

**AMERICAN BRUSH MANUFACTURERS ASSOCIATION**

2011  
**SURVEY OF BUSINESS RATIOS**



Issued 8/04/11



August 4, 2011

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 16 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 Shimmers*

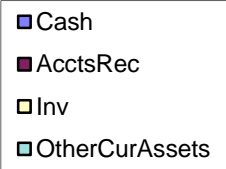
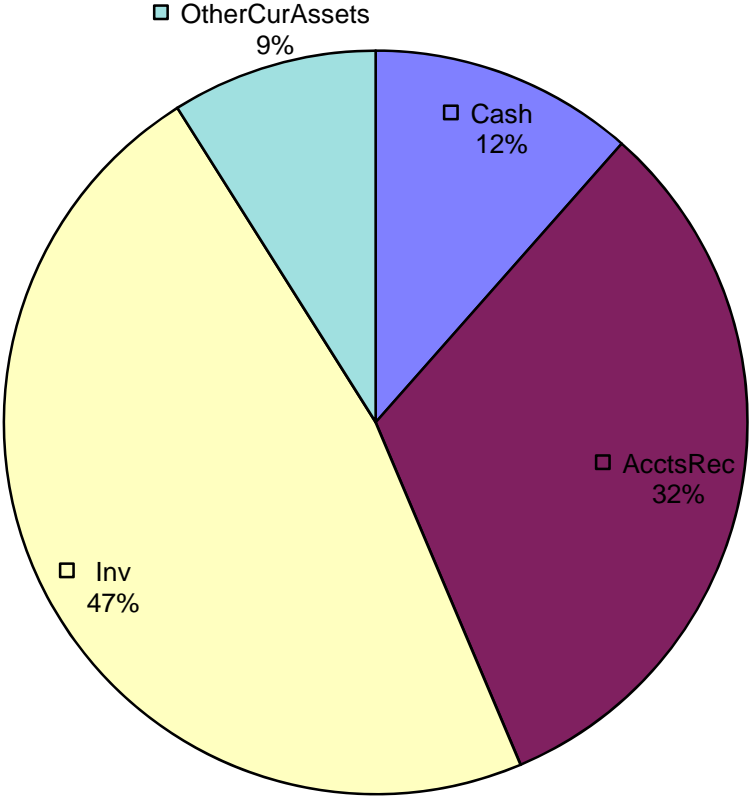
Jill Shimmers  
Pioneer Packaging, Inc.  
Chair, ABMA Statistical Committee

REPORTED DATA	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
Cash	-	25.3	7.3	4.2	
Accounts Receivable	6.6	32.5	20.3	22.4	
Inventory	15.0	50.5	29.9	29.2	
Other Current Assets	-	28.2	5.7	1.3	
Total Current Assets	30.5	95.1	62.6	63.9	
Fixed Assets	0.5	48.7	21.4	22.0	
Land	-	17.3	3.4	0.2	
Other Non-Current Assets	-	68.7	12.1	3.7	
Total Assets	100.0	100.0	100.0	100.0	
Accounts Payable	0.6	23.8	8.1	6.0	
Notes Payable Within 1 Year	-	64.9	11.2	3.3	
Other Current Liabilities	-	16.3	5.0	4.2	
Total Current Liabilities	3.9	66.9	24.4	22.6	
Long Term Liabilities	-	96.7	20.6	15.9	
Stockholders Equity	(15.9)	96.1	55.5	63.2	
Total Liabilities And Stockholder Equity	100.0	100.0	100.0	100.0	
Advertising Cost - % Of Sales	-	2.9	0.9	0.6	
Pension / Profit Sharing - % Of Sales	-	2.3	0.7	0.3	
Health Insurance Cost - % Of Sales	-	7.1	3.0	3.0	
Workers Compensation Insurance - % Of Sales	-	1.6	0.5	0.5	
Factory Labor - % Of Sales	-	23.5	12.0	12.7	
Factory Labor - % Of Cost Of Goods (COG)	-	34.3	18.3	17.9	
Quick Ratio (Times)	0.3	4.4	1.8	1.2	
Current Ratio (Times)	0.7	9.1	4.0	3.2	
Total Liabilities To Net Worth	(727.6)	600.5	67.6	58.3	
Fixed Assets To Net Worth	(196.0)	157.1	40.1	40.3	
*Interest Coverage (Times)	-	5,990.4	345.9	5.3	
A/R Collection Period In Days	24.7	569.0	73.5	46.7	
Sales Per Employee	86,457	787,008	211,390	188,048	
Assets To Sales %	33.2	520.3	98.2	63.4	
Inventory Turnover In Days	58.7	457.0	136.7	116.9	
Inventory % Of Sales	11.3	91.4	24.3	18.5	
Accounts Payable Period In Days	8.9	128.9	47.7	38.9	
Gross Profit	16.4	49.9	34.2	31.6	
Return On Sales	(0.4)	18.8	6.4	4.4	
*Return On Sales	0.5	37.8	14.5	8.8	
Return On Assets	(0.4)	38.1	10.9	6.9	
*Return On Assets	0.1	49.0	20.8	15.1	

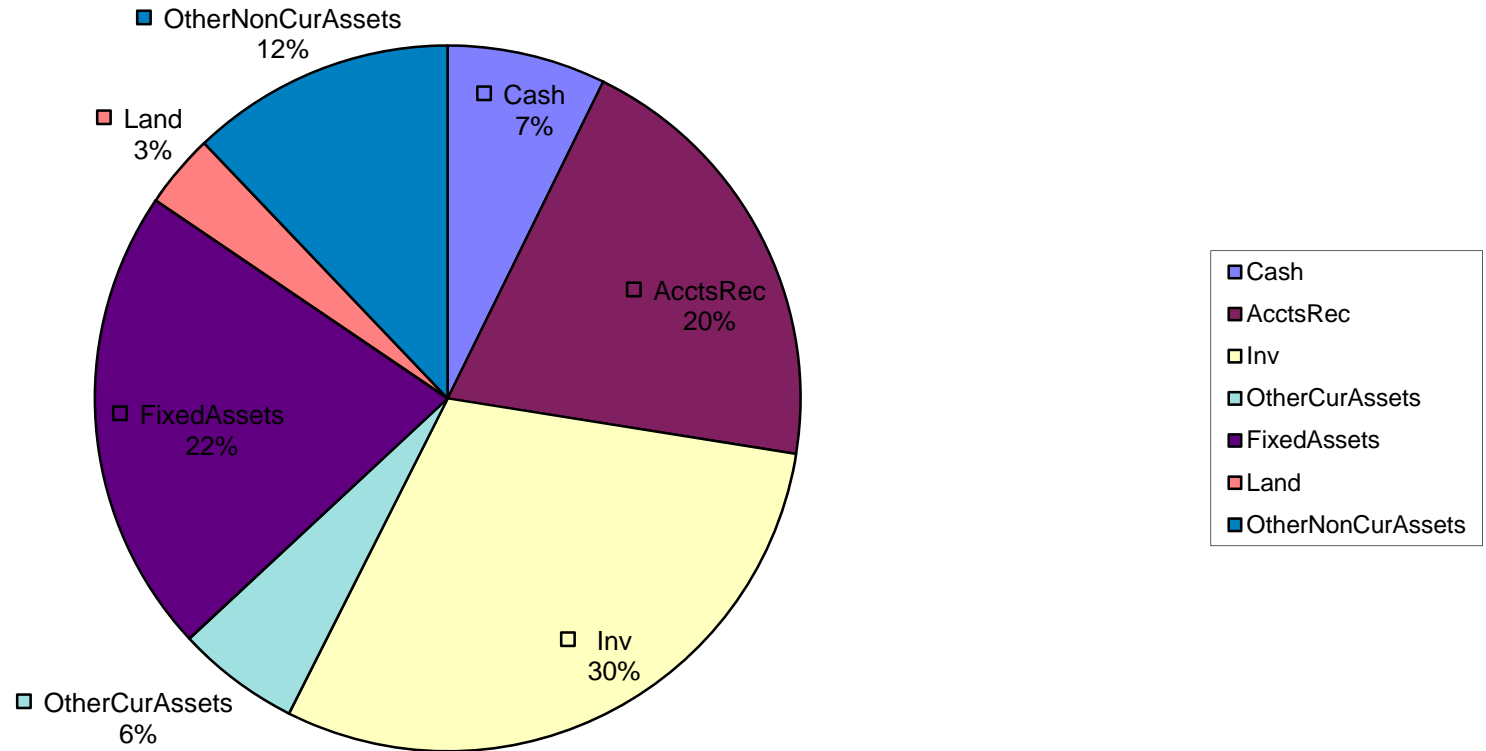
**ABMA SURVEY OF BUSINESS RATIOS  
REPORTED DATA**

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

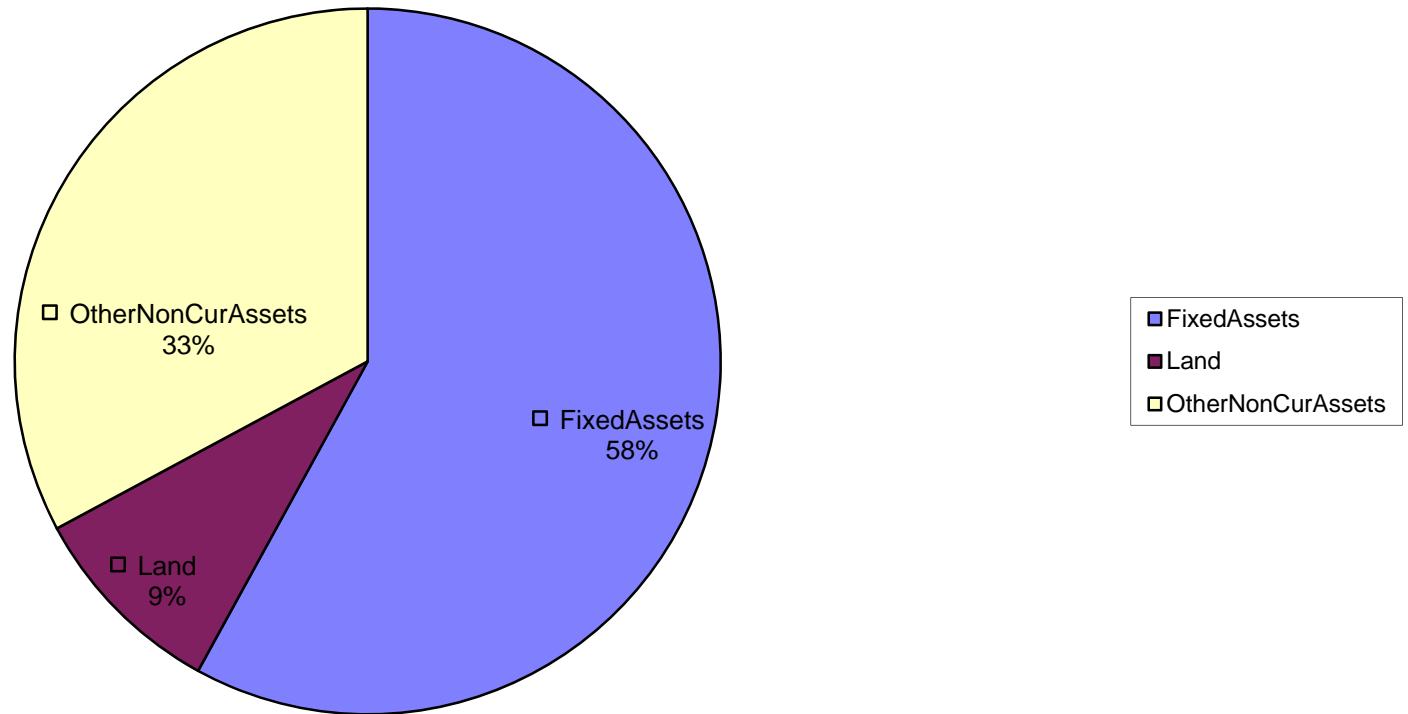
**CURRENT ASETS-AVERAGE**



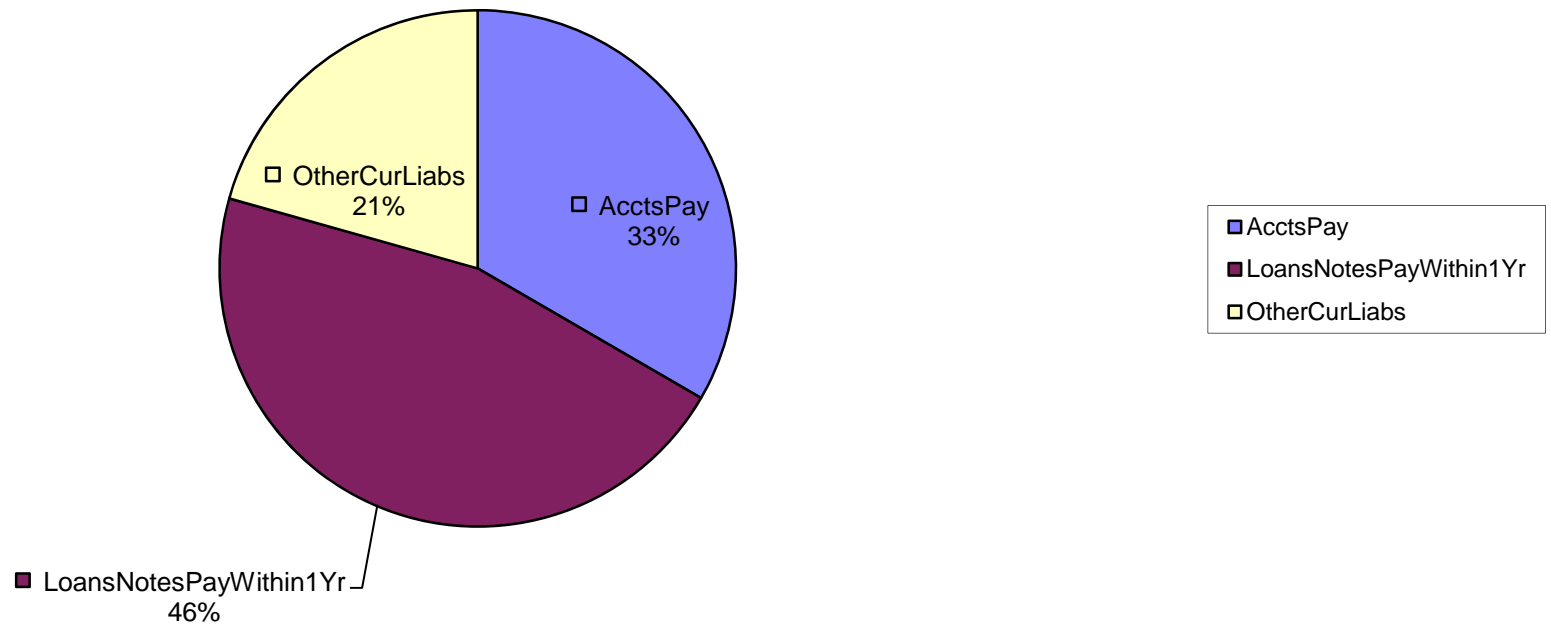
## TOTAL ASSETS-AVERAGE



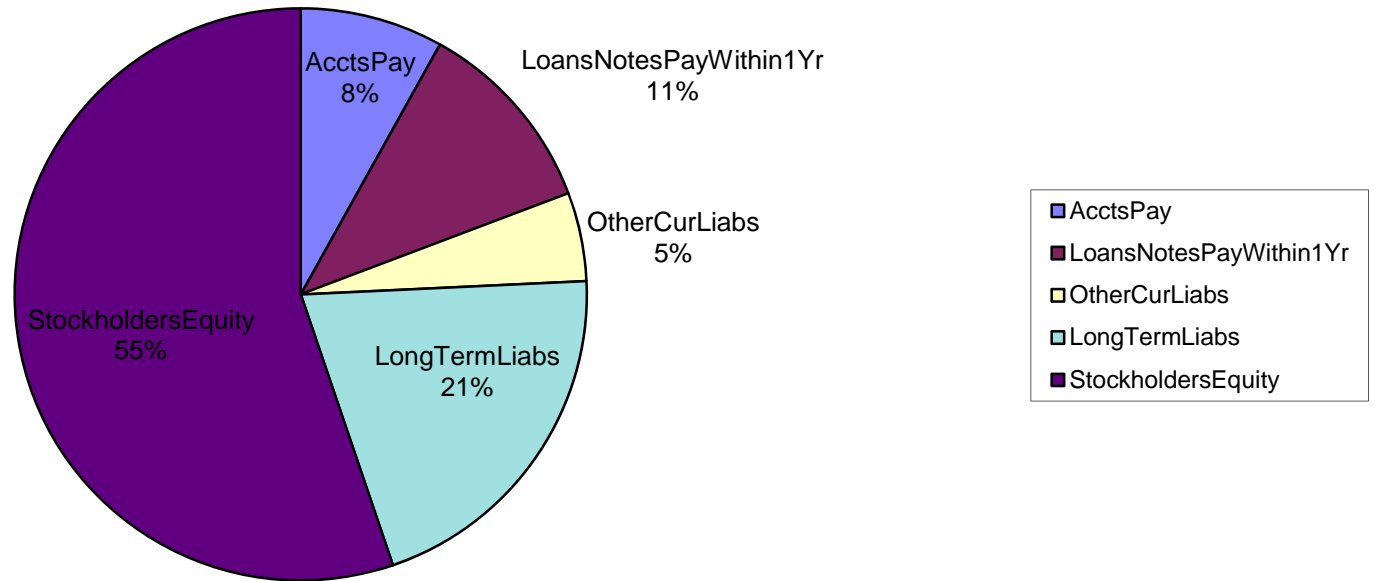
## NON-CURRENT ASSETS-AVERAGE



## CURRENT LIABILITIES-AVERAGE

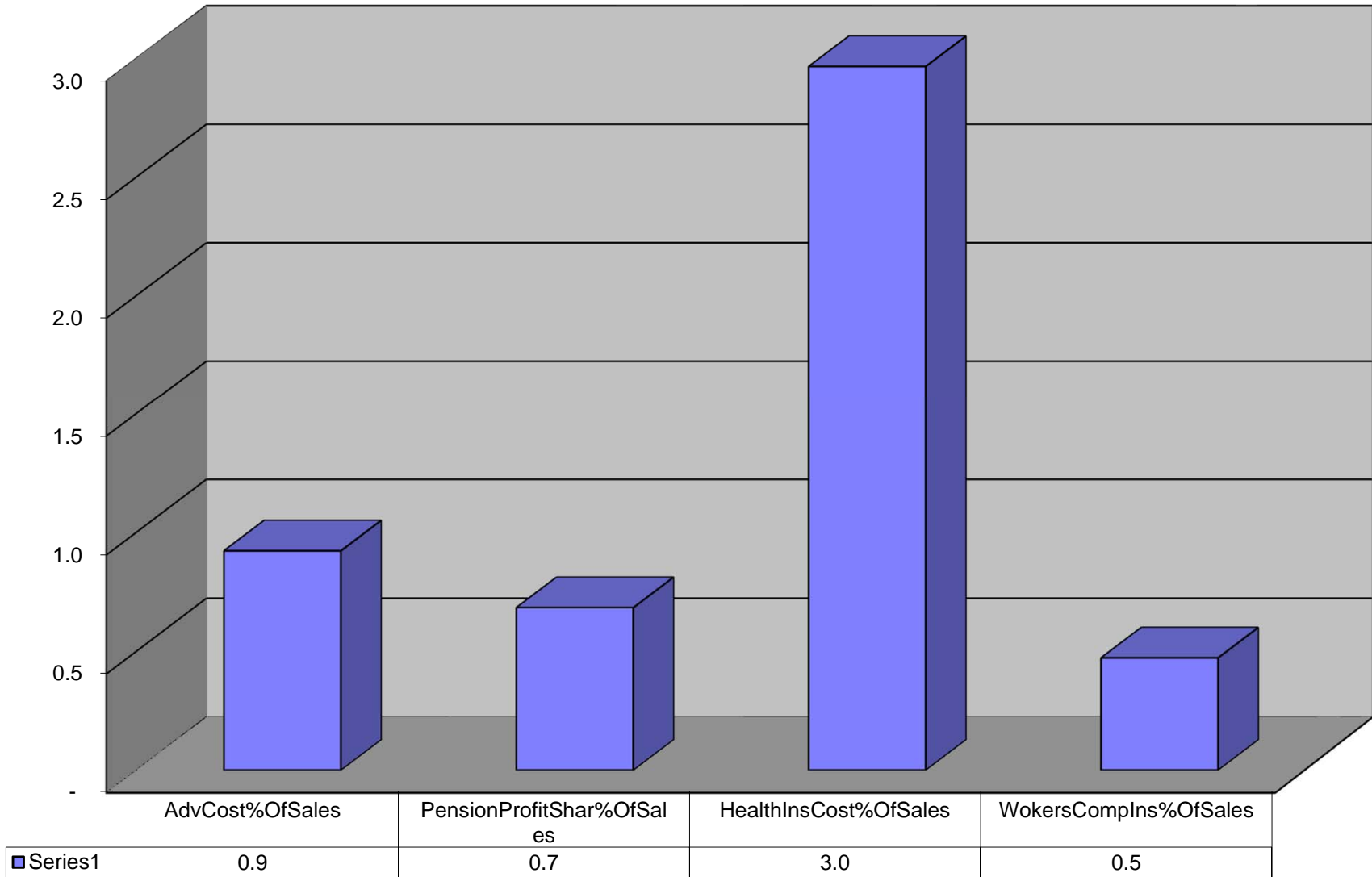


## TOTAL LIABILITIES-AVERAGE

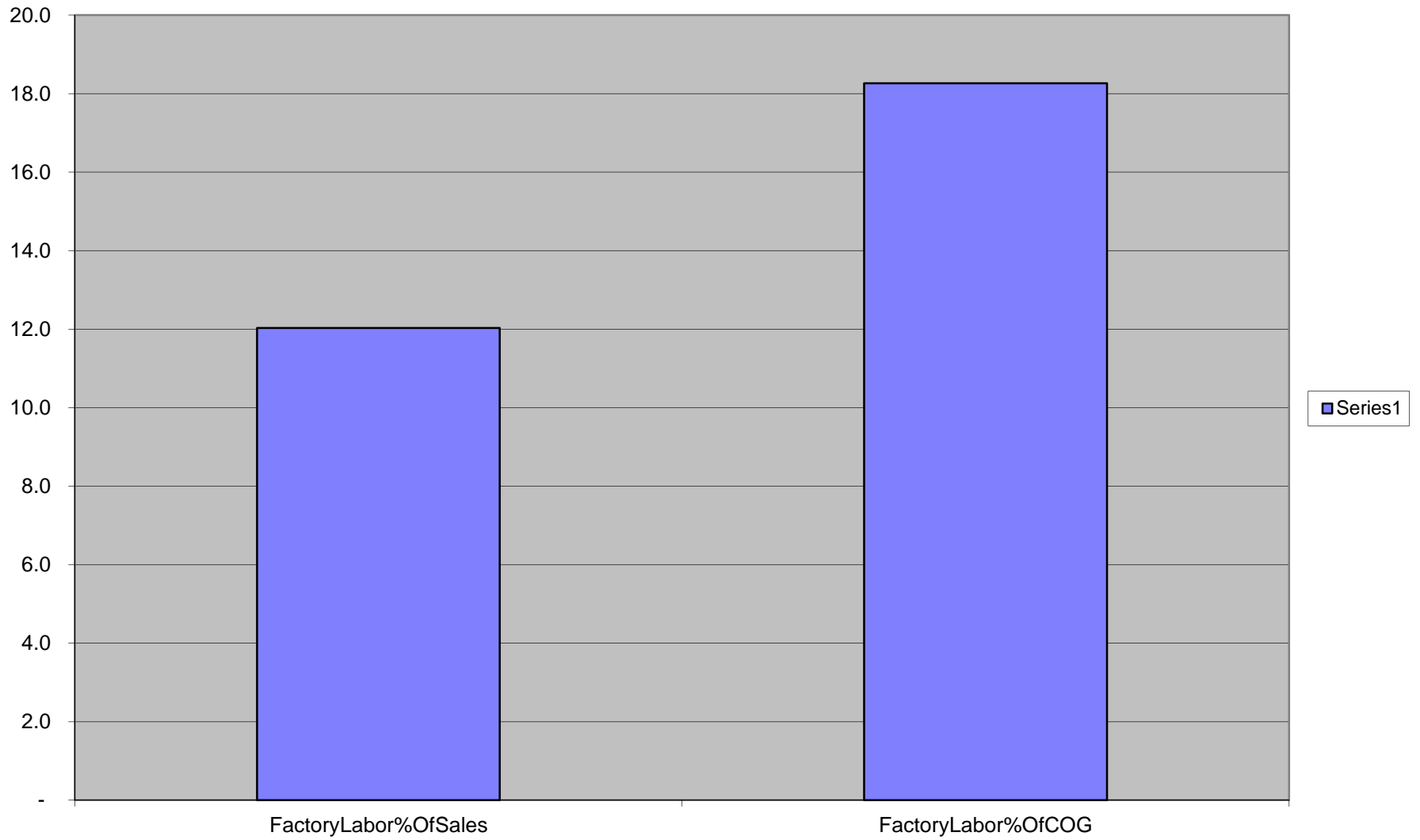




### SELECTED COSTS-% OF SALES



# FACTORY COSTS



## SUMMARY FINDINGS

### ABMA SURVEY OF BUSINESS RATIOS

16 Responses

KEY STATISTIC	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
Quick Ratio (Times)	0.3	4.4	1.8	1.2	
Current Ratio (Times)	0.7	9.1	4.0	3.2	
Total Liabs To Net Worth	(727.6)	600.5	67.6	58.3	
Fixed Assets To Net Worth	(196.0)	157.1	40.1	40.3	
*Interest Coverage (Times)	-	5,990.4	345.9	5.3	
Accts Rec Coll Period In Days	24.7	569.0	73.5	46.7	
Assets To Sales %	33.2	520.3	98.2	63.4	
Inventory Turnover In Days	58.7	457.0	136.7	116.9	
Inventory % Of Sales	11.3	91.4	24.3	18.5	
Accts Pay Period In Days	8.9	128.9	47.7	38.9	
Gross Profit	16.4	49.9	34.2	31.6	
Return On Sales	(0.4)	18.8	6.4	4.4	
*Return On Sales	0.5	37.8	14.5	8.8	
Return On Assets	(0.4)	38.1	10.9	6.9	
*Return On Assets	0.1	49.0	20.8	15.1	
Sales Per Employee	\$ 86,457	\$ 787,008	\$ 211,390	\$ 188,048	