



New from NLBMDA!

The Scope of the Lumber & Building Material Industry

The Scope of the LBM Industry Report explains why building material dealers operate the way they do and how they have evolved in response to the marketplace, noting valuable benchmarking data for all members of the building industry, especially in today's tumultuous economy.


The Scope of the LBM Industry Report will feature important qualitative data focused on fundamental practices, including:

- How dealer businesses are structured
- How dealers go to market
- What kinds of customers dealers serve
- What products and services dealers offer
- Purchasing practices and inventory management
- How dealers use technology

Prepared by Greg Brooks of The Building Supply Channel, the report also details important quantitative data on the state of the industry, including: Size of the industry; Number of companies; Geographical concentration; Number of employees; Payroll expenditures; Taxes paid; Sales by customer type; Dealer/retailer sales by product category; End use by end-user category; Employee productivity; Product line market share by dealer type; Inventory productivity; and Manufacturing capabilities.

It is important for leading building supply dealers to stay up-to-date with the industry trends, in order to stay innovative and competitive. *The Scope of the LBM Industry Report* will cover trends within the building material channel, in the context of a dealer's customer base. Several trends are discussed including residential new construction, remodeling, consumer home improvement, and how the dealer channel is adapting to meet customers' needs. Few outside observers recognize the degree of entrepreneurship, the unique work environment, and the breadth of career opportunities in this building supply dealer industry. It's a tremendously challenging industry, combining elements of manufacturing, logistics, retailing, and construction.

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