



## **LBM Associations Launch Operations Comparison, Salary Survey Program**

Dealers across the country will be able to compare their operational costs and employee salaries to regional and national average using a new program from the regional LBM associations. The Building Material Operations Comparison (BMOC) program is a web-based program that provides a comprehensive review of expenses and a salary survey in one tool.

The program was developed by the Construction Suppliers Association, which has used it for dealer roundtables for the past two years. CSA is the regional LBM association for Georgia and Alabama.

“We pulled together some of the brightest financial minds in our association to create this program,” said Jim Moody, CSA president. “Our immediate need at the time was for our roundtables, but we created it so that individual dealers could use it as well. The system is easy to use, and it provides incredibly meaningful data to dealers that they can’t get anywhere else.”

Features of the BMOC program include:

- Web-based program with easy data entry. Definitions are provided for categories so that analysis makes “apples to apples” comparisons.
- System auto-computes many numbers and highlights potential errors to prevent typographical errors from ruining 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 dealers trust. The data is safe, secure and confidential.
- Combines cost studies and salary surveys into one program for less time and expense.

A brief video demonstration of the BMOC program is available at <http://financials.gocsa.com/Tutorials/Overview/>

Cost for members of a regional LBM association to participate in the program is \$200. Dealers should contact their state or regional LBM association to receive more information or register for the program. All data must be entered into the system by April 1, and the final results will be available to participants on April 2.