

AMERICAN BRUSH MANUFACTURERS ASSOCIATION

2005

SURVEY OF BUSINESS RATIOS



Issued 7/22/05



July 22, 2005

To Key Contacts at Participating Companies:

Please find enclosed a copy of the ABMA Survey of Business Ratios. This benchmarking tool has been developed within our Association and contains critical data useful in the measurement of our business practices.

The Survey has been set up so that when you come across data pages you will find a blank column with which to have a place to insert your particular company data, should you desire a format for instantaneous comparison to your peers in the industry.

The charts illustrate in graphic fashion many key elements of your business, and how they relate to each other.

We hope you find the Survey of Business Ratios a valuable evaluation and benchmarking tool. We appreciate the time and wish to thank you for the effort that you and other members of your organization spent in participating in this effort.

Sincerely,
American Brush Manufacturers Association Statistical Committee

Jeff Malish

Jeff Malish
The Malish Corporation
Chair, ABMA Statistical Committee

Participating Companies

**Borghi USA
Carolina Brush Company
Draper Knitting Company
E. Gornell & Sons Inc.
Felton Brush Inc.
Gordon Brush Mfg.
Hamburg Industries
Handles USA
Harper Brush Works
Michigan Brush Mfg. Co., Inc.
Milwaukee Dustless Brush Co.
Schaefer Brush Mfg. Co.
Spiral Brushes, Inc.
Static Faction Inc.
Tanis Inc
Wagman Primus LP
Zephyr Mfg.**

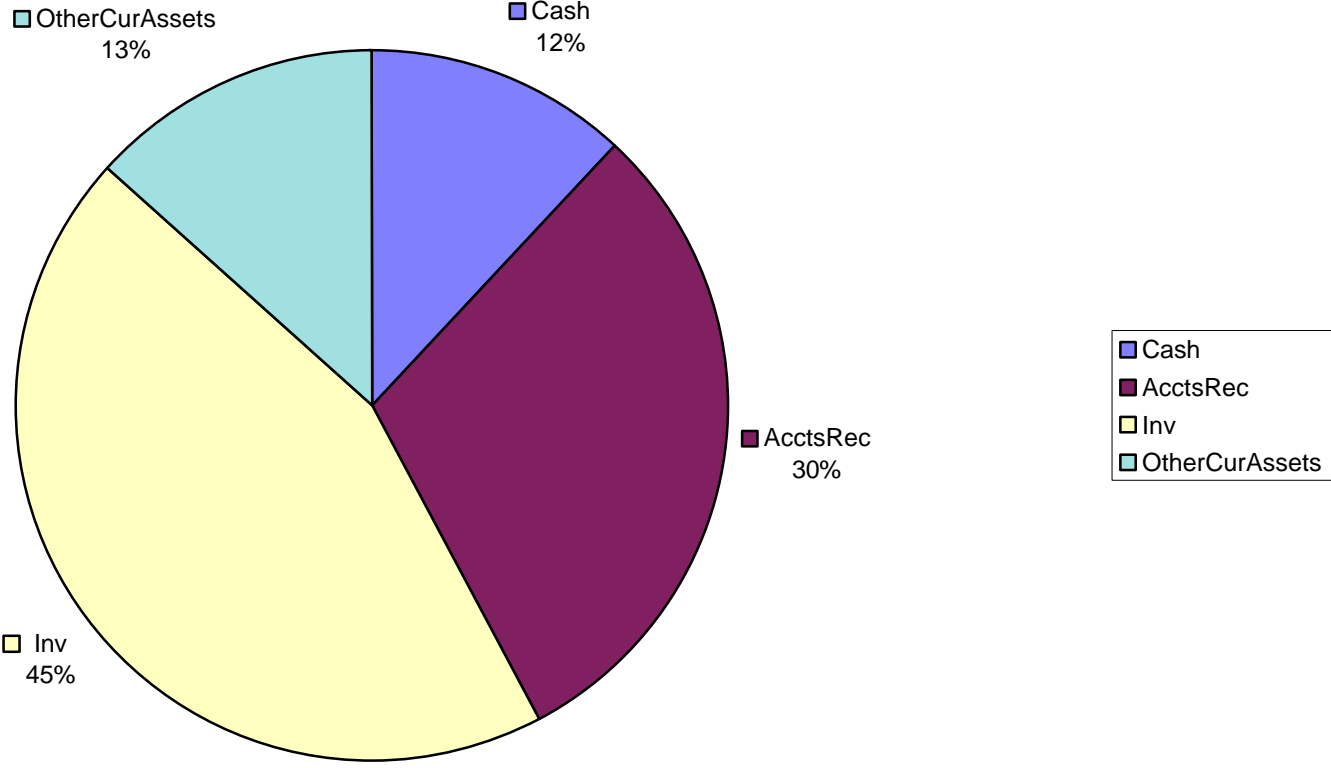
SUMMARY FINDINGS

ABMA SURVEY OF BUSINESS RATIOS

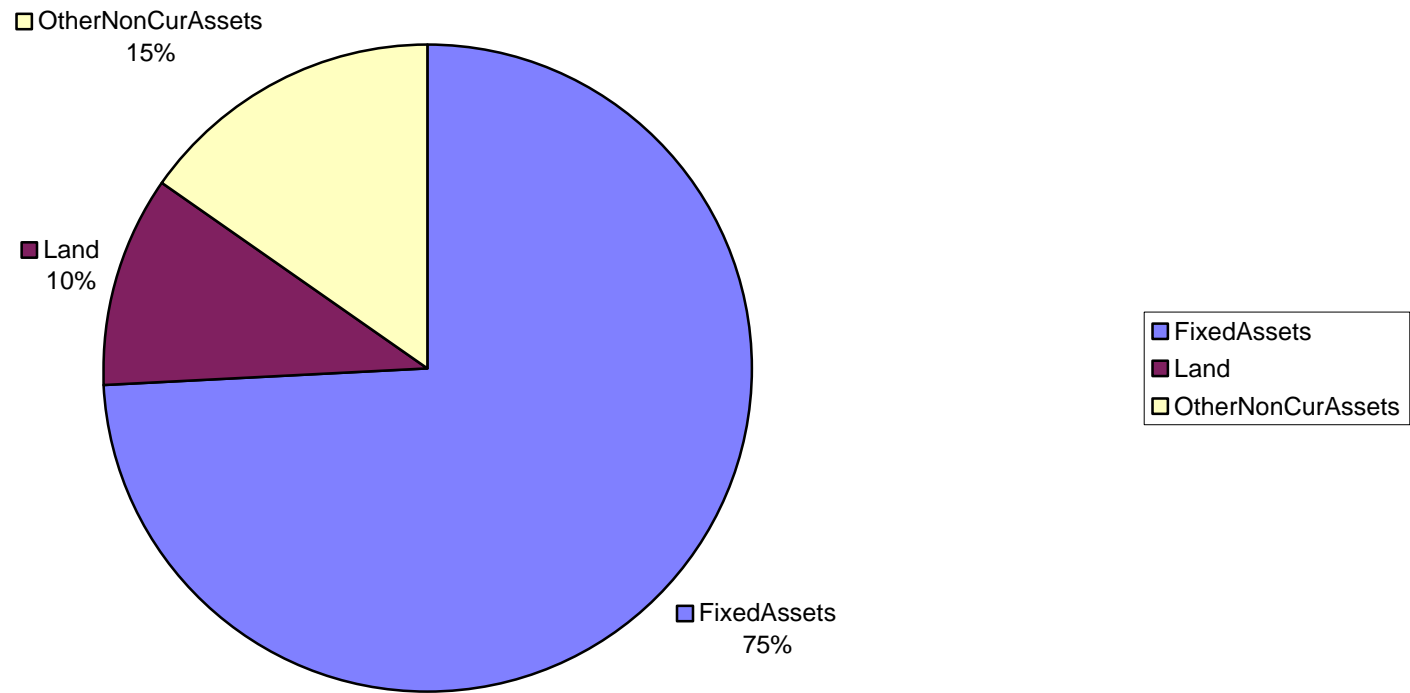
KEY STATISTIC	MIN	MAX	AVERAGE	MEAN	YOUR DATA
Quick Ratio (Times)	0.3	3.6	1.1	0.7	
Current Ratio (Times)	0.3	5.4	1.9	1.7	
Total Liabs To Net Worth	13.0	1,378.6	221.8	160.1	
Fixed Assets To Net Worth	1.8	517.2	104.7	39.9	
*Interest Coverage (Times)	(0.5)	284.7	33.7	8.3	
Accts Rec Coll Period In Days	-	63.7	40.8	39.9	
Assets To Sales %	38.2	251.0	67.7	52.5	
Inventory Turnover In Days	32.8	207.0	95.2	92.7	
Inventory % Of Sales	5.5	33.2	17.4	14.2	
Accts Pay Period In Days	-	144.1	45.5	32.5	
Gross Profit	6.5	57.5	32.7	31.2	
Return On Sales	(8.7)	31.2	4.0	1.2	
*Return On Sales	(4.0)	44.4	8.7	5.5	
Return On Asstes	(17.9)	22.3	4.7	2.2	
*Return On Assets	(8.3)	29.6	11.6	12.9	

* Adjusted to include the add-back of officer/partner compensation

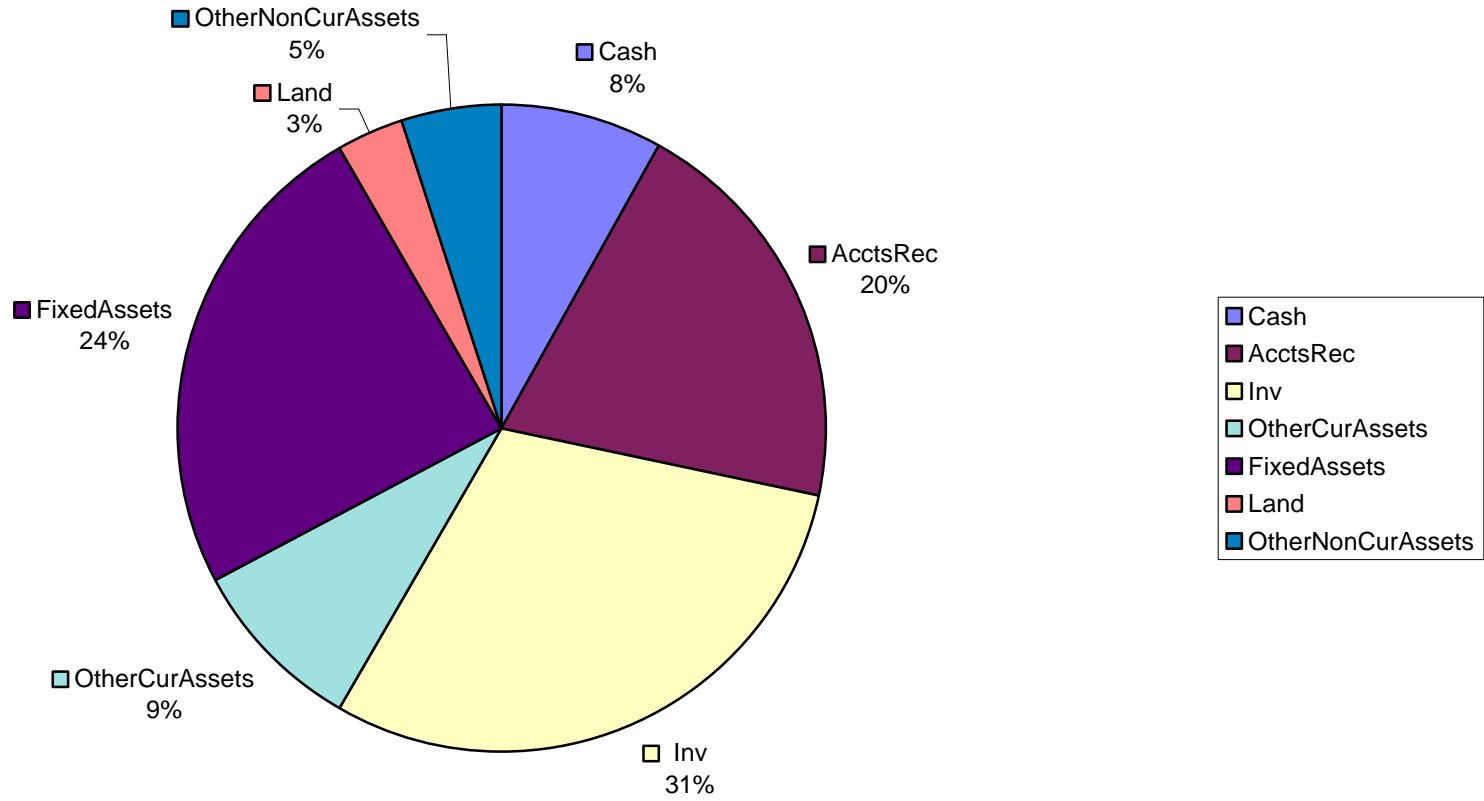
CURRENT ASETS-AVERAGE



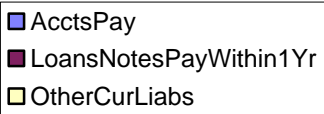
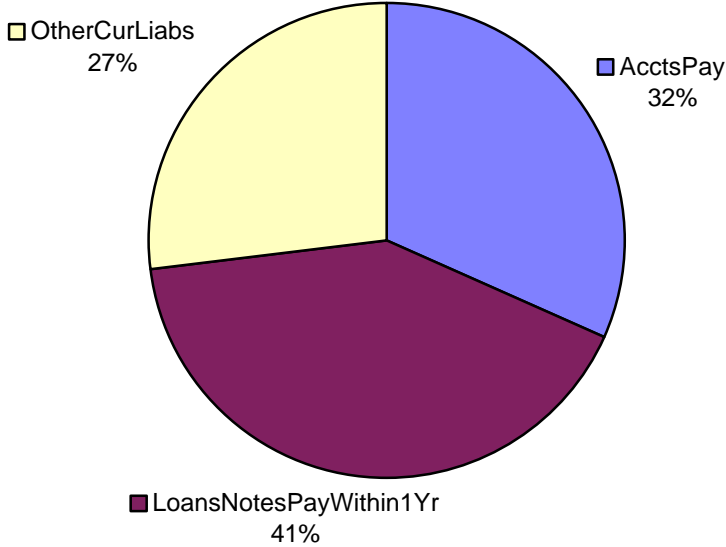
NON-CURRENT ASSETS-AVERAGE



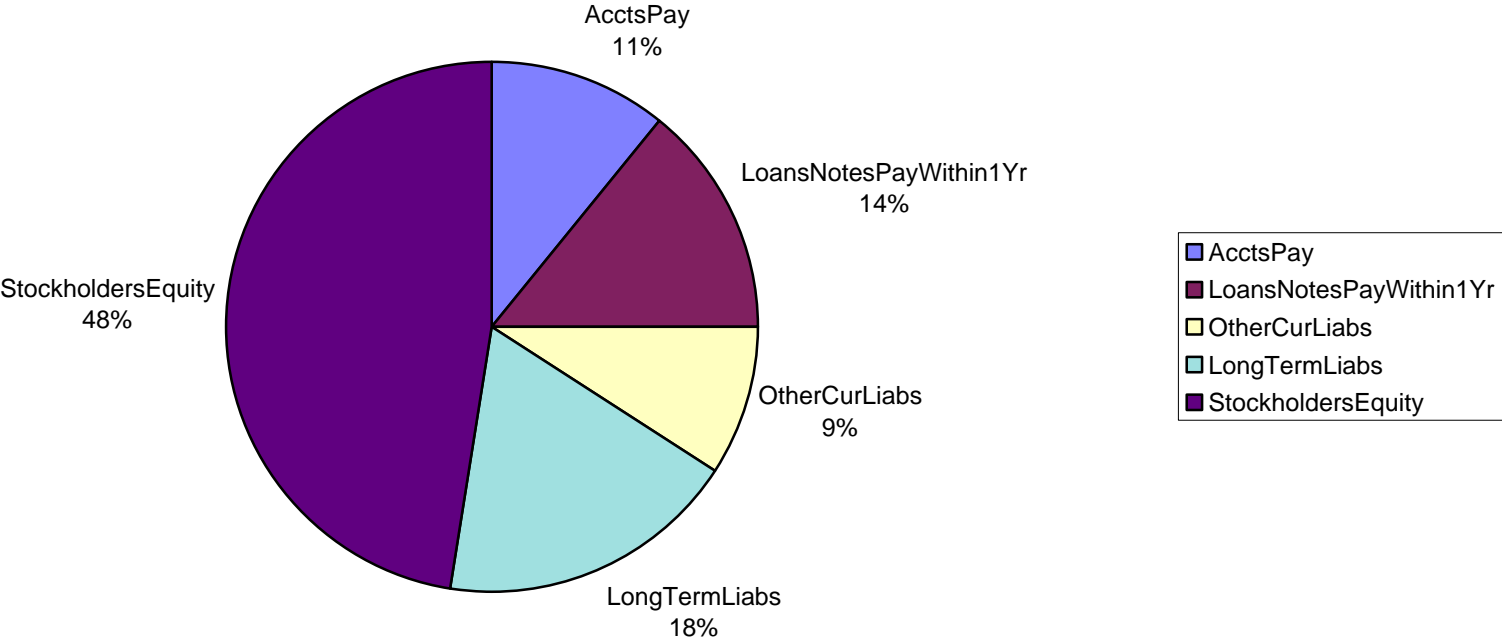
TOTAL ASSETS-AVERAGE



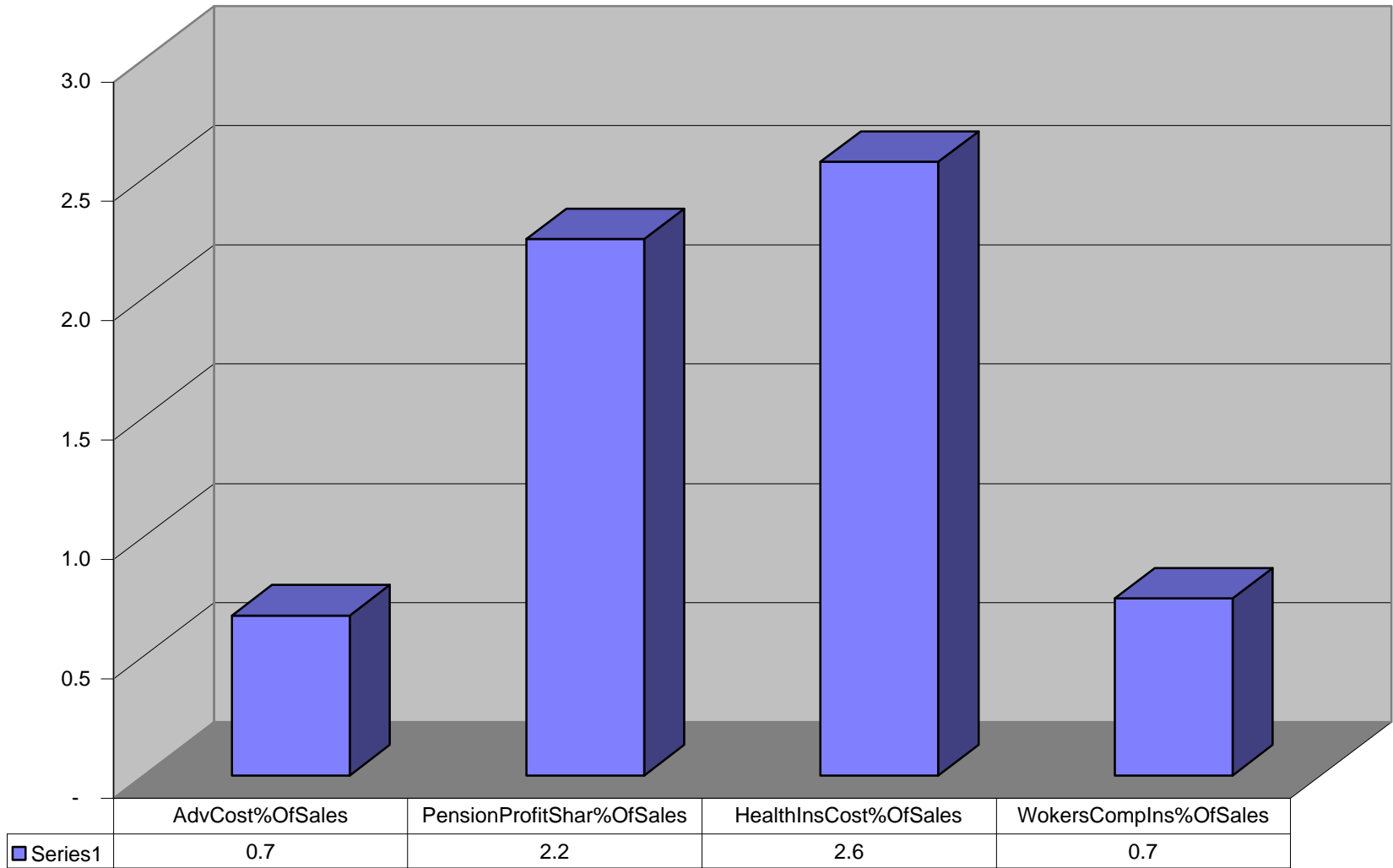
CURRENT LIABILITIES-AVERAGE



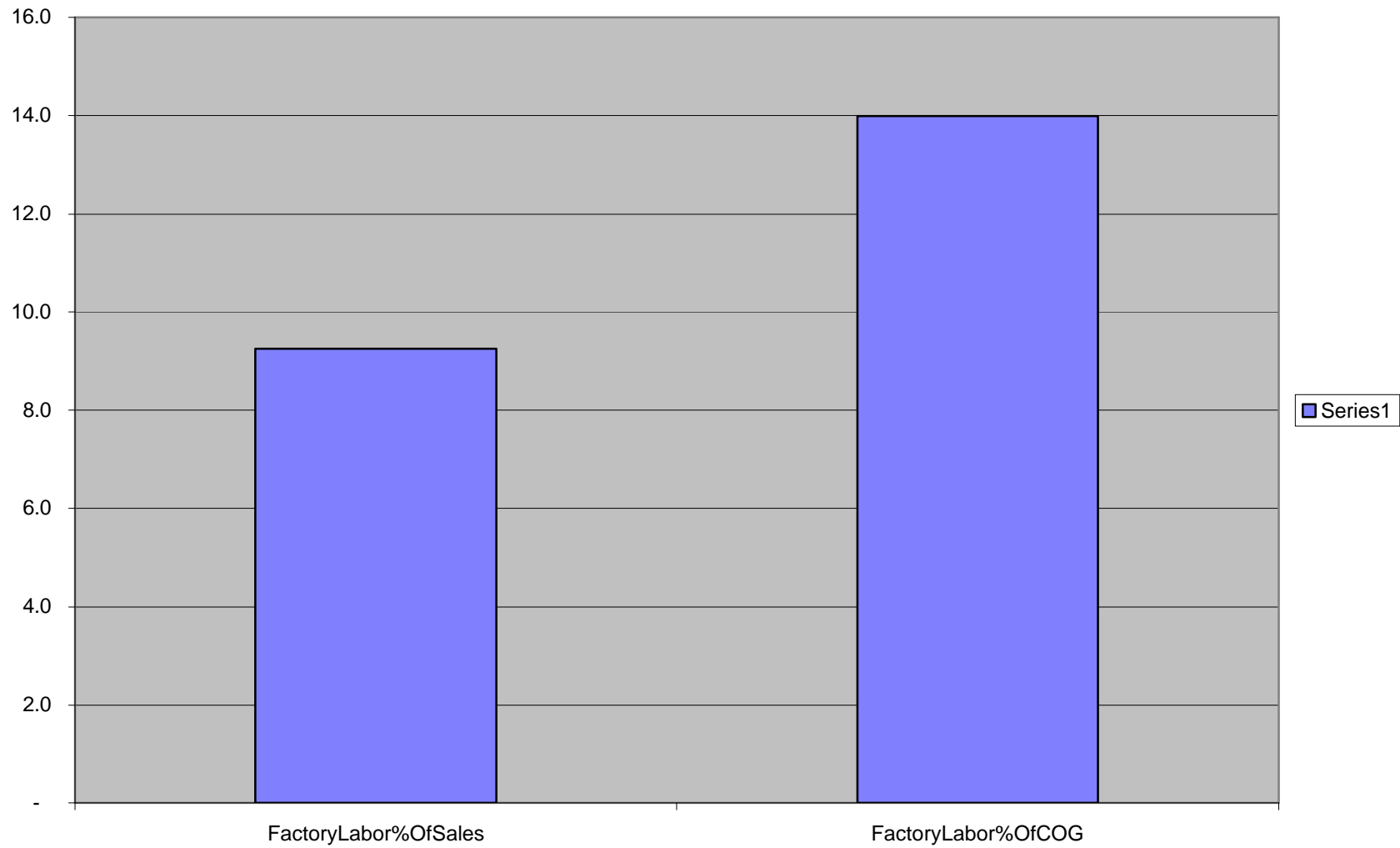
TOTAL LIABILITIES-AVERAGE



SELECTED COSTS-% OF SALES



FACTORY COSTS



REPORTED DATA	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
Cash	(0.9)	57.1	7.8	2.4	
Accounts Receivable	-	41.2	20.1	18.7	
Inventory	11.4	64.8	29.5	26.1	
Other Current Assets	-	42.5	8.7	3.5	
Total Current Assets	28.1	98.9	67.5	71.9	
Fixed Assets	1.1	55.1	24.1	21.7	
Land	-	20.9	3.3	0.5	
Other Non-Current Assets	-	20.8	5.0	1.5	
Total Assets	77.5	100.0	98.7	100.0	
Accounts Payable	1.6	27.5	10.8	9.2	
Notes Payable Within 1 Year	-	40.7	14.1	12.3	
Other Current Liabilities	0.5	49.4	9.2	6.0	
Total Current Liabilities	10.5	64.3	34.2	30.4	
Long Term Liabilities	-	59.9	18.3	12.5	
Stockholders Equity	6.8	88.5	47.6	38.4	
Total Liabilities And Stockholder Equity	100.0	100.0	100.0	100.0	
Advertising Cost - % Of Sales	-	1.6	0.7	0.6	
Pension / Profit Sharing - % Of Sales	-	26.4	2.2	0.3	
Health Insurance Cost - % Of Sales	0.4	6.1	2.6	2.3	
Workers Compensation Insurance - % Of Sales	-	1.9	0.7	0.6	
Factory Labor - % Of Sales	-	25.7	9.3	10.6	
Factory Labor - % Of Cost Of Goods (COG)	-	35.8	14.0	15.7	
Quick Ratio (Times)	0.3	3.6	1.1	0.7	
Current Ratio (Times)	0.3	5.4	1.9	1.7	
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