

PRINTING AND RELATED SUPPORT ACTIVITIES (NAICS 3231)
Private Company Data

	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>All Companies</u>
Company Count in Analysis	480	959	480	1919
Data for Industry Code	3231	3231	3231	3231
Income Statement				
Net Sales	100 %	100 %	100 %	100 %
Gross Profit	50.24 %	42.40 %	27.10 %	40.66 %
Operating Income	2.48 %	2.80 %	2.93 %	2.79 %
Net Profit After Tax	1.30 %	1.23 %	1.07 %	1.17 %
Balance Sheet				
Cash	8.28 %	6.04 %	4.30 %	6.06 %
Accounts Receivable	18.29 %	25.49 %	25.34 %	24.50 %
Inventory	3.91 %	4.58 %	6.84 %	5.09 %
Other Current Assets	0.85 %	1.43 %	2.47 %	1.52 %
Total Current Assets	31.33 %	37.54 %	38.95 %	37.17 %
Total Fixed Assets	36.65 %	38.86 %	40.41 %	38.37 %
Other Non-Current Assets	32.03 %	23.60 %	20.64 %	24.45 %
Total Assets	100 %	100 %	100 %	100 %
Accounts Payable	7.20 %	9.48 %	10.58 %	9.27 %
Other Current Liabilities	10.72 %	10.14 %	13.10 %	11.06 %
Total Current Liabilities	17.92 %	19.62 %	23.69 %	20.33 %
Long-Term Liabilities	19.72 %	23.93 %	23.37 %	22.40 %
Net Worth	62.36 %	56.45 %	52.94 %	57.27 %

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Income Statement				
Net Sales	\$692,203	\$2,640,275	\$10,598,364	\$2,640,275
Gross Profit	\$347,762	\$1,119,589	\$2,872,364	\$1,073,556
Operating Income	\$17,179	\$73,911	\$310,993	\$73,623
Net Profit After Tax	\$9,028	\$32,553	\$113,580	\$30,959
Balance Sheet				
Cash	\$15,558	\$65,154	\$240,765	\$65,448
Accounts Receivable	\$34,362	\$275,193	\$1,420,692	\$264,465
Inventory	\$7,338	\$49,421	\$383,568	\$54,968
Other Current Assets	\$1,589	\$15,478	\$138,574	\$16,407
Total Current Assets	\$58,847	\$405,246	\$2,183,598	\$401,288
Total Fixed Assets	\$68,833	\$419,536	\$2,265,236	\$414,223
Other Non-Current Assets	\$60,156	\$254,706	\$1,156,747	\$263,977
Total Assets	\$187,836	\$1,079,488	\$5,605,581	\$1,079,488
Accounts Payable	\$13,532	\$102,284	\$593,310	\$100,068
Other Current Liabilities	\$20,130	\$109,504	\$734,588	\$119,373
Total Current Liabilities	\$33,662	\$211,788	\$1,327,898	\$219,441
Long-Term Liabilities	\$37,042	\$258,350	\$1,309,971	\$241,834
Net Worth	\$117,132	\$609,350	\$2,967,713	\$618,214

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Financial Ratios				
Quick Ratio	1.2	1.2	1.1	1.2
Current Ratio	1.7	1.8	1.5	1.7
Current Liabilities to Net Worth	60 %	82 %	88 %	79 %
Current Liabilities to Inventory	397 %	425 %	395 %	403 %
Total Liabilities to Net Worth	170 %	167 %	170 %	166 %
Fixed Assets to Net Worth	66 %	88 %	102 %	84 %
Collection Period	25.4	37.2	42.3	37.0
Inventory Turnover	39.6	40.4	28.8	32.9
Assets to Sales	0.34	0.39	0.45	0.40
Sales to Working Capital Ratio	5.7	7.5	8.8	6.8
Accounts Payable to Sales	2.0 %	4.0 %	5.0 %	4.0 %
Interest Coverage	9.00	6.00	5.00	6.00
Return on Assets	3.0 %	3.0 %	3.0 %	2.0 %
Return on Investment	12.0 %	8.0 %	6.0 %	8.0 %
Sales per Employee	\$75,146	\$106,461	\$138,143	\$107,506
Profit per Employee	\$836	\$1,312	\$1,439	\$1,225

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