

## INDUSTRY

# BUILDING MATERIALS

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At B. Riley Advisory Services, our team of professionals understand the complex drivers of the building materials industry. In a dynamic market such as the building materials industry, knowing how market factors affect inventory and machinery and equipment values, intellectual property, and risk are crucial to success. With over 40 years of experience, we are able to identify market trends, accurately value inventory, and guide our clients through the ever changing building materials industry environment.

### B. RILEY ADVISORY SERVICES

When valuing building materials industry assets, our team will look at factors such as sales trends, gross margin, inventory levels, import tariffs, weeks of supply, stock versus custom goods, customer base, housing market and construction trends, and market prices for key hardwood, softwood, and metal raw materials.

We'll perform inspections of production facilities and warehouses and inspect machinery and equipment to check for wear, along with reviewing maintenance records and rental history to verify whether equipment has been properly maintained and upgraded throughout its lifecycle.

We'll even determine additional value for intangibles such as customer lists, brand names, trademarks, domain names, and licenses.

In addition to our internal personnel, B. Riley Advisory Services maintains contacts within the building materials industry that we utilize for insight and perspective.

Our hands-on approach is guided by our extensive experience in the industry, including appraisals of market-leading manufacturers and distributors of lumber, roofing, windows, doors, siding, and flooring products; global leaders in home fixtures and plumbing products; manufacturers of HVAC systems; distributors of exotic imported hardwoods; and producers of dimensional lumber, hardwood lumber, plywood, and fiberboard.

B. Riley Advisory Services has also liquidated a number of companies within the sector, including building material retail store locations and distribution centers.

With B. Riley Advisory Services, choosing the right path is easy. B. Riley Advisory Services understands the complexities of the building materials industry and their effect on inventory and machinery and equipment valuations.

### TYPICAL INVENTORY

- Aggregate
- Cable and Wire
- Cement
- Engineered Wood Products
- Fencing
- Flooring
- Hardware Supplies
- Hardwood Lumber
- HVAC Systems
- Metal Products
- Millwork
- OSB Siding
- Paint
- Plumbing Products and Fixtures
- Roofing Products
- Softwood Lumber & Panels
- Stone
- Tools
- Wallboard

### TYPICAL M&E

- Stackers
- Log Turners
- Sorters
- Conveyors
- Debarkers
- Saws
- Edgers
- Chippers
- Planers
- Drying Equipment
- Cranes
- Lifts
- Log Loaders
- Log Skidders
- Forklifts
- Skid Steers
- Wheel Loaders
- Storage Containers

WHERE WE'VE MADE WINNING PARTNERSHIPS



Each month, B. Riley Advisory Services provides you an in-depth industry analysis on relevant trends and market variables shaping transactions.

To view more, visit [www.brileyfin.com/insights](http://www.brileyfin.com/insights)



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