes
 - 2 No
- Q37. What is the typical lifecycle period you would be considering in such a decision?
- 1 10 Years
 - 2 25 Years
 - 3 50 Years
 - 4 100 Years
 - 5 100+ Years
 - 6 Other (please describe)
 - 6o Other Responses
- Q38. How frequently are you seeing environmental considerations being factored into design decisions on jobs that are not being LEED-certified?
- 1 Never
 - 5 Always
 - 6 N/A

Appendix C – Responses to "Other" and Open-Ended Questions

Q3 Primary Job Role (Other)

Administrative	Manufacturing
All of the above	Material supply
Architectural/Consulting rep	Municipal building official
Building product manufacturers	National guide specification writer
Casinos/hotels	Owner
Consultant	Owner and project manager
Customers, builders, purchasing agents	Remodeling
Design + Design and build	Residential design/build
Designed own very simple cabinets	Resource librarian
Developer	Retailer
Do-it-yourselfer	Roof consulting
Door frame manufacturer	Self
E/A/DB	Specifications and roofing consultant
End user/In-house real estate	Specifications consultant
Engineer for company	Specifications consulting firm
Estimator for design firm	Specifications writer
Factory rep	Specifications writer
Go between owner & contractor	Student work
Government – design, bid & build	Subcontractor / supplier
Government agencies	Sustainable building advisor student
Health care	Technical librarian
Home owner	Unspecified
Manufacturers rep	

Q4 Primary Job Role (Other)

All roles, small firm	Project manager and specifier
Arch dept mgr. & specifier	Project manager/specifier/designer
Architectural intern	Purchaser
Building envelope consultant; many above	QA director & specifier
Conceptual estimator	Quality control technical reviewer
Construction administrator	Researcher
Construction contract administrator mgr	Resource librarian (2)
Estimator	Retired specifier / architect CCS, CCCA
Firm principal	Spec coordinator; spec writer in training
Manufacturer	Specifications (specifier), arch disc mgt
Mech maintenance engineer	Specifications and quality assurance
Mfrs. rep writing specs for designers	Specifications typist/coordinator
Moving from PM to specifications	Student
Municipal building official	Subcontractor
Owner	Technical director
Owner or project manager	Technical librarian
Plumbing designer	

Q5 Specifier at Another Type of Firm

Banking	Owner
Consulting engineering	Realtor
Design build company	Residential design/build
Developer	Retailer
Government	Roof consultant (2)
Healthcare provider – hospital	School board
Herman Miller COM Department	Some independent consultant some architect
Large owner (national lab)	Spiral and circular stairs
MEP design firm	Student
Mfrs Rep. writing specs for designers	University – Recommend products and specs
National master guide specification	Work not generally as a specifier although it happens frequently

Appendix C – Responses to "Other" and Open-Ended Questions

Q6 Types of Design Professionals Specification-Related Support Provided For (Other)

Admin staff	Interior designers, construction administrators
Admin, accounting, marketing	Interior designers, product manufacturers, owners
Architectural interns, interior designer	Interiors and product manufacturers
Architectural job captains, interior designers	Interiors, CA
Architecturally trained draftswomen	Interns
Builders	Interns, interiors, etc.
Builders, customers, purchasing agents	Landscape and interiors
Building product manufacturer staff	Landscape architects (4)
Building tenants, product manufacturer	MALE
Clerical, technical	Manufacturer – ongoing support
Commissioning and life cycle cost and interior designers	Manufacturers (2)
Construction managers (3)	Nonarchitectural technical staff
Contractor/project manager	Nondegreed staff
Contractors	Nonregistered architectural staff, secretaries
Cost engineering	Owners
Dealer and designers	Pool consult, waterpooof, elevator consult, window washer eq, interior
Design consultants	Product manufacturer
Design professionals (not architects)	Product manufacturers (2)
Design/build contractor	Product suppliers
Designers write our own specs using masters	Production and support staff
Drafters, interior designer	Project coordinators & interior designers
Facilities managers	Project designers, administrative
Facilities staff	Project managers (2)
Faculty AIA registered	Project managers (nonarchitect)
Food service, acoustical, hardware	Scientists, inspectors, surveyors, administrative
Furniture reps	Specialists and technicians
General contractors	Staff involved in project – not registered architects
Independent specifier	Support staff (3)
Interior designers (15)	Support staff, Nonregistered professionals
Interior designers and architectural pros w/o licenses	Sustainable Staff at a/e firm
Interior designers and landscape architects	Teach CCS/CCCA for CSI chapters now retired
Interior designers, administrative staff	Urban planners

Q14 Product Research That Currently Relies on Following Resources – Internet, Print, Trade Shows, etc. (Other)

[Unspecified] (10)	Other contractors
AIA MasterSpec supporting documents	Other professionals
Company specification writer	Others
Contractors	Owners, contractors
Coworkers	Product representatives
Customer referrals	Recommendation
Fellow students	Showrooms
Information generated by coworkers	Talking with others
In-house	Visit stores
Networking w/other architects	Word of mouth (3)
Other companies	

Appendix C – Responses to "Other" and Open-Ended Questions

Q15 Product Research That Currently Relies on Following Resources – Print Resources Only (Other)

[Unspecified] (7)	Nonprint resources
Brochures	Other buyer's guides
CD-ROM	Other product lit
Direct mail and loose manufacturer's literature	Personal resource details and products maintained in personal binders for reference
Do not use	Previous knowledge
Environmental Building News (subscription newsletter)	Print stuff off of websites
I don't use printed literature with rare exceptions	Printed literature not part of a binder
Industry standards & internal reference mtl	Prior work
Mail	Project files
Mail received	Reference books, i.e. ASTM standards
Miscellaneous mailings/vendor handouts	USGBC literature
Nonbinder literature	

Q17 Frequently of Use of Industry-Specific Internet Resources for Product Research? (Other)

alltheweb.com	Manufacturer websites (41)
Building Green Inc (BGI)	My own database
buildinggreen.com; Google	Oikos, Building Green
buildings.com	Personal Favorites list
DCD.com	plumbingnet.com
dogpile.com	Product characteristics, producer background, standards
Environmental Building News/GreenSpec, Google	Routine web browsing
Get name from Google of sweets print then go to Internet	Ryan links
Google (60)	Search.com
Google; Manufacturer websites	sweets.com
Grade Beam	Thomasnet.com (3)
Industry tradess (e.g., Brick Inst. of Amer., Steel Stud Mfg. Assn.)	todl.com
Internet search engines (18)	Trade associations
isqft.com	Yahoo!
Local	

Q18 Why 4specs is Preferred

[Unspecified] (8)

4specs is fast and has a very user-friendly interface. I've had problems with other sites because they are extremely slow to navigate; 4specs does not have that problem.

4specs.com is user friendly and has a comprehensive library.

A faster way to find what I need quickly.

A good source or concrete materials.

A good starting point to multiple manufacturers.

Able to find multiple manufacturers located in a single location for a particular material.

Able to find multiple relevant products, usually designer-oriented websites.

Access to forum of active industry participants with expertise in field.

All manufacturers listed; well organized; well maintained; extremely useful discussion boards.

All of the manufacturers I looked for are on 4specs.

All the information is in one place and is organized per MasterFormat.

Allows me to access multiple different manufacturers in one place.

Amount of manufacturers, association links.

Arranged by division and shows CAD details.

Because of the detailed numbering system, both old and new.

Best source of information available.

Better resources, quick links to manufacturers' sites.

Both CSI '95 and '04 are included.

Broad based; easily used; quite varied.

Categories are more narrowly defined; contents are more carefully identified; no hassles with moving to manufacturers' sites; personable, responsive staff.

Central location for company websites.

Clear organization, good links, good summary information, identifies CSI number with search.

Clear; easy to use.

Combination of forum and organized links for manufacturers.

Comes up quickly, easy to find things; tracks changes in companies.

Complete and up to date.

Complete listings of manufacturers; clean interface/easy to use; good specifier's forum.

Appendix C – Responses to "Other" and Open-Ended Questions

Q18 Why 4specs is Preferred (Continued)

Complete source of information and easy to use. Best source out there as far as I am concerned.

Completeness and ability to locate information quickly.

Completeness; ease of use.

Comprehensive and current.

Comprehensive list of manufacturers and ease of use.

Comprehensive listing of websites; word search for companies; discussion forum; listing by MF on home page.

Comprehensive listings, simple interface and no registration required.

Comprehensive.

Comprehensive. "Thinks" like I do as a specifier. Balanced and fair.

comprehensive; easy to navigate; few junk sites; few inappropriate producer listings; MF04 searching, relatively few producers who demand password.

Comprehensiveness; Dialog between specifiers on discussion boards is second to none at present.

Concise; easy to navigate; 4specs discussion is excellent for advice.

Concisely provides information without reading through too much unnecessary information.

Consolidation and convenience.

CSI format; easy to reference.

CSI organization; quality information.

Current; effort made to manufacturers to explain need for spec information.

Discussion forum very helpful.

Ease and resources.

Ease and speed of finding information and linking directly to websites.

Ease of access and usability.

Ease of access.

Ease of access; useful product groupings; up to date.

Ease of finding multiple manufacturers within one CSI section number.

Ease of navigation and lack of overwrought webpage design.

Ease of navigation; first site I learned to use for specs.

Ease of queries.

Ease of use and depth of resources.

Ease of use and direct manufacturer links.

Ease of use and organization; website works well.

Ease of use and speed.

Ease of use, searching.

Ease of use (26).

Ease of use. Completeness.

Ease of use. Able to quickly find what I'm looking for without much drilling. Very thorough and complete resource. Almost always find what I'm looking for within the first couple of minutes so I can get right back to writing my specs.

Ease of use; can easily compare manufacturer products to determine best fit for project; like zip code search to find local manufacturers.

Ease of use; clear; familiar with it.

Ease of use; complete and up to date information.

Ease of use; completeness of product manufacturers represented; current information.

Ease of use; comprehensive listings; links to manufacturer websites; discussion forum.

Ease of use; comprehensive.

Ease of use; comprehensiveness; speed of connection to mfr websites.

Ease of use; current resources; more extensive than others.

Ease of use; large mfr database.

Ease of use; logical presentation for finding data.

Ease of use; most information is included.

Ease of use; one of the first to convert to MasterFormat for links and still have previous format.

Ease of use; relevant information; not trying to undermine the independent spec writer industry, product/firm history (company acquisitions, etc.), clean search for products in both CSI formats and many of the search features.

Ease of use; trusted source.

Ease of use; vast number of resources.

Ease; MasterFormat; quick.

Easier search; listing of manufacturers by division is helpful.

Easier to find manufacturers; identifies changes in business, like name changes or out-of-business.

Easiest website to navigate; fast loading and searching.

Easily accessible and I am able to navigate.

Easy access, easy to use, complete, comprehensive.

Easy and complete. The forums are a big plus.

Easy and comprehensive. Quick research and selection.

Easy and familiar search database; comprehensive list of suppliers and products.

Easy and quick; initial division list and search boxes; lots of product manufacturers listed; direct link to manufacturers websites.

Easy and very quick to obtain access to all websites.

Easy and well organized.

Easy CSI front page interface and a good search engine that produces a well-organized list of manufacturers as well as links to sources of info.

Easy to access; fast downloads; broad range of manufacturers for each division.

Easy to find information on multiple products.

Easy to find product icons, good choices.

Appendix C – Responses to "Other" and Open-Ended Questions

Q18 Why 4specs is Preferred (Continued)

Easy to find what I am looking for; no annoying pop-up ads; no annoying flash graphic introductions; direct links to manufacturers.
 Easy to find what I'm looking for via MasterFormat; also easy to do a search on a mfr name if I can't find it in MasterFormat.
 Easy to maneuver through and find products.
 Easy to navigate and locate information, helpful external links to manufacturers' sites.
 Easy to navigate and organized well.
 Easy to navigate and search; reliable.
 Easy to navigate, and it opens the manufacturer's website in a new window (doesn't leave 4specs).
 Easy to navigate (2).
 Easy to navigate; don't need membership; many resources in one location.
 Easy to navigate; MasterFormat-based setup; usually a wide selection of manufacturers listed in each category.
 Easy to navigate; no subscription (free or paid); rare to NOT find what I need on 4specs.
 Easy to navigate; opens separate window for products; lists everyone.
 Easy to navigate; speed of access; categorization of info.
 Easy to navigate; wide source of manufacturers.
 Easy to remember; review discussion forum regularly.
 Easy to search! Also has the information I want and can use—general info, specs and CAD details.
 Easy to use and a lot of options.
 Easy to use and navigate.
 Easy to use and search; simplifies finding multiple products for competitive bidding.
 Easy to use and very organized.
 Easy to use and you go directly the manufacturer's website.
 Easy to use, has most of the hardware templates I need.
 Easy to use, other sites take forever to load; availability of information; have never had a problem finding a manufacturer or specific product.
 Easy to use, well-formatted website and source for up-to-date product specs, drawings, and information. The site loads initially and connects to other locations quickly, saving valuable time.
 Easy to use. Rarely doesn't have what I am looking for, and if it doesn't, it has easy access to Google.
 Easy to use. Sweet's lists mfrs alphabetically. If I don't know who makes what I'm looking for, it doesn't help. If I do know who makes it, I could go direct to their website.
 Easy to use; clear.
 Easy to use; professional; quick.; The discussion group.
 Easy to use; wide selection of products listed. Old and new CSI numbering system available.
 Easy; good source of information.
 Easy-to-use link to almost all manufacturers in my market group; connected to MF04 numbers.
 Ever since I was introduced to 4specs, I don't go anywhere else. Your site has all the info one needs. It's fast, it goes right to the source, and it's easy to use.
 I recommend it to all the architects that come to my library.
 Everyone is there, there are specifications and CAD details, and both MasterFormat 95 and MF 04 are utilized.
 Everything is right there; it is easy to access.
 Extensive mfr/source listing. Discussion forums for both interesting and useful topics.
 Fairly complete representation of products/manufacturers; easy to navigate site.
 Familiarity (2).
 Fast and easy to find what I need.
 Fast, complete, well organized
 Fast, direct, no BS.
 Fast, easy to find companies, organized by CSI section, easy to browse by product category.
 Fast, easy to navigate.
 Fastest, most clearly organized, and most complete resource for the industry.
 Find manufacturers easily.
 Format oriented toward finding manufacturer or product information.
 Format, completeness of resources, more options.
 Formatting makes it easier to quickly compare companies.
 Gets me to the info quickly. Sweets is nice, but it is very slow.
 Good cross section of manufacturers and products. Less advertising. Easy to use.
 Good database of manufacturers; well-organized site; easy to navigate; current.
 Good selection of manufacturers. Like that it is organized into CSI divisions.
 Good source for a wide range of products.
 Gotten accustomed to it.
 Great resource with intuitive browsing. Colin Gilboy is very supportive of the spec writer community.
 Handy.
 Hard-to-find manufacturers are listed; listed zip codes enables regional specifications.
 Have most of the manufacturers represented that I am interested in.
 I am new in my project management/construction document career, and 4specs is easy to navigate.
 I believe it is more inclusive.
 I do not. Manufacturers' websites not listed as an option.
 I have been using them since their beginning and have found them easy to use the links to the manufacturers.
 I have it on my desktop; it's easy to find.
 I know I can find manufacturer websites quickly by simple name search. I know if I discover a new manufacturer not listed on 4specs, it will be added after I report it, usually within hours of my message and with email confirmation.
 I know the interface and it is easy to use. I find it comprehensive.
 I like how it is organized, and most every manufacturer is represented. It's so easy to use. Also, I have no trouble finding links to industry associations, testing agencies, and code bodies. The zip code listing of manufacturers.

Appendix C – Responses to "Other" and Open-Ended Questions

Q18 Why 4specs is Preferred (Continued)

I like the clear organization, the direct link to manufacturer websites. I appreciate the knowledgeable discussions in the forum.

I like the division layout and its ease of navigation. I also like that it gives me company changes such as mergers wtc.

I like the format and am a subscriber!

I like the references.

I like the way the site is organized and I like the way the manufacturers are displayed

I understand it and it provides extensive listings of many companies; also, I have it under a button on my computer screen for easy access.

If I can't find it on manufacturer's website, 4specs has it; they are thorough

Information is arranged in CSI MasterFormat, making it easy to find products and optional manufacturers.

Informative, easy to use.

Is organized by CSI format.

It functions the way a spec writer functions or the way one thinks.

It has all the info I need. Easy to navigate and find the correct info.

It is a centralized source that has links to virtually all manufacturers in the construction industry. It's quicker than finding them otherwise.

It is a trusted reference resource recommended by design professionals based on actual use, not marketing sales.

It is comprehensive and is logically organized.

It is direct and easy to use.

It is easier to use and I get the information I want quickly.

It is easy to find stuff quickly and they have a spec forum.

It is quick and has easy access directly to the manufacturers websites organized in the way we know best, MasterFormat.

It is simple to use and connects me directly to the manufacturer's site.

It is simple to use and generally up to date. If changes are required, they are quite responsive.

It is the best and easy to understand website that has everything I need to perform my work.

It is very easy to locate manufacturers, and all the divisions are laid out for you; very accessible website.

It is very easy to use, and if you don't have the exact name of the manufacturer, it is easy to go to; also, there are several manufacturers on this website.

It provided more that sweets.com did years back and I haven't had any need to change.

It provides the information that I am searching for in the most logical layout.

It puts all the products readily at hand to compare.

It's all there! Easy to access manufacturers and do searches for products locally, regionally, and by CSI Division Formats.

It's an easy to use website, trained with 4specs.

It's easy to find products.

It's easy, fast, well-organized, and if I find something elsewhere or find a retail website on 4specs, Collin listens and acts on my suggestions.

It's fast and friendly.

Its organization and quantity of links.

It's organized the way I think; it's quick; it's complete.

It's organized well and there are many choices under each section number.

It's quick and I'm familiar with the format. I use it to organize our library and research products.

It's the first one I started using; well-organized; lots of data.

It's the only one I really recognize.

It's user focused rather than advertiser focused. It's organized like my specs are and it links to the manufacturer's site rather than outdated ads.

It's well-organized, clear, concise, isn't trying to sell me anything, loads quickly, easily navigated, geared toward my needs, tries to help manufacturers better their sites, responsive.

I've been using 4specs for several years now and I like the way the information is organized, so I can quickly find what I'm looking for.

Just a good, easy-access site.

Largely complete and adequately detailed.

Links to majority of manufacturers our office uses; section listings in both 1995 & 2004 MasterFormat.

Logical set up and easy to get the information that I need.

Long list, active links.

MasterFormat 2004 listings.

MasterFormat friendly; easy access to mfr's 3-part specs.

More familiar with it; seems to be consistently reliable.

Most complete; quick access.

Most products fit the price point of the firm (middle range as opposed to high-end products); does not require registration or password; decently categorized.

Much easier to navigate.

Multiple manufacturer listing.

Never find a vendor that is not there.

No Flash or Java reduces site overhead and makes access fast. Site never contains content that is inappropriate for business use so there is nothing that is blocked by our systems. Site does not require registration.

One-stop shopping.

Organization (MF04), clarity, ease of use, and broad selection.

Organization and available information.

Organization by CSI MasterFormat; ease of use; not bombarded with advertising; quickness of use.

Organization, clarity, completeness.

Organized according to system I know (MF 2004). More direct than Google.

Organized by spec divisions and sections; clear, concise, complete.

Organized for quick look-up.

Organized per Masterformat; ease of use; construction-specific.

Organized, categorized, multiple manufacturers, relative.

Organized, user-friendly and large variety of manufacturers.

Personal preference; except for Thomasnet, don't like the others.

Appendix C – Responses to "Other" and Open-Ended Questions

Q18 Why 4specs is Preferred (Continued)

Products are systematically and accurately categorized according to Masterformat '04. Manufacturer website comes up as separate page which facilitates searches. For an experienced specifier, this is definitely the most productive site.

Provides easy access directly to almost all manufacturer's websites. I like the fact that all mfrs. are listed even though all do not pay to advertise.

Quantity of content and easy to navigate.

Quick access to information.

Quick and easy and usually can find what I need.

Quick and easy to use. Very complete. Has most but not all mfg website technical information I need. Except for LEED data.

Quick and easy.

Quick source.

Quickness, completeness, MF04 system, geographic listing, good support.

Referenced by spec section.

Reminded of it more since used to read its forum.

Set up nice.

Simple and straightforward, easy to navigate.

Simple and straightforward.

Simple to use.

Simple to use; sends you right to the source for the information instead of trying to piecemeal portions of what I need. 4specs.com has nearly all manufacturers listed as compared to other sites that only list a select few who pay them large amounts of money.

Simple, direct, comprehensive, no clutter on the website.

Simplicity, ease of use, good information.

Site is user-friendly.

Speed, accuracy, format, complete.

Started with it and most familiar.

Straightforward access; information easy to retrieve.

Straightforward format; user-friendly; current data.

Strictly a portal, direct to mfg website, no overhead.

Success rate of finding products.

Takes me directly to mfr's site without fuss. I don't lose 4specs when I transfer to the mfr's site; can return and research another mfr. Just lists the mfrs without extraneous info I don't want to have to review at first.

The configuration is easy to follow and jump from page to page.

The listings are current, precise, and broad-based.

The website has a quick search engine filled with applicable website links that make my spec writing quicker by not allowing fluff design. I am able to specify quicker.

There are a large variety of manufacturers to choose from, and I can get additional ideas from the forums.

To look up fabric content and to order fabric samples.

Total information of products and divisions numbers.

Useful.

User friendly; very intuitive to search; pages load quickly; discussion forum contains numerous postings from peers and industry experts and is a good resource for posting questions about products and specifications.

User-friendliness.

User-friendly and I always find what I'm researching; I like the fact that the manufacturers list is always current.

User-friendly for small contractor; many manufacturers.

User-friendly links through CSI Division format.

User-friendly.

User-friendly; easy navigation; MF 95 cross ref; comprehensive (wide mfr inclusion); direct links to mfrs; "Changes in Companies" info; personal service from publisher; tabbed dividers; mfr location info; great search field.

User-friendly; useful easy links.

Very convenient and comprehensive.

Very easy to use. Gets me to the manufacturer's websites for the full information they make available there.

Very quick and very easy to use. No hassles (like having to sign in) and no time wasted trying to figure out where to go for info. Also a very thorough site with all proven manufacturers. Only problem: This online survey is a bit time-consuming.

Very seldom can I not find a product on 4specs. It's the shortcut at the top of my favorites. No reason to spend time on other sites.

Very user-friendly; easy to find manufacturers/products.

We are a division-10 material supplier only. We come to your site to find the correct manufacturer to supply cut/data sheets to the contractor for approval.

Website is easy to use for searches and seems to have more products listed.

Well layed out, most links are valid and represent good information sites.

Well organized; good product info; source in one location.

Well organized and minimal "interface." Also, the forum is a great resource to see what's going on in the spec community.

Well organized, easy access to major players.

Well organized, lists most manufacturers.

Well organized; many links to appropriate products and manufacturers; user-friendly.

Well run, simple to use.

Yes, more detail-oriented.

You list manufacturers' websites by CSI's MasterFormat titles and numbers, not just some sales company that you get with Google.

Appendix C – Responses to "Other" and Open-Ended Questions

Q20 What Was Being Searched on Day of Survey Fill-Out

09 30 00
 28 3100 Fire Detection and Alarm
 4specs, Google
 Access doors for plaster installation
 Access doors, rolling fire shutters, carpet, VCT, VWC, CT
 Accordion doors
 Accordion walls
 Accuride glides
 Acoustical ceiling panels
 Acoustical ceiling systems - smoke barrier testing
 Acoustical isolators
 Acoustical panels; drywall reveals
 ADA accessories
 Aggregate base
 Air conditioning equipment
 Air handling unit manufacturers
 Aluminum airfoil sun shelters
 Aluminum and glass sliding entrance doors
 Aluminum storefronts
 Aluminum windows (2)
 API codes, industry specs
 Appliances
 Appropriate CSI numbers for filing
 Architectural mesh
 Architectural precast concrete
 Armstrong ceiling tiles
 ATFP storefront windows
 Athletic equipment
 Athletic equipment, wrestling mats, resilient floors
 Attic stairs
 Auditorium seating
 Auto operators & pivots
 Automatic entrance doors
 Baluster lighting
 Best access locks
 Best access systems "peaks" cores and keys
 Bicycle racks, brick and CMU
 Bifold mirror closet doors
 Bike racks
 Bike racks, elevators, insulation
 Bike racks; acoustical ceilings
 Bituminous roofing
 Blown-in inulation and glass block
 Building lettering
 Built-up roofing repair specifications
 Bullet-resistant doors (2)
 Carpet
 Carpet and resilient flooring
 Carpet tile companies
 Cast in anchor bolt sleeves, neoprene sheeting, stainless bolts
 Cast stone (2)
 Ceiling mounted hot water coil cabinet heaters
 Ceiling products
 Cement
 Changes in companies
 Children's water closets (not a typical search)
 Clarion tubs and showers
 Clay roof tile
 Closed cell insulation
 CMU foam-in-place insulation; water-resistant admixtures for CMU
 Coiling overhead doors
 Coiling overhead doors, mineral-fiber siding
 Cold-formed metal framing
 Column covers (2)
 Commercial fiberglass doors and frames, decorative retaining wall blocks
 Commercial gas fireplaces
 Composite metal panels, roof edge systems, curtain wall systems and framing
 Computer furniture
 Concrete bridge deck expansion joints
 Concrete grouting – high-resistance grouting
 Concrete masonry units
 Johnsonite
 Just started work today - have meetings most of the day
 Kolbe & Kolbe windows
 Laminate for cabinet doors, may use wood finish look
 LEED
 Lighting
 Lockers (3)
 Lonseal vinyl flooring; safety deposit boxes; applied fireproofing
 Looking for a manufacturer of commercial refrigerator to be used in a public area
 Louvers (2)
 Louvers, sunshades
 Magnetic tackboard, vegetative roofing
 Masonry weep systems, roof doors, plumbing products
 MDF board manufacturers
 Medium bed tile mortar
 Membrane ceilings
 Metal decking
 Metal detectors
 Metal flashing for precast panels
 Metal panel wet seal systems
 Metal panels and accessories
 Metal roll up doors / shutters
 Metal roof panels
 Metal roofing (2)
 Metal roofing and siding companies and details
 Metal roofing and wind ratings
 Metal roofing; security glazing
 Metal stairs
 metal stairs and wood finishes
 Metal studs
 Moisture issues for an indoor swimming pool
 Mortar net products
 Motorized window shades, acoustical ceilings, sealants, roof cover boards
 Movable wall panels
 Multiple products
 N/A (17)
 New Masterspec format information
 No technical products. I am working on Division 1
 Not searching today...just wanted to fill in your survey; thank you
 Not today, but last week foam roof coatings
 Nothing – doing this survey!
 Nothing - taking a day off
 Nothing (11)
 Nothing currently; but the day isn't over!
 Nothing in particular
 Nothing right now – catching up on administrative tasks
 Nothing today, so far!
 Nothing yet (2)
 Nothing; directed to survey by mailer
 Nothing; I'm responding to the postcard
 Outdoor light poles
 Outdoor site furnishings and planters
 Overhead coiling doors (2)
 Overhead doors
 Overhead fire shutters
 Paint (2)
 Paint; acoustical panel ceilings; cubicle curtains and tracks; access flooring
 Painting, MDF panels
 Paper straws for orchard use as beehouses
 Parking requirements
 Perforated metal panel
 Permeable concrete
 Plastic insulation
 Plastic pipe and fittings for subdrainage
 Playground mats
 Plumbing
 Plumbing fixture specifications
 Plumbing manufactures
 Pneumatic tube systems
 Portland cement plaster
 Power door operators for swinging doors (first time on your site...ever!)

Appendix C – Responses to "Other" and Open-Ended Questions

Q20 What Was Being Searched on Day of Survey Fill-Out (Continued)

Concrete moisture protection	Preinsulated pipe and solar controls
Concrete repair products	Pressure sewer system components
Cool roof coatings	Products for a new project
Copper fitting by Nibco	Projector lift
Countertop materials	Quartz and resin countertops
Curtain wall and underslab vapor barriers	Rainscreen metal wall panel systems
Curtain wall data; interior aluminum opening framing systems	Reflective insulation used for floor applications
Curtain wall systems	Related section philosophy
Curtain walls (2)	Removable bollards
Deck products	Residential appliances
Decorative metal panels	Residential applications of laundry chutes
Dimension stone	Residential handrails
Div 01	Resilient athletic floor coverings; telescoping stands; portable stands
Div 7 waterproofing	Resilient flooring, lecture room seating, wood athletic flooring, waterproofing
Division 07 and 09 products	Rolling grilles
Division 8 and 9 products; radiation shielding	Rolling grilles; perforated hardboard; phenolic lockers
Don't know	Roof accessories
Door hardware (2)	Roof anchors for window washing
Door hardware and steel deck	Roof coatings
Door hinges	Roof garden trays, sound absorbing gypsum board
Doors	Roof panels and loose laid river stone
Doors and door hardware, glazing, and occupancy sensors	Roofing – modified bitumen systems
Doors and windows	Roofing (2)
Doors/accessories	Roofing product manufacturers
Dor-O-Matic templates	Roofing products
Drawer slides	Roofing systems/products
EIFS products	Roofing underlayments for metal roofs; wall underlayments like Jumbo Tex, etc.
Elevator hoistway door smoke control assemblies (Div. 08? 07? 14?)	Roofing, flooring
Elevators (2)	Roofing; insulation; cement siding; composite decking; misc. LEED products
Emergency generators	RTU flashing curb details
Entrance doors	Safety railings, x-ray shielding, doors, lockers, epoxy flooring, and other stuff
Entrance mats, integral color concrete, form liners, metal wall panels	Seismic joint covers
EPDM roofing	Self-consolidating concrete
Epoxy floor coating	Ship's ladders
Epoxy terrazzo	Shower enclosures
Expansion joint	Signage (2)
Expansion joint systems and covers	Single ply
Expansion joints	Single ply membrane roofing
Exterior fountains	Single ply roof
Exterior rubber tread coverings	Skateboard deterrents for handrails
Exterior tile paving on terraces over enclosed space	Skylights
Exterior wood shutters, tackable wall surfaces, precast concrete	Sliding glass doors for an ICU
Fabric price	Solid surfacing wall paneling
Fall protection systems	Sorry, it's Saturday
Fiber-reinforced cement siding	Speaker mounting arms; waterproofing
Finish hardware	Spec sheets for a submittal
Finishing of recycled aluminum window and curtain walls	Specialty doors and frames and whatever else comes my way
Fire alarm information	Sports equipment
Fireplaces	Sprayed acoustical insulation; K-13
Fire-rated windows	Sprayed insulation, lead glass (radiation shielding)
Flexible flashing membranes	Spray-on fireproofing
Floor coverings; walk off mats	Square D and GE Switchgear
Floor grille systems	Stainless steel handrails; fire hose cabinets; concrete sealer
Flooring	Stainless steel medical casework
Fluid applied roofing...info and companies that provide it	Stairs
Folding partition and insulated panels	Steel doors, paint coatings
Folding partitions	Steel joists
Foot grilles; roof hatches; insulating sheathing	Stone tile
Forced-entry ballistic-resistant doors and windows	Store fixtures
Gable ornamentation	Structural glass
Garage doors	Structural glazed curtain walls
Gate operators and cantilever sliding gates	Study carrels – secondary education
Geogrid materials	Stuff
GFRC	Submittal sheets for specific manufacturers
Glass	Sustainable products and metal panel systems
Glass and metal storefronts and curtainwall	Synthetic safety surfaces
Glass doors; Shoji screens	Tack boards and projection screens
Glass flooring	Technical specifications for instrumentation and control
Glass, metals, finishes, coatings	Terrazzo flooring, banners, cafe doors, wall panels
Glazed curtain walls	Thresholds
Glove testing devices	T-mold for cabinets
Grease duct wrap	Toilet and bath accessories (manufacturers)

Appendix C – Responses to "Other" and Open-Ended Questions

Q20 What Was Being Searched on Day of Survey Fill-Out (Continued)

Green products and methods
Grinder pumps
Gymnasium equipment, insulation, hardware, doors, paints & coatings
Hand/guard rails
Hangar doors; residential light fixtures
Hardware, finishes, exterior envelope
High-performance coatings
Hoists
Hollow brick
Hollow metal door frames for bi swinging doors
Hollow metal doors
Hollow metal doors, exterior ornamental gates and fences, fire rated glass
Hollow metal pocket doors
ICFs last week
ICU/CCU sliding doors
I'm looking for iron oxides and other means of coloring concrete materials
Impact-resistant aluminum windows
Industrial exhaust ductwork exposed to weather
Industrial fans
Industrial storage systems
Insulation (2)
Intumescent mastic
Intumescent paints

Toilet partitions, roof specialties, and particleboard
TPO roofing
Trench drains for a pool deck
Ultraseal
Under-slab vapor barriers
Unit masonry facing
Urinal flush valves
Vapor-reducing products for reducing moisture drive in existing slabs on grade
Visible transmittance of various windows
Washroom accessories
Water closets
Water fixture units
Water level monitoring; telemetry
White cap-sheet built-up roofing
Window wall systems
Windows (2)
Windows and doors
Windows, hydronic heating systems; green roofing systems
Wood athletic sports flooring
Wood clad window brands
Wood doors
Wood stairs, commercial
Wood windows

A lot of finish products, athletic flooring, elevator options, and detention facility furnishings, all before noon
Acoustical ceiling, alum storefront windows and curtain wall; mostly for LEED information
All glass entrances; shower units; light fixtures; ceramic tile; carpet; metal fabrications
Ballistic resistant glazing, static-dissipative access flooring, and ductile concrete
Carlisle CCW MiraCLAY. I am being required to supply "water sample tests, warranty examples, & 6x6" samples
Colt Solar shading to find out in what division they would be, so I did a search for the product itself on 4specs to see in what division 4specs has categorized it
Converting my master specification from old CSI to new CSI; using 4Specs as a guide
Door hardware (can't find a hardware consultant with appropriate security clearances!)
Foam roof. Was told about 4specs and this is my first visit. Like what I see. I expect to try this often in the future and possibly use this as my first choice/source.
High-performance paint, spray-on fireproofing, curtainwall, graffiti-resistant coatings, concrete sealers
I am a consumer trying to find blinds-between-the-glass (besides Pella) for replacement windows; I Googled it
I am starting at a new position on March 4 to setup a spec department for an office of 25 personnel
Intumescent fireproofing, air and vapor barriers, grout for ceramic tile and related ANSI references
No added urea formaldehyde particle board and MFD; paint and coatings, methane gas/landfill; IPM; construction waste management and disassembly for starters
Not currently active; if active, it would be products for residential and small commercial
Not much – at home sick with the flu. I just saw the survey because 4specs.com is my home page on my home web browser as well as at work
Nothing yet; I am starting my day by responding to the "survey" postcard you sent out
Processing/evaluating new manufacturer's binders, for reference not for specific project
Roof curbs, operable partitions, fire protection specialties, roof hatches, fire and smoke vents, masonry flashing, sheathing, insulation, handrails, sealant, much more
Specified products for comparison of equal models and to insure proper material use
Spray applied fireproofing systems and product application requirements to achieve certain fire resistance ratings
Sto System as a substitute for Stucco that is supposed to have a warranty. I just gave up, as I need to call people on Monday
Unbonded post-tensioned concrete; architectural grilles; laminated & insulating glass; machine-room-less elevators; LEED rqmts for precast arch'l concrete, masonry, TPO rfg, jt sealants
Used it for numerous manufacturers. I cannot remember them
Wall protection, louvers, toilet partitions, lockers... some of the things I have used it for today
Winery project in California; Master Specs for retail store outlets; multifamily residential condo/apartment
Writing an RFP for a federal facility and needed to download GSA forms at GSA website; used 4specs and found the item I was looking for right away

Q25 Arrival Method to 4specs on Day of Survey Fill-Out (Other)

A colleague informed me of the website
Advised by a consultant
Bob Johnson sent link to Discussions
Discussion Forum registering
Fellow coworker
I do not remember
Independent specification writer

Link to 4specs from office intranet
Received postcard/mailler (4)
Reference of a well-respected specifier
Specification writers recommendation
Via email (6)
Word of mouth

Appendix C – Responses to "Other" and Open-Ended Questions

Q28 Typical Use of the Information Gathered on 4specs

4specs usually has direct links to the manufacturers I am researching, which I then connect to. However, 4specs is much more than that. I also use 4specs for the discussion board and to verify if manufacturers have been closed.

About half the time. Mostly use it for research.

Abstract it into SpecLink or Masterspec masters.

Add data to our master specs.

Additional sources.

Aid in designing and developing specs.

As a guide for editing MasterSpec.

As a link to manufacturer's site.

As a resource to incorporate information into job-specific specifications.

As a search engine for relevant companies when doing research for projects; to find companies by CSI division when processing new product binders.

As I am developing a spec section, I go to 4specs/manufacturer sites to pull up technical information on basis-of-design products. I usually download a spec or product data sheet into my Product Data folder for the project & pull technical info directly.

As noted - do not typically use 4Specs for product research. If gathering info in this way, it is typically to identify products or alternate products to suit project criteria, to gather product specific info for incorporating into spec.

As part of specs/project manuals for projects.

As the basis of specification product information and to resolve field issues.

Assimilate into project specs.

Assist in developing or refining OfficeMaster specification; research products for use in developing details; check to see if manufacturers have been bought by other companies to ensure specification inclusion is accurate.

Assist with specs of my own.

Background info, product comparison.

Basis-of-design manufacturer specifications.

Bids and product search.

Budget pricing, cut sheets

CAD drawings.

Called the manuf. for more info if interested.

Capture product data sheets for project folders.

Choose the product (features, warranty, gage, etc.), then write the specification section.

Collect product data, link to manufacturer, use specification text.

Compare products; verify technical information; locate basis for section not in master specification system.

Comparison.

Comparison of products or systems.

Computer-cut-ten.

Confirm validity of mfr and product; obtain mfr and product info; contact mfr; print product info.

Connection point to get to manufacturers.

Consult with designers and PMs to finalize selections and integrate into specs.

Contact info, images, CAD drawings, pricing.

Convert to physical data in CAD, find cut sheets for specs.

Cut and paste salient mfrs info into my office master.

Decide what I'm going to specify that fits my purpose and avoids past disappointments.

Depends on what my clients ask me to do with the data.

Detailing info.

Develop limited (proprietary) listings of manufacturers and products to be named in specifications.

Develop project specs.

Developing construction specifications.

Developing project specifications.

Directly extrapolating factual information into specifications' text.

Directly for writing project specs.

Download information and verify with manufacturers prior to choosing to add to office specifications.

Download information and sometimes print it.

Download tech specs.

Drawing detailing and spec editing.

Drawings.

Help with decision-making, leading up to our preparation of specifications.

Either forward information to project architect looking for data, download spec to incorporate into project.

Estimating.

Filing of product literature; reference material.

Filter it and then incorporate the salient points in the technical document being prepared.

Find manufacturer then contact local rep.

Find manufacturers, products, reps, contact info, link to mfrs pages, download guide specs, product data, research companies (location, history etc.).

Find multiple companies to look at their products and determine which fit our projects.

Find new products; easy, quick access to known manufacturers' sites.

Find one or two manufacturers of the product I am looking for, and going to their websites by clicking on your list.

Find or verify spec requirements.

Find product manufacturers

Find product names; find manufacturer's legal name; find model numbers; check availability.

Find products and go directly to website before contacting sales rep.

Find products to further research.

Find products to meet design needs.

Find specific product info (usually technical data) and/or a rep, if I need to talk with someone.

Finding manufacturers; appropriate spec section numbers; product links.

Appendix C – Responses to "Other" and Open-Ended Questions

Q28 Typical Use of the Information Gathered on 4specs (Continued)

Follow links to manufacturer's websites, then print out datasheets or specs and also save an electronic copy to our network, creating an electronic product binder for each project I am working on.

For binder update, looking for new products to provide for office library, or research for an architect's request or for AIA/CES see which manufacturers offer CE.

For comparison of specified products or to insure proper material use in specifications.

For design purposes, choosing manufacturers so I can choose colors.

For education; I do not produce specs.

For estimates; better understanding how products get installed for pricing.

For evaluating products.

For my guide specs system or for a project spec.

For organizing our library and finding product manufacturers.

For project files; data for specifications.

For reference in selecting a product for incorporation into my current project.

For research paper purposes.

For sales and specs.

For selecting products and providing specifications for CDs.

For spec being worked on at the time.

For spec information and additional manufacturers of products.

For submittals on possible jobs.

For templates.

For visiting mfr websites.

Forward recommendations to client, then to spec writer.

Forward to architects/specifiers.

Forward to specification writer.

Gather CAD data, save product cut sheets to share with the professional spec writer.

Gather CAD details and specification information.

General knowledge.

Generate or improve technical sections of specs.

Get general list of available manufacturers then visit their website.

Give information to Building Permit applicant or inquirer. Give information to Building Inspector so they know what to look for. Add description to Building Permit set of drawings to make performance requirement to a specific product.

Give to architect as a basis of design.

Go to div, then section, then view mfgs. I gather the info I need and select the one I can use for the info I need.

Go to manufacturers' websites; incorporate into specs as comparable products; revise out of date manufacturers firm names.

Go to manufacturer website, look for technical information/specs, and incorporate into office master.

I bookmark the manufacturers site into my personal favorite file using the masterspec division and a personal subfolder system.

I contact the rep.

I create .pdf files to augment the Project Architect's Checklist.

I find listing of manufacturers; visit their sites; look for standards; visit the discussion forums.

I forward URLs of the manufacturers sites to the designers or use it to go to websites for research and to update our "rolodex."

I gather cutsheet information to help specify or coordinate with electrical/structural/mechanical engineers.

I gather info on fabrics.

I incorporate information I find into construction specifications.

I incorporate it into specs.

I often type in manufacturers' names to get their web addresses, but also use the MF04 listings to find manufacturers for specific applications when I'm not sure who I want or need to use.

I put parts of mfr's technical data into my project specs. Sometimes, I use what I see to initially make a product selection or confirm code or performance compliance.

I research various product categories and check out the sites that I think are the best fit for the project. I know that not all companies use 4Specs, so I will check Sweets and also use Google.

I select a product to specify.

I typically review the firm's drawings for quality assurance and constructability, the information gathered is to confirm drawings (details) and specifications with manufacturer's product information.

I use 4specs in a number of ways: to identify products for use in our designs, to identify equivalent products that we can use in our designs where a basis product has been selected, and to research products during construction contract admin.

I use it just as I used to use Sweet's and manufacturer's binders in the olden days.

I use it to go to manufacturers websites for product information and to download the specifications for editing and then incorporating into the Project Specifications and Office Master.

I use manufacturer specs, product datasheets and manufacturer submittal packages to obtain information to prepare either an Office Master specification or project specific specifications.

I use the blog only – not the manufacturer info site on 4specs.

I use the information for submittals and closeouts and also for specifications and phone numbers.

I use the information to incorporate into the product research and the specification.

I use the mfgs Data Sheets for writing specs; also use Data Sheets for our Design Data Handbook which goes to clients for review of the product we specify as Basis-of-Design.

I use this information to help me make submittal packages to submit to the architects.

I usually need to find manufacturers with details on their website so I can incorporate them into project drawings.

I write specs with it or update in-house masters.

Identify acceptable products; gather technical information.

Identify sources for competitive specification; or decide on which of several divisions/sections to use to specify a new product.

If I find the product I want, I print off the sample or make an electronic copy.

I'm usually looking up product characteristics or looking for a 3-part spec.

Incorporate portions into specifications.

Incorporate info in plans and specs.

Incorporate info in specs.

Incorporate info into specs and use data for drawings.

Appendix C – Responses to "Other" and Open-Ended Questions

Q28 Typical Use of the Information Gathered on 4specs (Continued)

Incorporate information into Masterspecs Sections.
 Incorporate into master spec for particular project.
 Incorporate into MASTERSPEC sections.
 Incorporate into my specifications. For manufacturers/products that I have specific control over specifying (i.e., the architect didn't give me the product to specify) and they're not listed in 4specs, they typically are not listed in my specification.
 Incorporate into our specifications (2).
 Incorporate into project CDs, respond to contractor questions.
 Incorporate into project manual.
 Incorporate into project spec(s).
 Incorporate into project specs.
 Incorporate into spec; use it to contact manufacturer or distributor.
 Incorporate into specifications (2).
 Incorporate into specifications. Use data and downloads to develop drawings.
 Incorporate into the project specs. List additional manufacturers for competitive bidding.
 Incorporate into written spec sections.
 Incorporate into written specs or details.
 Incorporate it into project-specific specs, and into office master; use it to answer specific questions raised by project teams; basic research.
 incorporate tech data into specs; compare products.
 Incorporate tech info into project manual. Distribute info to PA for use by project team.
 Incorporated tech data into project spec.
 Incorporating technical data into project spec or drawings. Help in product selection.
 incorporation into project specs.
 Info to decide which brands to become approved applicator.
 Inform clients, incorporate into specs, save in reference files.
 Information for specifications; making recommendations to designers and architects; forensics.
 Information purposes to make an informed consumer choice.
 Input for specifications.
 Insert info into a binder to give to the spec writer for my project.
 Insert some information that I have found into a spec that I am working on.
 It is to obtain contact information of manufacturers.
 It's different every time.
 Job take offs.
 Learn about products and manufacturers.
 Link directly to manufacturer's website, make phone call based on contact information research, find manufacturers in geographic area.
 Link to manufacturers' websites.
 Link to mfg's website for further research of product I want to find.
 Links to manufacturers' sites; copy/paste into spec.
 Locate existing manufacturers. Verify product data. Clarify specifications.
 Locate manufacturers, identify specialty item spec section numbers, locate company address and contact info, etc.
 Locate manufacturers, verify available specifications for reference.
 Locating sources, materials research.
 Look at samples.
 Look at the technical information to find out what a product is or look at different manufacturers to compare products.
 Look for applications, spec data, testing data, CAD details for applications and save to my project folders as applicable.
 Looking for alternates, looking for options available.
 Make product selections and relay them to a spec writer who writes the specs for the project.
 Make selections, identify requirements.
 Manufacturer and product numbers.
 Model numbers or specific product information.
 Modify existing specifications with updated information.
 Mostly templates or catalog cuts.
 N/A (5).
 Obtain manufacturer's technical info and specifications when available.
 Performance criteria.
 Personal and office research about products.
 Plumbing specifications.
 Potential.
 Present products to clients and consultant for uses, and incorporate products in the drawings.
 Presentation to clients.
 Print for clients or email to clients.
 Print .pdf product data pages and save specification text in word-processing format.
 Print and distribute to staff to talk to architects or contractors.
 Print and read.
 Print data; create specifications; create list of acceptable manufacturers.
 Print it and present to the owner and architect.
 Print or download to project files.
 Print out and/or save to file on my computer.
 Print out information for evaluation with designer or to incorporate into the specifications.
 Product availability and comparisons.
 Product comparisons, guide specs, technical data.
 Product info to use as basis of specifying or to see options available.
 Product information.
 Product research (5).

Appendix C – Responses to "Other" and Open-Ended Questions

Q28 Typical Use of the Information Gathered on 4specs (Continued)

Product research of product search.
 Product research, manufacture research.
 Product selection for specs/spec info (2).
 Product selection, basis of design.
 Product selection.
 Product selection; comparing product performance.
 Product selection; developing specification requirements.
 Product specification.
 Project-specific information, product literature for file, specification preparation.
 Pul together several manufacturers information and give it to the project architect for them to review to select products for specifications.
 Really depends, may be specific information that I'm looking for or it may be more general information.
 Reference – to know to include or delete manufacturer from spec, based on project requirements.
 Reference for specification writing.
 Refine specifications.
 Representative Image and gross spec.
 Research (3).
 Research and incorporate specific text into master; look for guide specs for products that we don't have masters for.
 Research materials and manufacturers for projects.
 Research specific products. Product comparison.
 Research technical data, recommend products to project manager/client, compare similar products of different manufacturers, etc.
 research, product selection and spec writing.
 Researching mfrs for specific equipment requirements.
 Researching options.
 Review products with owner, designer, and/or general contractor.
 Review to include in documents.
 Save data sheets to project file, copy required info to spec, reformat mfr's specs, contact mfr if required info is not available on the site.
 Save URL, copy PDFs of product descriptions, etc. to project specific folders.
 Search engine.
 Search for manuf.
 Search manufacturers.
 Select several options for a certain product solution and present to owners to select one; research products on 4specs then visit the mfr's website to learn more about the product in order to specify in my project.
 Selecting products, detailing, and for specifications.
 Share with project architect and/or incorporate into specification.
 Show to client or project manager.
 Since most of our products are already spec'd, I usually am looking for product details to coordinate with my drawings.
 Sometimes for classifying a product into a specification section, mostly for easily locating manufacturers that provide CAD details.
 Source manufacturer and/or sales rep.
 Specific mfr data.
 Specific product physical data to be incorporated into specs.
 Specific section numbers; specific product language; specific manufacturers.
 Specifications, detailing.
 Specs and drawings.
 Study competitors designs.
 Submittals, technical data.
 Suggest products/materials to design teams, use technical information for specifications.
 Supplement arcom MasterSpec.
 Support product selections or evaluation.
 Technical data, unit prices.
 Technical information for 4specs.
 Technical specifications, colors and finishes.
 Text/reference preparation.
 There are a variety of ways to use the information from incorporating information directly into specification to showing a project architect a new product or detail.
 To access mfr's website. And to look at discussion forums.
 To aid in editing specs; I also use it to send our MasterSpec to all the different companies for there review.
 To clarify how my spec should read to get the product I want. I specify alot of government work and we are required to specify 3 equal products.
 To compare expansion joint specifics and profiles.
 To compare manufacturers or to search for a particular product among a group of manufacturers.
 To compare products.
 To contact manufacturers about product quotes.
 To create a specification for a specific project item.
 To decide on an appropriate product and to obtain specification information.
 To describe product attributes in a master specification.
 To determine suitability of products.
 To develop details and specifications.
 To develop details and/or specifications associated with construction documents.
 To develop office master specs, outline specs, and project specifications.
 To develop specs or details.
 To do estimates.
 To evaluate manufacturers, gather cost information, find specific data regarding needed products.
 To find manufacturers for a certain product. To compare product.
 To find manufacturers' products to bid or buy for installation.
 To find mfrs & products which we typically do not use on projects. Develop list of manufacturers to review and their products to evaluate.

Appendix C – Responses to "Other" and Open-Ended Questions

Q28 Typical Use of the Information Gathered on 4specs (Continued)

To find products to specify or to list as equals.
 To find resources and solutions to problems.
 To gather information about a product. If I decide to specify the product, it is sometimes helpful to have the manufacturer's specs.
 To gather information on installation techniques/restrictions.
 To get clarity on details for installation.
 To get to a manufacturer's website so I can locate a product that suits the project's needs.
 To help formulate my specifications.
 To identify manufacturers that have products that satisfy my requirements and to use that information in our specifications and or recommendations.
 To inform the architects and write the specs.
 To insert into specs.
 To list acceptable manufacturers/products.
 To list regional manufacturers in our LEED specifications, to find a MasterFormat for an obscure product or system, to find a website address for a particular product.
 To locate contact information for manufacturers.
 To make product recommendation to proj architect/designer; to make manufacturer specific revisions to product specification for a project.
 To obtain descriptive information and salient characteristics about products already being specified; to find out which manufacturers make a certain product or material; discussion forum: to obtain background information and experiences of peers.
 To research and write specs.
 To research products for incorporation into a MasterSpec section or for product selection process.
 To research spec sections which I'm developing.
 To search for manufacturers.
 To see list of manufacturers and go to their website for more info.
 To select and research products to propose for use as basis of design.
 To sell.
 To supplement sections that are not included in Arcom.
 To supplement/expand specification information for a project, fill the holes the architect left out when giving me information for the project.
 To verify manufacturers and product listed in office master; product research.
 To verify product information.
 To write specs. Dah!
 To write specs; to respond to contractor's RFIs; to respond to requests from architects requesting a product which will do.
 To identify possible mfgs for products or assemblies I am specifying and to quickly find a mfg and website access for a specific product I am looking for.
 Typically looking for manufacturers.
 Understanding components available; finding additional mfg for contractor to choose from; researching products physical characteristics, understand its appropriate use.
 Update a specification.
 Use info to see which manufacturers should be included in spec based on their product literature.
 Use it for producing project specifications for my clients.
 Use it to develop our spec. Find products, manufacturers, etc.
 Use it to incorporate into specs or drawings. Sometimes to find a contact from the manufacturer for additional information.
 Use mainly as a search engine to manufacturers; websites.
 Use manufacturer list prices & specifications for installation measurements.
 Use the information to formulate a spec section or augment an existing spec.
 Used for design and manufacture of custom modular housing.
 Used to specify products to customers; research products specified by architects.
 Usually to access a manufacturers website for specific product data and then to download the manufacturer's 3-Part CSI Specification.
 Validating Specifications and making buying decisions.
 Verification of technical information, to find specific manufacturer's web page.
 Verification that it exists or to get further detailed information.
 Verify which manufacturers make products that meet project requirements, find new manufacturers for inclusion into a project.
 We create submittals to send to contractors for approval for specific materials.
 Write or edit a specification section.
 Write specs or research/compare products.
 Writing specifications (2).
 Yes.

Q29 Recommendations for Making 4specs More Useful

4specs does an excellent job of covering a broad range of products and keeping product links current. The one link I don't like is to USG Design Studio – I would rather be directed to straight product information. I would like more manufacturers.
 4specs is excellent as is. I particularly like the discussion forum and I visit it often. If I want to shop around or look for new products I always use 4specs.
 4specs is just fine the way it is.
 Add as many manufacturers as possible. The more manufacturers, the more likely I will just need 4specs.
 Add more hardware manufacturers, and also more Division 09 interior finishes manufacturers.
 Add more links (2)
 Advance search function might be nice.
 After searching for a manufacturer, it would be useful to me if the section numbers were linked to the MasterFormat lists on your website.
 Allow it to drill past the "sign-on/registration page". Those pages frustrate me. Passwords from 2 years ago and other things often "stop me" and I go to another site.
 Allow selecting/copying text at all levels of Sections; e.g., I may copy "03 0510 - General Concrete" to create a folder w/ that title in my project, but I cannot copy & paste "03 0511 ..." into my folder. I have to type it in.
 Alternate list of spec titles alphabetically when one may not know the specific division or section number.
 Arrange Product Discuss, including discussion archives, according to MF04. Where discussions overlap multiple divisions and sections, provide links. Ask participants to include a MF04 section number.
 Ask manufacturers to include a specific page on their website of LEED credit information. But it has to be detailed and very specific, not fuzzy-wuzzy PR bullshit.
 Ask manufacturers to update information on websites.
 Assist in improving websites to create easy-to-find menus and three click searches once on website.

Appendix C – Responses to "Other" and Open-Ended Questions

Q29 Recommendations for Making 4specs More Useful (Continued)

Auto-generated specs would be a nice addition.
 Better search engines.
 Better search engine within 4specs.
 Better search function – I rarely get the specific information I'm looking for with your search.
 Can it bring me coffee?
 Can't think of any right now (5).
 Categorize products by generic name for major search engines to use like an index. The way you have the product with a short description is excellent. Interior finishes would be helpful if flame spread ratings were flagged and separated.
 Closely coordinate with Arcom Masterspec organization.
 Closer to MasterFormat numbering.
 Combine some of the categories.
 Continue to expand types and quantity of products and manufacturers to your site.
 Continue to keep it simple and direct.
 Continue to make it more inclusive, even if manufacturers don't buy ads; include regional companies somehow.
 Create a "tradenname" or "brandname" search box.
 Create user account for saving links.
 Cross reference accessory or associated products in other divisions.
 Cross referencing
 CSI MF04-to-MF95 cross ref (the reverse of MF95-to-MF04); MF04 Key Word Index search.
 Currently, I only use the forums as an information exchange.
 Delete the MF 04 numbers; not interested in LEED (pay for points), but if you approach from sustainability, I might be more interested.
 Difficult to say. I cannot think of anything at this time.
 Direct access to manufacturers specs but not like arcsats way.
 Direct links to details.
 Discount coupons.
 Do not change a thing, but keep up with technology.
 Don't cave into pressure to dilute categories (even from users); keep categories narrowly focused.
 Don't know (3).
 Easier to figure amount needed and see colors better in photos...texture, too.
 Eliminate producers demanding password access; reduce artwork and fancy website designs; print more nuts & bolts data / physical properties / composition of products; often a spec sheet with tabulated data is more helpful than a producer-written spec.
 Encourage manufacturers to simplify their websites (load and navigate quickly), include Frequently Asked Questions, provide access to technical information (ASTM standards and ICC Evaluation Reports), provide well-written specifications.
 Encourage manufacturers website to have direct link on home page to LEED information.
 Expand categories.
 Expand list of manufacturers and include list by manufacturers regional location-Leeds.
 Expand manufacturers.
 Expand MasterFormat 2004 Divisions and Sections and manufacturer listings so I may refer our consulting engineers to the site.
 Expand number of manufacturers.
 Expand site search capabilities – sometimes it's less than comprehensive.
 Faster.
 Figure out a way to get the name out there more for people that do not know about the site.
 Fill in gaps in MF 2004 (I couldn't find elevator smoke control assemblies as a category (I ended up specing Smoke Guard; also considered Won-Door).
 Finer detail regarding scope of manufacturer's offerings.
 Follow MasterFormat more accurately.
 For my uses it was excellent. I was able to get to the main producers of the product I needed.
 Get additional manufacturers on. Maybe have a new product area.
 Get all of the vendors represented to provide valid specification information on their sites, not pretty pictures for the homeowner.
 Get manufacturers to standardize product data sheet data.
 Get more manufacturers listed - have incentives for them to advertise on your site
 Get more mfgs to include advertising describing what their products and brand names are. Include a brand name search (I know, you kind of do that already).
 Get more manufacturers.
 Give the option of launching the mfr. page either in new window or in new tab...but thank you so much for not just redirecting the page.
 Guide specs are useful, but not automated type; try to advise manufacturers to NOT require user logins. I go somewhere else.
 Guides as to what is contained in each division – at the very beginning of the website. Keep ads off the pages.
 Have a link directly to manufacturer's web page with listing of all their product data sheets so I don't have to hunt through their website to find what I need.
 Have more CSI-formatted specifications.
 Have option to turn on/off "open link in separate window" (my browser/skin allows me to turn on/off). Have link to home page on ALL web pages.
 Have the 6-digit numbers for the product / material listing under the MasterFormat 2004 heading. Be more closely aligned with the actual MF '04 numbers.
 Have the search engine read deeper into manufacturer's lit – sometimes a search for a product trade name doesn't find matches even though the product and manufacturer have links on the site.
 Have the tabs page easier to find for reordering.
 Have typical specs accessible.
 Help manufactures / product reps standardize the information on their websites.
 I am very happy with 4specs utility. The "popularity" of a link would be interesting to see. As would LEED info.
 I cannot seem to back up when I use the forum without getting dropped from the forum into the 4specs site.
 I do not like the two columns in the "MasterFormat." (Example: After you enter section 10, there are two columns.)
 I don't have any; I find it useful.
 I don't write specs, but I think product "spec-link" would be helpful; also I'm in charge of AIA/CE and it would be great if 4specs could show what company offers CE; otherwise you're perfect.
 I find it very useful, though I'm not that familiar with the other systems mentioned.
 I find the advertising information annoying; I would prefer to have a simple list of manufacturers without having to scroll through the advertising; it is especially annoying when the advertising is interspersed within the list of manufacturers.

Appendix C – Responses to "Other" and Open-Ended Questions

Q29 Recommendations for Making 4specs More Useful (Continued)

I find the discussion site very useful; For myself, I do not find a lot of use for a construction product search site, although of other spec writers I know that do utilize these sites, most indicate that they use 4Specs.

I get pissed when a manufacturer is not in the database (i.e., Markel heaters).

I have not needed this site to do anything different.

I like it the way it is and any improvement that might be added will likely also be useful.

I like to search by product type, not spec format.

I think a spec wizard would be good. Arcat's SpecWizard works better than ARCOM's. An automated system, when it works right, can save a lot of editing time.

I think it is fine.

I think it works great as-is.

I think some of the mfr's data is not filed under the correct number. If a mfr has products under several numbers, it would be useful to have cross references.

I typically download specs in Word format and then replace the style definitions to match ARCOM style/format. It would be a terrific time saver if this process could be streamlined or eliminated by ARCOM-styled documents available for download.

I want to search for changes to company name without knowing what year they changed their name.

I wish the search engine features (of the site and Internet in general) were able to be set easily to search the exact words or phrases used rather than giving me all the possible links that contain the word I have entered.

I would like some sections further subdivided (kitchen cabinets, for example includes a huge range of products).

I would like to see some reference to the 95 CSI format number on the product list pages – at least until I have all the new numbers memorized in a few years. Maybe there could be a website rating symbol that lets me know how easy the website is to use.

I'd like wood products to be broken out into specific types, or to be able to break them out into applications such as millwork and finish carpentry.

I'd love a link or some icon to identify which sites have CAD or PDF drawings so I don't have to sift through several before finding what I need.

Identify manufacturers that have specifications for reference.

Identify which manufacturers sites have specification and CAD drawings downloads available.

If more manufacturers provided CAD details that would be awesome.

Improve the search function.

Include a list of recent (within the past few years) of companies that have merged, been bought out, renamed or otherwise are changed so it is easier to keep specification sections updated.

Include links to more manufacturers.

Include more manufacturers, especially for MEP.

Incorporate basic company info (similar to First Source) with having to jump to manufacturers site.

Indicate what sites have CAD data, improve search through keywords; if possible, show what products are available per regions in US, available in New England, etc.

Indications of the types of research tools available on each manufacturer's website.

It is fine as it is for me.

It works good the way it is.

It would be nice if there was a general description of products from all of the manufacturers listed, like some of the featured manufacturers.

It would be very helpful to have the fabrics supplier contact phone numbers listed by their name.

It's the manufacturers that need to revise their websites to accommodate the technical information I am seeking.

It's working just fine for me.

Just continue to keep the latest information available.

Just started using 4specs; I have no suggestions at this time.

Keep adding manufacturers.

Keep adding manufacturers as we find them; keep checking that the links lead to commercial sites rather than retail sites.

Keep adding new products and manufacturers, especially in the category of sustainable products.

Keep current.

Keep doing what you are doing. Don't try to become what you aren't. Continue to be responsive when users send you new mfr web address and advise you of changed addresses.

Keep doing what you're doing, Colin! (Except dump the 50 divisions and go back to 16.)

Keep growing. This is an amazing resource, esp. when I can email a link to one of your pages to a designer asking me who manufactures a specific item. Its an educational eye-opener.

Keep it simple. Speed is not as important as flexibility.

Keep it up.

Keep manufacturers up to date and strengthen search filters.

Keep on doing what you are doing and try to obtain additional resources for specifiers such as additional manufacturer information.

Keep on doing what you're doing.

Keep the old format too - for a reference.

Keep up the good work (2).

Keep working towards more comprehensive database.

LEED credit information for individual mfrs, advancing the current search to allow you to enter the location of a project and sort mfrs within a 500-mile radius.

Less advertising—advertising more or less gets in my way as a specifier. I am interested in technical articles and information, new products and services to solve our owners problems, not soundbite advertising.

Let me sort by whether there are CAD details or not; show "mini pages" of the home pages of the mfrs; let me sort by other factors (technical data, LEED, colors, etc.).

Like stated earlier, your site is a time saver; well organized and easy to use!

Link directly to a specific page of website rather than to a general manufacturer website. For example, Dow Corning and then having to navigate to say like sealant or insulation.

Link offered from 4specs directly to mfrs specification area—sometimes the sites are really difficult to navigate, and some do not have specification sections available.

Make it more comprehensive; some typical manufacturers are not included.

Make navigation easier between manufacturer's website to selection page without getting kicked out.

Make sure that all listed manufacturers are current and have current updated info on sites.

Make the sort by geographic area function easier/faster to use.

Manufacturer's comparison between different models or grades; possible guides on usage.

MasterFormat 95?! Ancient history. Get rid of it. Not to mention get better companies and products; interesting, cutting edge, modern design.

Master specification formats of specific products or, better yet, general product types.

Missing some regional manufacturers.

Monthly listing of new manufacturer links added or deleted.

More descriptors on all sites, not just featured ones.

Appendix C – Responses to "Other" and Open-Ended Questions

Q29 Recommendations for Making 4specs More Useful (Continued)

More guide specifications.
 More hardware manufacturers.
 More in-depth search capability and ability to compare products.
 More LEED-related information/links; more short descriptions after manufacturer links.
 More LEED-specific integration a la BuildingGreen Suite's "search by LEED credit," which is then cross-referenced by MF04 system.
 More links to industry-standard sites and being able to get into them.
 More manufacturers (5).
 More manufacturers – some specialties manufacturers for items such as fire places/gas logs etc are provided, but only as typical.
 More manufacturers/pictures.
 More performance specifications for proprietary products.
 More products listed.
 Multiproduct sales reps are an unnecessary clutter to the manufacturer-direct links.
 My industry is water resources, especially dams. There are not a lot of resources available outside of WBDG.
 Need more generic wording.
 Need more specs.
 No registration necessary.
 No suggestions at this time.
 None / N/A / Nothing (87).
 Not a comment on 4specs, but convince, encourage, or force manufacturers to improve their websites; 4specs has a lot to offer in this area, and it would help me to get the manufacturers on board to better sites.
 Not much – you're doing great! Keep it clutter free!
 Nothing in particular – just keep it simple!
 Nothing really, other than providing more manufacturers.
 Only the inclusion of more manufacturers, although which ones I couldn't tell you off the top of my head.
 Perhaps an even more concise product search function where more specific information could be entered when searching for specific characteristics for a product.
 Play music? I don't know anything that I could add. I like not having those darn pop-up ads and things jumping around. It's so nice to look at the 4specs site and not be bombarded by ads! It's like opening a nice quiet book.
 Possibly break down product categories into subcategories and improve search capability.
 Pretty darn good as is. Maybe a generic (nonproprietary) specification format as well for government projects.
 Preview pic of homepage (so I can get a feel for the company right away) or something similar. More than just a name.
 Prices online.
 Product or system cost information, even if given as ranges or relative costs.
 Provide complete editable sections.
 Provide information akin to Arcom's evaluations.
 Put the sponsors at the end of the list of available manufacturers.
 Require manufacturers to have CSI-based specification text.
 Require mfrs to follow spec data sheet format (that CSI developed years ago); require mfrs to use professional specifiers to write their proprietary specs; require mfrs to list a phone number.
 Search by product type if CSI section is not known with results being manufacturers who actually make the product searched for.
 Search function feels clunky, not intuitive; indicate Revit details on manufacturers websites.
 Show an icon when manufacturers have 3-part specifications or CAD drawings.
 Somehow provide a search within 4specs for specific manufacturers and section numbers. Why require logins to receive basic information?
 Sometimes I notice the absence of major manufacturers' guide specs. Please encourage more manufacturers to create guide specs to comply with CSI Section Format.
 Start a different one for interiors products, but leave what you have alone! it's the best.
 The manufacturers' logos and product information could be smaller or arranged to allow more manufacturers to appear on a page.
 The more manufacturers listed, the better.
 There should be a concerted effort from the part of manufacturers' tech departments to develop PDF as well as Word technical specifications; not necessarily complete or comprehensive, but relevant and concise with no marketing.
 To be able to sort within a specific type of product page by addresses of the company home office and location of the nearest plant or shipping facility.
 Update to current MasterFormat.
 Very useful now. More manufacturer participants.
 Warn when making up CSI sections (07 ---- Roof Gardens, for instance).
 We are still new to using the Internet for this purpose.
 Word search is a little weak. When looking for a particular product, it takes me to a manufacturer list, not a particular section.
 Work with manufacturers on developing architectural data.
 Works great so far. Very useful site.
 Works okay as is.
 Would you have preprogrammed specs?

Q37 Typical Life Cycle Period

Depends on product/project/client (9)	7–8 years
Don't know (3)	Depends on life expectancy of building
10 for retail, 30 for other commercial	Depends on material and use
10 years would be minimum, not typical	Depends on the client's goals and needs
15 years	Depends on the cost
30 years in education, 10 year in casino	Depends on the system, mostly mech
5 years (tough to convince client longer)	Depends upon building turnaround time
5 years or less (typically)	Not so much in retail
5–10 years	Work by others