



Building Material Operations Comparison Survey

A comprehensive review of expenses AND a salary survey
in one tool!

“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

The Building Material Operations Comparison Survey program is supported by
The Pennsylvania Lumbermens Mutual Insurance Company (PLM)



Features

- ◆ **NEW! 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.
- ◆ 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.
- ◆ Ability to store your data from year to year, allowing you to see how you have improved (or not) over time.
- ◆ A secure environment that conforms to the high SSL standards required for e-commerce. Passwords are encrypted and information is stored on a server that is ISO9001 compliant.
- ◆ More than 90 charts and graphs, many with industry benchmarks and tags showing which way you want your data to be trending.

How It Works

- ◆ Complete this 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
- ◆ As you enter data, you can do it all at once or save some and come back later. **All data must be entered by Monday, April 30, 2012.**
- ◆ After April 30, 2012, log back into the system to view or print your charts showing how your company compares to national and regional averages.

Investment - \$200.00 for Standard BMO Survey

\$300.00 for Roundtable Participants

Name _____

Address _____

City _____ ST _____ Zip code _____

Phone (_____) _____ Fax (_____) _____

e-mail _____

Amount Enclosed _____ Check # _____ (OR) VISA MC

Card # _____ Expiration Date ____/____/____

Security code _____ (3 digits on the back of VISA/MC)

Name on card _____

Return this form with payment to:

Northwestern Lumber Association – 5905 Golden Valley Road, Suite 110, Minneapolis, MN 55422

Fax: (763) 595-4060