



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 26 2019

Part 3: Retail buyers

(The following table is supplementary to an article published in the April 26, 2019 issue of Random Lengths.)
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How Retail Buyers Are Compensated

	West	North	South	Western Canada	Eastern Canada	Overseas	All Regions
Average Earnings (U.S. dollars)							
2018	97.3	-	111.9	100.0	-	-	103.2
2019 (est.)	101.3	-	121.4	125.0	-	-	109.1
% Receiving Benefits							
401-K	67	-	59	-	-	-	60
Car	25	-	29	-	-	-	22
Cell Phone	58	-	65	100	-	-	65
Dental Insurance	50	-	53	100	-	-	49
Disability Insurance	25	-	29	67	-	-	29
Distributions	-	-	6	-	-	-	2
Gym, Country Club Membership	-	-	6	-	-	-	2
Health Insurance	83	-	76	100	-	-	80
Laptop/notebook/tablet Computer	42	-	35	-	-	-	36
Life Insurance	50	-	59	33	-	-	53
Pension	8	-	-	-	-	-	4
Profit Sharing	33	-	29	100	-	-	36
Stock/Stock Options	8	-	-	-	-	-	5
Vacation, Holidays	-	-	-	-	-	-	2
Vision Insurance	33	-	35	33	-	-	33

• Earnings in \$1,000s • Total Responses: 55

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