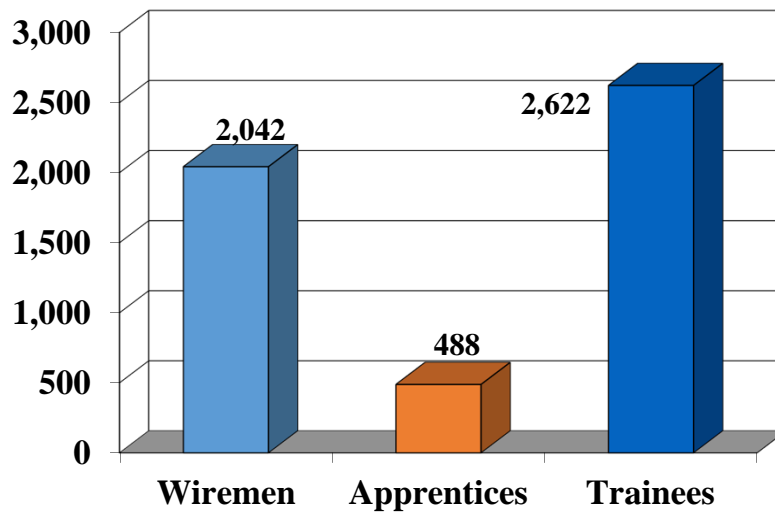




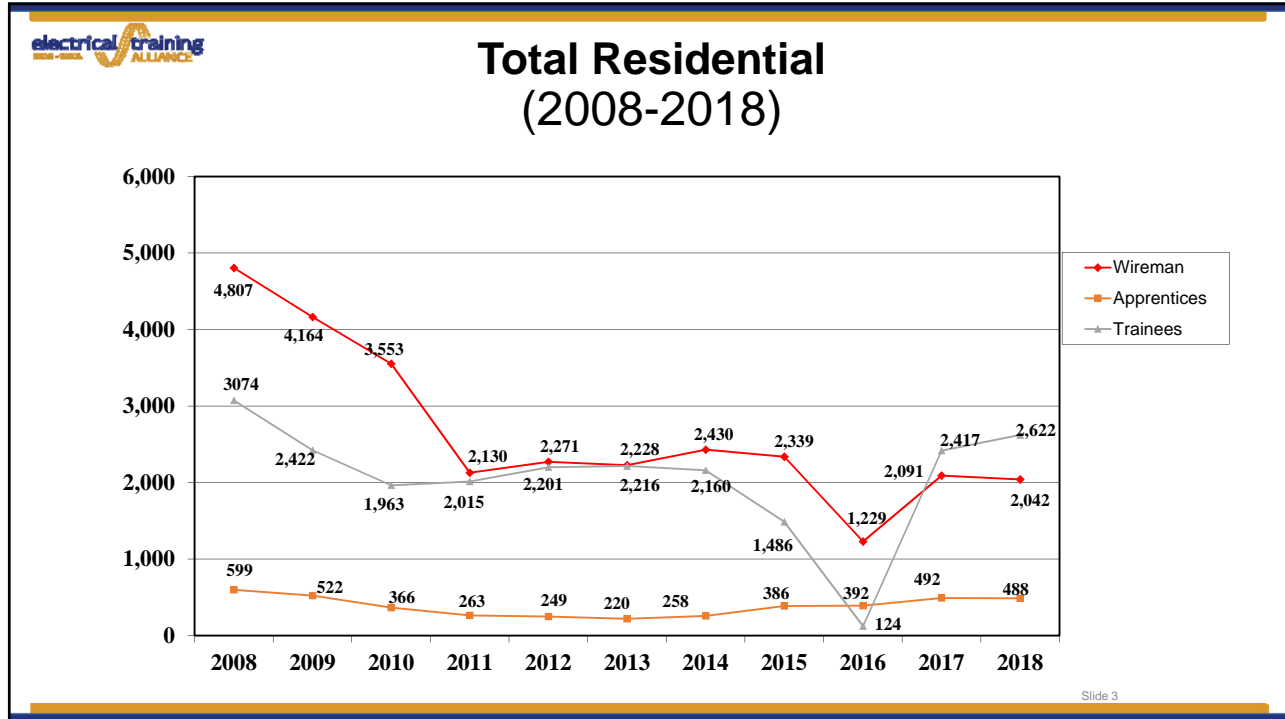
2018 Residential Survey



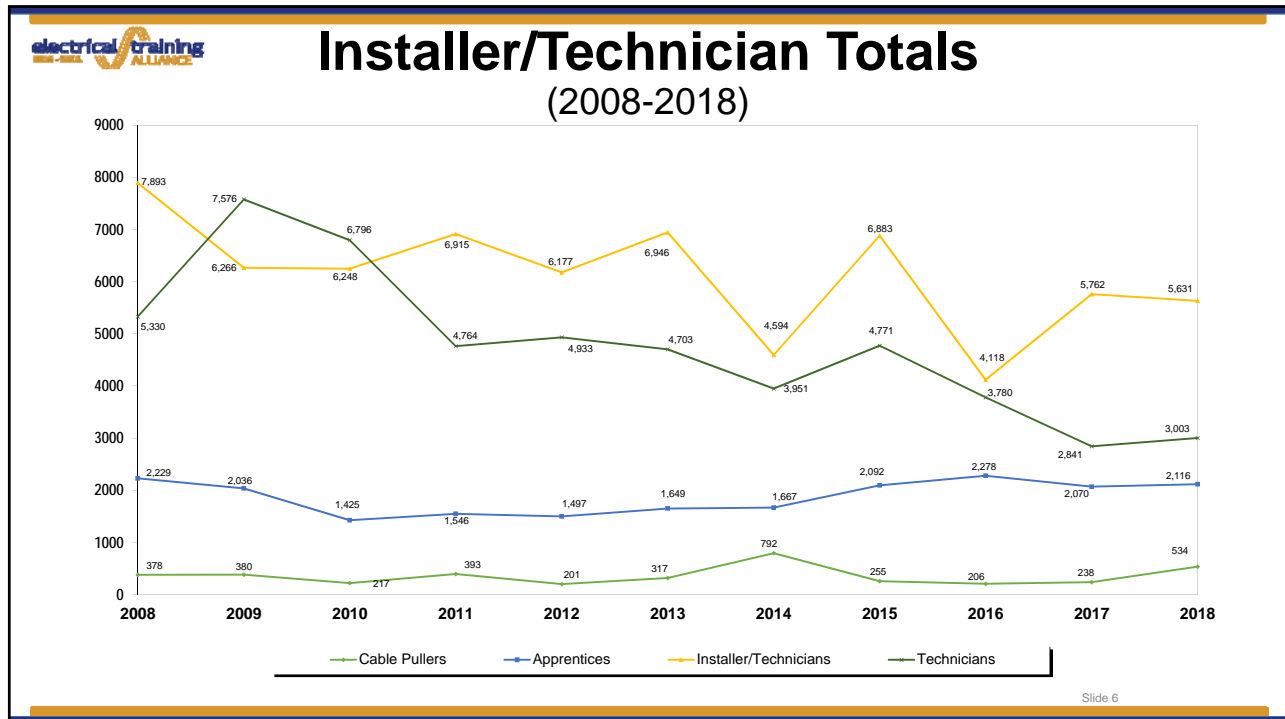
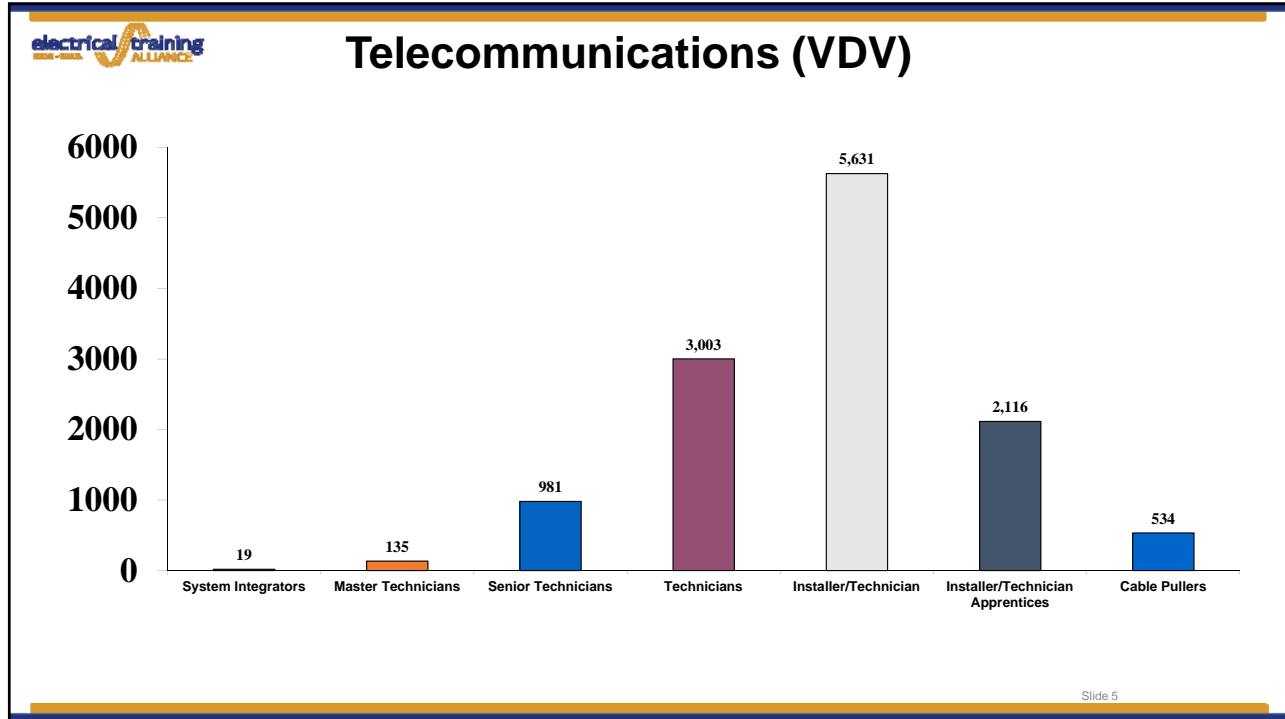
Residential



Slide 2



**2018
Installer/Technician
Survey**





2018 Outside Annual Survey

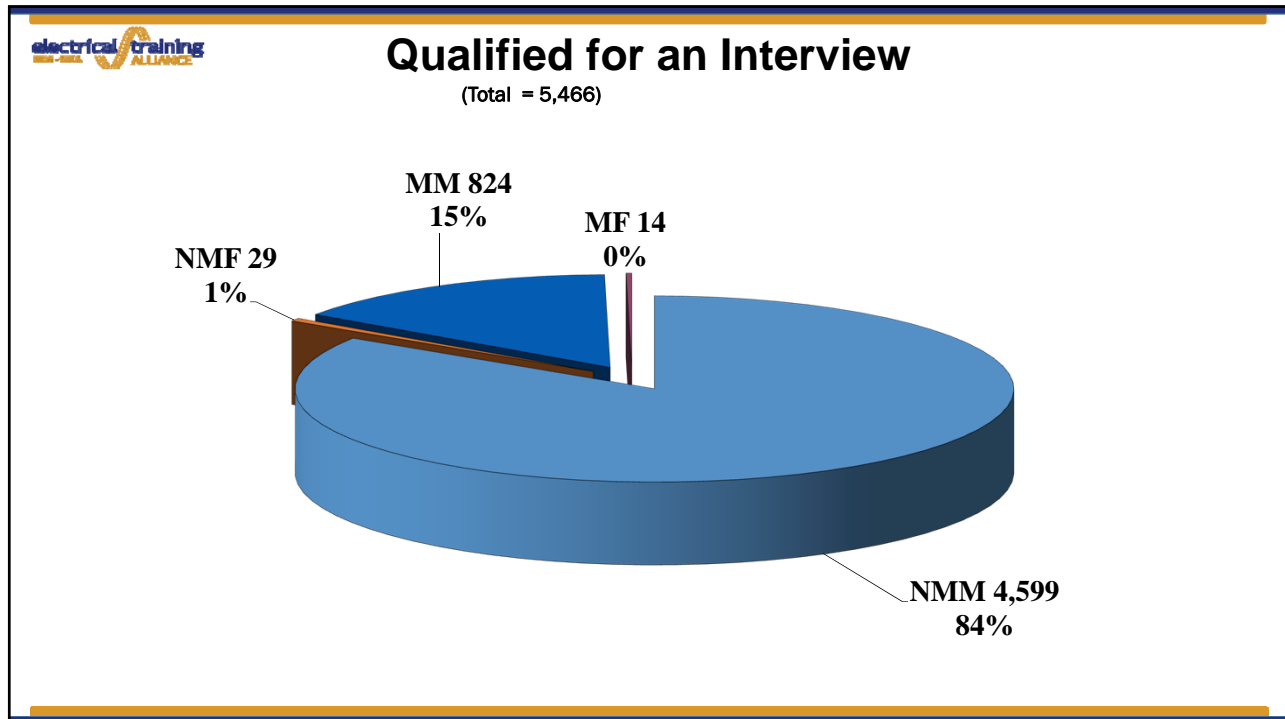
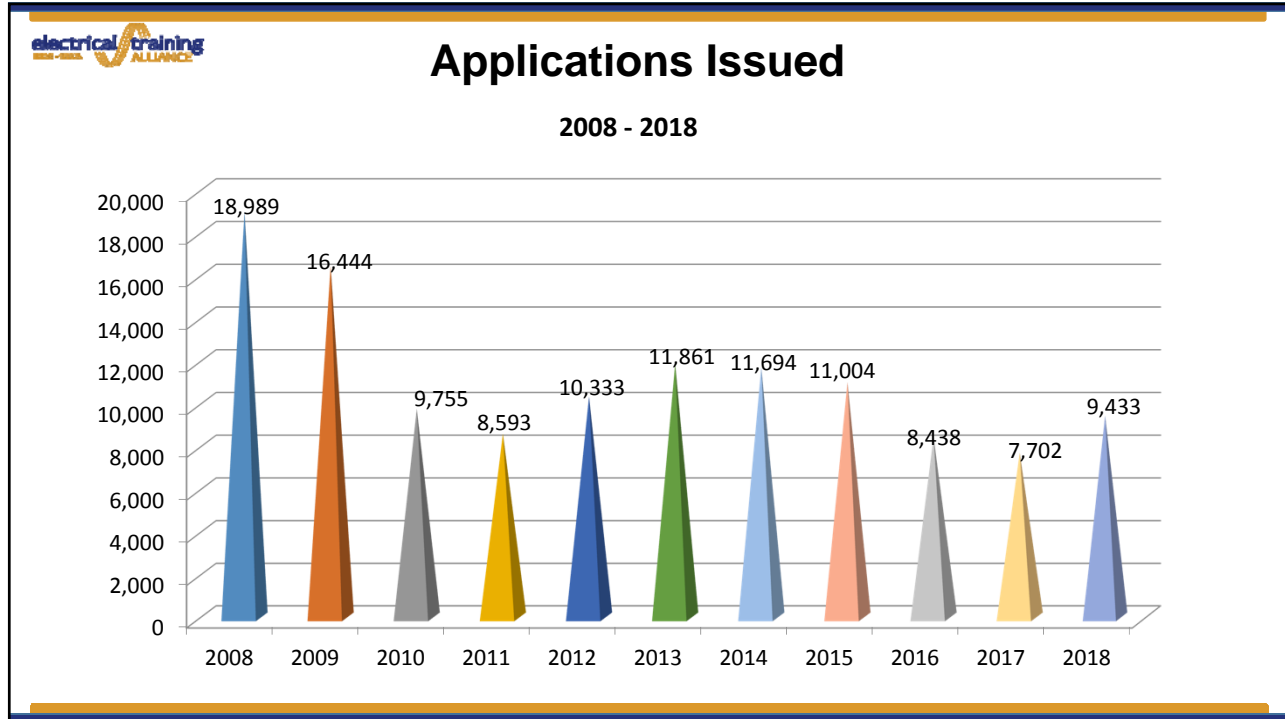


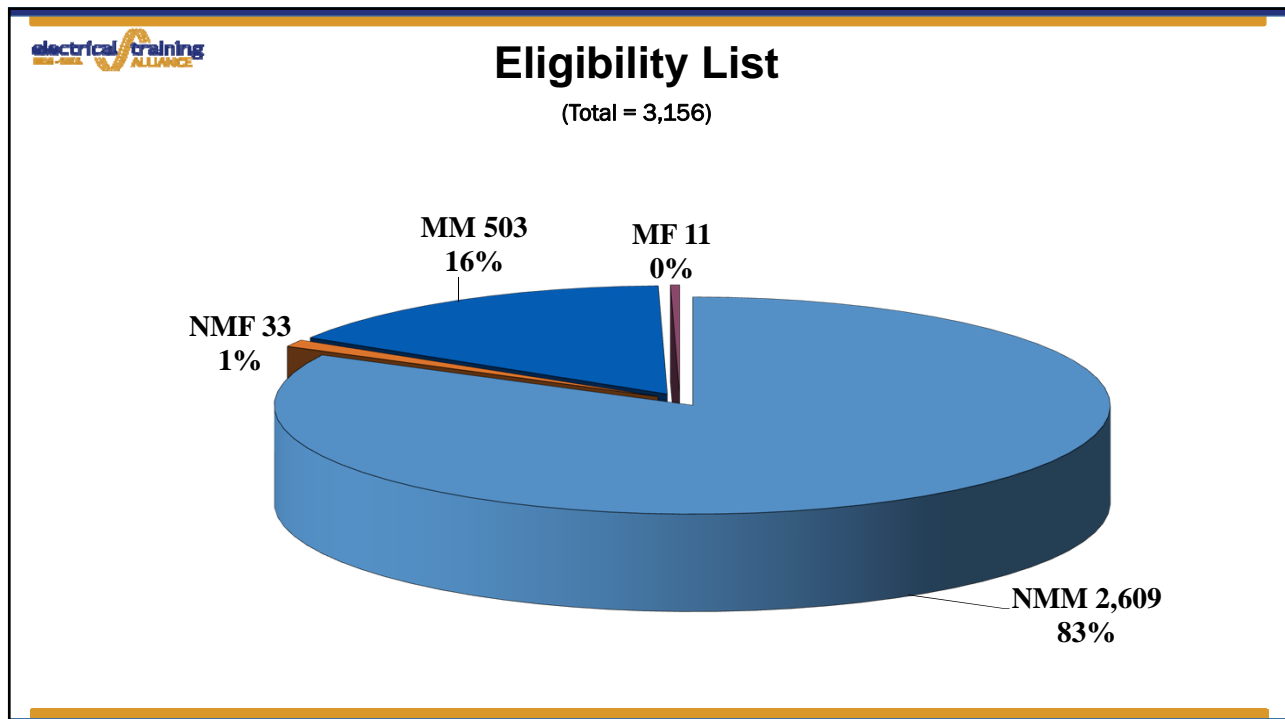
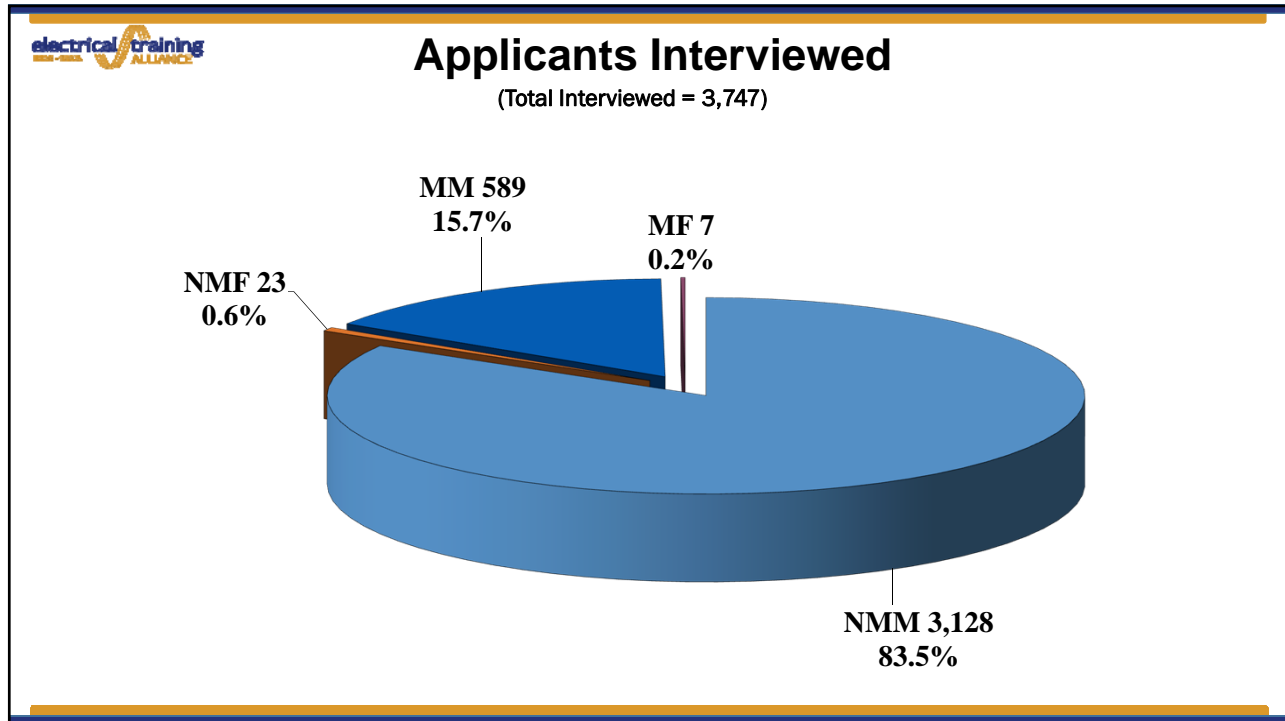
Application Forms Issued in 2018

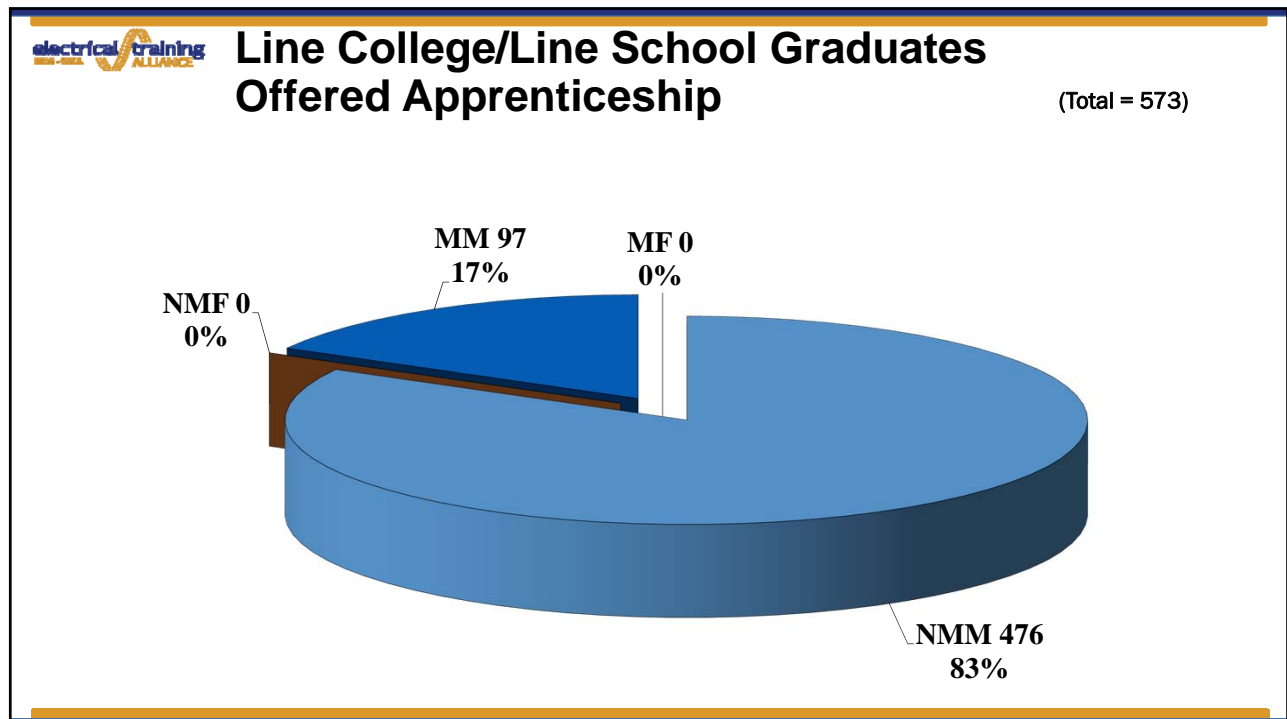
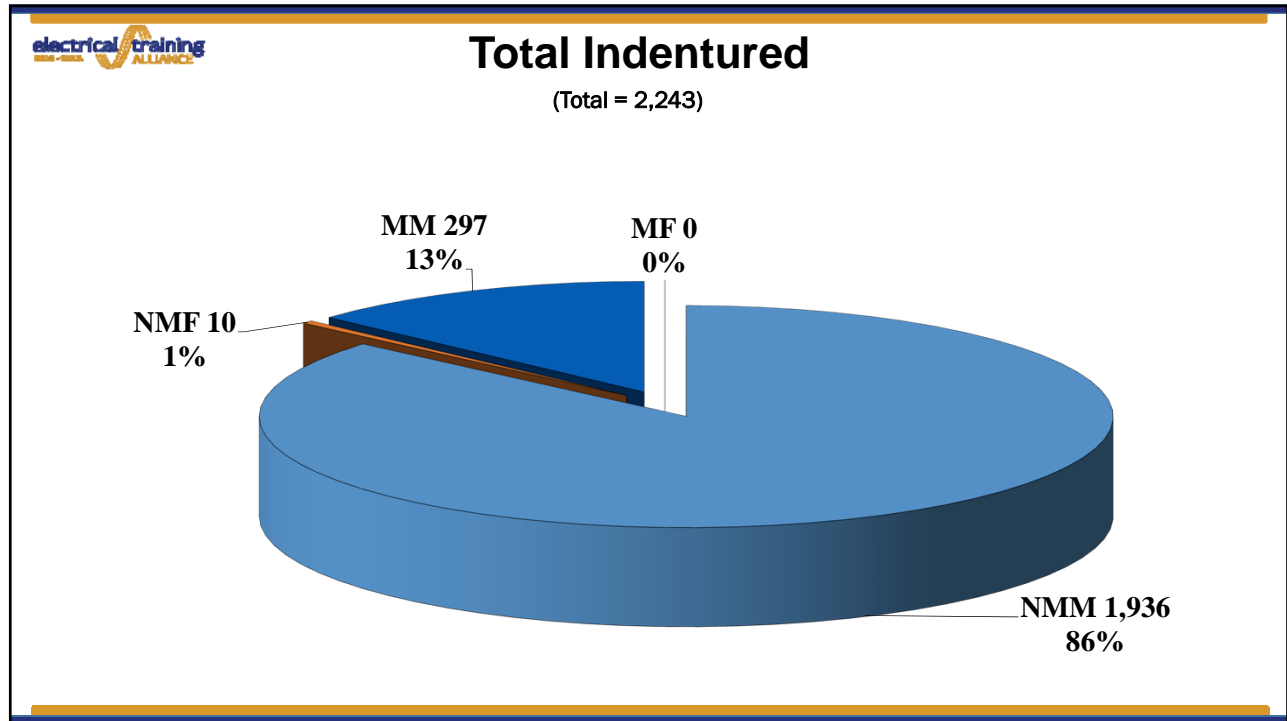
9,433

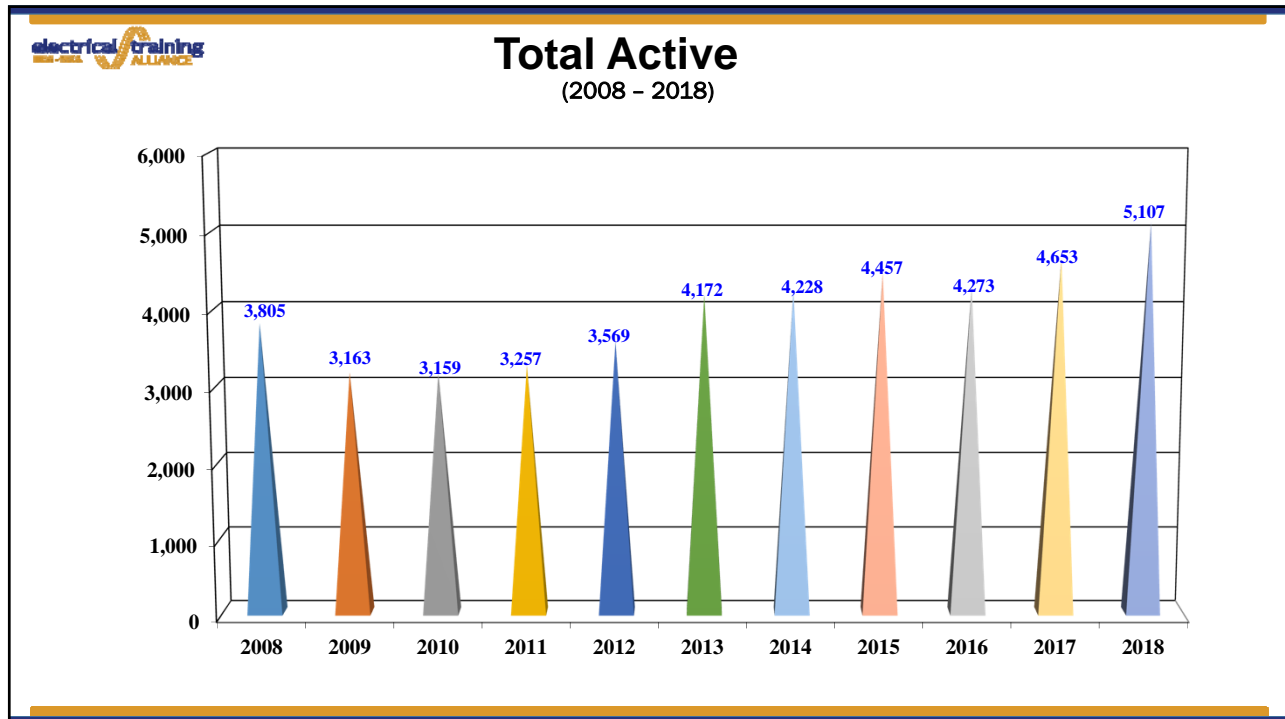
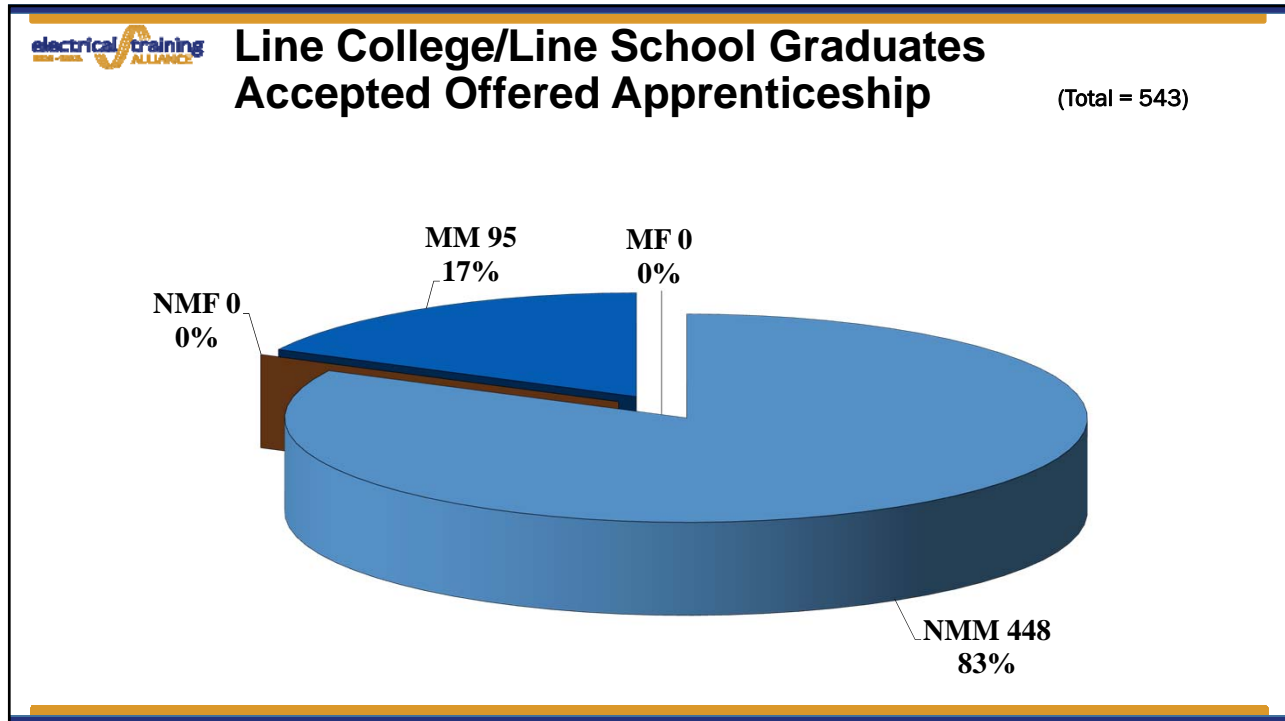
As compared to 7,702 in 2017 and 8,438 in 2016

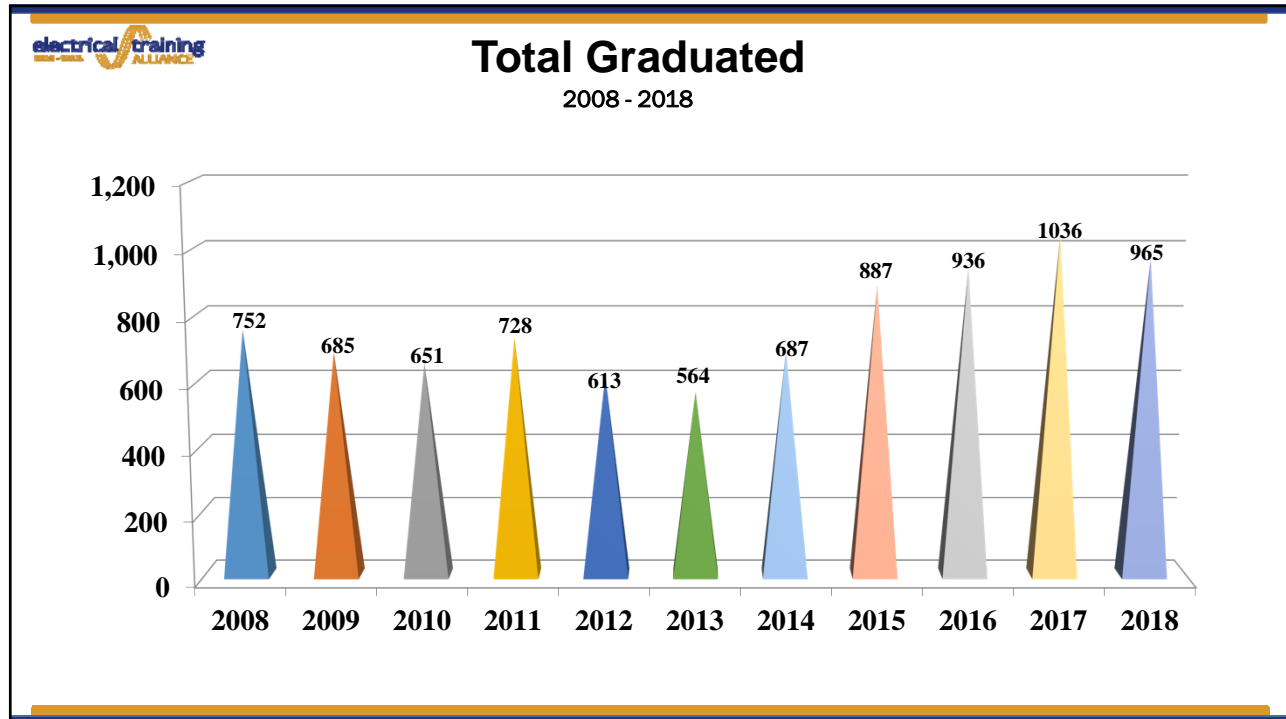
Slide 8











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2018 Inside Survey

N=237



Application Forms Issued in 2018

67,127

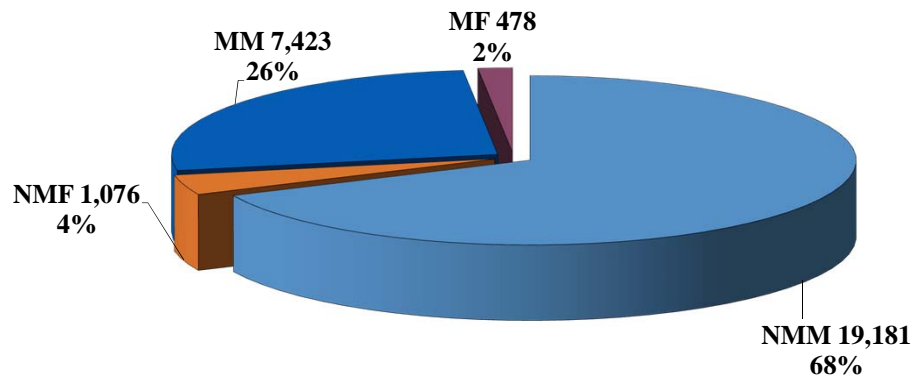
As compared to 66,255 in 2017

Slide 19

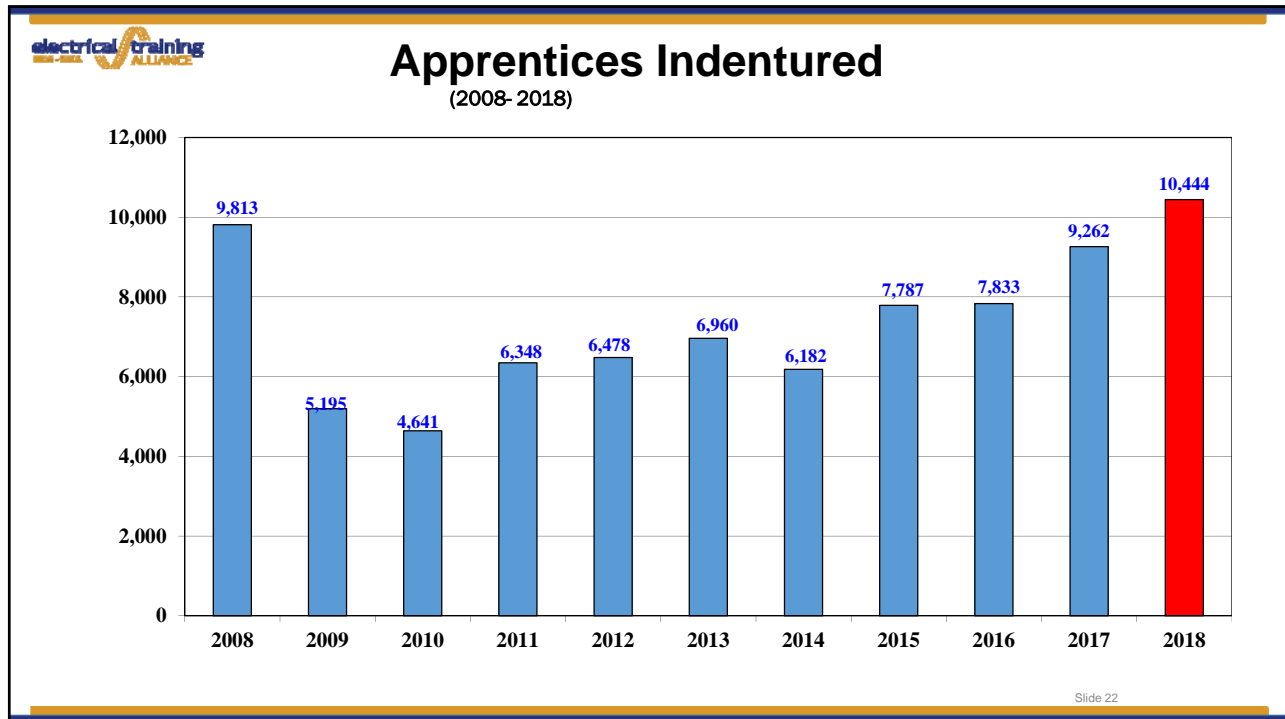
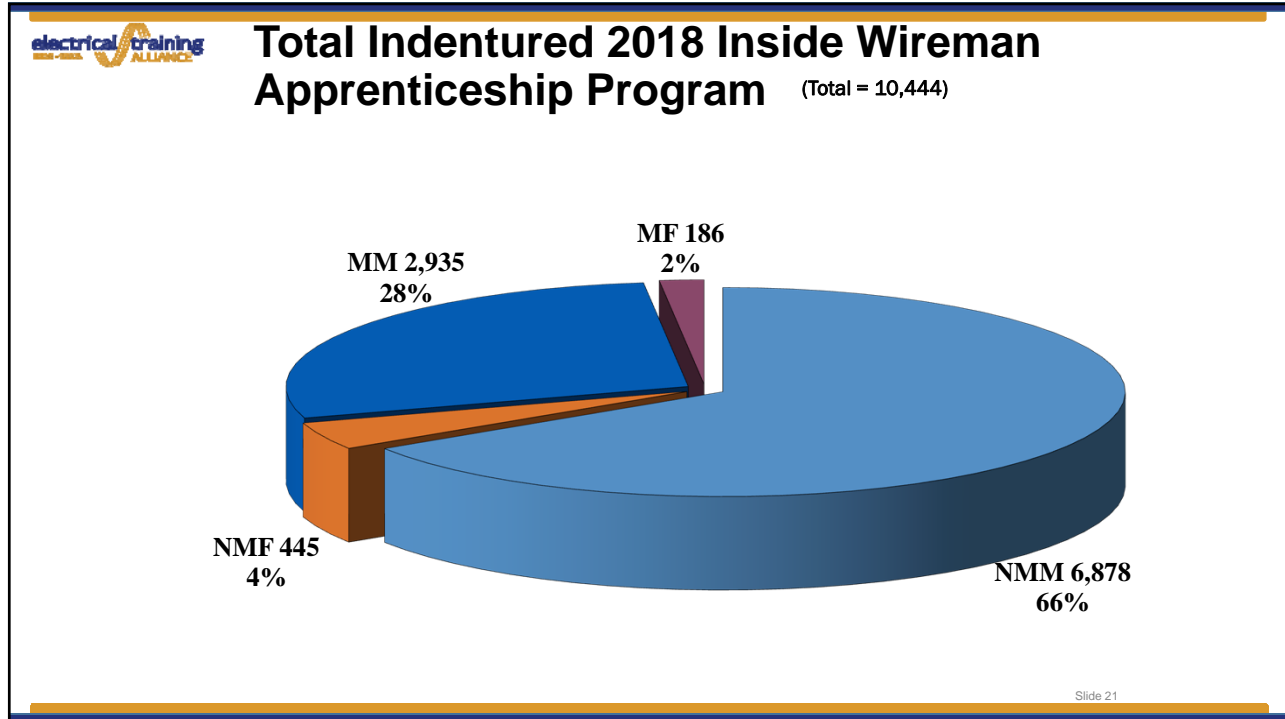


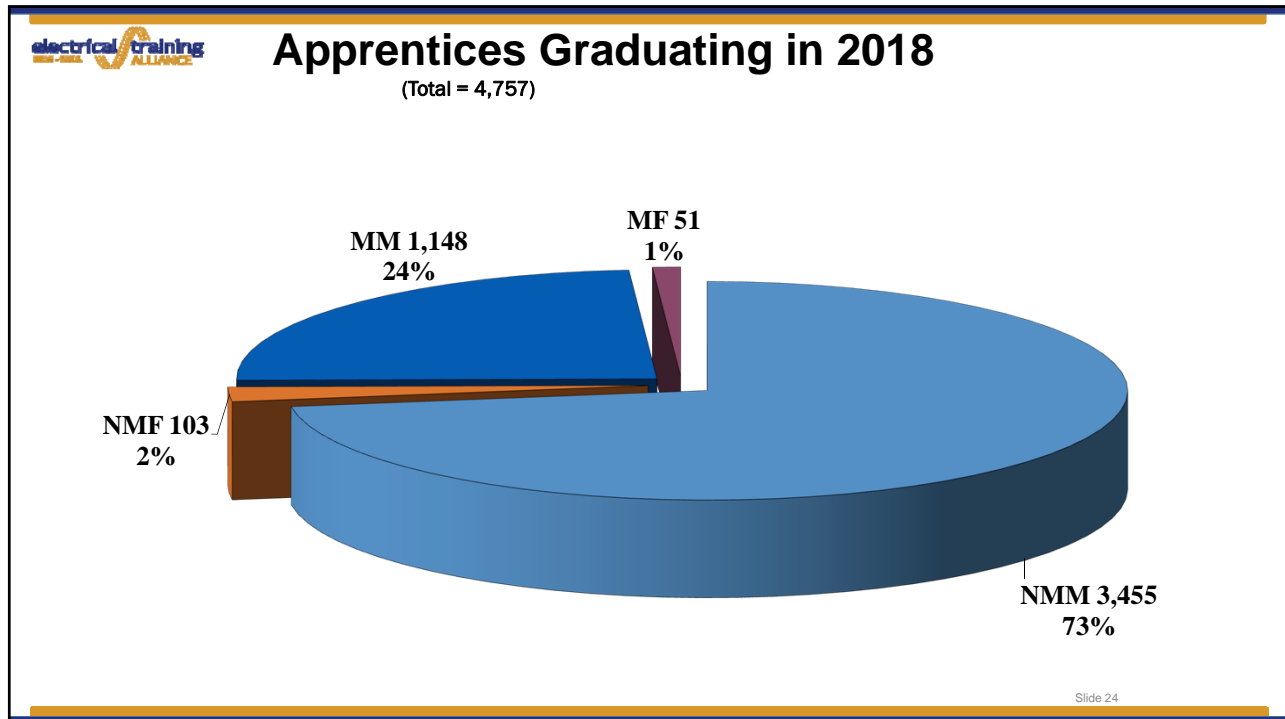
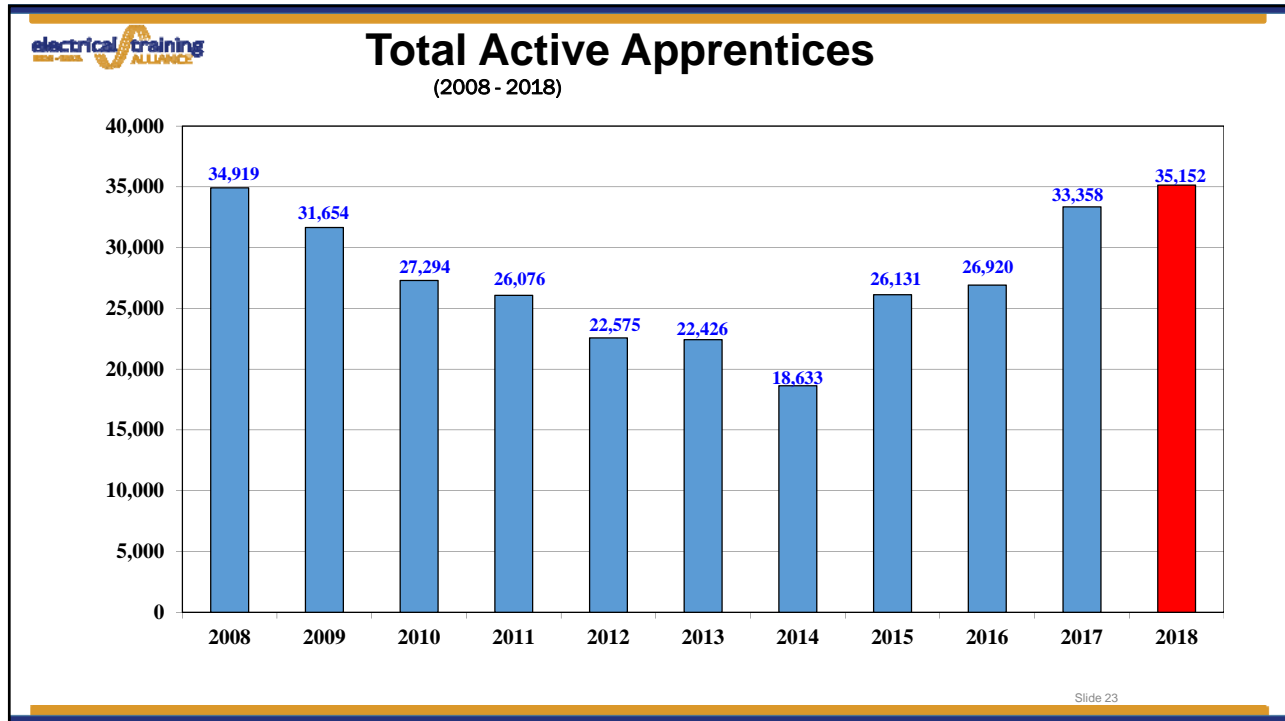
Applicants Interviewed in 2018

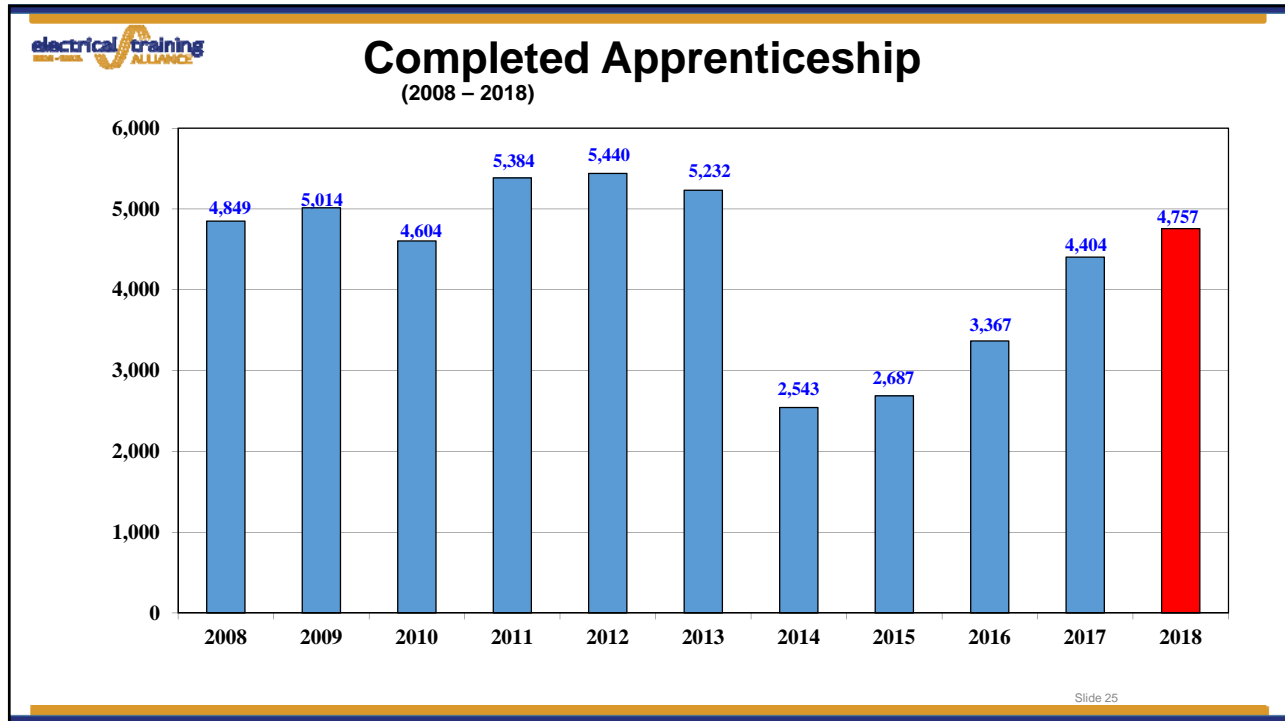
(Total = 27,680)



Slide 20







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