

Hardware Stores

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

There are 1,221 (55.5% of the total) profitable companies within the industry and size class.

The average profitable company reports:

Total Assets of	\$ 1,962,560
Cash	\$ 320,635 (16.3% of total assets)
Accts Receivable	\$ 234,873 (12.0% of total assets)
Inventory	\$ 851,084 (43.4% of total assets)

Accts Payable of	\$ 173,677
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Business Receipts of	\$ 4,589,752
Cost of Goods Sold	\$ 2,908,480 (63.4% of receipts)
Officer Compensation	\$ 137,642 (3.0% of receipts)
Salaries & Wages	\$ 566,614 (12.3% of receipts)

Bad Debts	\$ 32,843
Rent Expense	\$ 148,851
Interest Expense	\$ 34,140
Employee Benefits	\$ 47,407

Net Income	\$ 174,017
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Inventory to Sales Turnover	5.39
Inventory to Costs Turnover	4.08

Salaries and Benefits to Sales	13.38 %
Advertising to Sales	1.04 %

Bad Debts to Accts Receivable	13.98 %
Bad Debts to Receipts	0.72 %

Z Score	4.38
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Pension Expense to PBIT	6.36 %
Benefits to PBIT	21.02 %
Officer Compensation to PBIT	61.04 %

Gross Margin	24.29 %
Net Margin	3.79 %

Days Accts Receivable Outstanding	18.68
Days Payable	18.24
Days Working Capital	92.19
Days Inventory	67.68

Effective Tax Rate	5.97 %
Tax Credit Use	0.67 %