



**American Brush Manufacturers Association
Agenda of the Meeting of the
Statistical Committee**

Wednesday, March 2, 2021

Zoom

<https://us02web.zoom.us/j/86366330784?pwd=SEk3WitRM211RVozb3RwVWR3WHhkQT09>

Durango, CO

2:00 PM – 3:30 PM EDT

Mission Statement

The Statistical Committee helps determine what surveys, studies, and other activities are helpful to Members in the conduct of their businesses. The Committee also functions to help encourage Membership participation in those surveys, studies and other activities in an attempt to add value. While it reviews existing statistical activities for content and value, the Committee does not have access to individual Members' confidential figures submitted in any Association survey.

- I. WELCOME / REVIEW OF ANTI-TRUST GUIDELINES Mike Zimmerman, Chair**
- II. REVIEW AND APPROVAL OF THE PREVIOUS MEETING MINUTES**
- III. REPORT REVIEW – INDUSTRY WIDE**
 - A. Previous Year Results**
 - 1. Survey of Business Ratios 2020
 - B. Current Surveys**
 - 1. COVID Industry Response Surveys
 - 2. Economic Indicators Monthly
 - 3. Industry Market Size Data
 - 4. Wage Survey (proposed for discussion)
 - C. Monthly IMD Statistical Report (Private Group)**
 - 1. Discussion and Feedback
- IV. OTHER BUSINESS**
- V. ADJOURNMENT**



**American Brush Manufacturers Association
Minutes of the Meeting of the
Statistical Committee**

**Wednesday, March 4, 2020
Renaissance Vinoy
St. Petersburg, FL
12:00 PM – 12:50 PM
Lunch**

Mission Statement

The Statistical Committee helps determine what surveys, studies, and other activities are helpful to Members in the conduct of their businesses. The Committee also functions to help encourage Membership participation in those surveys, studies and other activities in an attempt to add value. While it reviews existing statistical activities for content and value, the Committee does not have access to individual Members' confidential figures submitted in any Association survey.

I. CALL TO ORDER AND WELCOME

Mike Zimmerman, Chair

The Chair called the meeting to order at 12:00 p.m. In attendance were:

Mike Zimmerman, Chair	Fred Spach
Scott Enchelmaier	Kevin White
Bruce Massey	Miguel Medrano
Carlos Petzold	John Cottam
Chip Preston	Steve Bellocchio
Imre Karetka	Mark Kappes
Gregory Miller	Jeff Malish
RJ Lindstrom	James Cottam
Larry Mell	Tim Hack
Thomas Cottam	Joe Arnold
Ken Rakusin	
David Parr, ABMA Staff	

The Association's Anti-Trust Guidelines were recognized as governing the activities and discussions of this meeting.

II. REVIEW AND APPROVAL OF THE PREVIOUS MEETING MINUTES

A motion was made, seconded and passed to approve the minutes of the last meeting.

III. REPORT REVIEW – INDUSTRY WIDE

A. Previous Year Survey Results

1. Wage Survey 2019

There were 13 responses for this survey compared to 12 last time. Every 3 years the survey is completed.



The incentive responses (\$50 cash or free membership) actually went down. It was suggested to postpone this year's survey and propose a new survey asking what the survey participants would like to see in a new survey or to discontinue surveys altogether.

The question was asked whether the information be collected in another manner other than a survey and are the surveys being directed to the wrong audience.

It was noted that international trade magazines do not contain information on wire brushes. It was suggested to obtain the correct commodity codes make it easier to get that information.

It was recommended to continue with the Survey of Business Ratios 2020 and the for staff to replace the surveys with collected statistical data (updated annually) beginning with wage and benefits data.

B. Upcoming Survey Schedule

1. Survey of Business Ratios 2020
The survey will be conducted August 2020. The rationale is because of company reporting year end as of June 30th.
2. Wages and Benefit Data to be published in 2021
3. Additional data collection to be developed for 2022

C. Monthly IBD Statistical Report

The IBD Statistical Report was discussed and members were invited to participate.

IV. OTHER BUSINESS

There was no other business discussed.

A. Industry Data

The Industry Data report was discussed and no action was necessary.

C. Statistical Task Force

The work of the Statistical Task Force was discussed though out this meeting and has become the basis for the statistics gathering process as outlined above. The Task Force sunsets.

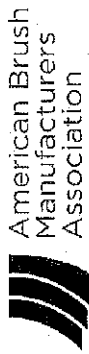
V. ADJOURNMENT

There being no additional business the meeting was adjourned at 12:54 p.m.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "David C. Parr".

David C. Parr
Executive Director



August 13, 2020

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 7 responses for this year's survey compared to 14 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

Mike Zimmerman
Mike Zimmerman
The Wooster Brush Co
Chair, ABMA Statistical Committee

**ABMA SURVEY OF BUSINESS RATIOS
REPORTED DATA**

REPORTED DATA	MIN	MAX	AVERAGE	MEDIAN	YOUR DATA
Cash	-	20.9	8.8	10.2	
Accounts Receivable	6.6	43.1	22.8	22.3	
Inventory	16.7	52.0	32.9	27.5	
Other Current Assets	0.5	45.0	8.5	1.4	
Total Current Assets	51.1	96.0	72.7	73.9	
Fixed Assets	1.9	41.9	23.3	26.1	
Land	-	13.1	2.7	-	
Other Non-Current Assets	-	5.1	1.3	0.2	
Total Assets	100.0	100.0	100.0	100.0	
Accounts Payable	0.9	17.9	8.1	9.2	
Notes Payable Within 1 Year	-	34.2	13.1	10.4	
Other Current Liabilities	-	7.4	3.4	3.6	
Total Current Liabilities	0.9	47.0	24.6	23.3	
Long Term Liabilities	-	23.7	6.0	0.3	
Stockholders Equity	37.0	99.1	69.5	74.7	
Total Liabilities And Stockholder Equity	100.0	100.0	100.0	100.0	
Advertising Cost - % Of Sales	-	1.6	1.0	0.9	
Pension / Profit Sharing - % Of Sales	0.1	1.3	0.4	0.3	
Health Insurance Cost - % Of Sales	0.3	7.1	2.6	2.4	
Workers Compensation Insurance - % Of Sales	-	0.6	0.2	0.2	
Factory Labor - % Of Sales	-	17.3	9.3	12.3	
Factory Labor - % Of Cost Of Goods (COG)	-	27.9	14.5	18.4	
Quick Ratio (Times)	0.5	32.2	5.6	0.9	
Current Ratio (Times)	1.7	64.8	12.5	3.2	
Total Liabilities To Net Worth	0.9	170.0	62.4	33.8	
Fixed Assets To Net Worth	5.2	103.7	39.7	37.7	
*Interest Coverage (Times)	(0.6)	2,079.0	329.6	11.3	
A/R Collection Period In Days	33.2	70.0	48.8	45.1	
Sales Per Employee	108,695	431,047	204,155	167,982	
Assets To Sales %	40.8	186.5	71.8	55.3	
Inventory Turnover In Days	74.2	441.9	145.8	99.6	
Inventory % Of Sales	13.2	49.7	22.5	18.3	
Accounts Payable Period In Days	12.7	155.2	57.5	37.0	
Gross Profit	13.9	56.9	35.3	33.9	
Return On Sales	(3.3)	22.7	6.8	3.4	
*Return On Sales	(1.5)	27.2	10.8	13.3	
Return On Assets	(7.4)	22.6	8.1	1.8	
*Return On Assets	(3.4)	28.2	13.5	16.1	

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



American Brush
Manufacturers
Association

Industry Data 2015 through 2019

Industry Statistics for the Broom and Brush Manufacturing Industry

Value of Primary & Secondary Product shipments and receipts for services made in Industry	Number of Employees			
2015 Restated	\$2,442,110,000	8,992		
2016	\$2,522,846,000	9,350		
2017	\$2,814,792,000	9,475		
2018	data not yet released			
2019	data not yet released			
Data derived from www.census.gov "General Stats for Industry Group" data.census.gov				
Value of Primary and Secondary product shipments and receipts for services made in Industry: Definition: This covers the received net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped. Misc receipts, such as receipts for contract work performed for others, installation and repair, sales of scrap and sales of products bought and sold without further processing are excluded from this item. Included are all items made by or for the establishments from material owned by it, whether sold, transferred or shipped on consignment. The net selling value of products made in one plant on a contract basis from mats owned by another was reported by the plant providing mats.				

NAICS 339994					
World Total	Amount 2015	Amount 2016	Amount 2017	Amount 2018	Amount 2019
Imports	\$ 1,680,652,430	\$1,738,512,000	\$ 1,745,351,780	\$ 1,882,303,929	\$ 1,829,890,443
Exports	427,805,637	437,450,000	454,890,511	477,224,356	457,009,448
Balance of Trade	\$ (1,252,846,793)	\$ (1,301,062,000)	\$ (1,290,461,269)	\$ (1,405,079,573)	\$ (1,372,880,995)

Data derived from USATradeOnline on the www.census.gov website. Imports & Exports by NAICS Commodities.

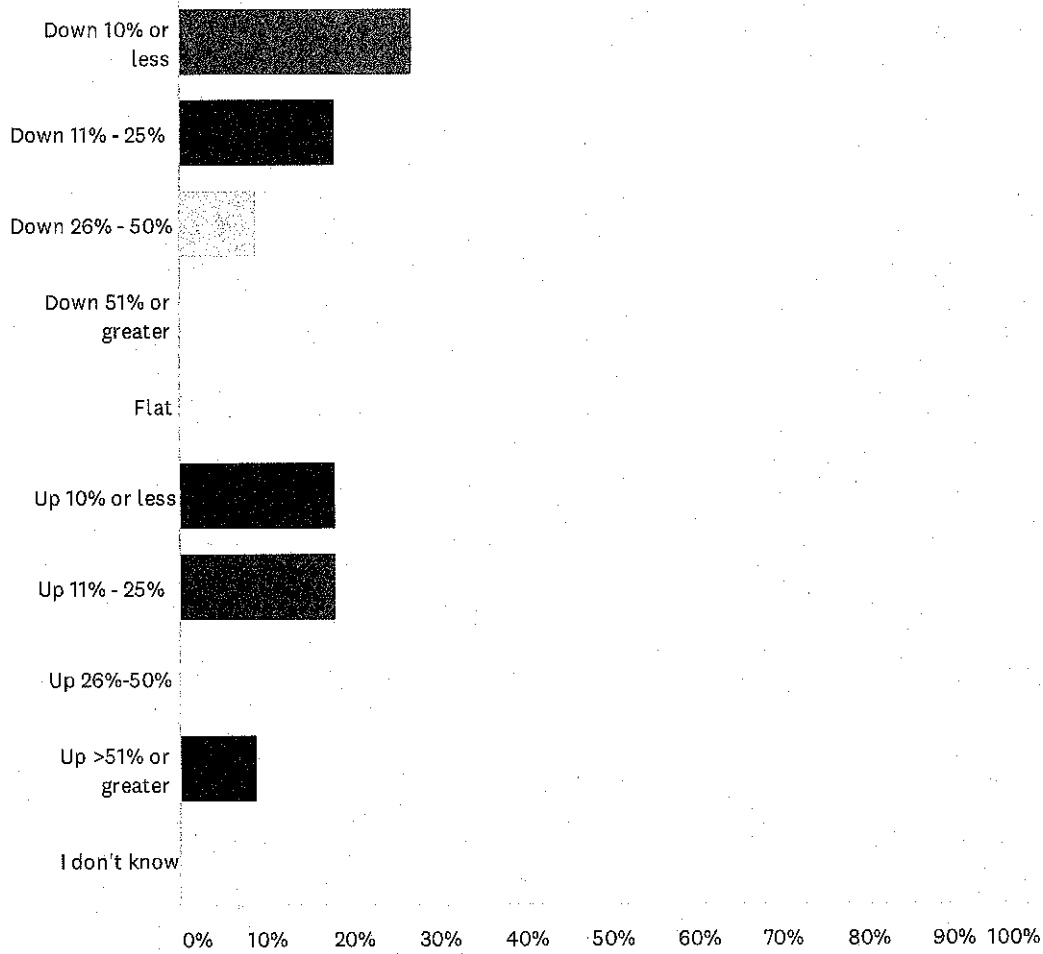
International Harmonized System Number	Description	2019 IMPORTS
9603100500	Wiskbrooms, brm corn, lt .96 ea	\$ 43,019
9603101500	Wiskbrooms, brm Corn, lt=.96 Ea, gt=61,655 Dz, cal Yr (no)	63,493
9603103500	Wiskbrooms, brm corn, over .96 ea	451,195
9603104000	Oth Brooms, brm Corn, lt=.96 Ea, lt 121,478 Dz, cal Yr (no)	59,679
9603105000	Brooms, Brm Corn, lt .96 ea	9,076
9603106000	Other brooms of brm corn, over .96 ea	13,296,599
9603109000	Brooms & Brushes of Twig or Veg Mat	2,434,992
9603210000	Toothbrushes, Incl Dental-plate Brushes (no)	264,287,745
9603294010	Hairbrushes, valued lt .40 ea	12,675,240
9603294090	Shaving & Nail brushes lt .40 ea	6,938,143
9603298010	Hairbrushes, Valued Over .40 Each (no)	138,672,621
9603298090	Shaving & Nail brushes, etc , over .40 ea	40,048,997
9603302000	Artist, Writing, Cosmet Brushes, lt .05 ea	6,393,659
9603304000	Artist, Writing, Cosmet Brushes, gt .05 ea	15,408,403
9603306000	Artist, Writing, Cosmet Brushes, gt .10 ea	337,363,541
9603402000	Paint rollers	35,145,115
9603404020	Paint pads	7,227,601
9603404040	Natural Bristle Brushes, Exc Subhdg	22,123,854
9603404060	Paint, distemper/siml Brushes exc Subhdg	74,088,007
9603500000	Other Brushes, as parts of machines, appliances, vehicles	99,695,756
9603904000	Feather dusters	12,627,424
9603908010	Wiskbrooms	1,358,530
9603908020	Upright brooms	28,038,495
9603908030	Push Brooms, 41 Cm or less in width	3,112,468
9603908040	Other brooms, nesoi	39,450,808
9603908050	Brooms, brushes, squeegees, etc, nesoi	678,579,582
22 categories		\$ 1,839,594,042

Data derived from International Harmonized System compiled by www.census.gov

New data added for 2016 import figures

Q1 What has been the impact of COVID-19 on your sales in December 2020 versus December 2019?

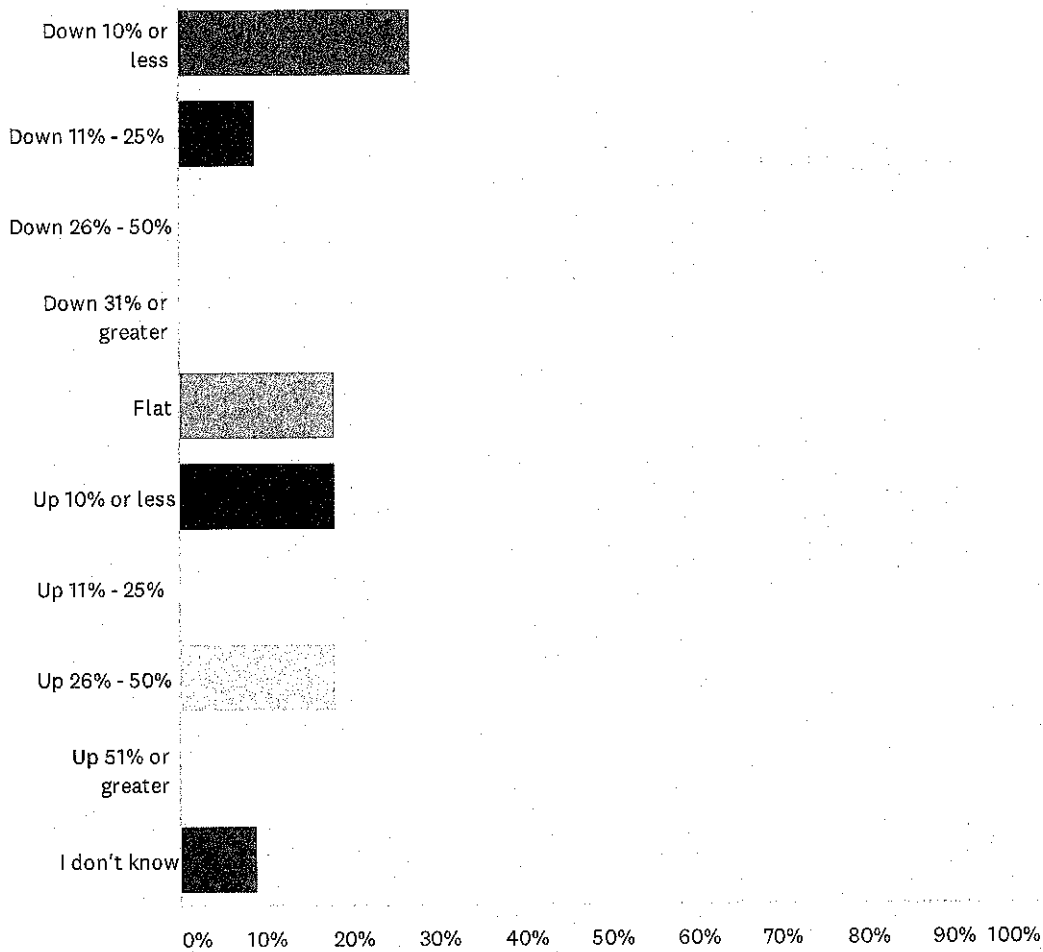
Answered: 11 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	27.27%	3
Down 11% - 25%	18.18%	2
Down 26% - 50%	9.09%	1
Down 51% or greater	0.00%	0
Flat	0.00%	0
Up 10% or less	18.18%	2
Up 11% - 25%	18.18%	2
Up 26%-50%	0.00%	0
Up >51% or greater	9.09%	1
I don't know	0.00%	0
TOTAL		11

Q2 What is your sales estimate for January 2021 compared to December 2020?

Answered: 11 Skipped: 0



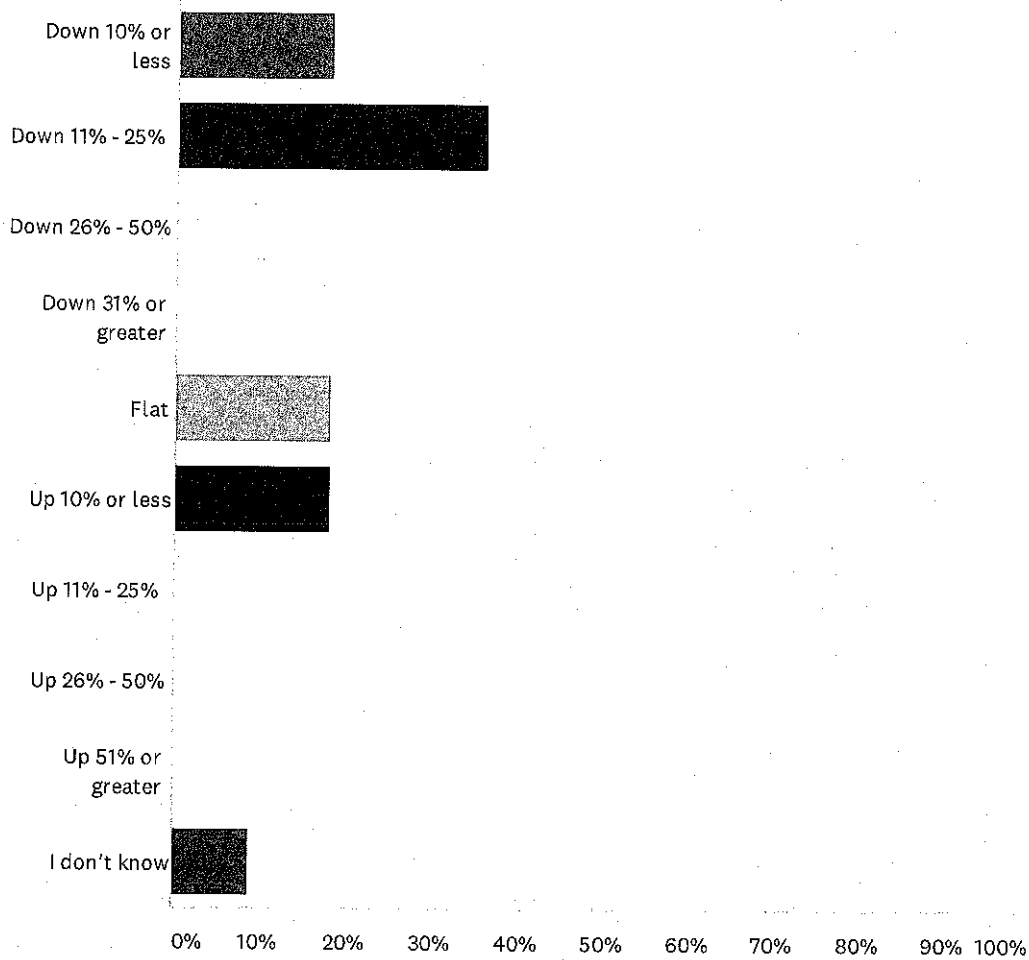
ANSWER CHOICES

RESPONSES

Down 10% or less	27.27%	3
Down 11% - 25%	9.09%	1
Down 26% - 50%	0.00%	0
Down 31% or greater	0.00%	0
Flat	18.18%	2
Up 10% or less	18.18%	2
Up 11% - 25%	0.00%	0
Up 26% - 50%	18.18%	2
Up 51% or greater	0.00%	0
I don't know	9.09%	1
TOTAL		11

Q3 What is your sales estimate for January 2021 compared to January 2020?

Answered: 11 Skipped: 0



ANSWER CHOICES

RESPONSES

Down 10% or less	18.18%	2
Down 11% - 25%	36.36%	4
Down 26% - 50%	0.00%	0
Down 31% or greater	0.00%	0
Flat	18.18%	2
Up 10% or less	18.18%	2
Up 11% - 25%	0.00%	0
Up 26% - 50%	0.00%	0
Up 51% or greater	0.00%	0
I don't know	9.09%	1
TOTAL		11

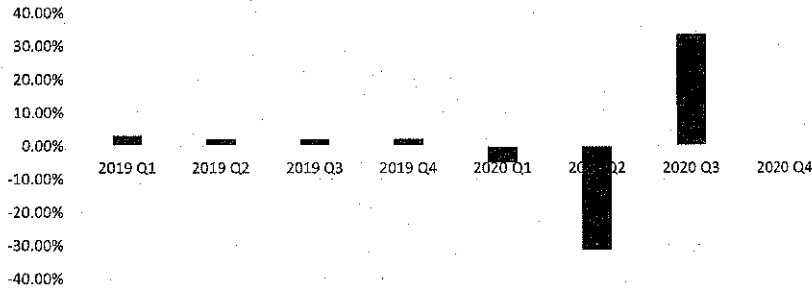
Q4 Has your community seen an increase in infections?

Answered: 11 Skipped: 0

Economic Indicators

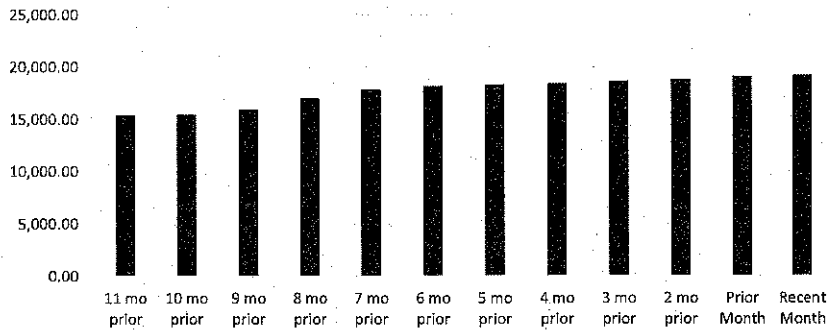
These economic indicators are gathered from public sources and are as current as the release of the underlying data. The most recent month indicates the most recent data available and additional trailing 12 months data is included where applicable. These charts are updated monthly.

GDP - Gross Domestic Product



Source: www.bea.gov

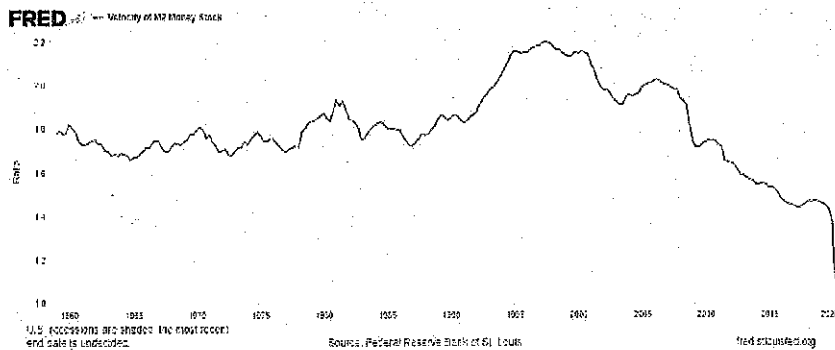
M2 Money Supply



(billion \$) Seasonally Adjusted

Source: www.federalreserve.gov/releases/h6

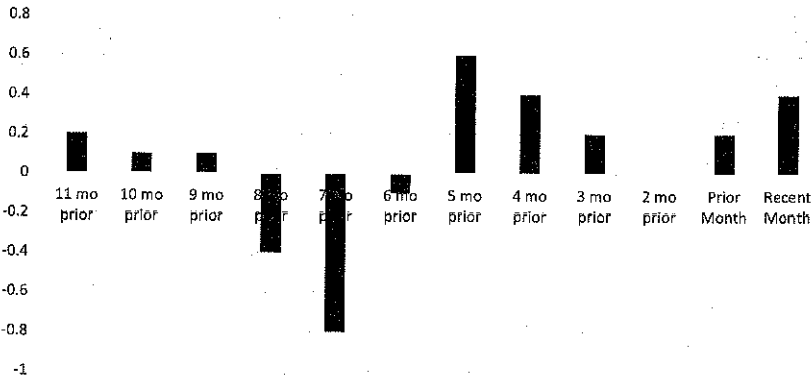
Velocity of M2 Money Stock



Calculated as the ratio of quarterly nominal GDP to the quarterly average of M2 money stock

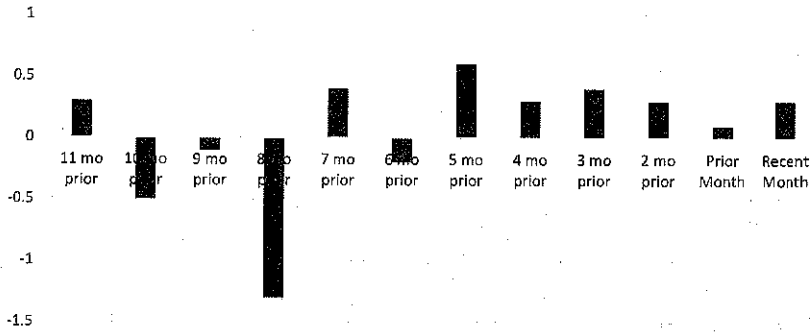
Source: <https://fred.stlouisfed.org/series/M2V>

CPI - Consumer Price Index



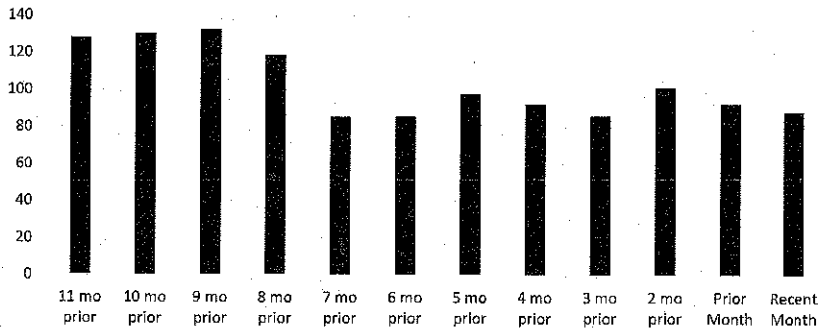
% change from previous month-all items
Source: www.bls.gov/cpi/

PPI - Producer Price Index



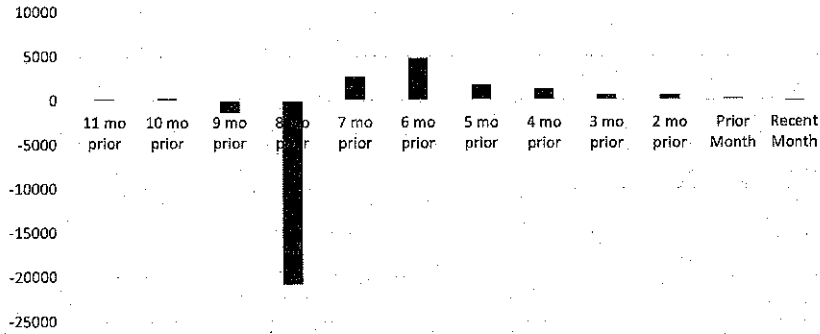
% change from previous month - total final demand
Source: www.bls.gov/ppi/

Consumer Confidence Index



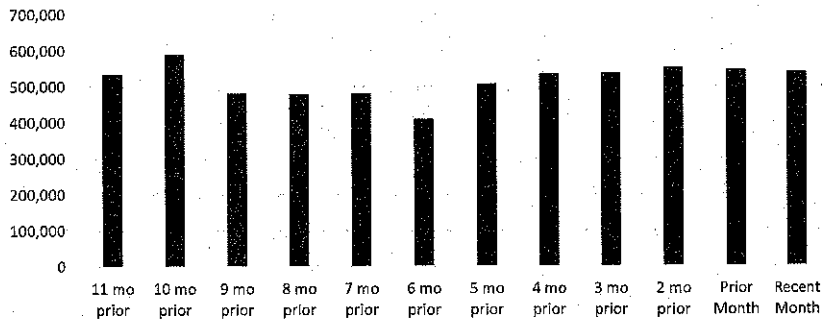
Index 1985=100
Source: <https://conference-board.org/data/consumerconfidence.cfm>

CES - Current Employment Statistics



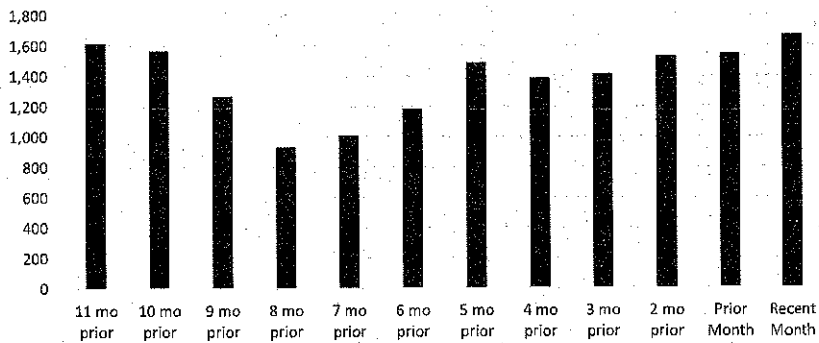
Source: www.bls.gov/ces/

Retail Sales and Food Service Sales



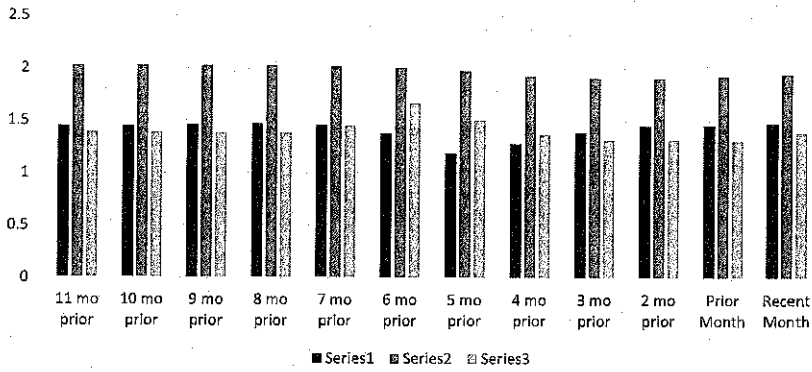
Source: <https://www.census.gov/retail/index.html>

Housing Starts



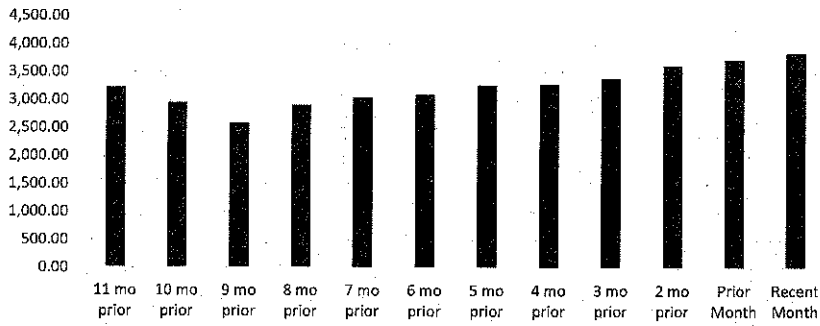
Source: <https://www.census.gov/construction/nrc/pdf/newresconst.pdf>

Manufacturing and Trade Inventories and Sales



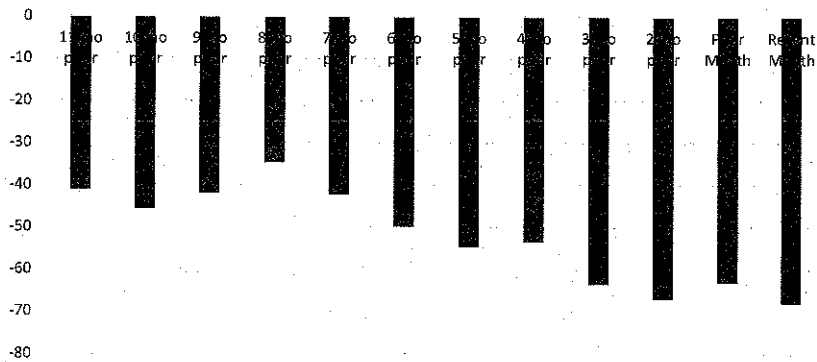
Series 1 = Sales Series 2 = Inventories Series 3 = Inventory/Sales Ratio
 Source: <https://www.census.gov/mtis/index.html>

S&P 500 Stock Index



Source: <https://finance.yahoo.com/quote/%5EGSPC/history?p=%5EGSPC>

US International Trade in Goods and Services



Source: www.bea.gov