



# 2015 Building Material Operations Comparison Survey

*Developed by an LBM association for LBM dealers.*

*“The Building Materials Operations Comparison Program helps us to improve productivity by establishing goals and objectives from benchmarks set by our peers. It’s an invaluable tool that helps us keep score on how well we’re performing, and identifying areas where we need to improve.”*  
- North Carolina Dealer

## Features

- Compare your business with similarly sized dealers throughout the United States!
- Web-based program with easy data entry. Definitions provided for categories so that analysis provides “apples to apples” comparisons.
- System auto-computes many numbers and highlights potential errors to prevent typographical errors from ruining your analysis.
- A secure environment that conforms to the high SSL standards required for e-commerce. Passwords are encrypted. Information is stored on a server that is ISO9001 compliant.
- More than 80 charts and graphs, many with industry benchmarks and tags showing which way you want your data to be trending.
- Ability to store your data from year to year, allowing you to see how you have improved (or not) over time.
- Created and managed by regional Lumber and Building Material associations you trust. Your data is safe, secure and confidential.
- Combines cost studies and salary surveys into one program.

## How It Works

- Complete the attached registration form and submit it with your payment.
- You will be sent a username and password, along with a web address.
- Go to the web address, enter your username and password, and view a tutorial or simply begin entering data.
- If you’d prefer to delegate the data entry to someone else in your company, you can create a user name and password for them, and determine how much or little they can do once they log in.
- As you enter data, you can do it all at once or save some and come back later. **All data must be entered by Thursday, April 30, 2015.**
- After April 30, 2015, log back into the system to view or print your charts showing how your company compares to national and regional averages.

## Reports Provided by BMOC

Charge Sales	Gross Profit per Employee	Average Delivery Expense per Delivery Vehicle
Cash Sales	Average Payroll per Employee	Total Fixed Expenses
Delivered Sales	Sales Generated by OS Sales	Total Operating Expense
Picked-Up Sales	Sales per OS Sales Salesperson	Income from Operations
Direct Shipped Sales	OS Gross Profit per OS	Service Charges
Average Sales per Invoice	OS Gross Profit	Total Other Income
Gross Profit per Invoice	Group Insurance	Income Before Taxes
Truss Plant Sales	Insurance Paid Workers' Comp	Accounts Receivable Collection Days
Door Plant Sales	Workers' Comp Mod Rate	AR Aging-Current
Installed Sales	Insurance Paid Property & Casualty	AR Aging 30 day
Other Manufactured Sales	Total Insurance	AR Aging 60 day
Value-Added Sales	Total Employment Cost	AR Aging 90 day
Other Sales	Contractor Incentives	Inventory Turns
Special Orders	Vendor Co-Op and Marketing Support	Inventory Holding Days
Discounts Allowed	Total Advertising Expense	Inventory Shrink
Returns	Bank Charges	Inventory Shrink (COGS)
Total Net Sales	Utilities	Gross Margin Return on Inventory
Installed Sales Labor	Telecommunications	Accounts Payable Days
Manufacturing Costs	Computer Service Fees	Growth Potential Index
Discounts Earned	Occupancy Expense	Cash Conversion Cycle
Rebates	Professional Fees	Cash Provided by Operations
Gross Margin	Travel & Entertainment	Current Ratio (working capital)
Salaries + Bonuses	Bad Debts Less Recoveries	Quick Ratio
Inside Sales Salaries	Interest Paid	Debt to Equity
Outside Sales Salaries	Contributions	Financial Leverage
Total Selling Payroll	Total Variable Expense	Asset Turnover
OS Sales Salaries and Expenses	Truck Gas and Oil	Operating Income Return on Assets
Yard Warehouse and Delivery Salaries	Total Truck Expense	Return on Assets
Administrative Salaries	<i>(does not include Driver Salary)</i>	Return on Equity
Fringe Benefits as % of Total Payroll	Total Non-Delivery Vehicle Expense	Debt to Net Worth
Fringe Benefits as % of Total Expense	Delivered Sales per Delivery Truck	EBITDA
Total Emp Cost as % of Total Expense	Sales per Forklift on Yard	EBITDA (vs Sales)
Gross Profit Less Total Employment Cost	<i>(Excludes Piggybacks)</i>	
Sales per Employee	Total Depreciation	

## Participating Associations

*Building Material Suppliers Association, Construction Suppliers Association, Eastern Building Material Dealers Association, Florida Building Materials Association, Illinois Lumber and Material Dealers Association, Kentucky Building Materials Association, Lumbermen's Association of Texas and Louisiana, Michigan Lumber and Material Dealers Association, Mid-America Lumbermen Association, Mountain States Lumber and Material Dealers Association, New Jersey Building Material Dealers Association, Northeastern Retail Lumber Association, Northwestern Lumber Association, West Coast Lumber and Building Material Association and Western Building Materials Association*

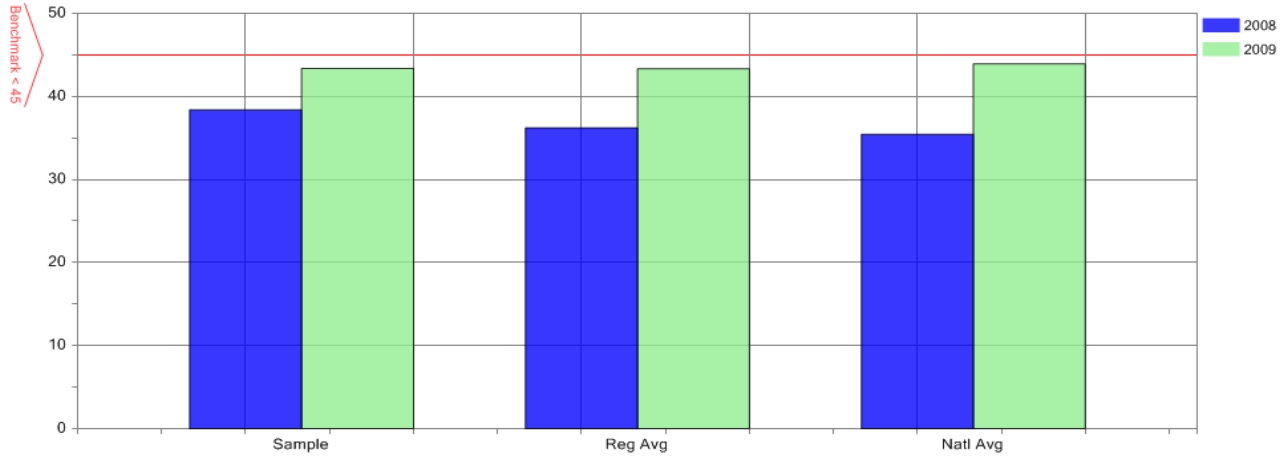


# BMOC Sample Reports

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Chart #63

## Accounts Receivable Collection Days A/R Credit Sales Divided by 365

Desired Trend: ↓

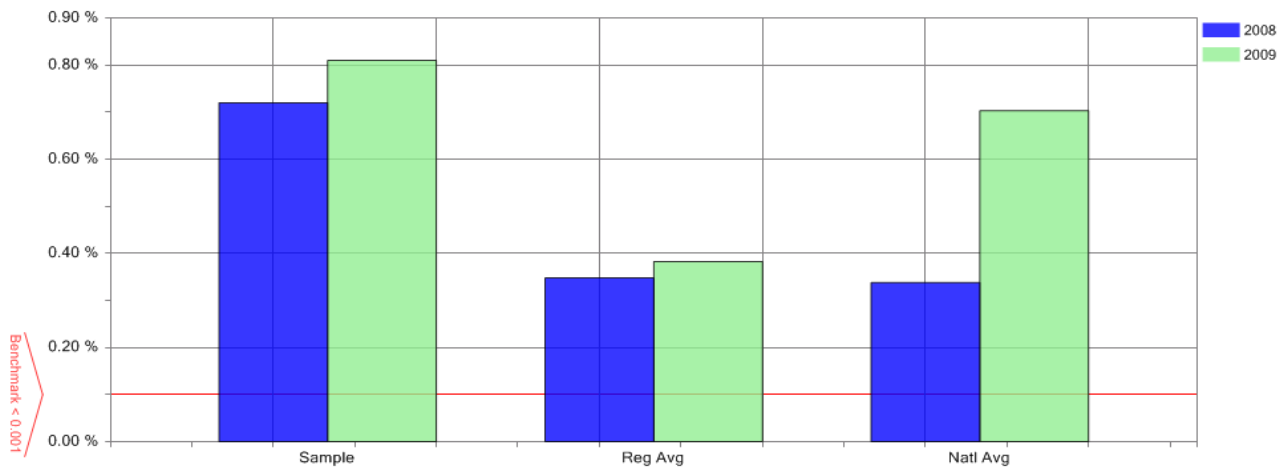


	Sample	Reg Avg	Natl Avg
Accounts Receivable	\$794,186	\$1,434,088	\$2,538,185
Collection Days	18,304	37,307	63,098
Results	43	43	44

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1d/1f  
Chart #11

## Discounts Allowed Divided by Total Net Sales



	Sample	Reg Avg	Natl Avg
Discounts Allowed	\$61,112	\$55,257	\$172,660
Net Sales	\$7,544,950	\$15,289,409	\$25,155,376
Results	0.81%	0.38%	0.70%

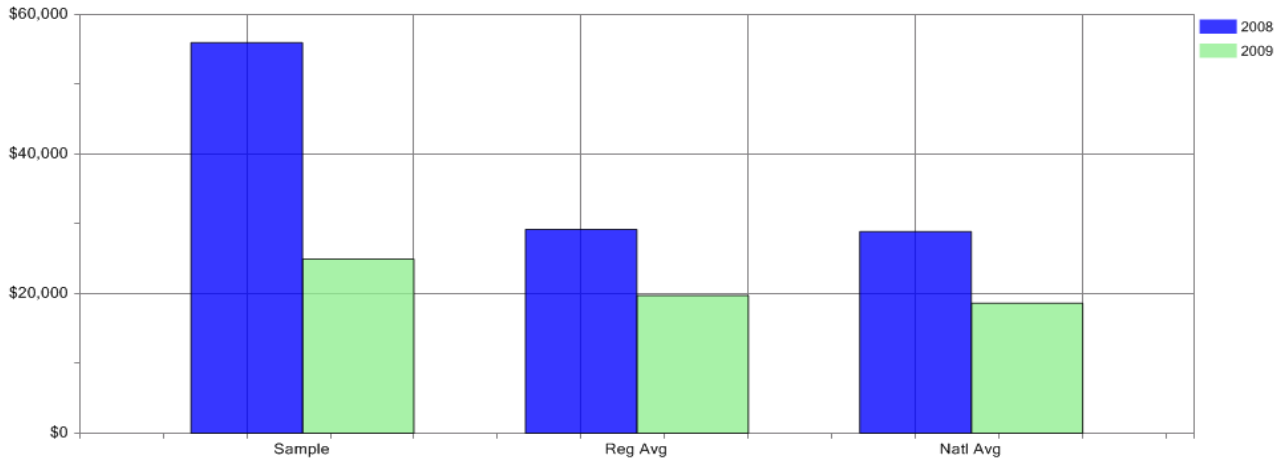
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# BMOC Sample Reports

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Chart #53

## Average Delivery Expense per Delivery Vehicle Total Truck Expense Divided by # of Delivery Trucks

Desired Trend: ↓



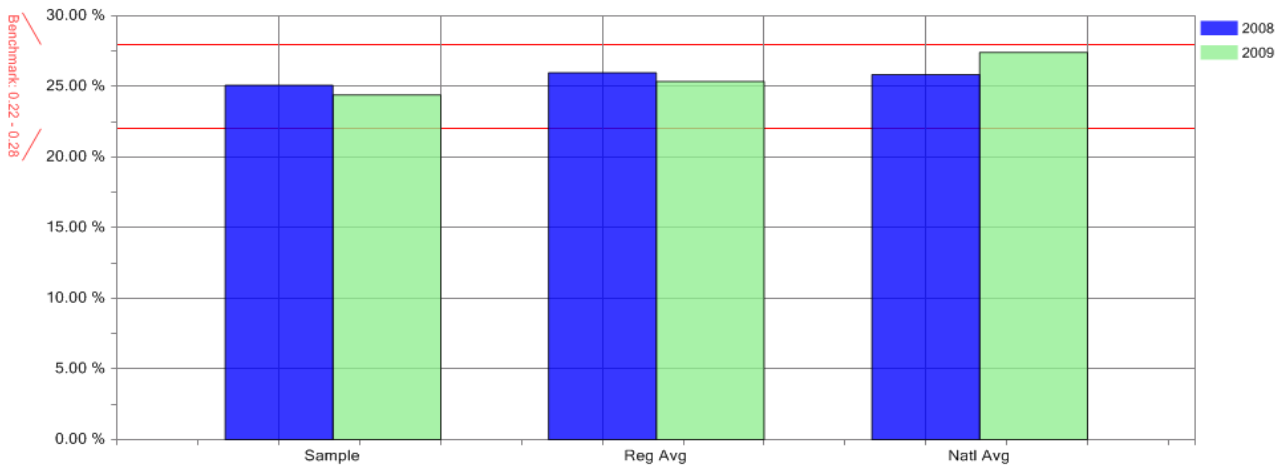
	Sample	Reg Avg	Natl Avg
Delivery Expense	\$224,715	\$356,050	\$650,649
Delivery Vehicles	9	19	29
Results	\$24,968	\$19,738	\$18,630

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1p/1f  
Chart #18

## Gross Margin Divided by Total Net Sales

Desired Trend: ↑



	Sample	Reg Avg	Natl Avg
Gross Margin	\$1,841,920	\$3,964,230	\$6,483,525
Net Sales	\$7,544,950	\$15,289,409	\$25,155,376
Results	24.41%	25.37%	27.43%

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