

AMERICAN BRUSH MANUFACTURERS ASSOCIATION

2017
SURVEY OF BUSINESS RATIOS



Corrected: Issued 9/13/17



September 13, 2017

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 14 responses for this year's survey compared to 15 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 Shinnars

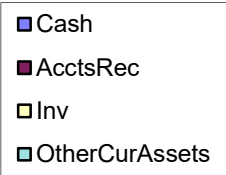
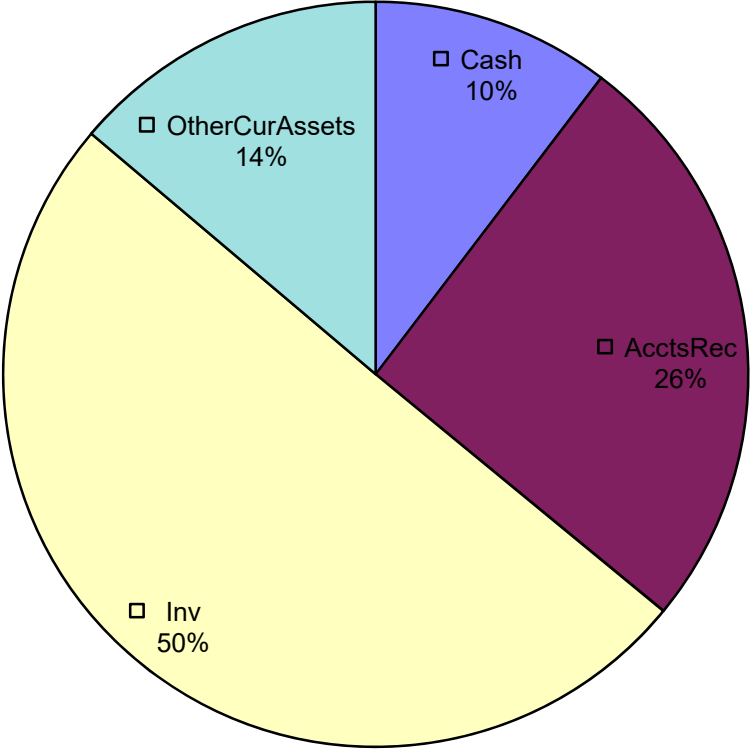
Jill Shinnars
Pioneer Packaging, Inc.
Chair, ABMA Statistical Committee

REPORTED DATA	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
Cash	(12.6)	23.4	7.7	9.0	
Accounts Receivable	12.0	29.2	19.1	19.9	
Inventory	16.5	73.7	37.4	35.5	
Other Current Assets	-	44.2	10.3	2.8	
Total Current Assets	33.5	95.3	73.6	77.5	
Fixed Assets	0.4	46.1	20.0	17.0	
Land	-	5.7	0.7	-	
Other Non-Current Assets	1.0	14.9	4.8	3.6	
Total Assets	100.0	100.0	100.0	100.0	
Accounts Payable	1.5	23.6	8.7	7.8	
Notes Payable Within 1 Year	-	24.2	6.0	2.5	
Other Current Liabilities	-	1,109.0	84.0	4.9	
Total Current Liabilities	6.4	45.8	20.1	17.2	
Long Term Liabilities	-	39.3	12.0	8.9	
Stockholders Equity	42.9	93.6	68.0	67.0	
Total Liabilities And Stockholder Equity	100.0	100.0	100.0	100.0	
Advertising Cost - % Of Sales	0.1	5.7	1.1	0.7	
Pension / Profit Sharing - % Of Sales	-	1.9	0.4	0.3	
Health Insurance Cost - % Of Sales	1.1	6.0	2.4	2.2	
Workers Compensation Insurance - % Of Sales	-	1.5	0.4	0.3	
Factory Labor - % Of Sales	6.6	22.9	13.1	11.9	
Factory Labor - % Of Cost Of Goods (COG)	9.7	34.0	19.9	20.2	
Quick Ratio (Times)	0.3	5.6	2.0	1.7	
Current Ratio (Times)	1.7	11.7	4.9	4.3	
Total Liabilities To Net Worth	6.9	133.2	56.6	49.3	
Fixed Assets To Net Worth	1.9	152.3	37.1	22.3	
*Interest Coverage (Times)	-	262.1	48.1	11.3	
A/R Collection Period In Days	25.4	50.9	38.8	38.3	
Sales Per Employee	97,304	443,758	213,655	179,642	
Assets To Sales %	36.9	96.4	62.8	61.3	
Inventory Turnover In Days	54.4	267.1	118.1	106.8	
Inventory % Of Sales	9.5	42.6	21.4	20.3	
Accounts Payable Period In Days	4.8	98.0	38.1	32.2	
Gross Profit	2.8	48.1	32.6	34.3	
Return On Sales	-	25.3	8.4	6.4	
*Return On Sales	2.3	27.2	11.9	8.8	
Return On Assets	-	36.2	13.7	11.1	
*Return On Assets	2.5	36.6	19.5	17.2	

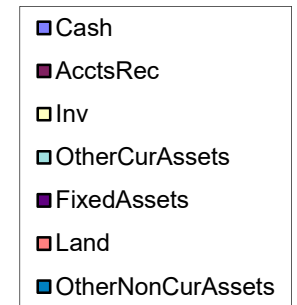
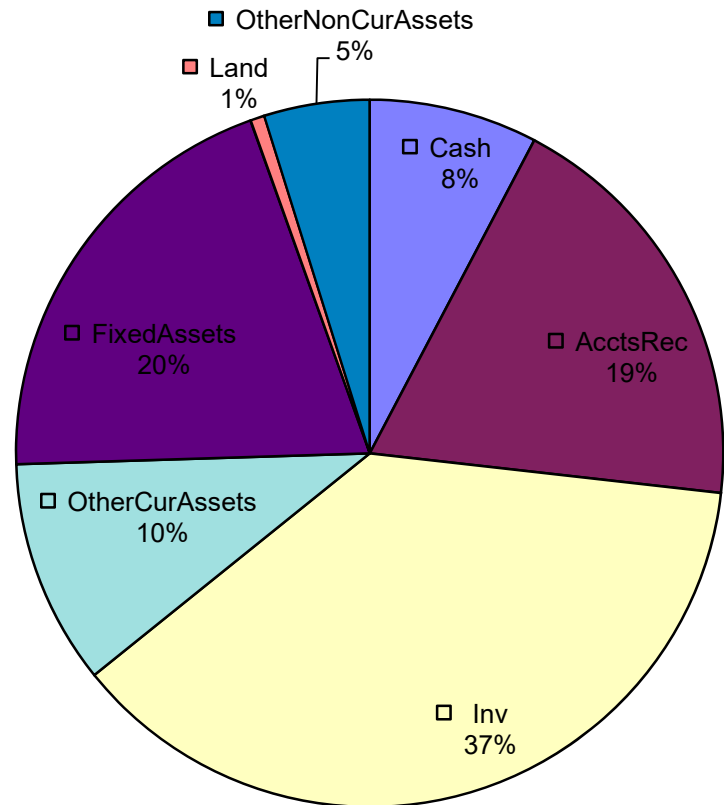
**ABMA SURVEY OF BUSINESS RATIOS
REPORTED DATA**

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

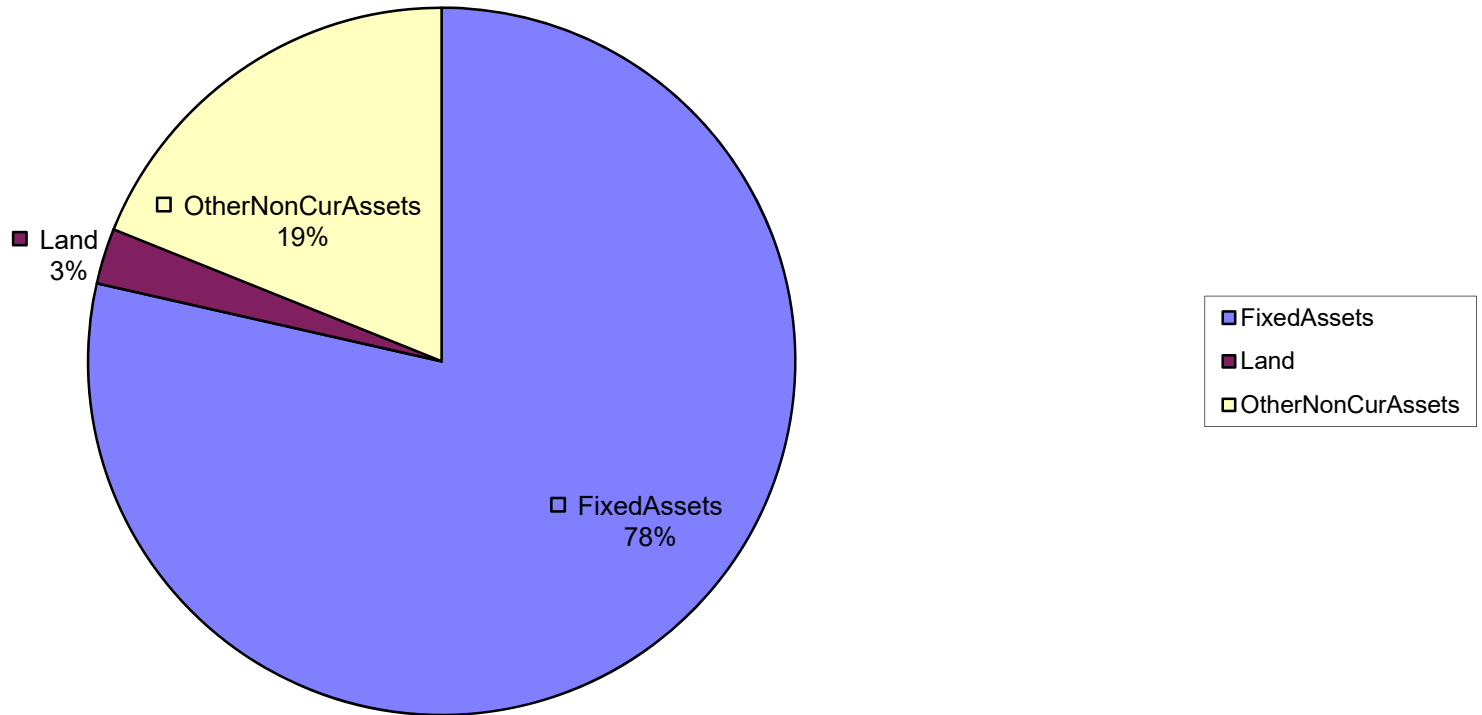
CURRENT ASETS-AVERAGE



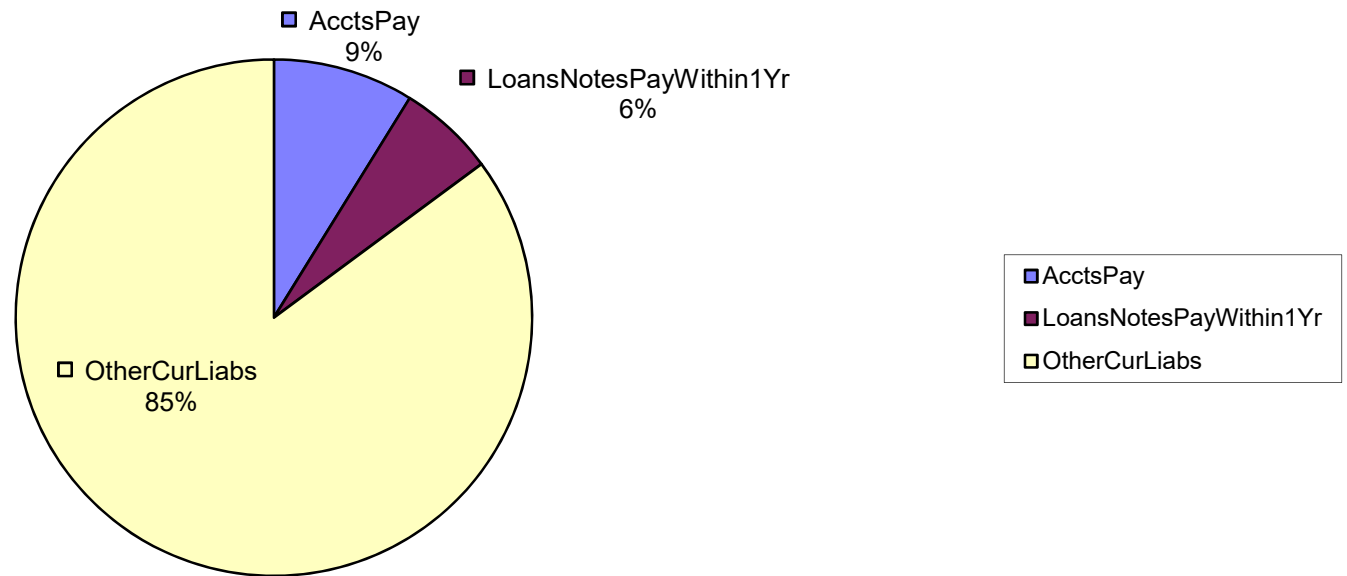
TOTAL ASSETS-AVERAGE



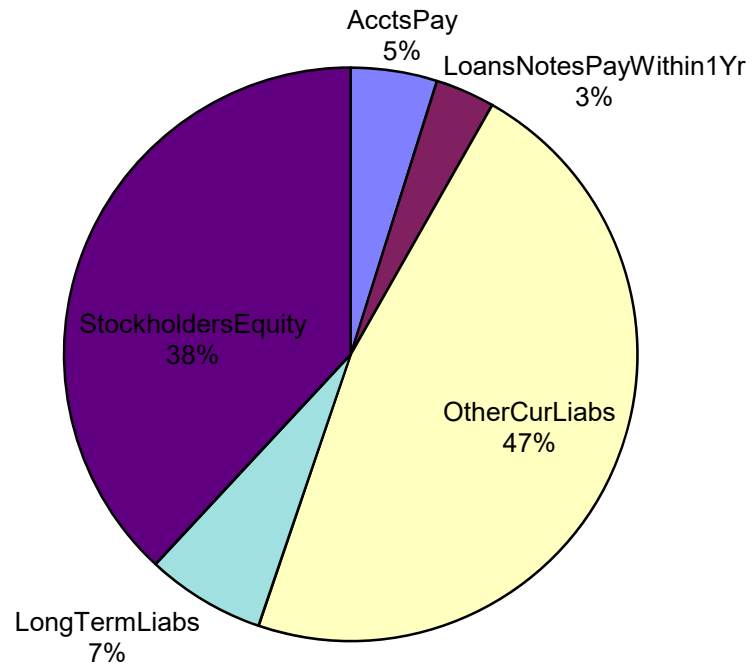
NON-CURRENT ASSETS-AVERAGE



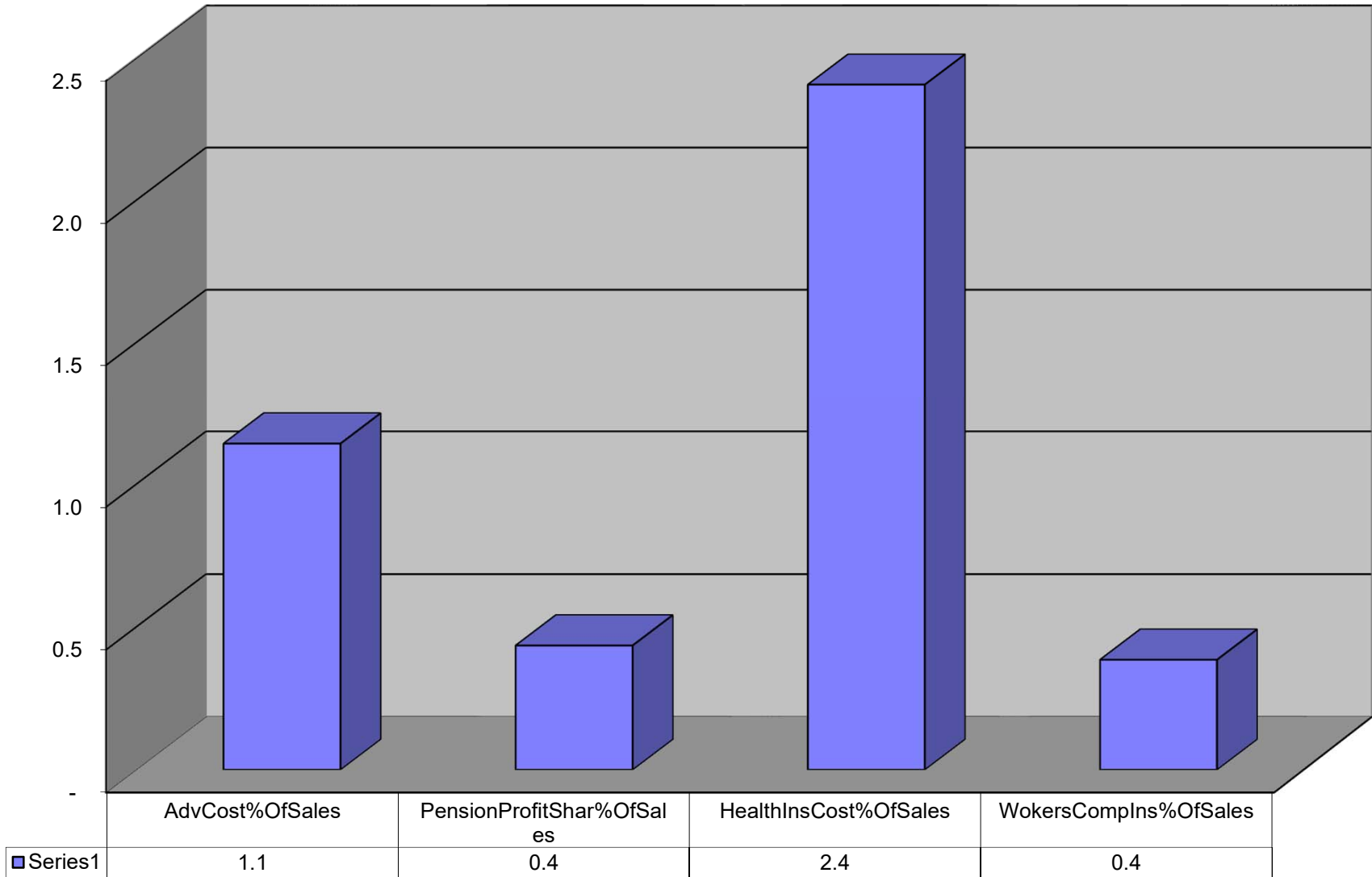
CURRENT LIABILITIES-AVERAGE



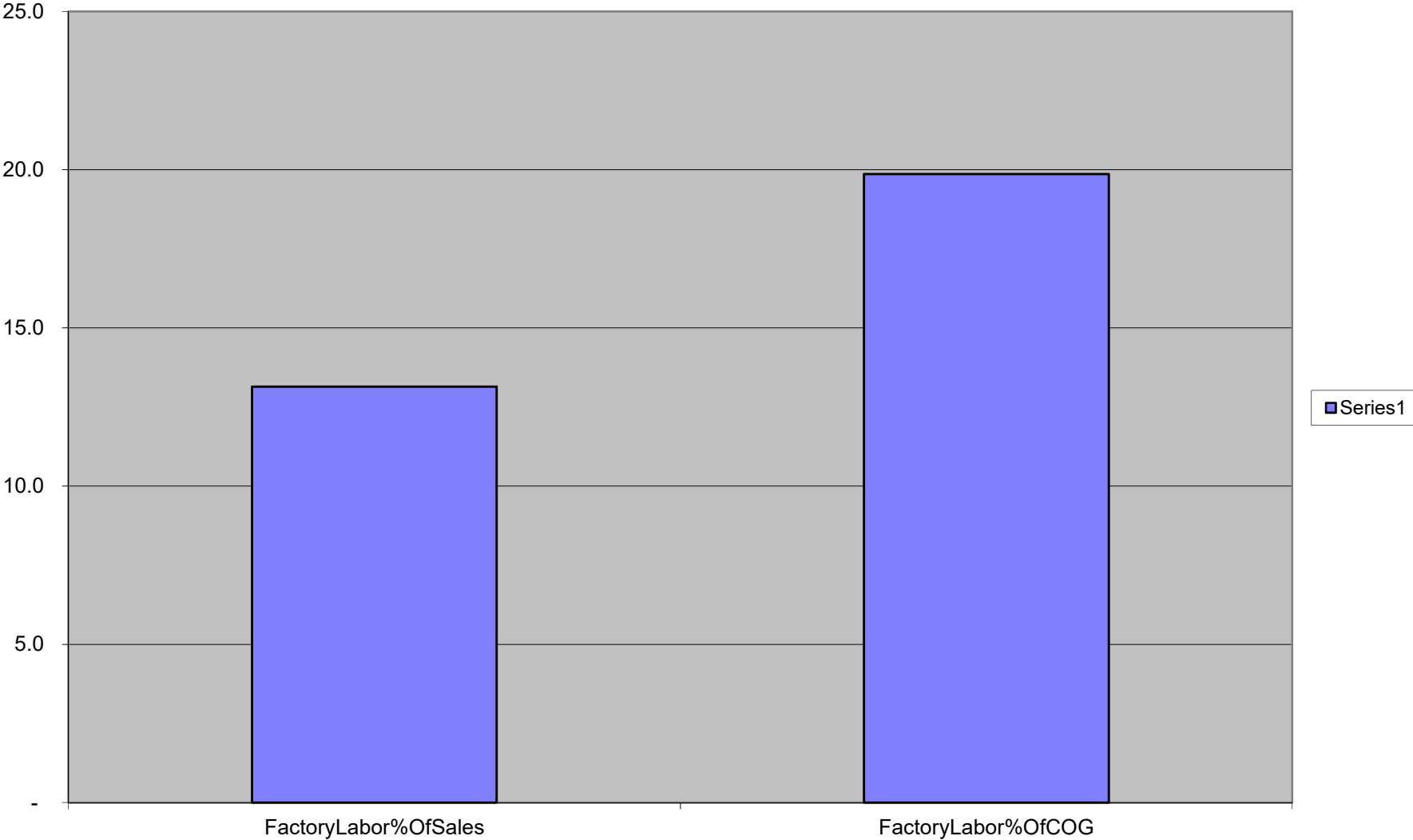
TOTAL LIABILITIES-AVERAGE



SELECTED COSTS-% OF SALES



FACTORY COSTS



SUMMARY FINDINGS

ABMA SURVEY OF BUSINESS RATIOS

14 Responses

KEY STATISTIC	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
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*Return On Assets	2.5	36.6	19.5	17.2	
Sales Per Employee	\$ 97,304	\$ 443,758	\$ 213,655	\$ 179,642	