

Hardware Stores  
Assets of from \$500,000 to \$1 Million

There are 1,646 (64.2% of the total)  
profitable companies within the industry and size class.

The average profitable company reports:

Total Assets of	\$ 728,120
Cash	\$ 53,263 (7.3% of total assets)
Accts Receivable	\$ 62,992 (8.7% of total assets)
Inventory	\$ 413,623 (56.8% of total assets)

Accts Payable of	\$ 71,178
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Business Receipts of	\$ 1,911,026
Cost of Goods Sold	\$ 1,229,848 (64.4% of receipts)
Officer Compensation	\$ 71,186 (3.7% of receipts)
Salaries & Wages	\$ 201,531 (10.5% of receipts)

Bad Debts	\$ 705
Rent Expense	\$ 96,066
Interest Expense	\$ 15,227
Employee Benefits	\$ 19,443

Net Income	\$ 54,472
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Inventory to Sales Turnover	4.62
Inventory to Costs Turnover	3.46

Salaries and Benefits to Sales	11.56 %
Advertising to Sales	1.94 %

Bad Debts to Accts Receivable	1.12 %
Bad Debts to Receipts	0.04 %

Z Score	3.84
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Pension Expense to PBIT	7.37 %
Benefits to PBIT	27.06 %
Officer Compensation to PBIT	99.06 %

Gross Margin	25.10 %
Net Margin	2.85 %

Days Accts Receivable Outstanding	12.03
Days Payable	18.15
Days Working Capital	74.98
Days Inventory	79.00

Effective Tax Rate	3.12 %
Tax Credit Use	1.32 %