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NBMDA's Quarterly Sales Trends Research Show Increased Growth Confidence in 2015

CHICAGO – The 2015 Spring NBMDA Quarterly Sales Trends Report, a robust benchmarking and forecasting tool, surveyed both distributor and manufacturer members of the North American Building Material Distribution Association (NBMDA) to deliver invaluable data and insights. The report provides NBMDA members with information on near term and regional demand trends, sales forecasts and business management.

Overall, NBMDA distributor and manufacturer respondents are off to strong start in 2015. March was the strongest month of 1Q for respondents, and the strong trends continued through April. In addition, more than 70 percent of both distributors and manufacturers plan to add headcount in 2015.

Distributors saw demand improve through Q1 with March up 10 percent compares to four percent growth in January and February. The report indicated that distributors are forecasting six percent plus growth across flooring, board & panels, hardware & storage, and specialty building materials in 2015.

Manufacturer-specific insights from the report showed that manufacturer respondents also saw momentum improve through Q1, continuing into early Q2. Hardware & Storage is projected to be the strongest category in 2015.

"This robust benchmarking data has been an exceptional tool for our members," said NBMDA Executive Vice President Kevin Gammonley. "The report allows NBMDA to support members by providing insights on trends their peers are experiencing."

Learn more about NBMDA partnerships and member resources at www.nbmda.org.

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About NBMDA

NBMDA is a trade association representing the leading wholesale distributors of wood panels, surfacing materials, cabinet hardware, finishes and related products. Membership is comprised of distributors and manufacturers that serve the independent kitchen and bath dealer, as well as those that serve production companies involved in cabinetry, architectural woodwork, stock woodwork, store fixtures, solid surface fabricating, plastics fabricating, general and specialty woodworking industries. For more information, visit www.nbmda.org.