



**STATISTICS FOR THE  
SEALING & GASKET MARKETPLACE - 2016**

Business Statistic	Typical ISD Distributor	High Profit ISD Distributor	YOUR COMPANY	Sales Under \$10 Million Distributor
Typical Sales Volume	\$11,131,203	\$12,904,407		\$6,200,000
Total Gross Margin %	38.9%	42.5%		42.5%
Operating Expense %	30.6%	26.1%		36.0%
Profit Margin % (pre-tax)	8.3%	16.2%		6.4%
Sales Per Employee	\$383,158	\$326,316		\$253,083
Return on Assets % (pre-tax)	19.1%	37.3%		14.7%
Asset Turnover	2.3%	2.3%		2.3%
Inventory Turn Over (times per year)	3.4	3.2		3.1
Return on Net Worth %	26.7%	48.5%		20.6%
Average A/R Collection Period (Days)	38.9	34.1		46.1

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

Compiled by: Profit Planning Group