

Test Non-Roundtable Building Materials LBM

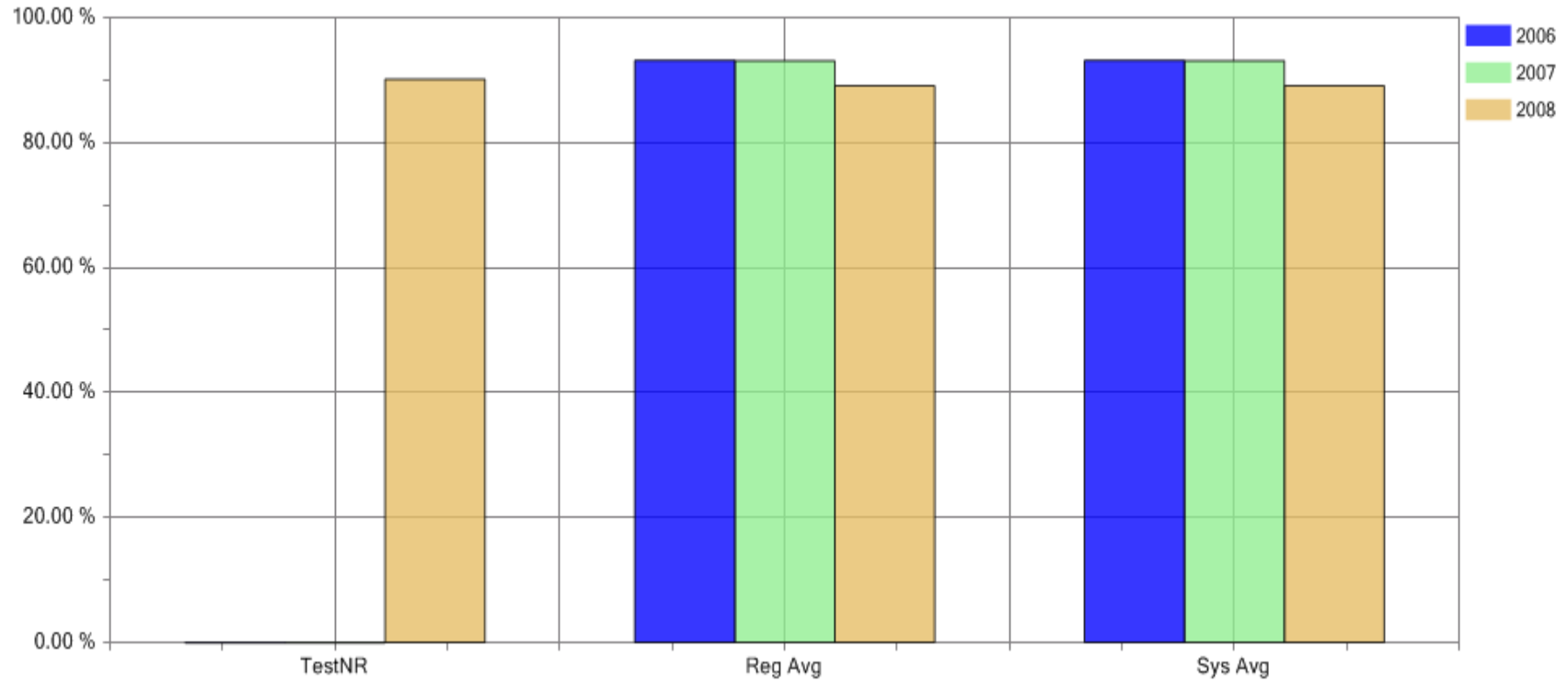


CONSTRUCTION
SUPPLIERS
ASSOCIATION

Chart Index for Test Non-Roundtable Building Materials LBM

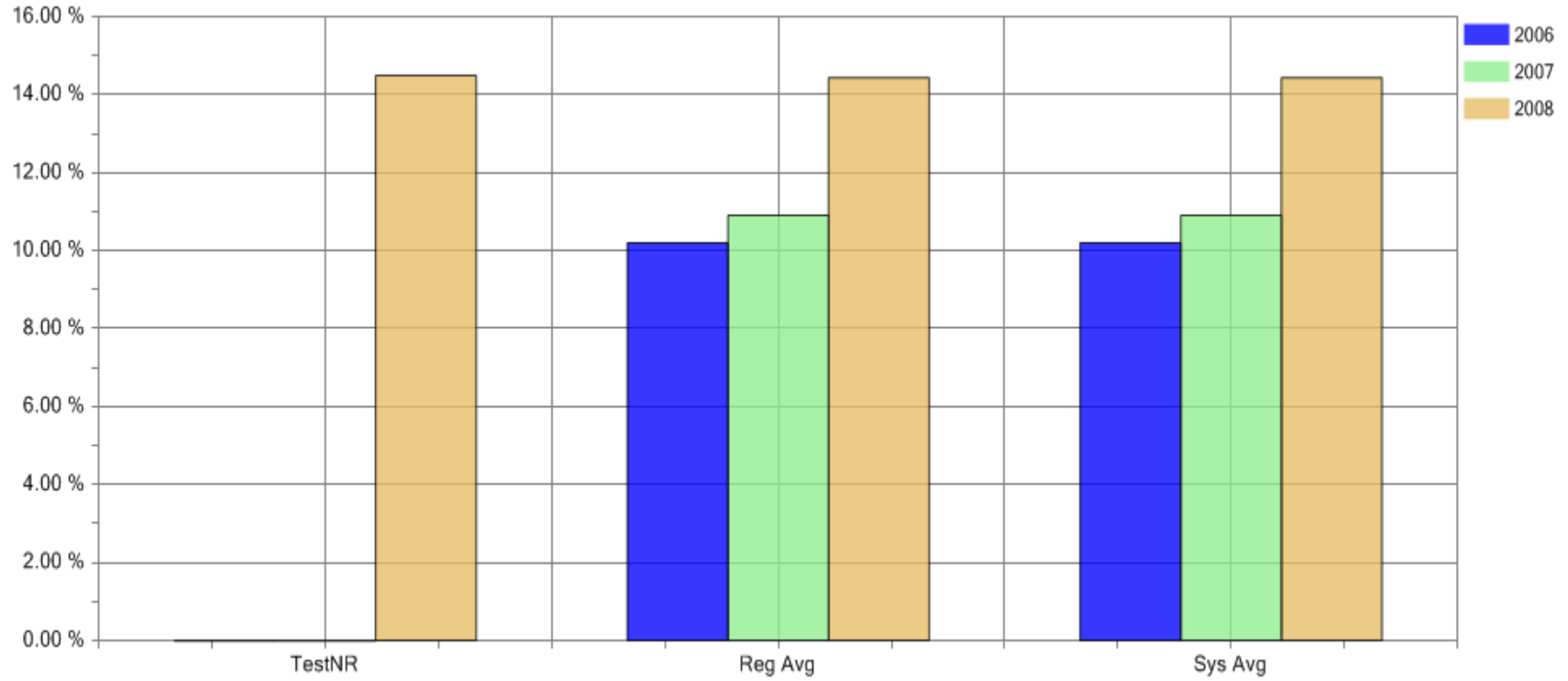
1	Charge Sales	1a/1f	Divided by Total Net Sales
2	Cash Sales	1b/1f	Divided by Total Net Sales
7	Installed Sales	4e/1f	Divided by Total Net Sales
12	Returns	1e/1f	Divided by Total Net Sales
13	Total Net Sales	1f	
18	Gross Margin	1p/1f	Divided by Total Net Sales
19	Salaries + Bonuses	2a/1f	Divided by Total Net Sales
20	Inside Sales Salaries	4w/1f	Divided by Total Net Sales
30	Sales per Employee	1f/4ae.1	Divided by Total Employees
32	Average Payroll per Employee	4ae/4ae1	Divided by Total Employees
85	Debt to Net Worth	5q/(5k-5q)	

Charge Sales Divided by Total Net Sales




	TestNR	Reg Avg	Sys Avg
Charge Sales	\$9,138,695	\$16,539,437	\$16,539,437
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	90.16%	89.12%	89.12%

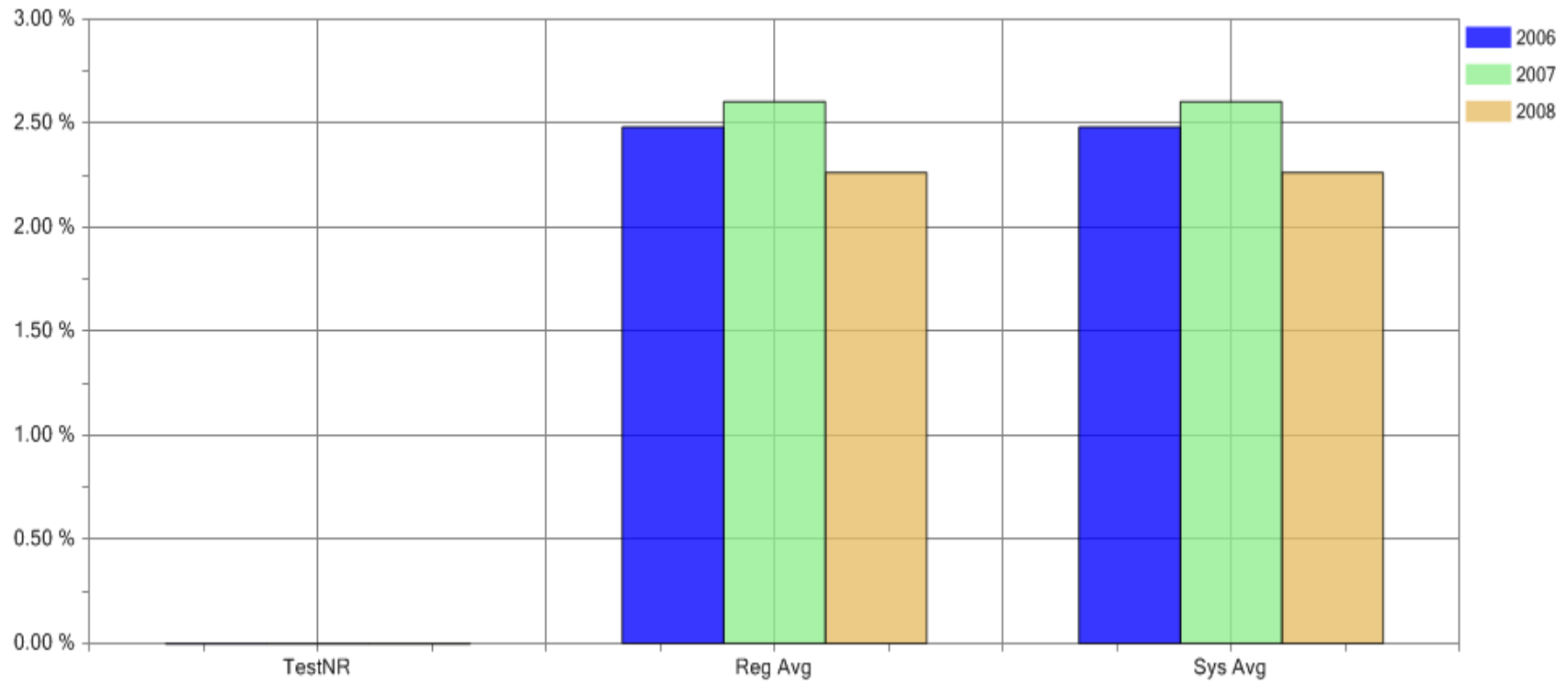
Cash Sales Divided by Total Net Sales



	TestNR	Reg Avg	Sys Avg
Cash Sales	\$1,468,345	\$2,595,945	\$2,595,945
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	14.49%	14.44%	14.44%

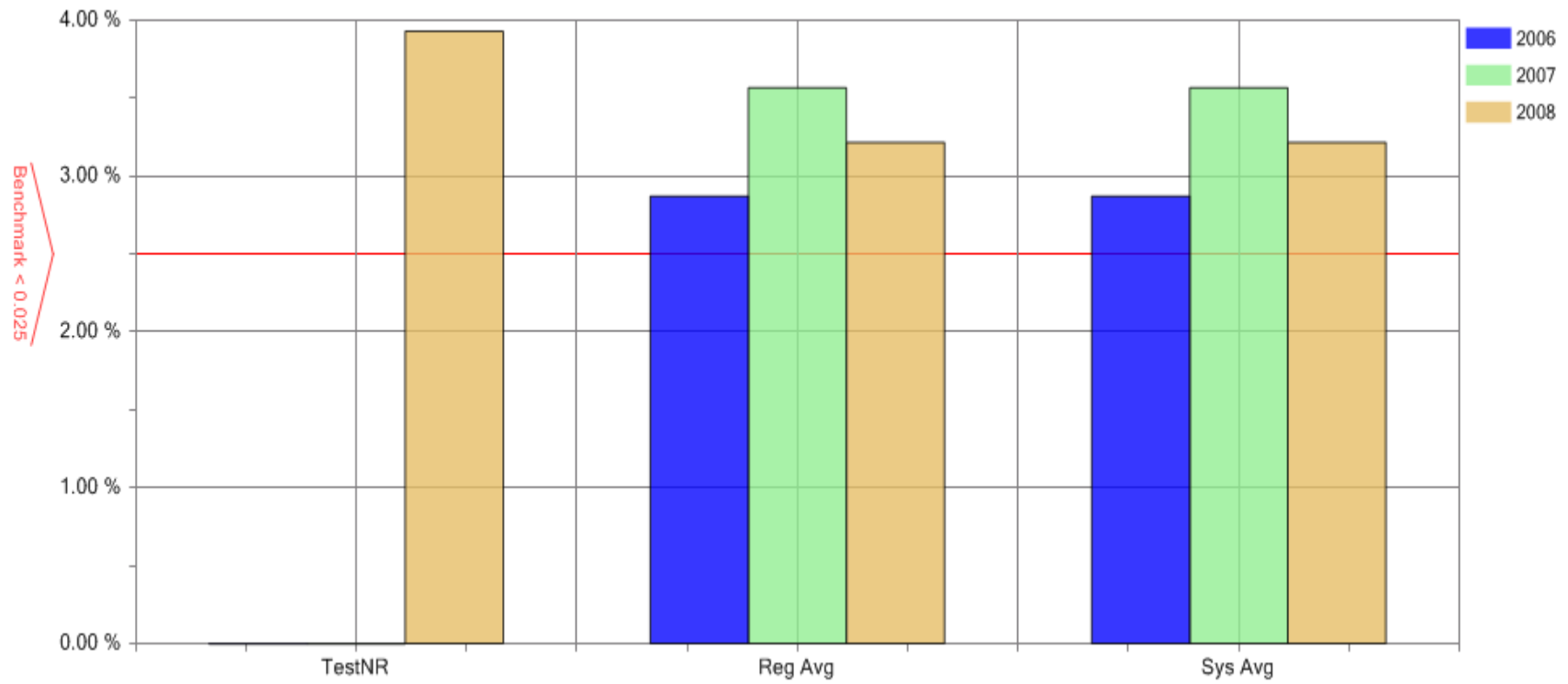
Installed Sales Divided by Total Net Sales

Desired Trend: 



	TestNR	Reg Avg	Sys Avg
Installed Sales	\$0	\$564,910	\$564,910
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	0.00%	2.26%	2.26%

Returns Divided by Total Net Sales

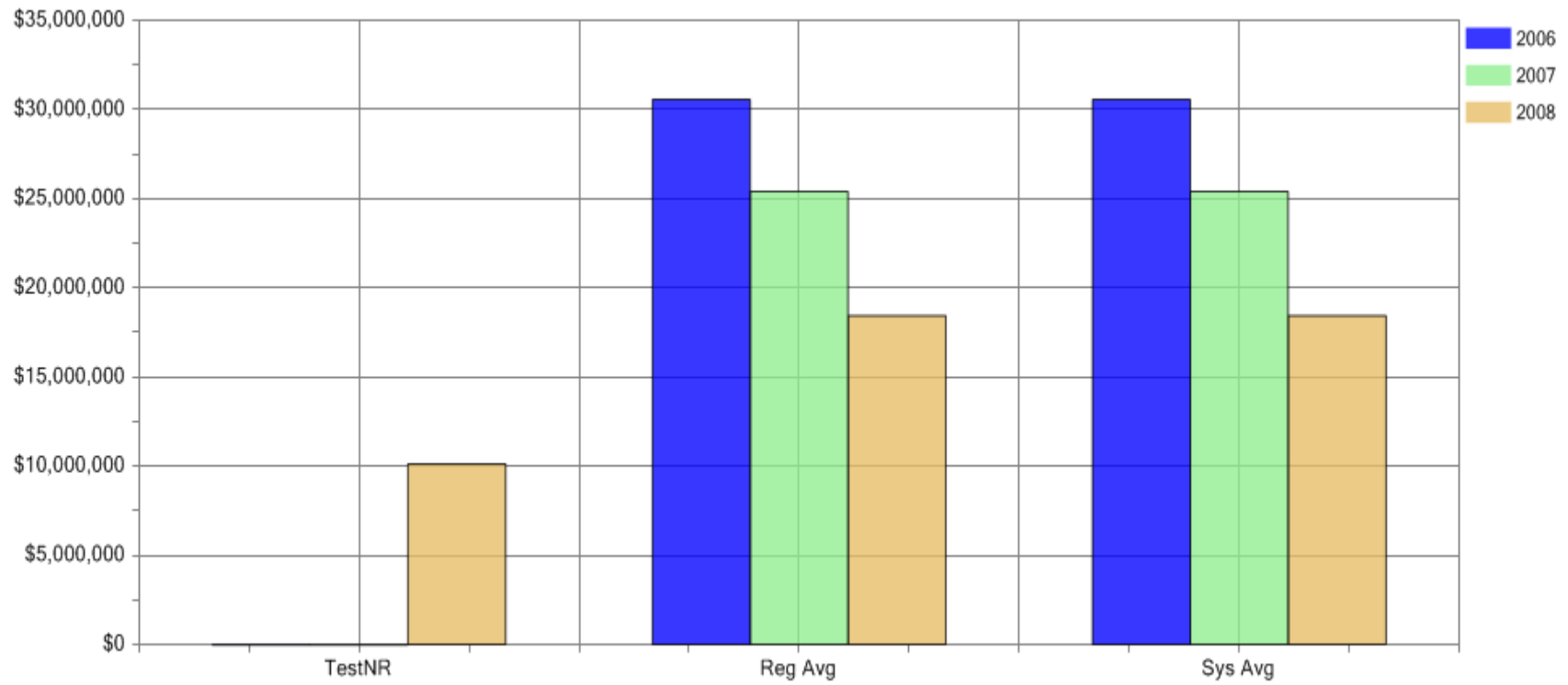


	TestNR	Reg Avg	Sys Avg
Returns	\$398,500	\$618,439	\$618,439
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	3.93%	3.22%	3.22%

Total Net Sales

1f
Chart #13

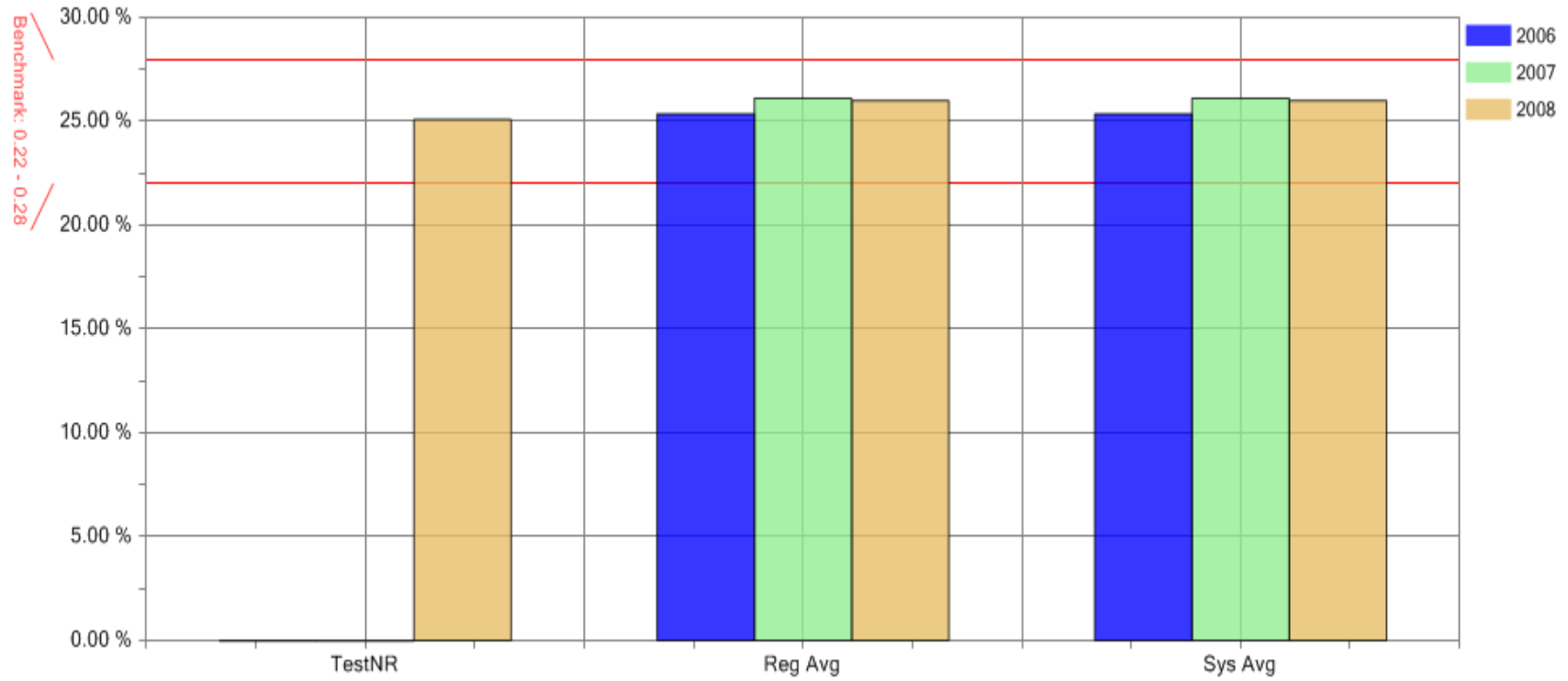
Desired Trend: 



	TestNR	Reg Avg	Sys Avg
Results	\$10,135,948	\$18,448,730	\$18,448,730

Gross Margin Divided by Total Net Sales

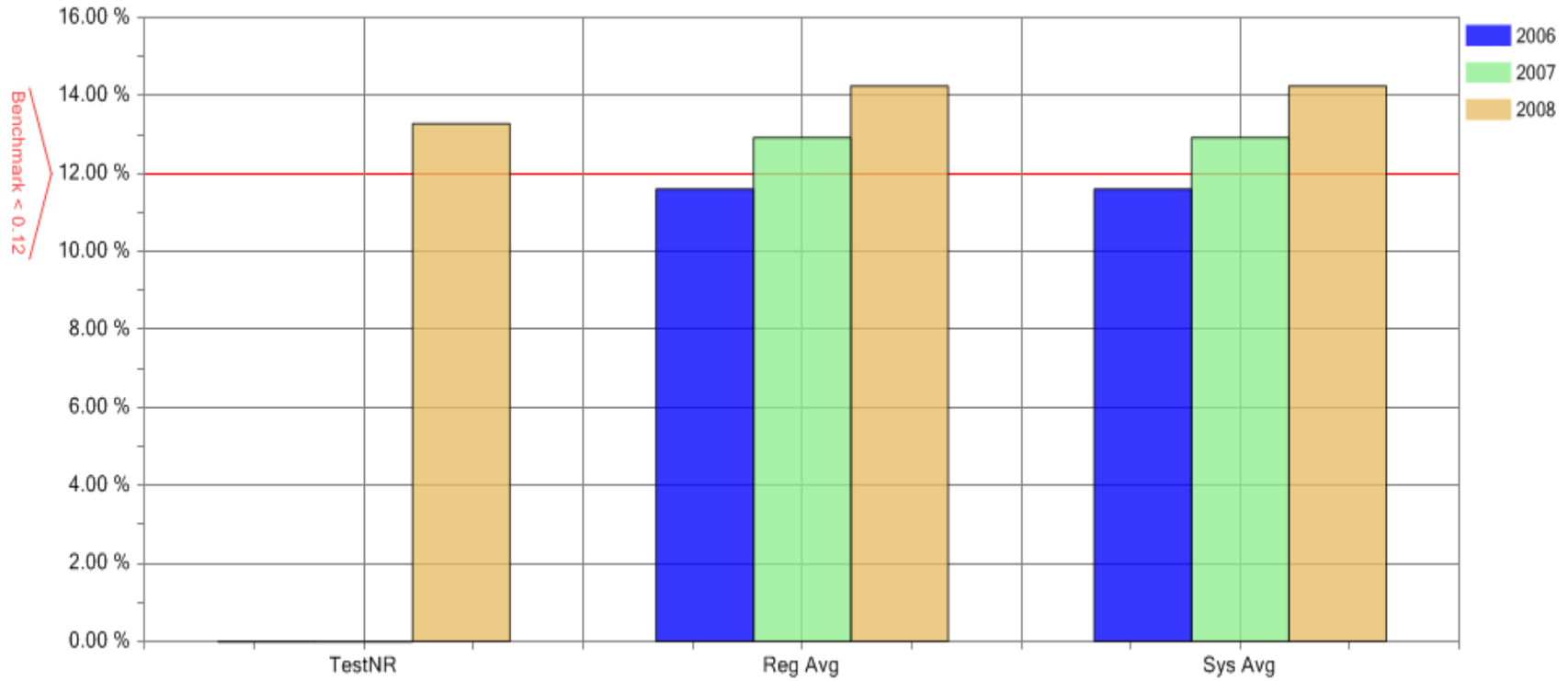
Desired Trend: ↑



	TestNR	Reg Avg	Sys Avg
Gross Margin	\$2,543,360	\$4,825,347	\$4,825,347
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	25.09%	26.00%	26.00%


Salaries + Bonuses Divided by Total Net Sales

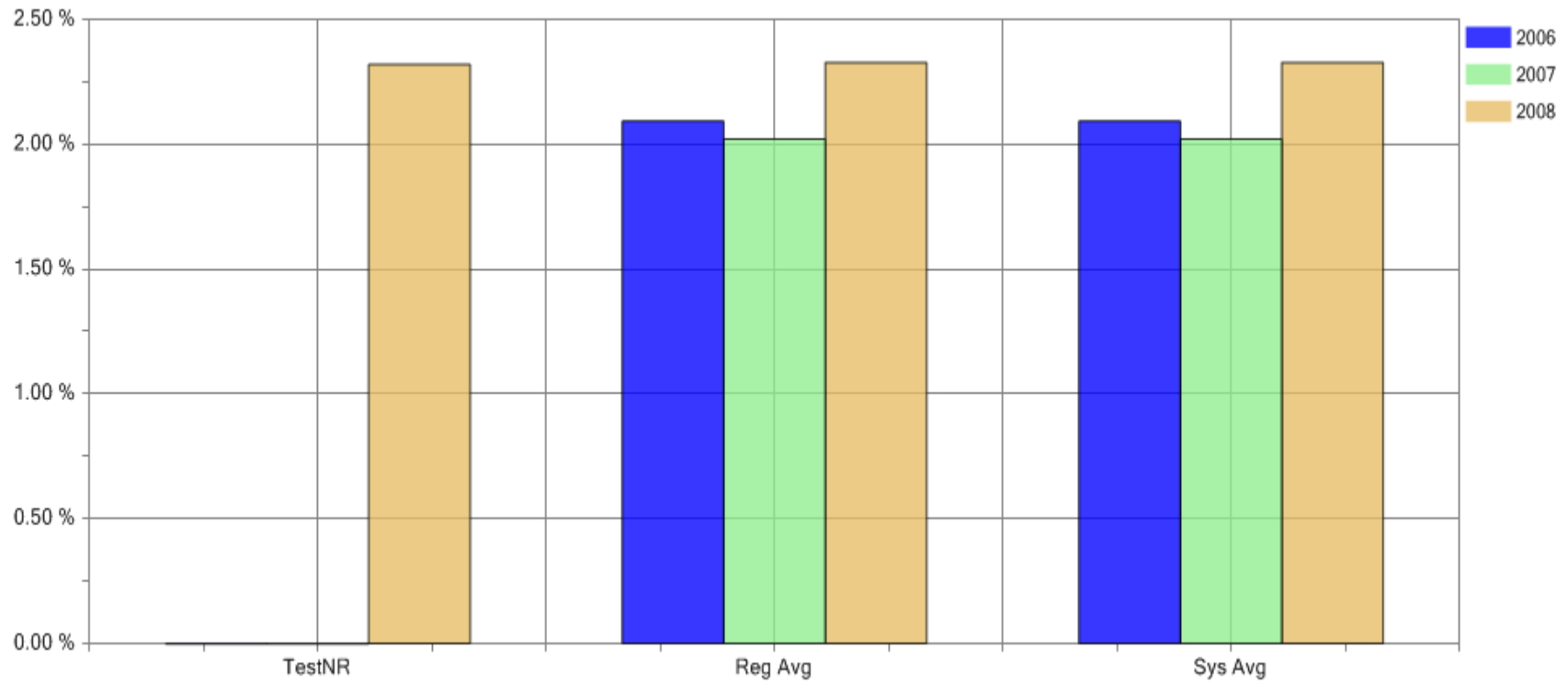
Desired Trend: 



	TestNR	Reg Avg	Sys Avg
Salaries + Bonuses	\$1,346,404	\$2,595,585	\$2,595,585
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	13.28%	14.25%	14.25%

Inside Sales Salaries Divided by Total Net Sales

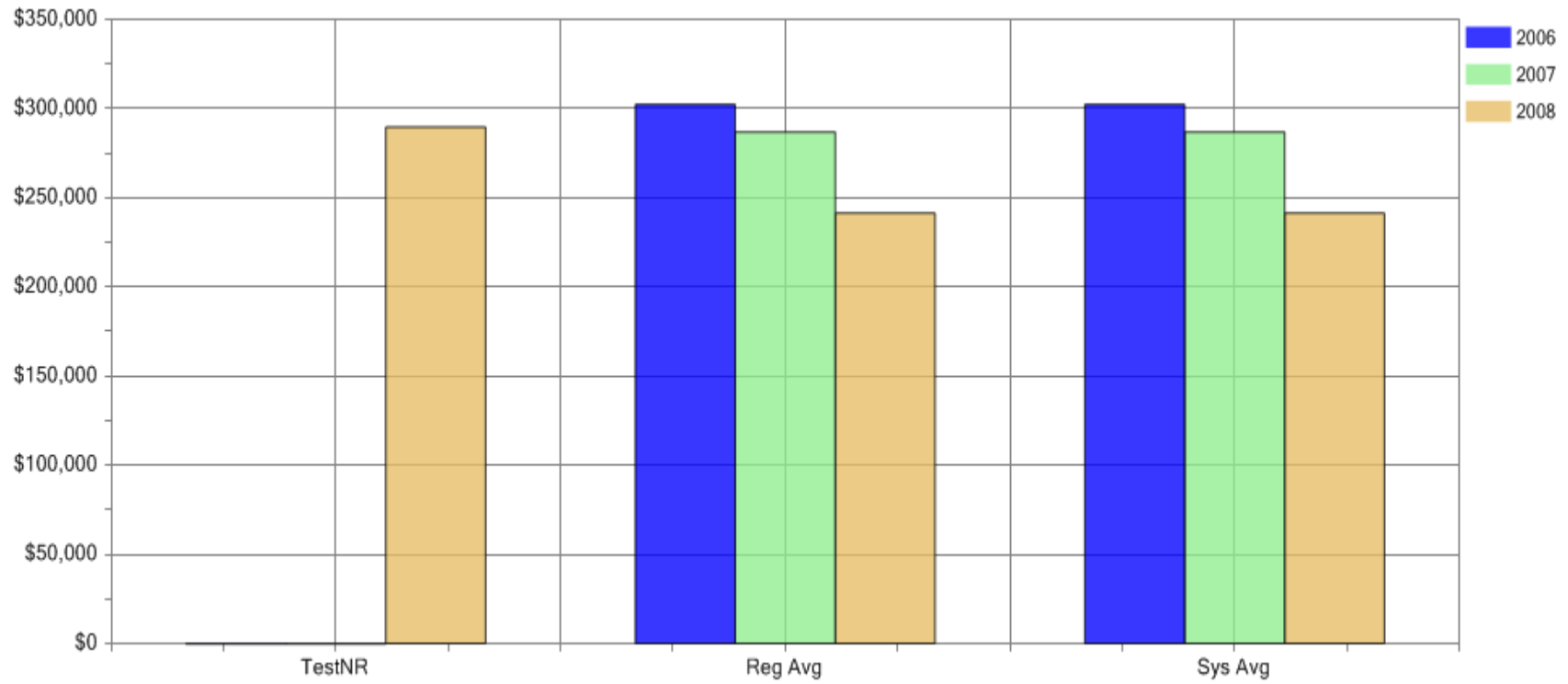
Desired Trend: 



	TestNR	Reg Avg	Sys Avg
Inside Sales Salaries	\$235,000	\$397,187	\$397,187
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Results	2.32%	2.33%	2.33%

Sales per Employee Divided by Total Employees

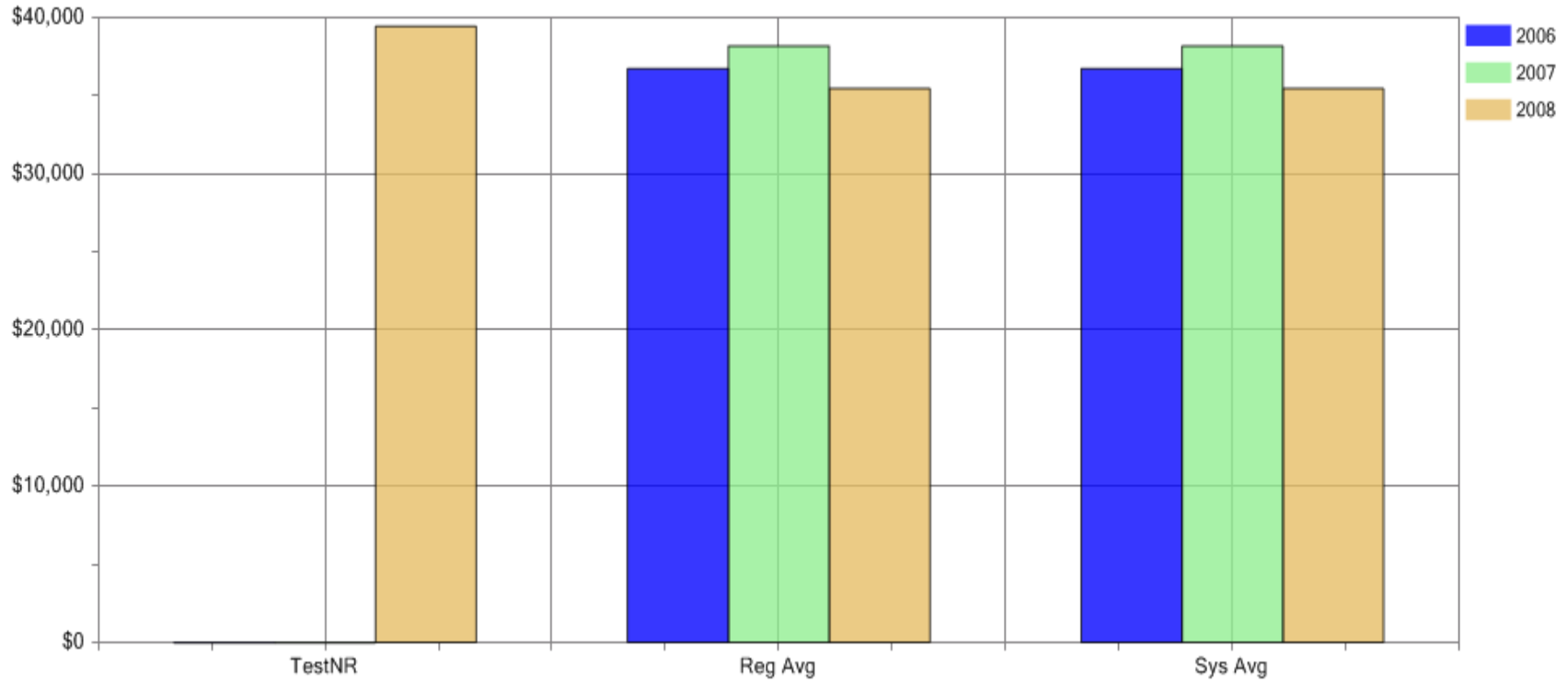
Desired Trend: 



	TestNR	Reg Avg	Sys Avg
Net Sales	\$10,135,948	\$18,448,730	\$18,448,730
Employees	35.00	82.21	82.21
Results	\$289,599	\$241,316	\$241,316

Average Payroll per Employee Divided by Total Employees

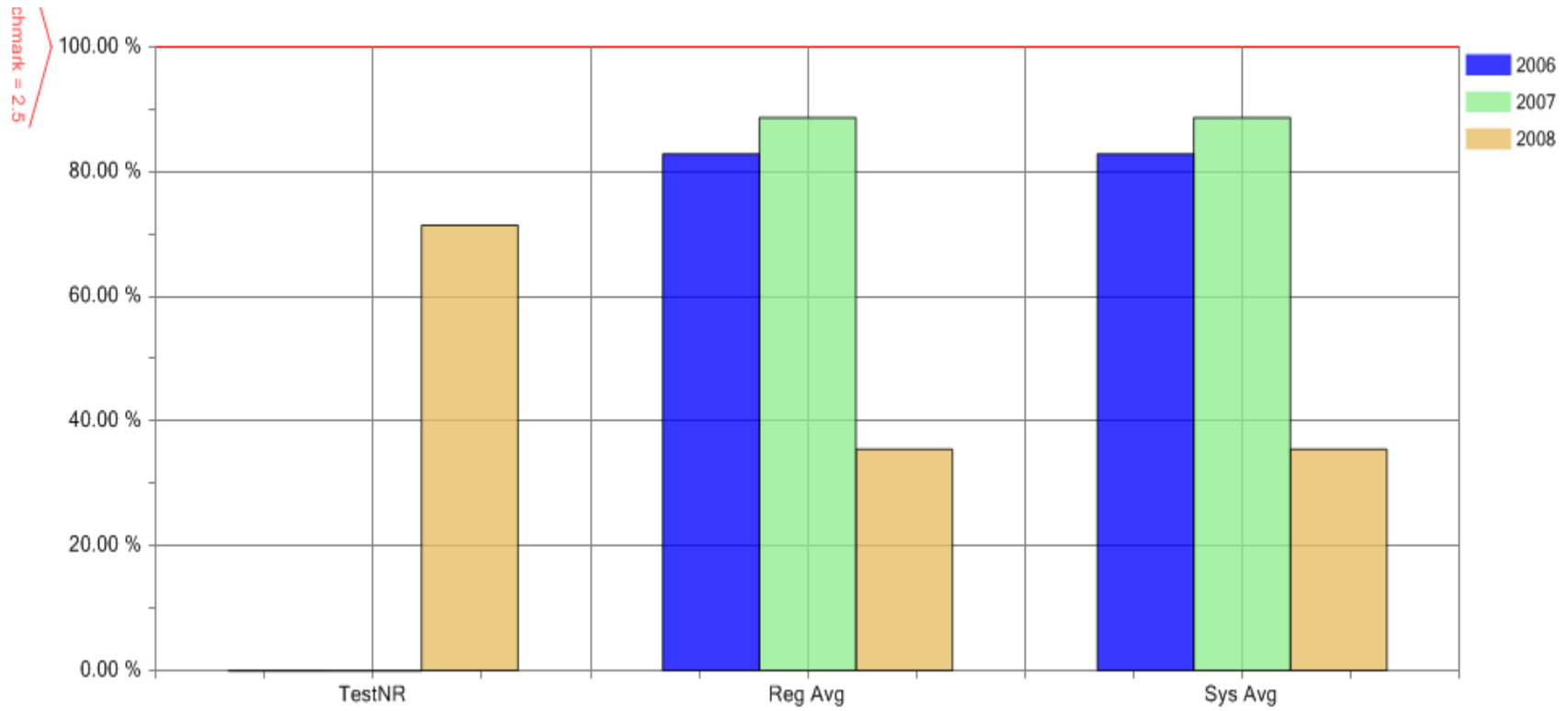
Desired Trend: ↓



	TestNR	Reg Avg	Sys Avg
Average Payrol	\$1,380,404	\$3,082,894	\$3,082,894
Employees	35.00	82.21	82.21
Results	\$39,440	\$35,464	\$35,464

Debt to Net Worth

Desired Trend: 



	TestNR	Reg Avg	Sys Avg
Liabilities	\$1,493,123	\$2,996,072	\$2,996,072
Net Worth	\$2,091,134	\$4,843,502	\$4,843,502
Results	71.40%	35.46%	35.46%

Cell Reference for Test Non-Roundtable Building Materials LBM

Section	Cell Ref	Field Name	Description	
Sales	1a	Charge Sales	Exclude sales tax but include returns	
	1b	Cash Sales	Exclude sales tax but include returns	
	1c	Total Gross Sales		
	1d	Discounts Allowed	Discounts you allow your customer	
	1e	Returns	Materials returned from the job and credited	
	1f	Total Net Sales		
	1ca	Delivered Sales	Sales delivered by our truck	
	1cb	Picked-Up Sales	Sales not delivered by our truck	
	Cost of Goods Sold (FIFO)	1g	Beginning Inventory	Inventory on first day of your fiscal year
		1h	Materials Purchased	
1i		Freight In	Freight paid for materials purchased	
1j		Install Sales Labor	Labor paid to employees and subs for installed sales	
1k		Manufacturing Costs		
1l		Discounts earned	Discounts earned for prompt payment. DO NOT include rebates.	
1m		Ending inventory	Inventory on the last day of your fiscal year.	
1n		Rebates	From buying groups, vendors, etc.	
1o		Total COGS (FIFO)		
1p		Gross Profit		
Employment Costs	2a	Salaries and Bonuses	Include all employee salaries including officer salaries. Do not include manufacturing labor or installed cost labor.	
	2b	Misc. Labor	Incidental labor. Do not include manufacturing labor or installed sales labor.	
	2c	401k-Profit Sharing	Company portion only of employee retirement, pension or other	

			qualified employee retirement expenses.
	2d	FICA-Company Portion	Social Security the employer pays.
	2e	Fed & State Unemp.	Federal and State unemployment the company pays.
	2f	Group Insurance	Company paid portion only of health, life, dental, vision, etc., insurance.
	2g	Uniforms	Company paid portion only.
	2h	Training Expense	Fees paid to send employees to training classes, seminars, product training, etc.
	2i	Worker's Comp	Worker's compensation for employees
	2j	Outside Sales Reimbursement	Include all reimbursement costs paid to outside salesmen for vehicle, phone, entertainment, misc. expenses.
	2k	Total Employment Cost	
Variable Costs	2l	Advertising	Include all advertising costs for newspaper, radio, billboard, all novelty items. DO NOT include Yellow Pages advertising.
	2m	Contractor Incentives	Include tickets and travel awards given to customers for incentive awards, banquets, contractor nights, etc.
	2n	Vendor Co-Op	Funds collected on vendors' normal co-op program.
	2o	Vendor Marketing Support	Marketing funds raised from vendors outside their normal co-op program. Usually an annual campaign targeted toward vendors.
	2p	Utilities	Electricity, water, sewer, gas or oil for heating including utilities to run manufacturing plants.
	2q	Telecommunications	Telephones, long distance charges, cell phones, data lines, include Yellow Pages advertisements
	2r	Repairs-Warehouse and Equipment	Repairs to buildings and equipment. DO NOT include repairs to production equipment or trucks
	2s	Office expense	Office supplies, including computers, computer forms, printing, office equipment rental and maintenance contracts.
	2t	Bank Charges	Cost of bank accounts. DO NOT include loan charges.
	2u	Professional Fees	Legal fees, outside accounting fees, and consulting fees.
	2v	Dues and Subscriptions	Dues to service and association organizations and periodical subscriptions.

	2w	Travel Expense	Travel expense including auto allowance for all personnel EXCEPT outside salespeople.
	2x	Entertainment	Expenses paid to entertain employees or customers. DO NOT include contractor incentives.
	2y	Bad Debts	Bad debts you have written off this year.
	2z	Bad Debt Recovery	Bad debts you have recovered this year that were previously written off.
	2aa	Contributions	Funds contributed to various civic or nonprofit groups.
	2ab	Interest Paid	Interest paid for real estate, equipment loans and for lines of credit. Include loan charges.
	2ac	Janitorial	Include waste removal fees, janitorial or housekeeping services, including at manufacturing plants.
	2ad	Central Office Expense	For use by multiyard operations. This includes charges for central office administrative expenses posted to branch yards. Post only the pro-rated portion for the location included on this report.
	2ae	Miscellaneous	All other expenses that cannot be posted to any other account such as canteen or cash long/short.
	2af	Total Variable Expense	
Truck Expense	3a	Fork Truck Repairs	Repairs on forklifts. If you do not track separately, include in Truck Repairs.
	3b	Truck Gas and Oil	Gas and oil for trucks and forklifts.
	3c	Truck Repair	Repairs on trucks.
	3d	Truck Lease Expense	Long or short term lease of vehicles
	3e	Truck Depreciation	Truck depreciation. DO NOT count forklifts.
	3f	Truck Other Expense	Include any other vehicle related costs.
	3g	Total Truck Expense	
Fixed Expenses	3h	Rent	Include all rent paid for real estate only. NOT office equipment or vehicle leases.
	3i	Depreciation on Real Estate	Depreciation on buildings and leasehold improvements.
	3j	Depreciation on Equipment	Depreciation on office equipment and forklifts. DO NOT include trucks or manufacturing equipment.

	3k	Real Estate Taxes and Licenses	Property taxes. Do not include income tax or sales tax.
	3l	Other Taxes and Licenses	Business licenses, vehicle taxes and licenses. DO NOT include income tax or sales tax.
	3m	Property and Casualty Insurance	Insurance paid for property, casualty, product liability, umbrella, fleet, inventory, key man.
	3n	Total Fixed Expenses	
	3o	Total Operating Expenses	
	3p	Income from Operations	
Other Income	3q	Service Charges	Finance charges collected from customer.
	3r	Fuel Surcharge	Charges levied onto delivery to cover increased fuel cost.
	3s	Interest Income	Interest earned on notes receivable, loans.
	3t	Miscellaneous	All other misc. income.
	3u	Total Other Income	
	3v	Income Before Taxes	
Vehicle Information	3w	Number of Delivery Trucks	Including truss and door/window delivery trucks.
	3x	No. of Installed Sales Trucks	Include insulation, garage door, wire shelving, etc.
	3y	No. of Forklifts	Do not include forklifts used in manufacturing or piggybacks.
	3z	No. of Piggy Back Lifts	
	3aa	Total Trucks	
Sales by Business Unit	4a	Truss Plant Sales	
	4b	Door Plant Sales	
	4c	Other Manufactured Sales	Hollow metal doors and frames, window assembly mills, etc.
	4d	Other Value-Added Sales	Non-lumber items not manufactured or installed by your company (not already included in manufactured or installed categories) such as cabinets, counter tops, fireplaces, doors and windows, builder's hardware.
	4e	Installed Sales	
	4f	Total Value-Added Sales	
	4g	Regular Building Material Sales	Framing lumber, panel products, deck products and other basic

building material and hardlines where specialized services like design, installation or manufacturing are not performed by your company.

	4h	Other Sales
	4i	Total Sales
Employees	4j.1	Owners # Employees
	4j.2	Owners Total Salary + Bonus
	4j.3	Owners # Separated
	4j.4	Owners Average Salary
	4j.5	Owners High Salary
	4j.6	Owners Low Salary
	4k.1	General Manager # Employees
	4k.2	General Manager Total Salary + Bonus
	4k.3	General Manager # Separated
	4k.4	General Manager Average Salary
	4k.5	General Manager High Salary
	4k.6	General Manager Low Salary
	4l.1	Store and Department Managers # Employees
	4l.2	Store and Department Managers Total Salary + Bonus
	4l.3	Store and Department Managers # Separated
	4l.4	Store and Department Managers Average Salary
	4l.5	Store and Department Managers High Salary
	4l.6	Store and Department Managers Low Salary
	4m.1	Chief Financial Officer # Employees
	4m.2	Chief Financial Officer Total Salary + Bonus

4m.3	Chief Financial Officer # Separated
4m.4	Chief Financial Officer Average Salary
4m.5	Chief Financial Officer High Salary
4m.6	Chief Financial Officer Low Salary
4n.1	Credit Manager # Employees
4n.2	Credit Manager Total Salary + Bonus
4n.3	Credit Manager # Separated
4n.4	Credit Manager Average Salary
4n.5	Credit Manager High Salary
4n.6	Credit Manager Low Salary
4o.1	Accounting and Bookkeeping # Employees
4o.2	Accounting and Bookkeeping Total Salary + Bonus
4o.3	Accounting and Bookkeeping # Separated
4o.4	Accounting and Bookkeeping Average Salary
4o.5	Accounting and Bookkeeping High Salary
4o.6	Accounting and Bookkeeping Low Salary
4p.1	Purchasing and Inventory Management # Employees
4p.2	Purchasing and Inventory Management Total Salary + Bonus
4p.3	Purchasing and Inventory Management # Separated
4p.4	Purchasing and Inventory Management Average Salary
4p.5	Purchasing and Inventory Management High Salary
4p.6	Purchasing and Inventory Management Low Salary

4q.1	Human Resources # Employees
4q.2	Human Resources Total Salary + Bonus
4q.3	Human Resources # Separated
4q.4	Human Resources Average Salary
4q.5	Human Resources High Salary
4q.6	Human Resources Low Salary
4r.1	Receptionist # Employees
4r.2	Receptionist Total Salary + Bonus
4r.3	Receptionist # Separated
4r.4	Receptionist Average Salary
4r.5	Receptionist High Salary
4r.6	Receptionist Low Salary
4s.1	Sales Manager # Employees
4s.2	Sales Manager Total Salary + Bonus
4s.3	Sales Manager # Separated
4s.4	Sales Manager Average Salary
4s.5	Sales Manager High Salary
4s.6	Sales Manager Low Salary
4t.1	Outside Sales # Employees
4t.2	Outside Sales Total Salary + Bonus
4t.3	Outside Sales # Separated
4t.4	Outside Sales Average Salary
4t.5	Outside Sales High Salary
4t.6	Outside Sales Low Salary
4u.1	Sales Coordinators # Employees
4u.2	Sales Coordinators Total Salary + Bonus
4u.3	Sales Coordinators # Separated

- 4u.4 Sales Coordinators Average Salary
- 4u.5 Sales Coordinators High Salary
- 4u.6 Sales Coordinators Low Salary
- 4v.1 Estimators # Employees
- 4v.2 Estimators Total Salary + Bonus
- 4v.3 Estimators # Separated
- 4v.4 Estimators Average Salary
- 4v.5 Estimators High Salary
- 4v.6 Estimators Low Salary
- 4w.1 Inside Sales # Employees
- 4w.2 Inside Sales Total Salary + Bonus
- 4w.3 Inside Sales # Separated
- 4w.4 Inside Sales Average Salary
- 4w.5 Inside Sales High Salary
- 4w.6 Inside Sales Low Salary
- 4x.1 Yard Manager (foreman) and Dispatcher # Employees
- 4x.2 Yard Manager (foreman) and Dispatcher Total Salary + Bonus
- 4x.3 Yard Manager (foreman) and Dispatcher # Separated
- 4x.4 Yard Manager (foreman) and Dispatcher Average Salary
- 4x.5 Yard Manager (foreman) and Dispatcher High Salary
- 4x.6 Yard Manager (foreman) and Dispatcher Low Salary
- 4y.1 Drivers # Employees
- 4y.2 Drivers Total Salary + Bonus

4y.3 Drivers # Separated
4y.4 Drivers Average Salary
4y.5 Drivers High Salary
4y.6 Drivers Low Salary
4z.1 Other Yard Personnel # Employees
4z.2 Other Yard Personnel Total Salary + Bonus
4z.3 Other Yard Personnel # Separated
4z.4 Other Yard Personnel Average Salary
4z.5 Other Yard Personnel High Salary
4z.6 Other Yard Personnel Low Salary
4aa.1 Installers # Employees
4aa.2 Installers Total Salary + Bonus
4aa.3 Installers # Separated
4aa.4 Installers Average Salary
4aa.5 Installers High Salary
4aa.6 Installers Low Salary
4ab.1 Manufacturing Shop # Employees
4ab.2 Manufacturing Shop Total Salary + Bonus
4ab.3 Manufacturing Shop # Separated
4ab.4 Manufacturing Shop Average Salary
4ab.5 Manufacturing Shop High Salary
4ab.6 Manufacturing Shop Low Salary
4ac.1 Other employees # Employees
4ac.2 Other employees Total Salary + Bonus
4ac.3 Other employees # Separated
4ac.4 Other employees Average Salary
4ac.5 Other employees High Salary

	4ac.6	Other employees Low Salary	
	4ad.1	IT Manager # Employees	
	4ad.2	IT Manager Total Salary + Bonus	
	4ad.3	IT Manager # Separated	
	4ad.4	IT Manager Average Salary	
	4ad.5	IT Manager High Salary	
	4ad.6	IT Manager Low Salary	
	4ae.1	Totals # Employees	
	4ae.2	Totals Total Salary + Bonus	
	4ae.3	Totals # Separated	
Accounts Receivable	4af	Current	Amount from your current A/R column
	4ag	30 day	Amount from your 30 days overdue A/R column
	4ah	60 day	Amount from your 60 days overdue A/R column
	4ai	90 day and over	Amount from your 90 days and over overdue A/R column
	4aj	Total Receivables	
Inventory	4ak	1st month	
	4al	2nd month	
	4am	3rd month	
	4an	4th month	
	4ao	5th month	
	4ap	6th month	
	4aq	7th month	
	4ar	8th month	
	4as	9th month	
	4at	10th month	
	4au	11th month	
	4av	Inventory Shrink	Include shortages, culls, theft, and the variance between physical count and computer count

Insurance Information	5a	Limit of Liability on underlying P&C Policy	
	5b	Limit of Liability on Umbrella Policy	
	5c	Worker's Comp Mod Rate	This is the mod rate shown on your worker's comp bill. This number should be entered as a decimal.
Current Assets	5d	Cash and Marketable Securities	Includes cash on hand, cash in bank, CDs and other marketable investments.
	5e	Accounts Receivable	
	5f	Inventory	Inventory on the last day of the fiscal year
	5g	Doubtful Accounts	This is your allowance for doubtful accounts.
	5h	Other Current Assets	Include all prepaid expenses and notes receivable due within one year.
	5i	Total Current Assets	
	5j	Total Fixed and Noncurrent Assets	Fixed assets include property, buildings, equipment, forklifts and vehicles less depreciation. Noncurrent assets include notes receivable which will be due beyond the next one-year period.
	5k	Total Assets	
Liabilities	5l	Accounts Payable	Due within the next 12 months.
	5m	Notes payable	
	5n	Other Current Liabilities	
	5o	Total Current Liabilities	
	5p	Long-Term Debt	Include all debt that is due beyond the next one-year period.
	5q	Total Liabilities	
Equity	5r	Total Shareholder Equity	
	5s	Total Liabilities and Equity	