



**STATISTICS FOR THE
FLUID POWER & MOTION CONTROL MARKETPLACE - 2020**

Business Statistic	Typical FPDA Distributor	Your Company	Top Quartile FPDA Distributor
Total Sales in 2019	\$73,885,635		\$80,922,445
Total Gross Margin %	31.4%		33.6%
Operating Margin % (pre-tax)	4.8%		8.2%
Profit Margin % (pre-tax)	3.4%		8.0%
Sales Per Employee	\$438,704		\$489,478
Return on Assets % (pre-tax)	8.6%		18.3%
Asset Turnover	2.5x		2.9x
Inventory Turn Over (times)	4.6x		5.8x
Return on Net Worth %	16.8%		42.1%
Average Collection Period (Days)	40.6		42.3

 **Critical Profit Variables**

Primary Financial Objective	Return on Assets	Return on Net Worth	Effect on Company Performance
Minimum	4 - 5%	8 - 10%	Minimum long-term return necessary to ensure survival
Target	8 - 10%	15 - 20%	Satisfies owner's minimum needs, but does not provide for growth or offset inflation.
Top Performance	15 - 20%	30 - 40%	Would make the firm one of the profit producers in the industry

*FPDA 2020 Financial Operational Benchmarking Report
Compiled by: Calvello Research & Consulting using 2019 data*