

# Module 3: Smarter Material Management

---

## Summary

Turn material management into a controlled system to protect margin and improve execution.

## Sections & Action Items

### Track Material Cost Ratios

- Break down materials by trade
- Calculate cost ratios
- Monitor changes over time

### Inventory & Ordering Systems

- Create standard PO templates
- Reduce ordering errors
- Centralize ordering process

### Supplier Forecasting

- Share demand forecasts with suppliers
- Plan for seasonal needs
- Build supplier partnerships

## Reflection Question

Do materials work for your system—or against it?

## Next Steps

1. Audit recent jobs for material ratio trends
2. Standardize 1–2 common job types
3. Start supplier forecasting discussions

WWW.RICHARDS-SUPPLY.COM



ROOFING



SIDING



WINDOWS



DOORS



DECKING



CABINETS

# Module 3: Materials & Ordering

## Efficiency Audit

---

### How to Use (2–5 min)

Use recent jobs. Identify where materials slow down work or impact margin. Focus on ONE improvement.

### 1. Material Cost Visibility

Do you track material costs by job/trade?  Yes  No

Where are material costs increasing? \_\_\_\_\_

Material Visibility Score (1–5): \_\_\_\_\_

Score Guide: 1 = not tracked | 3 = inconsistent tracking | 5 = clear by job/trade

### 2. Ordering & Inventory Process

Are orders standardized (templates)?  Yes  No

Where do ordering errors or delays happen? \_\_\_\_\_

Ordering Efficiency Score (1–5): \_\_\_\_\_

Score Guide: 1 = manual/variable | 3 = some consistency | 5 = standardized process

### 3. Supplier Coordination

Do you plan ahead with your supplier?  Yes  No

Where do material issues impact jobs most? \_\_\_\_\_

Supplier Alignment Score (1–5): \_\_\_\_\_

Score Guide: 1 = reactive | 3 = occasional planning | 5 = proactive coordination

WWW.RICHARDS-SUPPLY.COM



ROOFING



SIDING



WINDOWS



DOORS



DECKING



CABINETS

## 4. Jobsite Friction Check

Where do materials slow down production? \_\_\_\_\_

Missing items  Late deliveries  Ordering errors  Rework

Top issue to fix this month: \_\_\_\_\_

## 5. 30-Day Fix Plan

1 improvement to reduce material issues: \_\_\_\_\_

Owner: \_\_\_\_\_ Deadline: \_\_\_\_\_

## Contractor Tips

- Most material problems come from process, not price
- Standardize repeat jobs first (roofing, siding, etc.)
- Fix the most common delay—not every issue

WWW.RICHARDS-SUPPLY.COM



ROOFING



SIDING



WINDOWS



DOORS



DECKING



CABINETS