



PLUNKETT CORPORATE BENCHMARKS REPORTS™

From Plunkett Research®, Ltd.

Deep studies of individual Corporations: Analytics, Extensive Financial Metrics, and Benchmarks Against Averages and Top Competitors

Compare Top Publicly-Held Companies Against Industry Averages, 2016

NAIC 321000

Title Lumber, Wood Products, Plywood, Engineered Trusses and Manufactured (Mobile) Homes and Buildings Industry (U.S.)

Group Number 1

Income Statement (Whole \$), % = Percent of Total Revenues

\$USD, In whole numbers, except marked * or %	Boise Cascade Corp	Boise Cascade Corp	Universal Forest Products Inc	Louisiana-Pacific Corp (LP)	Industry Average of 8 Companies
Total Revenue	3,911,215,104	3,911,215,104	3,240,493,056	2,233,400,064	1,520,534,187
Cost Of Revenue	3,398,433,024	3,398,433,024	2,765,903,104	1,724,000,000	1,269,067,909
%	86.89	86.89	85.35	77.19	83.46
Gross Profit	512,782,016	512,782,016	474,590,016	509,400,000	251,466,270
%	13.11	13.11	14.65	22.81	16.54
Operating Expenses					
SGA Expense	361,382,016	361,382,016	310,152,000	183,600,000	141,140,294
%	9.24	9.24	9.57	8.22	9.28
Other Operating Expenses	71,821,984	71,821,984	0	121,800,000	31,938,998
%	1.84	1.84	0.00	5.45	2.10
Total Operating Expenses	433,204,000	433,204,000	310,152,000	305,400,000	173,079,292
%	11.08	11.08	9.57	13.67	11.38
Operating Income	79,578,000	79,578,000	164,438,000	204,000,000	78,386,975
%	2.03	2.03	5.07	9.13	5.16
Misc Other Special Charges	-	-	0	-	(2,396,932)
%	-	-	0.00	-	-0.16
Interest Expense	26,692,000	26,692,000	4,575,000	31,000,000	15,981,833
%	0.68	0.68	0.14	1.39	1.05

CORE BENEFITS TO CUSTOMER:

- Comprehensive financial performance benchmarking, including the Subject Company's
 - 1) Financial results
 - 2) Financial history
 - 3) Ratios
 - 4) Vital metrics
- Industry-specific comparative financial analysis and benchmarking of the Subject Company to:
 - 1) Deep financials of each of the leading firms in the Subject Company's primary industry
 - 2) Detailed, multi-year financial averages for all companies within the industry
 - 3) Rankings of the Subject Company against the top companies within the industry
- Profiles of the Subject Company and of its industry's leading firms

Typical Table of Contents:

Analysis Summary of the Subject Company's Primary Industry, U.S. Data

- Industry revenues, employee count and growth rate
- Top U.S. companies, by revenues (table)
- Industry employee population, current and historical (chart)
- Industry revenues, 8-year history and 8-year forecast, with CAGR

Industry Revenues, 8-year history and 8-year forecast, with CAGR

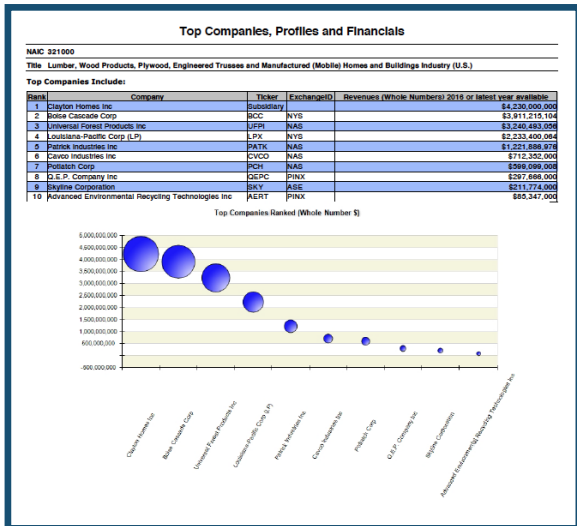
Comparative Financial Benchmarks for the Subject Company by Industry Averages in a 6-year Time Series of Detailed Financials, U.S. Companies

- A. Detailed table of companies used in computing these averages
- B. Income statement averages
- C. Balance sheet averages
- D. Cash flow averages

Competitive Summary of Top Companies Within the Industry, Profiles & Ranks Profiles, financial reports, ranks & executive lists for up to 10 top U.S.-based corporations

- A. Top companies within the industry ranked for key performance items
- B. Benchmarking of the Subject Company and its industry's leading firms to each other and to their industry's averages for all financial analysis metrics
 - Income statements, balance sheets and cash flow statements for the Subject Company and for each of the top companies compared to each other and to the overall industry average
- C. Corporate profiles, comparative analysis of the Subject Company and of the top companies within its industry, including executive listings and financial results

Available for ALL Leading U.S. Companies



Extensive Benchmarking of The Subject Company to its peers.

- All Income STATEMENT, Cash Flow, and Balance Sheet Items



Includes Extensive Charts and Data Visualization.

Our charts will enable you to quickly grasp key trends.

Revenues, Historical and Projected

NAIC 321000
Title Lumber, Wood Products, Plywood, Engineered Trusses and Manufactured (Mobile) Homes and Buildings Industry (U.S.)

Revenues - Historical (Millions of \$)

	2009	2010	2011	2012	2013	2014
Revenues	\$65,000	\$69,566	\$70,559	\$76,049	\$87,389	\$95,176
Growth Rate, Revenues	-25.94 %	7.02 %	1.43 %	7.78 %	14.91 %	8.91 %

Revenues - Projected (Millions of \$)

	2017	2018	2019	2020	2021	2022
Revenues	\$101,042	\$103,587	\$105,794	\$107,714	\$109,515	\$111,380
Growth Rate, Revenues	2.31 %	2.52 %	2.12 %	1.82 %	1.67 %	1.70 %

Industry Revenue Forecasts and History.

8-year history and 8-years forward.

Compare Top Companies to Industry Average Continued, Group Number 2

Income Statement (Whole \$), % = Percent of Total Revenues

(\$USD, in whole numbers, except marked * or %)

	Patrick Industries Inc	Carco Industries Inc	Potlatch Corp
Total Revenue	1,221,886,976	712,352,000	599,099,000
Cost Of Revenue	1,019,417,984	567,907,008	462,304,000
%	83.43	79.72	77.17
Gross Profit	202,468,992	144,444,992	136,795,000
%	16.57	20.28	22.83
Operating Expenses			
SGA Expense	96,264,000	98,103,000	52,719,000
%	8.04	13.77	8.80
Other Operating Expenses	13,368,000	0	48,522,000
%	1.09	0.00	8.10
Total Operating Expenses	111,632,000	98,103,000	101,241,000
%	9.14	13.77	16.90
Operating Income	90,837,000	46,342,000	35,554,000
%	7.43	6.51	5.93
Misc Other Special Charges	-	-	-
%	-	-	-
Interest Expense	-	4,363,000	28,941,000
%	-	0.61	4.83
Gain On Sale Of Security	-	-	-
%	-	-	-
Other Income (expense)	(14,370,000)	2,049,000	0
%	-1.18	0.29	0.00
Pre-Tax Income	83,652,000	44,028,000	6,613,000
%	6.85	6.18	1.10
Income Taxes	26,075,000	15,487,000	(4,325,000)
%	2.30	2.17	-0.72
Net Income from Continuous Operations	55,577,000	28,541,000	10,938,000

Operating Ratios.

Covers a broad range of income and expense item estimates, as a percentage of total revenues. Includes benchmark of this company to the average for its industry.

Plunkett Research[®], Ltd.

P.O. DRAWER 541737 | HOUSTON, TEXAS 77254-1737 USA

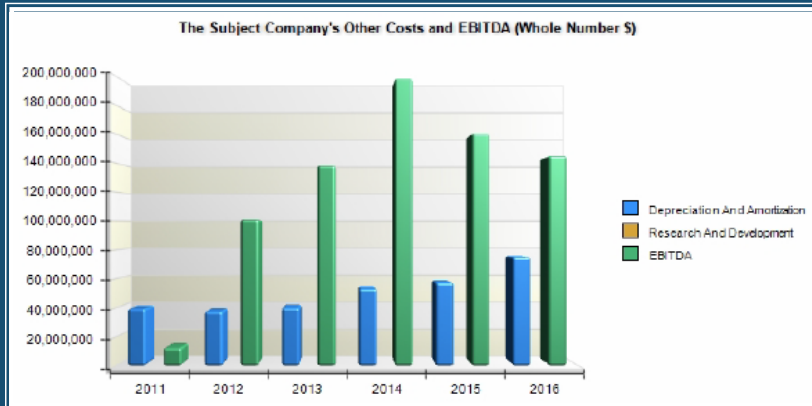
VOICE: 713.932.0000 | FAX: 713.932.7080

WWW.PLUNKETTRESEARCH.COM | INFO@PLUNKETTRESEARCH.COM

\$USD, in whole numbers, except marked * or %	2014 Boise Cascade Corp	2014 Average of 9 Companies	2015 Boise Cascade Corp	2015 Average of 9 Companies	2016 Boise Cascade Corp	2016 Average of 8 Companies
Total Revenue	3,573,732,096	1,143,110,784	3,633,414,912	1,191,755,444	3,911,215,104	1,520,534,187
Cost Of Revenue	3,065,670,912	982,448,427	3,153,520,128	1,024,586,513	3,398,433,024	1,269,067,909
%	85.78	85.95	86.79	85.97	86.89	83.46
Gross Profit	508,060,992	160,662,335	479,895,008	167,168,967	512,782,016	251,466,270
%	14.22	14.05	13.21	14.03	13.11	16.54
Operating Expenses						
SGA Expense	312,662,016	101,965,957	322,732,992	108,636,626	361,382,016	141,140,294
%	8.75	8.92	8.88	9.12	9.24	9.28
R&D Expense	-	-	-	-	-	-
%	-	-	-	-	-	-
Other Operating Expenses	49,849,984	17,438,998	53,972,992	20,337,777	71,821,984	31,938,998
%	-	-	-	-	-	-
Restructuring and Merger/Acquisition Costs	-	-	-	-	-	-
%	-	-	-	-	-	-
Amortization	-	4,477,000	-	8,787,000	-	13,368,000
%	-	0.39	-	0.74	-	0.88

View a 6-year history of average results for all items.

AVERAGE COMPANY RESULTS FOR INCOME, BALANCE SHEET & CASH FLOW.



Compare vital metrics and benchmarks by utilizing advanced analytics and visualization.

NUMEROUS CHARTS & TABLES

Top Companies Ranked, U.S. (2016 or latest year available data)			
This list may include private companies in the following categories: Total Revenue, Employee Count and Net Income. Also, the list may include companies in closely related sectors.			
NAIC 321000			
Title Lumber, Wood Products, Plywood, Engineered Trusses and Manufactured (Mobile) Homes and Buildings Industry (U.S.)			
Company Ranks			
Approximate Market Cap 2016 (Whole \$)		Employee Count	
1. Louisiana-Pacific Corp (LP)	3,723,142,000	1. Clayton Homes Inc	13,164
2. Universal Forest Products Inc	2,216,560,000	2. Universal Forest Products Inc	9,300
3. Potlatch Corp	1,855,806,000	3. Boise Cascade Corp	6,190
4. Patrick Industries Inc	1,252,409,000	4. Louisiana-Pacific Corp (LP)	4,800
5. Boise Cascade Corp	1,175,348,000	5. Patrick Industries Inc	4,497
6. Cavco Industries Inc	1,072,447,000	6. Cavco Industries Inc	3,750
7. Skyline Corporation	129,476,900	7. Palm Harbor Homes Inc	2,900
8. Nobility Homes Inc	72,064,930	8. Skyline Corporation	1,200
9. Deer Valley Corporation	10,860,040	9. Potlatch Corp	963
10. Wisdom Homes of America Inc	11,405	10. Liberty Homes Inc	790
Total Revenue (Whole \$)		Net Income (Whole \$)	
1. Clayton Homes Inc	4,230,000,000	1. Clayton Homes Inc	706,000,000
2. Boise Cascade Corp	3,911,215,104	2. Louisiana-Pacific Corp (LP)	149,800,000
3. Universal Forest Products Inc	3,240,493,056	3. Universal Forest Products Inc	101,179,000
4. Louisiana-Pacific Corp (LP)	2,233,400,064	4. Patrick Industries Inc	55,577,000
5. Patrick Industries Inc	1,221,886,976	5. Boise Cascade Corp	38,254,000
6. Cavco Industries Inc	712,352,000	6. Cavco Industries Inc	28,541,000
7. Potlatch Corp	599,099,008	7. Potlatch Corp	10,938,000
8. Deer Valley Corporation	35,663,344	8. Nobility Homes Inc	5,965,194
9. Nobility Homes Inc	34,053,288	9. Deer Valley Corporation	1,960,134
		10. Skyline Corporation	1,678,000
3-Year Revenue Growth (%)		3-Year Income Growth (%)	
1. Patrick Industries Inc	27	1. Nobility Homes Inc	100
2. Nobility Homes Inc	22	2. Cavco Industries Inc	79
3. Cavco Industries Inc	16	3. Universal Forest Products Inc	33
4. Deer Valley Corporation	11	4. Deer Valley Corporation	33
5. Universal Forest Products Inc	9	5. Patrick Industries Inc	32
6. Boise Cascade Corp	6	6. Louisiana-Pacific Corp (LP)	(5)
7. Skyline Corporation	6	7. Boise Cascade Corp	(31)
8. Louisiana-Pacific Corp (LP)	2	8. Potlatch Corp	(46)
9. Potlatch Corp	2		

Company ranks for market capitalization, employees, revenues, net income, income growth, ROI, ROA, and ROIC.

TOP COMPANIES RANKED