

# ***Table of Contents***

---

<b>OVERVIEW .....</b>	<b>2</b>
A. Purpose	
B. Methodology	
C. Coding and Tabulation	
D. Presentation	
Annual PHC Purchases.....	3
Purchasing Sources .....	4
Percentage of Annual PHC Purchases from Wholesalers .....	5
Average Number of Wholesalers Used.....	6
Reason(s) for Using More Than One Wholesaler .....	7
Factors Influencing Loyalty to a Single Wholesaler .....	8
Important Criteria to PHC Wholesaler Selection.....	9
Important Factors in PHC Wholesaler Services.....	10
Wholesaler Characteristics Disturbing to Contractors.....	11
Relationship with Primary Wholesaler.....	12
Purchases from Home Centers .....	13
Reason(s) for Purchasing from a Home Center.....	14
Home Center Characteristics .....	15
Online Wholesalers.....	16
Online Purchases .....	17
Reason(s) for Using Internet to Purchase Products .....	20
Problems with Purchasing Over the Internet .....	21
<b>APPENDIX .....</b>	<b>22</b>