



FSSA Installer Questionnaire Results

Return to FSSA Headquarters by fax at (410) 931-8111
or by mail to 5024-R Campbell Blvd. • Baltimore, MD 21236

Results based on 40 responses. Survey was sent to 99 FSSA Installer members.

- 1. How many installations of special hazard suppression systems has your organization installed?**
(Include water mist, explosion protection, clean agent and CO₂ systems. Include a modification if an additional agent was used. Do not include fire extinguishers, kitchen hoods or sprinklers.)

 8 Less than 300 3 600 - 999 5 More than 3,000
 11 300 - 599 9 1,000 - 3,000

Total number installed based on 36 responses to this question was approximately 50,000.

- 2. What was the average sales price of your last 30 installations of special hazard suppression systems. Also, what were the prices of the least and most expensive systems sold?**
(Include the price of equipment, labor for installation, the agent and any subcontracted work. Do not include service agreements purchased as part of the order.)

Average Price

 6 \$10,000 - \$24,999 2 \$75,000 - \$99,999 0 \$200,000 - \$249,999
 18 \$25,000 - \$49,999 4 \$100,000 - \$149,999 0 \$250,000 or more
 8 \$50,000 - \$74,999 1 \$150,000 - \$199,999

Most Expensive \$3.5 million **Least Expensive** \$1,000

Least Expensive

 4 Less than \$2,000 21 \$5,000 - \$9,999 2 \$15,000 - \$19,999
 6 \$2,000 - \$4,999 6 \$10,000 - \$14,999 1 More than \$20,000

Most Expensive

 3 Less than \$100,000 10 \$300,000 - \$499,999 6 More than \$1 million
 15 \$100,000 - \$299,999 6 \$500,000 - \$999,999

- 3. Of the last 30 systems installed, how many were protecting assets totaling:**

No. of systems		No. of systems		No. of systems	
<u>65</u> (5%)	Less than \$100,000	<u>39</u> (3%)	\$350,000 - \$499,999	<u>146</u> (13%)	\$1 million - \$1.5 million
<u>50</u> (4%)	\$100,000 - \$199,999	<u>146</u> (13%)	\$500,000 - \$749,999	<u>112</u> (10%)	\$1.5 million - \$2 million
<u>83</u> (7%)	\$200,000 - \$349,999	<u>86</u> (7%)	\$750,000 - \$999,999	<u>392</u> (38%)	More than \$2 million

- 4. Where are your headquarters located?**

 6 West 2 Southwest 15 Midwest 3 Northwest
 5 Southeast 5 Northeast 3 Mid-Atlantic 1 Canada

Shaping the Future of Fire Protection



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96 of the Fortune 100 companies are being served by the FSSA members that responded to this survey.

5. Which of these Fortune 100 companies are your customers?

(Please check all that apply. This information is strictly to compile a list of large corporations that use special hazards suppression systems. Customer lists will not be shared.)

<u>13</u> 1. General Motors	<u>12</u> 34. Motorola	<u>1</u> 68. New York Life Insurance
<u>7</u> 2. Ford Motor	<u>7</u> 35. SBC Communications	<u>1</u> 69. Columbia/HCA Healthcare
<u>8</u> 3. Wal-Mart Stores	<u>5</u> 36. Kroger	<u>12</u> 70. Raytheon
<u>7</u> 4. Exxon	<u>6</u> 37. Merck	<u>6</u> 71. International Paper
<u>13</u> 5. General Electric	<u>6</u> 38. Chevron	<u>1</u> 72. AMR
<u>6</u> 6. International Business Machines	<u>1</u> 39. Metropolitan Life Insurance	<u>6</u> 73. American Express
<u>1</u> 7. Citigroup	<u>3</u> 40. Intel	<u>8</u> 74. Coca-Cola
<u>6</u> 8. Phillip Morris	<u>6</u> 41. Lockheed Martin	<u>4</u> 75. Dow Chemical
<u>7</u> 9. Boeing	<u>0</u> 42. Allstate	<u>0</u> 76. J.P. Morgan & Co.
<u>24</u> 10. AT&T	<u>4</u> 43. United Technologies	<u>1</u> 77. Bristol-Myers Squibb
<u>11</u> 11. Bank of America	<u>7</u> 44. Bank One Corp.	<u>1</u> 78. Dell Computer
<u>11</u> 12. Mobil	<u>16</u> 45. GTE	<u>1</u> 79. Freddie Mac
<u>2</u> 13. Hewlett-Packard	<u>3</u> 46. United Parcel Service	<u>24</u> 80. MCI WorldCom
<u>8</u> 14. State Farm Insurance Companies	<u>5</u> 47. USX	<u>5</u> 81. Duke Energy
<u>4</u> 15. Sears Roebuck	<u>5</u> 48. Safeway	<u>6</u> 82. UAL
<u>10</u> 16. E.I. du Pont de Nemours	<u>3</u> 49. Costco	<u>1</u> 83. AutoNation
<u>7</u> 17. Procter & Gamble	<u>3</u> 50. ConAgra	<u>2</u> 84. United HealthCare
<u>3</u> 18. TIAA-CREF	<u>3</u> 51. Johnson & Johnson	<u>2</u> 85. Halliburton
<u>6</u> 19. Merrill Lynch	<u>6</u> 52. BellSouth	<u>1</u> 86. Supervalu
<u>5</u> 20. Prudential Insurance Company of America	<u>2</u> 53. Walt Disney	<u>10</u> 87. Ameritech
<u>9</u> 21. Kmart	<u>3</u> 54. PepsiCo	<u>18</u> 88. Sprint
<u>1</u> 22. American International Group	<u>1</u> 55. Ingram Micro	<u>5</u> 89. RJR Nabisco Holdings
<u>0</u> 23. Chase Manhattan Corp.	<u>3</u> 56. First Union Corp.	<u>5</u> 90. Electronic Data Systems
<u>4</u> 24. Texaco	<u>2</u> 57. Cigna	<u>4</u> 91. Archer Daniels Midland
<u>8</u> 25. Bell Atlantic	<u>6</u> 58. Caterpillar	<u>5</u> 92. Albertson's
<u>3</u> 26. Fannie Mae	<u>3</u> 59. McKesson HBOC	<u>1</u> 93. Cardinal Health
<u>5</u> 27. Enron	<u>1</u> 60. Loews	<u>1</u> 94. FDX
<u>4</u> 28. Compaq Computer	<u>0</u> 61. Aetna	<u>1</u> 95. Federated Department Stores
<u>0</u> 29. Morgan Stanley Dean Witter	<u>6</u> 62. Wells Fargo	<u>7</u> 96. Alcoa
<u>5</u> 30. Dayton Hudson	<u>3</u> 63. Xerox	<u>6</u> 97. Sysco
<u>5</u> 31. J.C. Penney	<u>3</u> 64. Sara Lee	<u>4</u> 98. Walgreen
<u>7</u> 32. Home Depot	<u>3</u> 65. PG&E Corp.	<u>3</u> 99. CVS
<u>13</u> 33. Lucent Technologies	<u>2</u> 66. Lehman Brothers Holdings	<u>13</u> 100. AlliedSignal
	<u>1</u> 67. American Stores	