

Hardware Stores

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

There are 1,618 (75.8% of the total) profitable companies within the industry and size class.

The average profitable company reports:

|                  |                                    |
|------------------|------------------------------------|
| Total Assets of  | \$ 2,002,906                       |
| Cash             | \$ 226,043 (11.3% of total assets) |
| Accts Receivable | \$ 297,553 (14.9% of total assets) |
| Inventory        | \$ 850,105 (42.4% of total assets) |

|                  |            |
|------------------|------------|
| Accts Payable of | \$ 222,240 |
|------------------|------------|

|                      |                                  |
|----------------------|----------------------------------|
| Business Receipts of | \$ 4,672,514                     |
| Cost of Goods Sold   | \$ 3,020,593 (64.6% of receipts) |
| Officer Compensation | \$ 139,462 (3.0% of receipts)    |
| Salaries & Wages     | \$ 584,610 (12.5% of receipts)   |

|                   |            |
|-------------------|------------|
| Bad Debts         | \$ 32,693  |
| Rent Expense      | \$ 128,071 |
| Interest Expense  | \$ 45,957  |
| Employee Benefits | \$ 48,535  |

|            |            |
|------------|------------|
| Net Income | \$ 173,513 |
|------------|------------|

|                             |      |
|-----------------------------|------|
| Inventory to Sales Turnover | 5.50 |
| Inventory to Costs Turnover | 4.24 |

|                                |         |
|--------------------------------|---------|
| Salaries and Benefits to Sales | 13.55 % |
| Advertising to Sales           | 1.14 %  |

|                               |         |
|-------------------------------|---------|
| Bad Debts to Accts Receivable | 10.99 % |
| Bad Debts to Receipts         | 0.70 %  |

|         |      |
|---------|------|
| Z Score | 3.82 |
|---------|------|

|                              |         |
|------------------------------|---------|
| Pension Expense to PBIT      | 7.63 %  |
| Benefits to PBIT             | 20.22 % |
| Officer Compensation to PBIT | 58.11 % |

|              |         |
|--------------|---------|
| Gross Margin | 22.84 % |
| Net Margin   | 3.71 %  |

|                                   |       |
|-----------------------------------|-------|
| Days Accts Receivable Outstanding | 23.24 |
| Days Payable                      | 22.50 |
| Days Working Capital              | 72.63 |
| Days Inventory                    | 66.41 |

|                    |        |
|--------------------|--------|
| Effective Tax Rate | 8.57 % |
| Tax Credit Use     | 2.62 % |