

- e) Average Collection Period (Days) _____
 (360 x Average Receivables) / Net Sales
- f) Inventory Turnover (Cost of Goods Sold / Average Inventory) _____
 A high inventory turnover is preferable; however, it can indicate a stock shortage.
 A low inventory is indicative of overstocking or a low sales volume

4) Productivity Measurements

- a) Total Number of Employees _____
- b) Sales Per Employee \$ _____
- c) Sales Per Factory Square Foot \$ _____
- d) Total Direct Manufacturing Labor Hours _____
- e) Annual Steel Usage (2007 in pounds) _____ pounds
- f) Chief Executive Compensation
- i) 2007 Salary W-2 Wages (Do NOT include bonus) \$ _____
- ii) 2007 Bonus W-2 Wages \$ _____
- iii) 2007 Total benefits package \$ _____
 (wages, bonus, 401k, pension, HSA, etc.)
- g) Plant Manager
- i) 2007 Salary W-2 Wages (Do NOT include bonus) \$ _____
- ii) 2007 Bonus W-2 Wages \$ _____
- h) Average Sales Commission Percentage _____ %
- i) Selling Expenses as a Percent of Gross Sales _____ %
- j) Capital Expenditures as a Percent of Gross Sales _____ %

NOTE: This form must be received by the Wire Fabricators Association **no later than Monday, June 2, 2008.**
 Late questionnaires will delay report results.

Return to:

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