



benchmarking, marketing and management

# Employee Compensation Report

The 2006 Employee Compensation Report provides a detailed review of compensation and benefit programs for a wide range of distributors that is not available from any other source. Over 2000 distributors from 40 trade associations participated in this study that compares compensation levels and fringe benefit programs across firms and branches of different sizes located across the United States.

The statistics in this current edition provide an up-to-date and invaluable tool for evaluating and planning your compensation practices. Here's how:

- **Compare executive and employee compensation, including salaries, bonuses, commissions and perks;**
- **Compare compensation levels and fringe benefit packages, such as health insurance, retirement programs, employee time off and the like; and**
- **Pinpoint how your specific compensation programs compare to other distributors using the statistics provided for 23 different sales volumes and nearly 100 different national, regional, state and metropolitan areas.**

The complete results of the report are presented in two volumes.

- **Volume 1 contains information only for the 80 MwDA and other ASA member firms taking part in the survey, and where appropriate, results are compared to those from the entire cross-industry sample.**
- **Volume 2 contains the entire cross-industry report on CD-ROM so you can take full advantage of the information collected from the large sample of firms at its most detailed level.**



*competitive intelligence*

*benchmark critical ratios*

*create strong teams*

*exceed expectations*

Whether you need to make comparisons between your firm and others in the same market or another territory in which you seek to expand your market share, this report represents the most detailed look at compensation and benefits ever undertaken in the distribution industries.

Complete the order form on the reverse to order your copy. Your competition may very well already have!

Participants in the survey may order additional copies for a reduced fee. Call 312.464.0090 for details.

# Employee Compensation Report

2006 edition

*With the level of detail this study provides, you can begin to pinpoint how your specific compensation programs stack up against other distributors in your employment locale*

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