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As unusual market circumstances continue to prevail, SolomonCoyle continues to emphasize the importance of benchmarking so dealers can understand how their peers have performed in this time of recovery and how they, themselves, can make solid business decisions in the future.

“There have been significant headwinds in this time of recovery, such as inflation, labor pressure, and supply chain delays. Dealerships need to be able to compare themselves to the high performers. Having access to this data allows business owners to see where the profit improvement opportunities are, thus enabling them to make the type of decisions which will increase shareholder value,” states Paul Holland, principal at Solomon Coyle.

John Joseph, head of business analytics, adds, “By establishing a baseline for your business, you will have a broader perspective and will better understand what’s possible in the business.”

The Financial Benchmarking survey includes the participation of Allsteel, Haworth, Herman Miller, Knoll, Kimball, Steelcase, and Teknion, LLC, aligned dealers. Participating dealers who complete the survey will have access to the report, to be published in the latter half of April 2022.

Solomon Coyle will be conducting instructional webinars throughout January to guide new participants through the survey and act as a refresher for previous participants. Announcements with available dates and times for each manufacturer network will be sent to dealers via email.

Learn how we can help you.

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