

**AMERICAN BRUSH MANUFACTURERS ASSOCIATION**

2008

**SURVEY OF BUSINESS RATIOS**



Issued 9/03/08



September 3, 2008

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. There were 18 responses for this year's survey compared to 18 responses last time.

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

Jill Shiners

Jill Shiners

Pioneer Packaging, Inc.

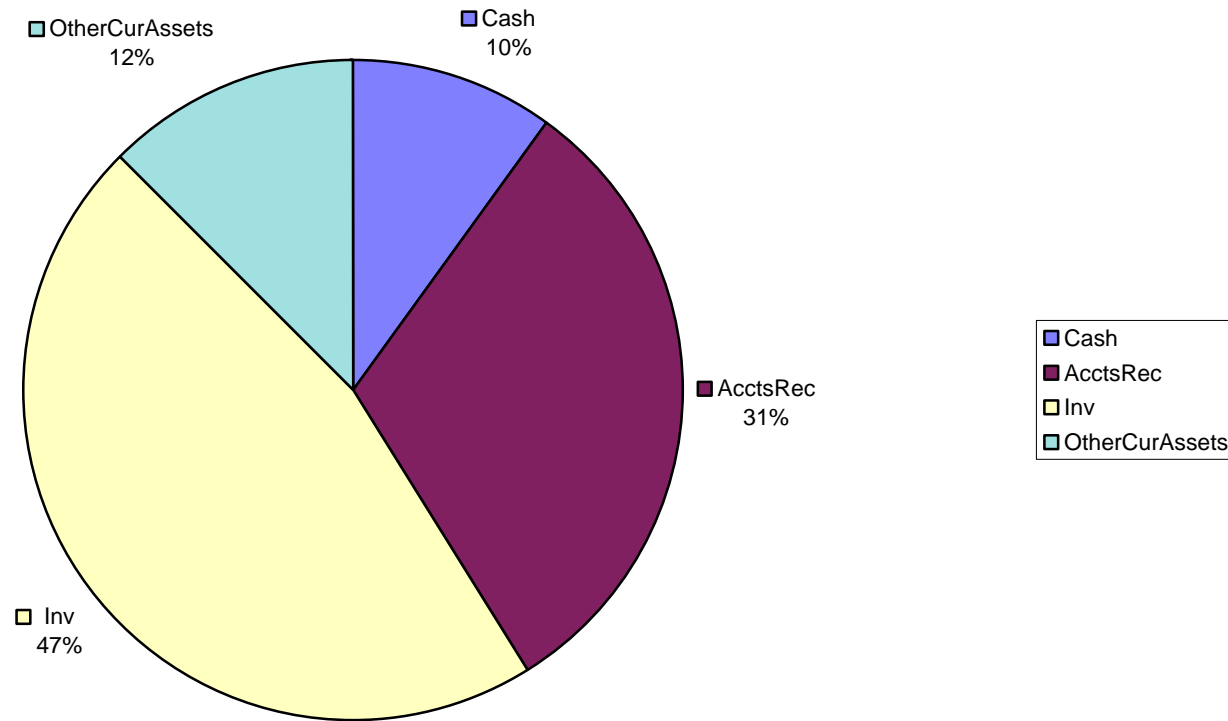
Chair, ABMA Statistical Committee

REPORTED DATA	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
Cash	-	20.3	6.4	5.2	
Accounts Receivable	4.7	45.2	20.1	19.4	
Inventory	15.4	53.1	30.0	28.5	
Other Current Assets	-	34.1	8.0	4.7	
Total Current Assets	35.5	95.4	64.5	62.7	
Fixed Assets	1.5	47.4	22.4	21.8	
Land	-	15.6	2.2	-	
Other Non-Current Assets	0.2	60.9	10.7	4.8	
Total Assets	95.7	100.0	99.8	100.0	
Accounts Payable	1.3	15.9	7.6	6.8	
Notes Payable Within 1 Year	-	45.5	8.6	4.5	
Other Current Liabilities	-	26.7	6.3	5.6	
Total Current Liabilities	7.8	69.0	22.5	23.7	
Long Term Liabilities	-	110.8	23.7	14.9	
Stockholders Equity	(20.8)	92.2	53.8	60.0	
Total Liabilities And Stockholder Equity	100.0	100.0	100.0	100.0	
Advertising Cost - % Of Sales	-	2.7	1.0	0.9	
Pension / Profit Sharing - % Of Sales	-	6.0	1.2	0.7	
Health Insurance Cost - % Of Sales	-	7.0	3.1	3.0	
Workers Compensation Insurance - % Of Sales	-	1.3	0.6	0.6	
Factory Labor - % Of Sales	-	34.6	13.7	12.4	
Factory Labor - % Of Cost Of Goods (COG)	-	42.7	21.5	21.5	
Quick Ratio (Times)	0.4	3.8	1.6	1.3	
Current Ratio (Times)	1.0	7.6	2.9	2.3	
Total Liabilities To Net Worth	(580.9)	840.2	100.6	58.8	
Fixed Assets To Net Worth	(126.4)	364.8	61.0	29.7	
*Interest Coverage (Times)	-	461.0	55.6	8.6	
A/R Collection Period In Days	20.5	73.6	44.3	40.9	
Assets To Sales %	38.1	240.3	71.9	55.3	
Inventory Turnover In Days	46.9	239.3	111.3	105.7	
Inventory % Of Sales	9.4	37.0	19.0	17.3	
Accounts Payable Period In Days	12.6	227.2	54.0	37.6	
Gross Profit	17.5	56.1	35.7	33.1	
Return On Sales	(0.2)	28.5	7.7	6.0	
*Return On Sales	2.3	39.1	14.6	12.9	
Return On Assets	(0.4)	45.7	11.7	11.3	
*Return On Assets	4.7	61.9	22.3	18.6	

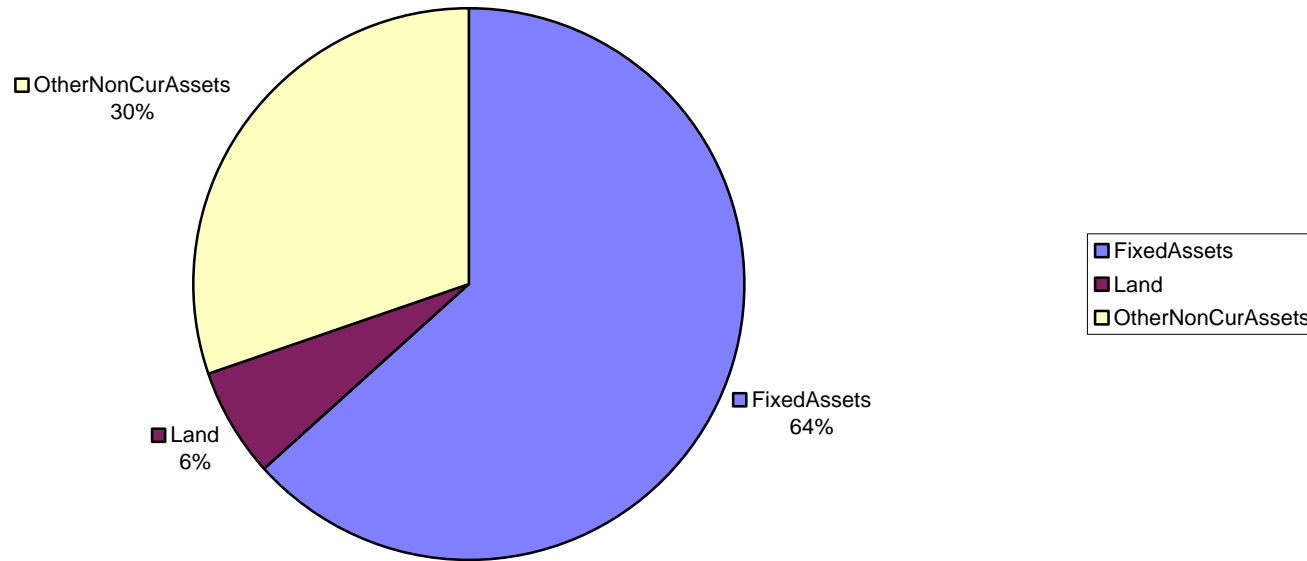
**ABMA SURVEY OF BUSINESS RATIOS  
REPORTED DATA**

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

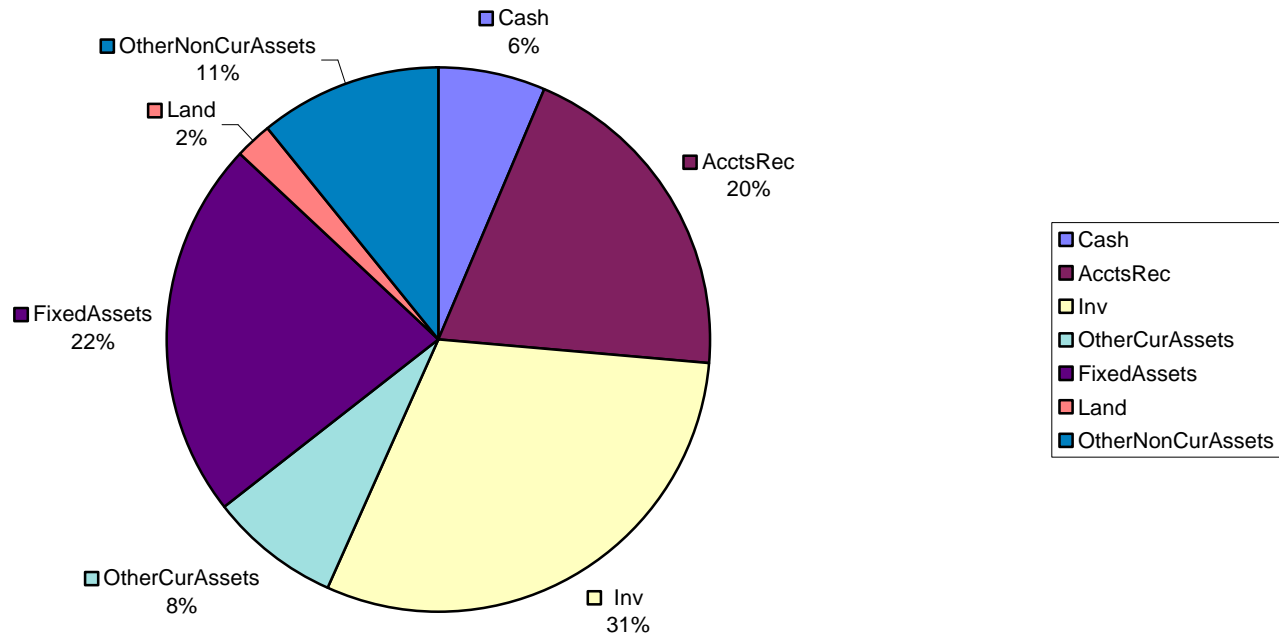
### CURRENT ASETS-AVERAGE



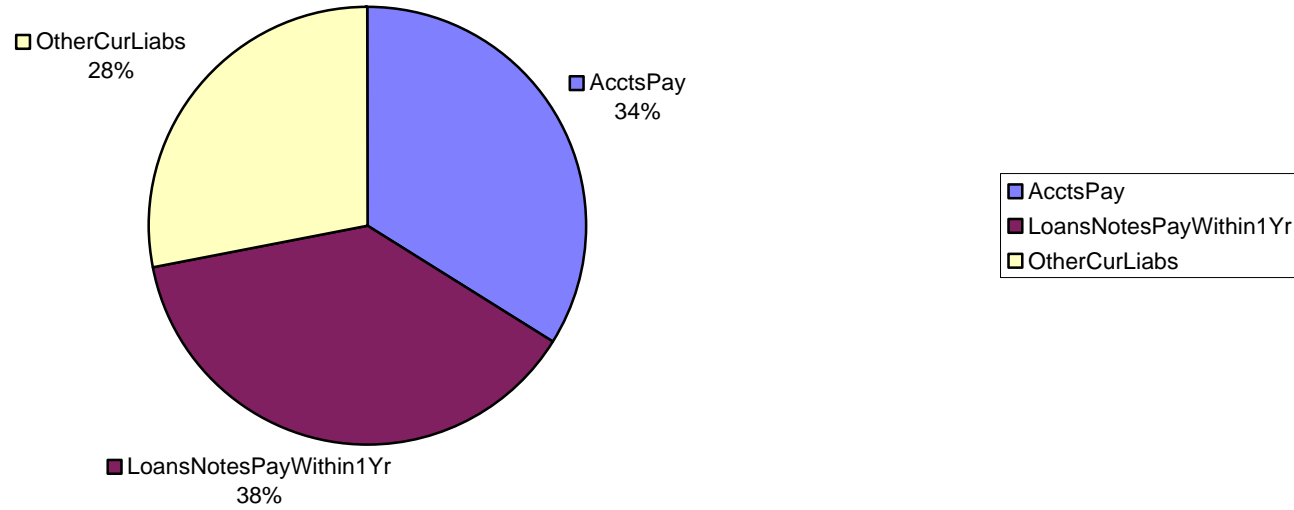
### NON-CURRENT ASSETS-AVERAGE



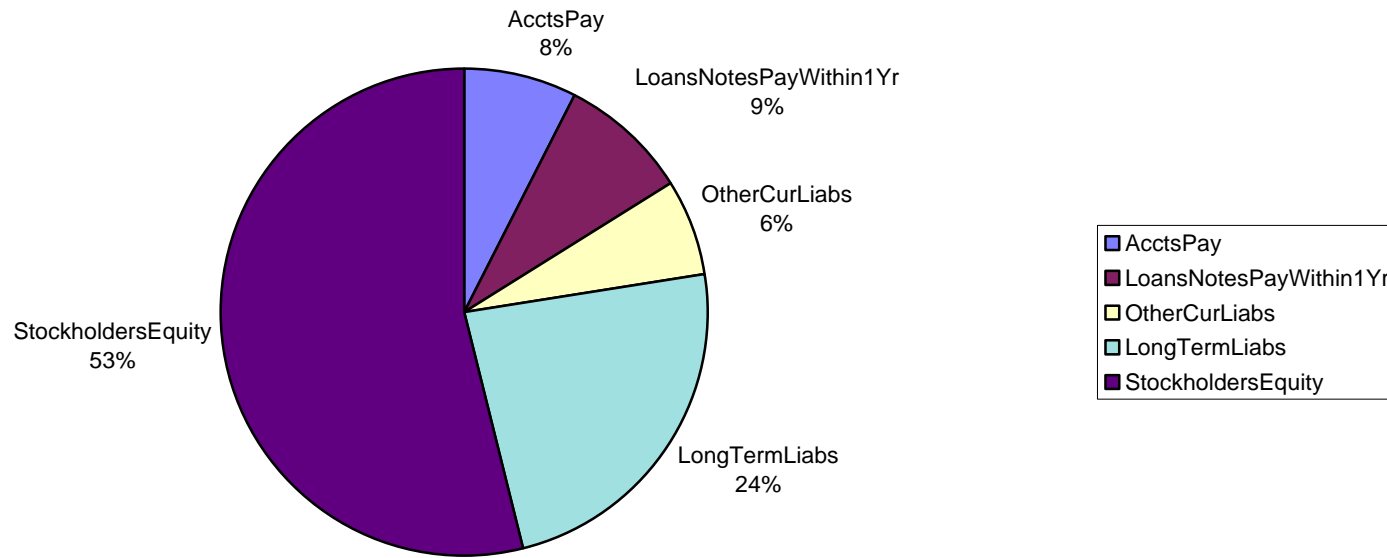
### TOTAL ASSETS-AVERAGE



### CURRENT LIABILITIES-AVERAGE

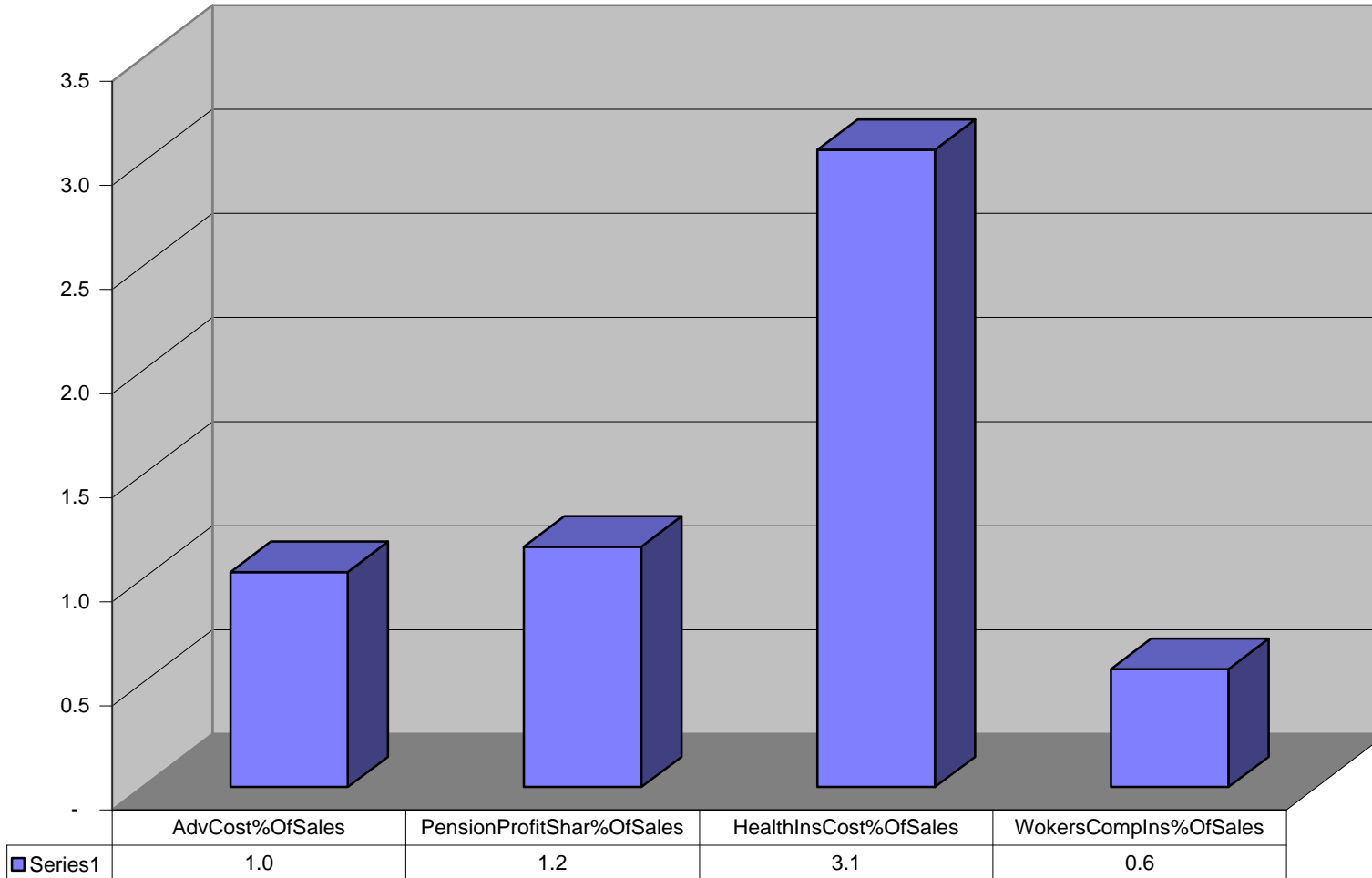


### TOTAL LIABILITIES-AVERAGE

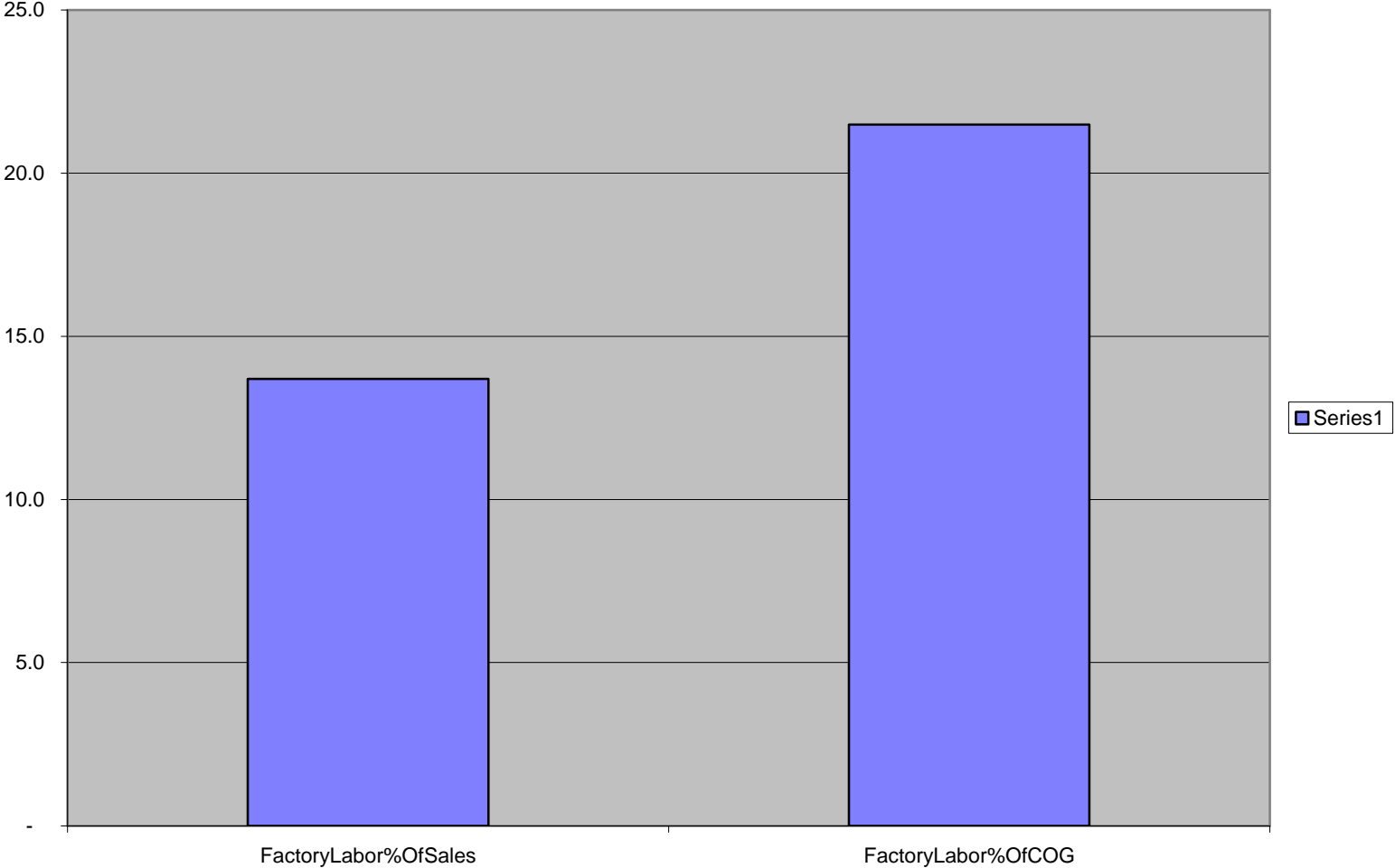




### SELECTED COSTS-% OF SALES



# FACTORY COSTS



## SUMMARY FINDINGS

### ABMA SURVEY OF BUSINESS RATIOS

18 Responses

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