2018 Wholesale / Distribution Compensation & Benefits Benchmarking Report PREVIEW

Compiled & Published by:

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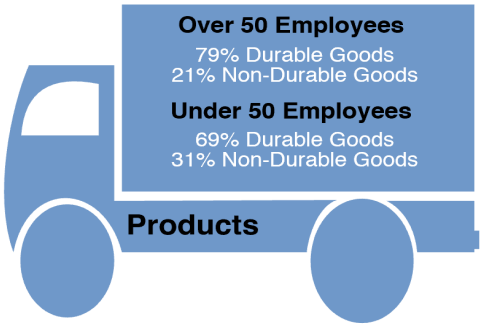
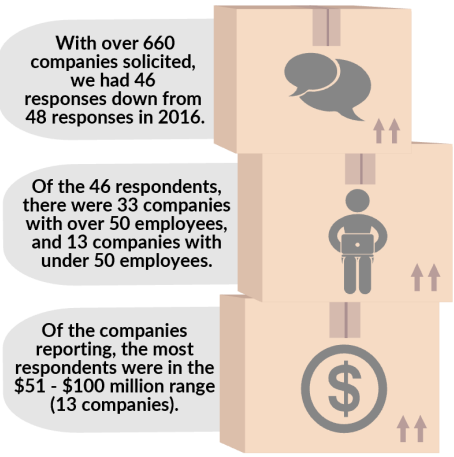
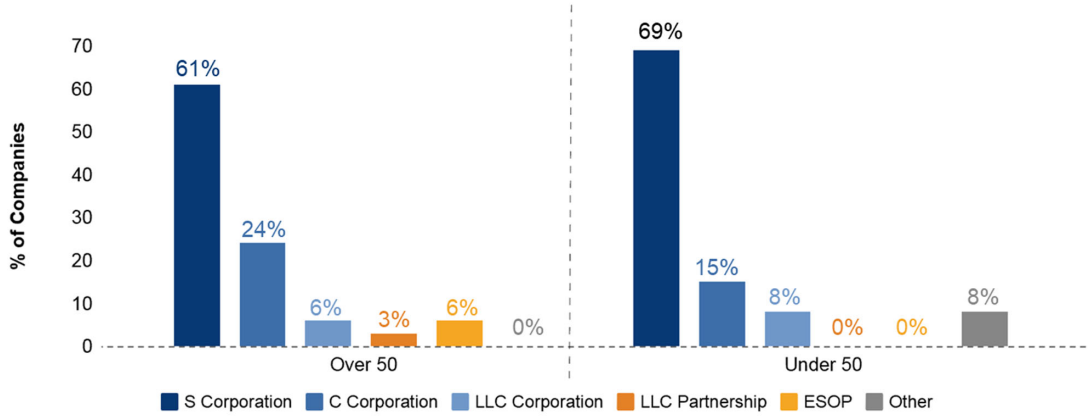
Participant Overview

- We collected data from 46 companies, which is slightly down from the 48 responses collected in 2016.
- Of the 46 respondents, there were 33 companies with *over* 50 employees, and 13 companies with under 50 employees.



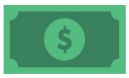


- Of the participants, when asked to describe their company type, we received the following responses:



- 2018 top issues for distributors:

74% Attracting and/or retaining qualified personnel



10% Material Costs

36% Pressure from Competition

8% Tariffs

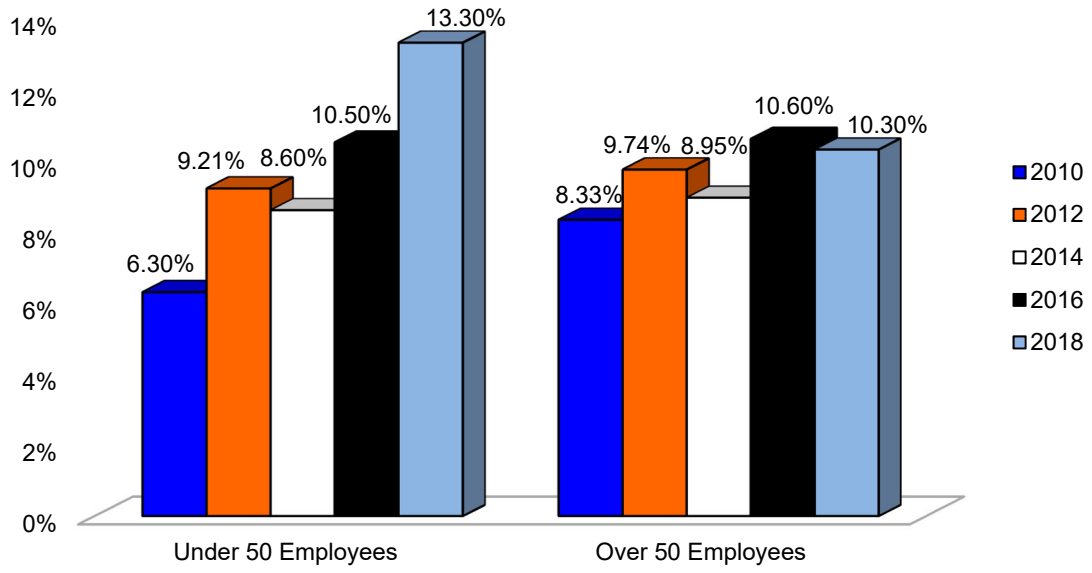
13% Healthcare Costs

8% Rising Wages

10% Transportation Cost

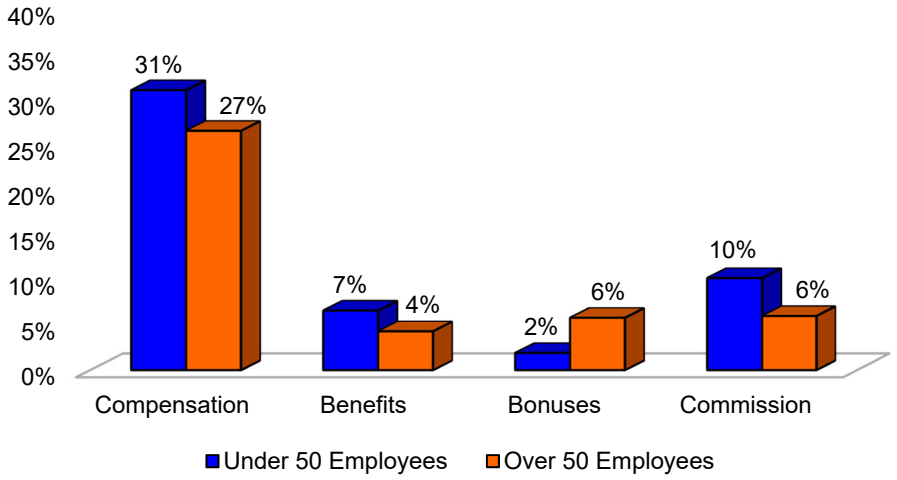
One way to gauge a company's success is to divide profits after taxes by total assets. The percentage calculated is Return on Total Assets (ROTA). The average ROTA for the past five reports is:

Return on Total Assets (ROTA)



By calculating gross margin, wholesale/distributors have a measurement tool to utilize when compensating employees. From the graph below, you can see how gross margin is broken down as a percentage of various compensation components:

Relative Expense as a Percentage of Gross Margin



For a full copy of the report, visit:
www.barnesdennig.com/resources/benchmarking-reports

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