

Hardware Stores  
Assets of from \$1 million to \$5 million

There are 1,534 (74.4% of the total)  
profitable companies within the industry and size class.

The average profitable company reports:

Total Assets of	\$ 1,815,202
Cash	\$ 232,786 (12.8% of total assets)
Accts Receivable	\$ 281,023 (15.5% of total assets)
Inventory	\$ 806,477 (44.4% of total assets)

Accts Payable of	\$ 241,896
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Business Receipts of	\$ 4,485,882
Cost of Goods Sold	\$ 2,993,340 (66.7% of receipts)
Officer Compensation	\$ 156,943 (3.5% of receipts)
Salaries & Wages	\$ 513,029 (11.4% of receipts)

Bad Debts	\$ 17,672
Rent Expense	\$ 129,810
Interest Expense	\$ 36,437
Employee Benefits	\$ 43,833

Net Income	\$ 129,616
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Inventory to Sales Turnover	5.56
Inventory to Costs Turnover	4.35

Salaries and Benefits to Sales	12.41 %
Advertising to Sales	1.17 %

Bad Debts to Accts Receivable	6.29 %
Bad Debts to Receipts	0.39 %

Z Score	4.03
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Pension Expense to PBIT	9.83 %
Benefits to PBIT	24.50 %
Officer Compensation to PBIT	87.71 %

Gross Margin	21.84 %
Net Margin	2.89 %

Days Accts Receivable Outstanding	22.87
Days Payable	25.18
Days Working Capital	76.14
Days Inventory	65.62

Effective Tax Rate	8.28 %
Tax Credit Use	1.04 %