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## NBMDA Opens the 2022 Financial Benchmarking Survey

CHICAGO - The **North American Building Material Distribution Association (NBMDA)** is pleased to launch the **2022 NBMDA Financial Benchmarking Program**. In an environment where relentless pressure is put on profit margins, this program sets out to help distributors optimize their performance through the provision of aggregated financial data.

With the help of third-party research firm **Benchmarking Analytics**, distributors who participate in the survey will receive an overview of their metrics stacked against industry averages. This comparative analysis will highlight areas of improvement and give users a better understanding of the "best practices" of high-performing distribution companies.

The association has been providing financial benchmarking to its members for many years and the annual reports provide some of the most detailed analyses of operating and employee performance available to distributors who serve the woodworking and kitchen & bath markets. The 2022 program has several objectives, including:

- Provide an opportunity to compare a distributor's performance to reputable industry performance targets.
- Present data that may allow distribution managers to rethink their assumptions about strengths and weaknesses.
- Shed light on weak distribution performance and inefficient processes.
- Deliver insight into whether payroll expenses are in line with industry averages.
- Facilitate resource allocation decision-making.
- Allow participating distributors to compare their performance against just NBMDA distributors or the entire participating group.

The program is a member benefit of the NBMDA and there is no cost to distributors who submit their data. Non-member distributors are invited to participate one time at no cost or commitment.

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### About NBMDA

NBMDA is a trade association representing the leading wholesale distributors of wood panels, surfacing materials, cabinet hardware, finishes and related interior products. Membership is comprised of distributors and suppliers that serve the independent building material, and kitchen and bath dealer as well as those that serve production companies involved in cabinetry, architectural woodwork, stock woodwork, store fixtures, solid surface fabricating, plastics fabricating, general and specialty woodworking industries. For more information, visit [www.nbmda.org](http://www.nbmda.org).



