



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 19, 2019

Part 2: Wholesale/distribution sales managers

(The following table is supplementary to an article published in the April 19, 2019 issue of Random Lengths.)

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How Wholesalers Are Compensated

	West	North	South	Western Canada	Eastern Canada	Overseas	All Regions
Average Earnings (U.S. dollars)							
2018	183.0	–	167.7	192.0	92.8	300.0	161.7
2019 (est.)	220.8	–	166.9	185.8	107.2	325.0	176.1
% Receiving Benefits							
401-K	64	–	61	–	–	–	60
Auto & Gas Reimbursement	2	–	–	–	–	–	1
Auto Allowance, Expense Report	–	–	2	–	–	–	1
Car	22	–	29	38	20	–	27
Cell Phone	61	–	59	85	80	–	61
Dental Insurance	61	–	54	85	60	–	63
Disability Insurance	42	–	49	69	80	–	48
ESOP	–	–	–	–	–	–	1
Health Insurance	75	–	66	85	80	–	73
Laptop/notebook/tablet Computer	44	–	59	69	60	–	51
Life Insurance	53	–	68	85	80	–	65
Pension	2	–	7	31	60	–	9
Profit Sharing	19	–	20	31	40	–	22
Simple IRA	2	–	–	–	–	–	1
Stock/Stock Options	14	–	22	15	–	–	17
Vacation Time	–	–	2	–	–	–	1
Vision Insurance	53	–	41	62	60	–	54

• Earnings in \$1,000s • Total Responses: 164

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