



# RANDOM LENGTHS

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THE WEEKLY REPORT ON NORTH AMERICAN FOREST PRODUCTS MARKETS

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## 2019 Forest Products Industry Compensation Survey

Supplementary to Random Lengths Issue of April 12, 2019

### Part 1: Mill sales managers

(The following table is supplementary to an article published in the April 12, 2019 issue of Random Lengths.)  
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#### How Mill Sales Managers Are Compensated

	West	North	South	Western Canada	Eastern Canada	Overseas	All Regions
<b>Average Earnings (U.S. dollars)</b>							
2018	156.2	129.5	132.2	102.8	166.5	74.3	137.0
2019 (est.)	159.7	128.8	136.6	108.2	185.3	73.3	141.6
<b>% Receiving Benefits</b>							
401-K	75	80	71	13	20	-	58
Bonus	-	-	-	13	-	-	2
Car	21	60	21	13	-	33	22
Cell Phone	54	80	93	100	100	67	76
Dental Insurance	67	20	43	100	80	-	59
Disability Insurance	42	20	36	100	80	-	47
Fuel Card	4	-	-	-	-	-	2
Health Insurance	75	60	64	100	60	33	71
Laptop/notebook/tablet Computer	42	40	64	50	80	67	53
Life Insurance	67	40	50	100	80	-	63
Partial Health Insurance	4	-	-	-	-	-	2
Pension	-	-	-	50	60	-	12
Profit Sharing	29	20	57	13	20	-	31
Stock/Stock Options	4	-	14	13	-	-	7
Vision Insurance	50	20	29	75	80	-	46

• Earnings in \$1,000s • Total Responses: 59

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