

Industry Data and Analysis

Industry: 424690 - Other Chemical and Allied Products Merchant Wholesalers
Sales Range: All Sales Ranges
Data Source: Private Companies
Location: All Areas

INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months	2012	2011	Last 5 Years	All Years
	(89)	(94)	(142)	(748)	(1639)
Current Ratio	2.37	2.59	2.54	2.39	2.26
Quick Ratio	1.48	1.47	1.62	1.60	1.46
Gross Profit Margin	32.20%	32.87%	32.22%	32.58%	31.82%
Net Profit Margin	6.68%	6.61%	3.74%	4.40%	4.17%
Inventory Days	62.29	64.67	61.08	59.59	56.08
Accounts Receivable Days	44.35	47.00	46.74	45.65	46.10
Accounts Payable Days	41.66	39.78	40.70	42.85	44.40
Interest Coverage Ratio	14.66	15.23	15.17	13.90	12.61
Debt-to-Equity Ratio	2.00	2.17	2.56	2.27	2.26
Debt Service Coverage Ratio	8.47	8.83	8.40	7.96	7.71
Return on Equity	44.35%	41.69%	35.52%	33.53%	28.10%
Return on Assets	13.95%	14.05%	11.46%	10.97%	10.05%
Fixed Asset Turnover	15.08	14.65	15.07	15.84	15.43
Sales per Employee	\$394,724	\$394,724	\$675,250	\$572,574	\$483,437
Profit per Employee	\$47,778	\$47,778	\$42,990	\$30,180	\$24,169
Growth Metric	Last 12 Months	2012	2011	Last 5 Years	All Years
	(62)	(66)	(107)	(507)	(1024)
Sales Growth	16.68%	15.85%	11.85%	6.25%	7.08%
Profit Growth	-0.27%	8.41%	16.07%	10.20%	14.54%

INDUSTRY DATA COMMON SIZE

Average by Year (Number of Financial Statements)

	Last 12 Months	2012	2011	Last 5 Years	All Years
Income Statement	(89)	(94)	(142)	(748)	(1639)
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	67.80%	67.13%	67.78%	67.42%	68.18%
Gross Profit	32.20%	32.87%	32.22%	32.58%	31.82%
Depreciation	0.43%	0.39%	0.50%	0.45%	0.56%
Overhead or S,G,& A Expenses	21.37%	22.45%	24.47%	23.63%	23.48%
Payroll	12.39%	12.03%	14.52%	15.14%	14.96%
Rent	1.11%	1.12%	1.50%	1.54%	1.52%
Advertising	0.15%	0.18%	0.24%	0.23%	0.25%
Other Operating Income	0.00%	0.00%	0.01%	0.00%	0.00%
Other Operating Expenses	3.29%	3.06%	3.17%	3.73%	3.20%
Operating Profit	7.11%	6.98%	4.09%	4.77%	4.58%
Interest Expense	0.49%	0.41%	0.38%	0.41%	0.45%
Other Income	0.10%	0.09%	0.09%	0.09%	0.08%
Other Expenses	0.04%	0.04%	0.06%	0.06%	0.04%
Net Profit Before Taxes	6.68%	6.61%	3.73%	4.40%	4.16%
Adjusted Net Profit before Taxes	6.68%	6.61%	3.74%	4.40%	4.17%
EBITDA	7.60%	7.42%	4.61%	5.26%	5.18%
Taxes Paid	0.03%	0.03%	0.06%	0.06%	0.08%
Net Income	6.65%	6.58%	3.68%	4.34%	4.08%
Balance Sheet	Last 12 Months	2012	2011	Last 5 Years	All Years
	(89)	(94)	(142)	(748)	(1639)
Cash (Bank Funds)	5.75%	5.56%	6.59%	6.12%	5.53%
Accounts Receivable	37.35%	37.59%	39.25%	36.76%	36.60%
Inventory	32.48%	32.26%	30.86%	29.45%	27.99%
Other Current Assets	1.98%	1.95%	1.85%	2.14%	2.15%
Total Current Assets	79.55%	79.62%	79.46%	78.11%	76.19%
Gross Fixed Assets	38.20%	42.23%	42.83%	43.10%	44.41%
Accumulated Depreciation	22.64%	26.70%	28.18%	26.71%	25.23%
Net Fixed Assets	15.56%	15.54%	14.65%	16.40%	19.18%
Other Assets	4.89%	4.85%	5.89%	5.49%	4.64%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	23.88%	23.22%	25.06%	24.82%	25.33%
Notes Payable / Current Portion of Long Term Debt	0.85%	0.78%	0.67%	0.80%	0.66%
Other Current Liabilities	8.18%	9.74%	9.95%	9.66%	13.29%
Total Current Liabilities	50.46%	48.46%	48.72%	46.66%	46.99%
Total Long Term Liabilities	13.87%	13.58%	15.15%	15.87%	14.86%