

# What Are the Foundations for Growth in the LBM Industry?

A new survey conducted by MORAR Consulting on behalf of Epicor\* reveals key success factors and risks of business growth.

Are these success factors present in your lumber business? Can you avoid these risks?

Path to Growth

Key Success Factors

Risks to Avoid

60%

Good planning



53%

think **operational pressures** may damage quality and customer satisfaction



Hard work and determination

48%



52%

worry that current skills and technology can't **cope with** more complex projects



42%

Market responsiveness and agility



50%

are wary of the potential negative consequences of **unplanned growth**



The right technology

40%



50%

wonder if **senior executives** will be able to manage a more diverse business



38%

The right skills



49%

fear **losing key people** because of the pressure of higher workloads



82%



agree that an effective and integrated IT infrastructure is essential for business performance

LBM businesses with the right business management system can stay on the path to growth without being diverted by the risks.

Download our Growth Survey eBook



\*Source: Preparing Foundations for Growth, April 2016, Epicor.