

NAICS 44132 - Tire Dealers; Net Sales: from \$500,000 to \$1,275,000

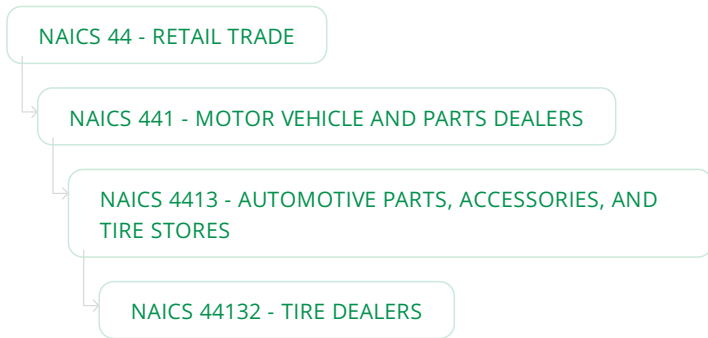
Industry Metrics Four Years

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NAICS 44132 - Tire Dealers



This industry comprises establishments primarily engaged in retailing new and/or used tires and tubes or retailing new tires in combination with automotive repair services.

Industry Risk Indicators

This Industry's Return on Investment: **1%**



Percentile Rank among all Industries: **15%**

This Industry's Loan Failure Rate: **24%**



Percentile Rank among all Industries: **99%**

THIS INDUSTRY IS COMPRISED OF:

- Automotive tire dealers
- Tire dealers, automotive
- Used automotive tire dealers
- Used tire dealers

COMPANY INCOME STATEMENT [% OF NET SALES]

INCOME STATEMENT	2020	2021	2022	2023
Industry Code	44132	44132	44132	44132
Sample Size (company count)	978	1031	997	914
Net Sales	100.0%	100.0%	100.0%	100.0%
Cost of Sales	84.1%	75.8%	78.8%	73.6%
Material Cost	66.6%	74.1%	77.3%	69.9%
Labor Cost	11.1%	0.8%	0.9%	0.8%
Overhead	6.4%	0.8%	0.7%	2.9%
Gross Profit	15.9%	24.2%	21.2%	26.4%
Operating Expenses	13.2%	21.2%	17.9%	23.7%
Salaries / Wages	4.6%	6.4%	6.4%	4.6%
Rent	0.6%	0.9%	1.5%	0.6%
Bad Debt	0.1%	0.0%	0.1%	0.1%
Advertising / Marketing	1.3%	0.5%	1.2%	1.3%
Other Operating Expenses	6.6%	13.3%	8.6%	17.1%
EBITDA	2.7%	3.1%	3.3%	2.7%
Depreciation & Amortization	0.4%	0.8%	1.0%	0.4%
EBIT	2.3%	2.2%	2.3%	2.3%
Interest Expense	0.3%	0.9%	0.5%	0.3%
Other Expense	0.1%	-1.0%	-0.6%	0.1%
EBT	1.9%	2.3%	2.4%	1.9%
Income Taxes	1.0%	1.2%	1.2%	1.0%
Net Income	0.9%	1.1%	1.3%	0.9%

COMPANY INCOME STATEMENT [% OF TOTAL ASSETS]

Figure 1: Income Statement Items as % of Net Sales by Company Size Segment [%]

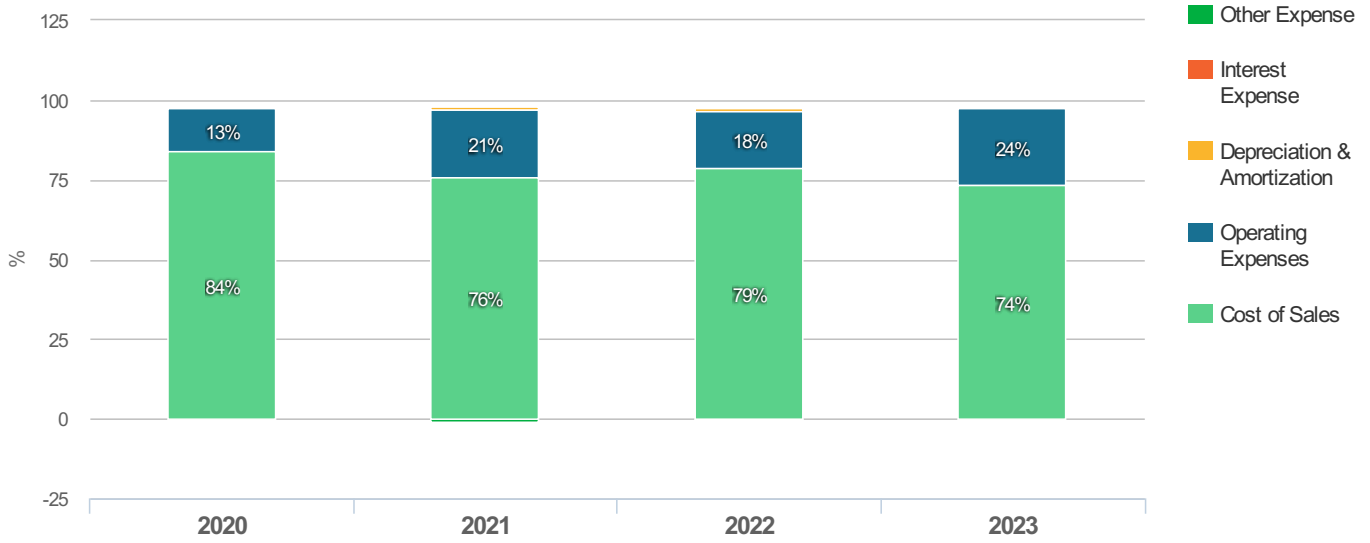


Figure 2: Cost Of Goods Sold by Company Size Segment [%]

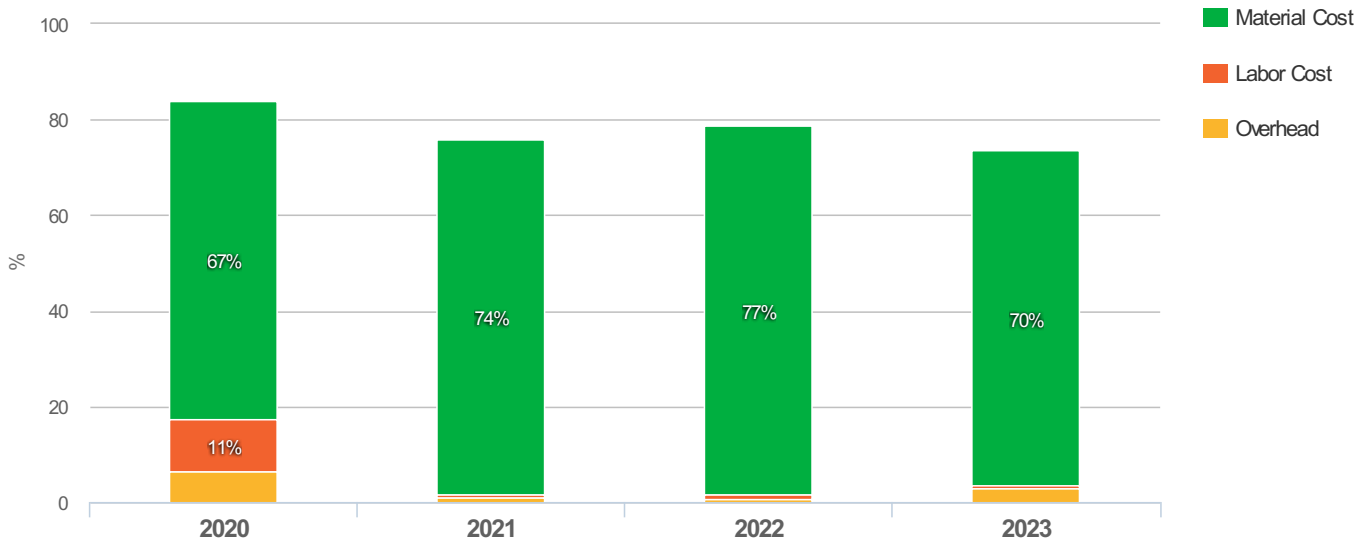
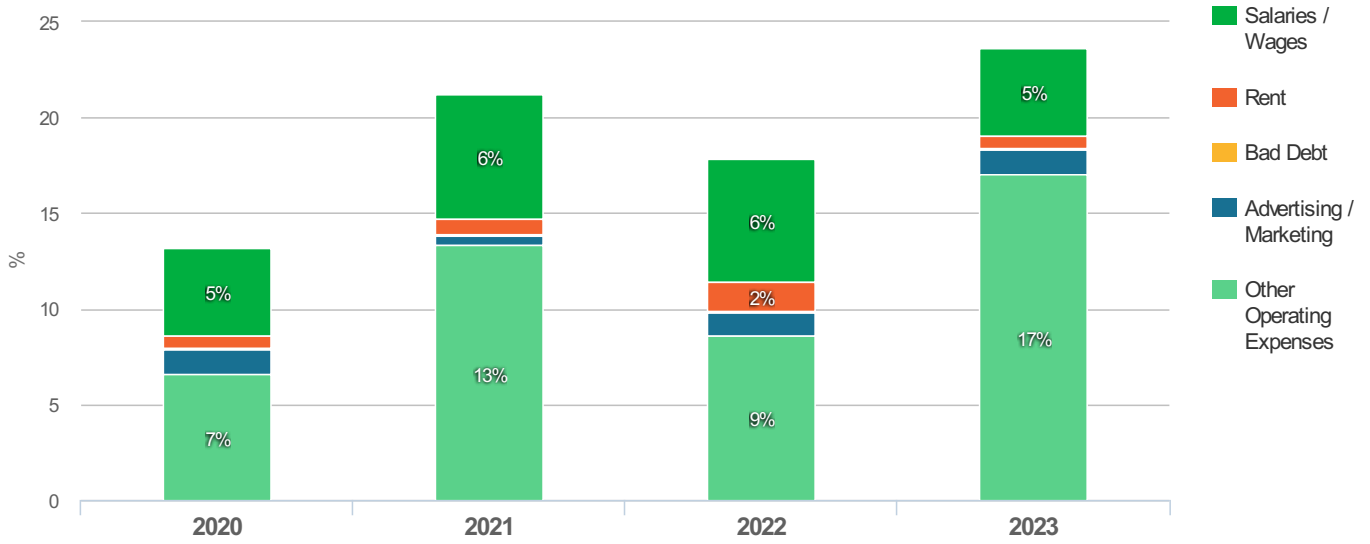


Figure 3: Operating Expenses by Company Size Segment [%]

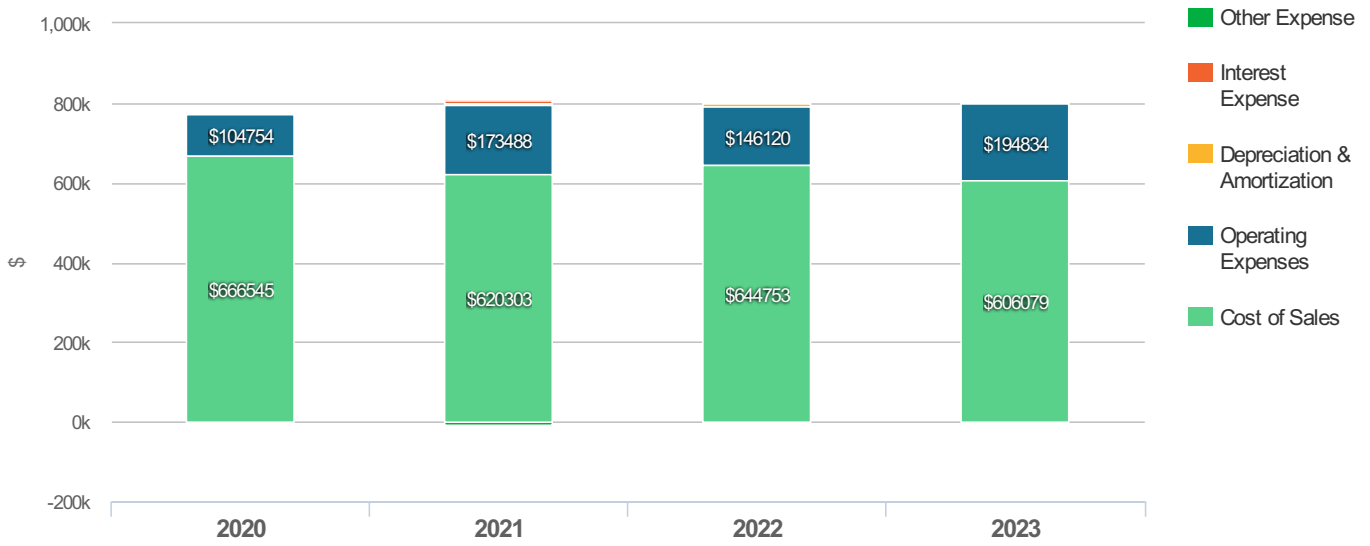


COMPANY INCOME STATEMENT [USD]

INCOME STATEMENT	2020	2021	2022	2023
Industry Code	44132	44132	44132	44132
Sample Size (company count)	978	1031	997	914
Net Sales	\$792,788	\$818,803	\$817,751	\$823,232
Cost of Sales	\$666,545	\$620,303	\$644,753	\$606,079
Material Cost	\$528,353	\$606,644	\$632,047	\$575,683
Labor Cost	\$87,654	\$6,782	\$7,050	\$6,422
Overhead	\$50,539	\$6,877	\$5,656	\$23,974
Gross Profit	\$126,242	\$198,500	\$172,998	\$217,153
Operating Expenses	\$104,754	\$173,488	\$146,120	\$194,834
Salaries / Wages	\$36,676	\$52,716	\$52,547	\$38,087
Rent	\$4,763	\$6,977	\$12,437	\$4,947
Bad Debt	\$811	\$277	\$1,200	\$842
Advertising / Marketing	\$10,183	\$4,243	\$9,885	\$10,577
Other Operating Expenses	\$52,320	\$109,274	\$70,052	\$140,381
EBITDA	\$21,489	\$25,012	\$26,877	\$22,319
Depreciation & Amortization	\$3,218	\$6,840	\$8,002	\$3,349
EBIT	\$18,270	\$18,173	\$18,875	\$18,970
Interest Expense	\$1,988	\$7,058	\$3,967	\$2,062
Other Expense	\$1,122	(\$7,834)	(\$4,916)	\$1,159
EBT	\$15,161	\$18,949	\$19,824	\$15,748
Income Taxes	\$8,021	\$9,724	\$9,432	\$8,327
Net Income	\$7,140	\$9,224	\$10,392	\$7,422

COMPANY INCOME STATEMENT[USD]

Figure 4: Net Sales by Company Size Segment ['000\$]



COMPANY BALANCE SHEET [% OF TOTAL ASSETS]

BALANCE SHEET	2020	2021	2022	2023
Industry Code	44132	44132	44132	44132
Sample Size (company count)	978	1031	997	914
Total Assets	100.0%	100.0%	100.0%	100.0%
Total Current Assets	72.7%	92.8%	83.3%	72.6%
Cash	6.5%	11.0%	10.3%	6.5%
Accounts Receivable	14.6%	15.0%	15.6%	14.5%
Inventory	34.3%	36.4%	44.8%	34.4%
Prepaid Expenses	3.4%	4.7%	4.9%	3.4%
Other Current Assets	13.9%	25.7%	7.7%	13.8%
Total Non-Current Assets	27.3%	7.2%	16.7%	27.4%
Fixed Assets	11.0%	12.4%	13.1%	9.0%
Intangible Assets	0.0%	1.7%	1.7%	0.0%
Long-Term Investments	0.0%	0.0%	0.0%	0.0%
Other Non-Current Assets	16.3%	-6.9%	1.9%	18.3%
Liabilities & Net Worth	100.0%	100.0%	100.0%	100.0%
Total Liabilities	36.3%	59.0%	46.6%	40.8%
Total Current Liabilities	32.4%	51.1%	38.7%	32.5%
Accounts Payable	21.9%	18.7%	26.7%	22.0%
ST Notes Payable	3.7%	6.9%	6.9%	0.0%
Bank Loan Payable	0.6%	1.6%	3.6%	0.6%
Current Maturities of LT Debt	0.0%	0.0%	0.0%	0.0%
Other Current Liabilities	6.2%	23.9%	1.4%	9.9%
Total Long Term Liabilities	3.9%	7.9%	7.9%	8.3%
LT Notes Payable	2.3%	7.9%	7.9%	2.4%
Other Non-Current Liabilities	1.6%	0.0%	0.0%	5.9%
Net Worth	63.7%	41.0%	53.4%	59.2%

COMPANY BALANCE SHEET [% OF TOTAL ASSETS]

Figure 5: Assets as % of Total Assets by Company Size Segment [%]

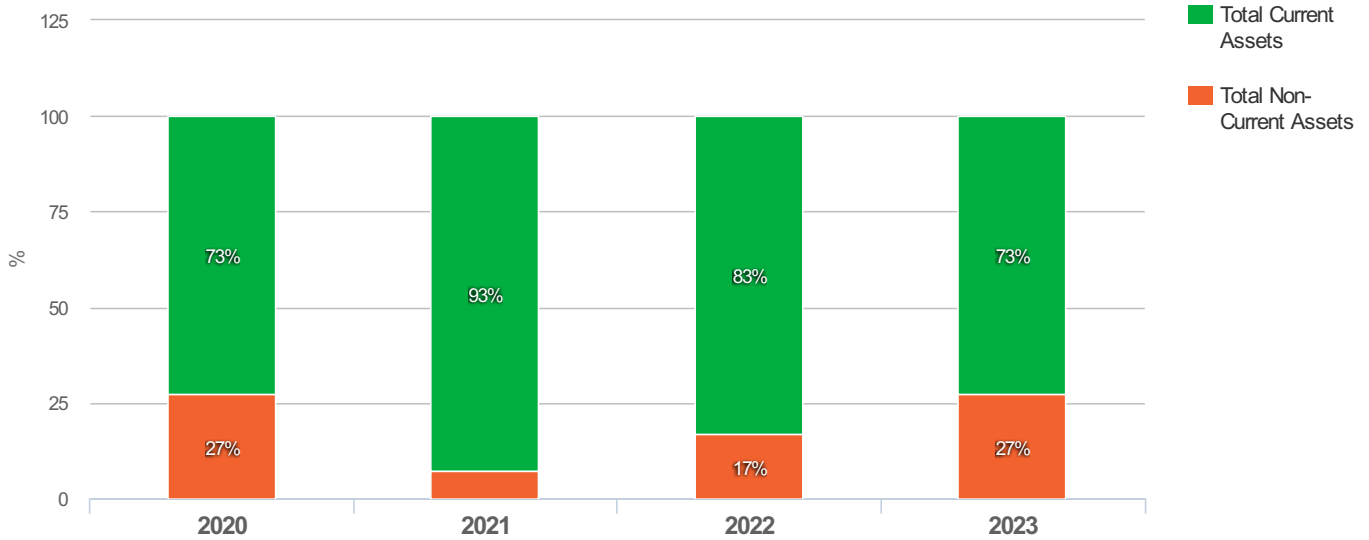


Figure 6: Liabilities & Net Worth as % of Total Assets by Company Size Segment [%]

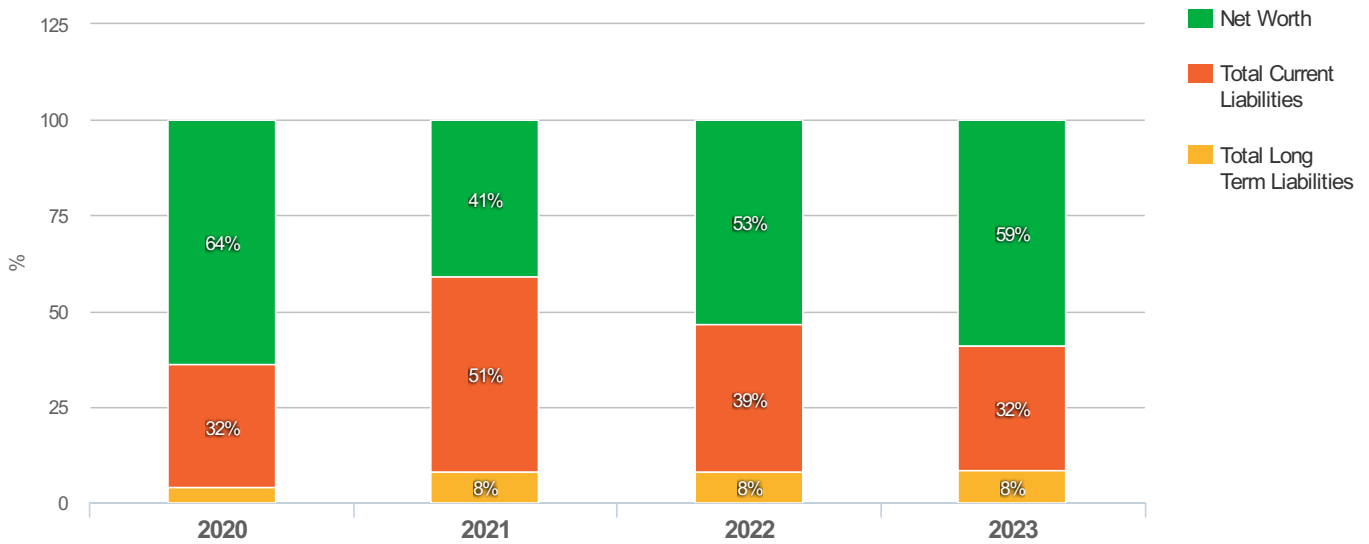


Figure 7: Total Current Assets by Company Size Segment [%]

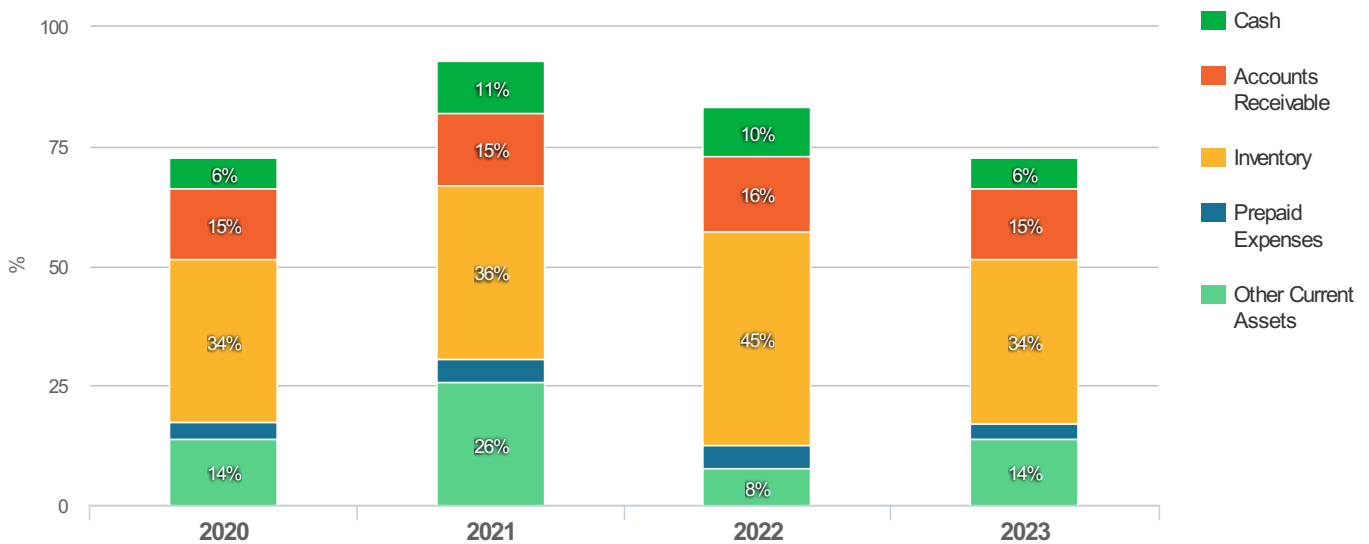


Figure 8: Total Non Current Assets by Company Size Segment [%]

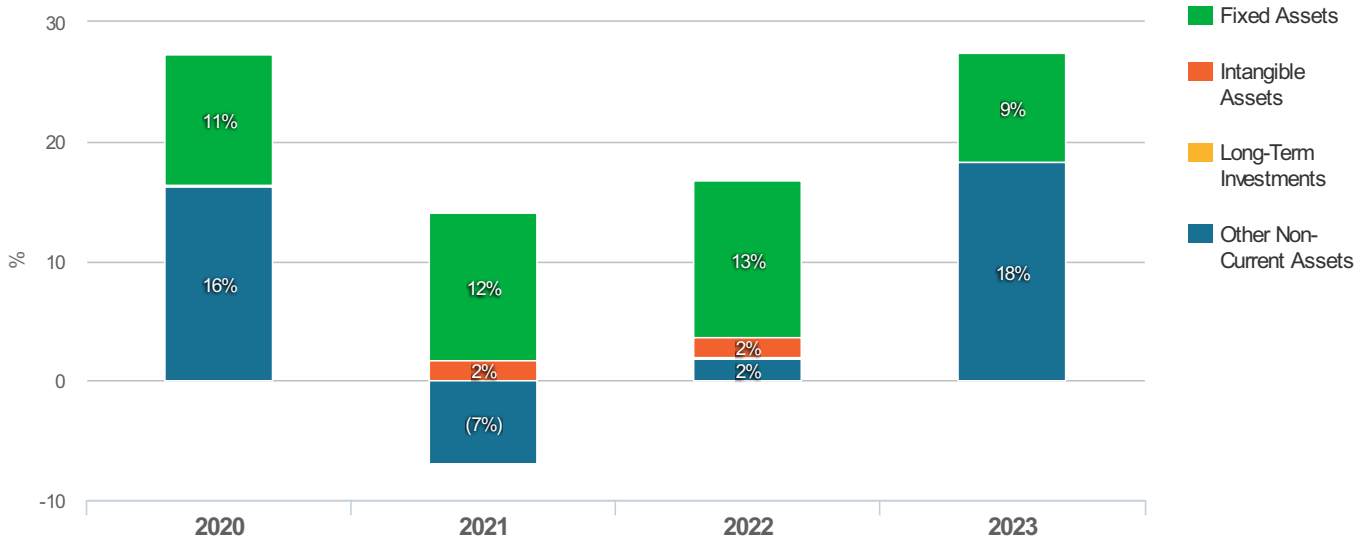


Figure 9: Total Current Liabilities by Company Size Segment [%]

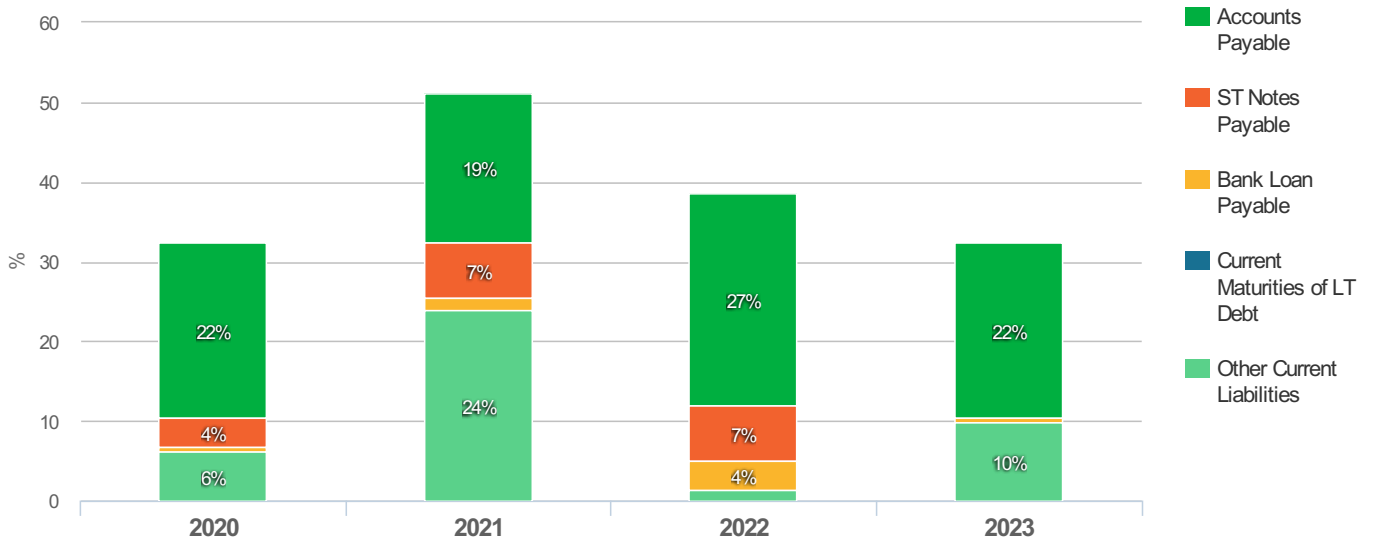
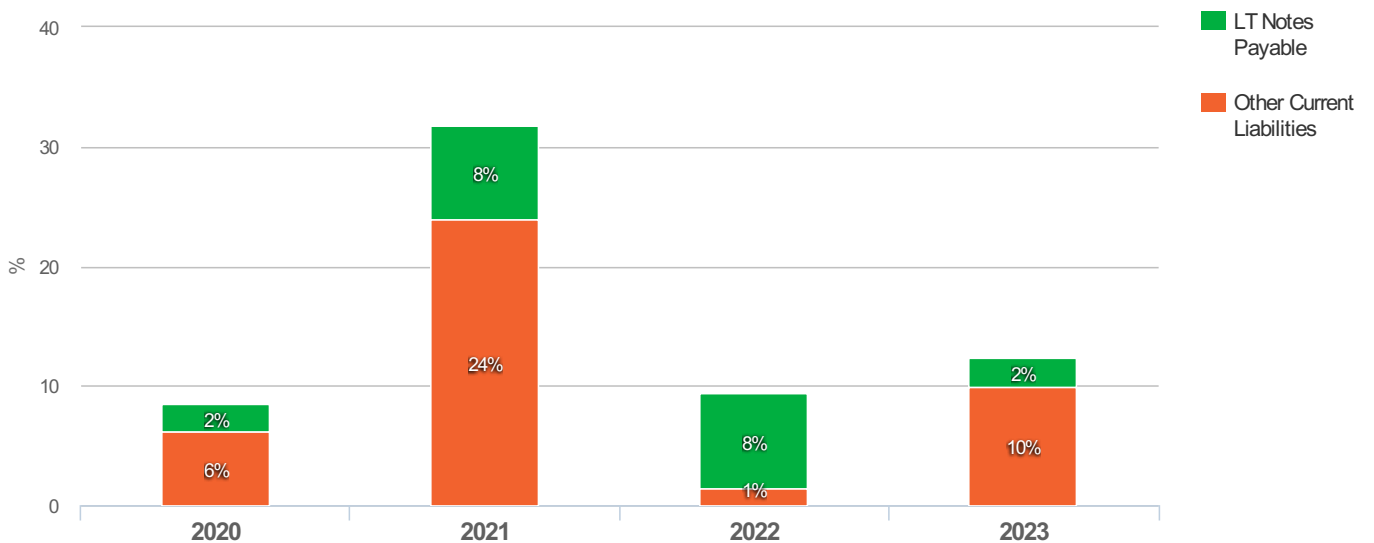


Figure 10: Total Long Term Liabilities by Company Size Segment [%]



COMPANY BALANCE SHEET [USD]

BALANCE SHEET	2020	2021	2022	2023
Industry Code	44132	44132	44132	44132
Sample Size (company count)	978	1031	997	914
Total Assets	\$206,236	\$260,202	\$198,616	\$190,345
Total Current Assets	\$149,881	\$241,537	\$165,455	\$138,249
Cash	\$13,404	\$28,566	\$20,543	\$12,366
Accounts Receivable	\$30,091	\$39,052	\$31,013	\$27,678
Inventory	\$70,803	\$94,753	\$88,890	\$65,465
Prepaid Expenses	\$6,957	\$12,303	\$9,643	\$6,437
Other Current Assets	\$28,625	\$66,864	\$15,366	\$26,303
Total Non-Current Assets	\$56,355	\$18,665	\$33,161	\$52,096
Fixed Assets	\$22,633	\$32,159	\$25,981	\$17,171
Intangible Assets	\$66	\$4,423	\$3,376	\$59
Long-Term Investments	\$40	\$79	\$55	\$37
Other Non-Current Assets	\$33,616	(\$17,997)	\$3,749	\$34,830
Liabilities & Net Worth	\$206,236	\$260,202	\$198,616	\$190,345
Total Liabilities	\$74,815	\$153,619	\$92,464	\$77,664
Total Current Liabilities	\$66,836	\$133,063	\$76,774	\$61,773
Accounts Payable	\$45,249	\$48,753	\$52,959	\$41,785
ST Notes Payable	\$7,530	\$17,954	\$13,705	\$0
Bank Loan Payable	\$1,266	\$4,207	\$7,239	\$1,180
Current Maturities of LT Debt	\$0	\$0	\$0	\$0
Other Current Liabilities	\$12,791	\$62,149	\$2,871	\$18,807
Total Long Term Liabilities	\$7,979	\$20,556	\$15,691	\$15,891
LT Notes Payable	\$4,697	\$20,556	\$15,691	\$4,626
Other Non-Current Liabilities	\$3,282	\$0	\$0	\$11,266
Net Worth	\$131,421	\$106,582	\$106,152	\$112,681

COMPANY BALANCE SHEET [USD]

Figure 11: Assets by Company Size Segment ['000\$]

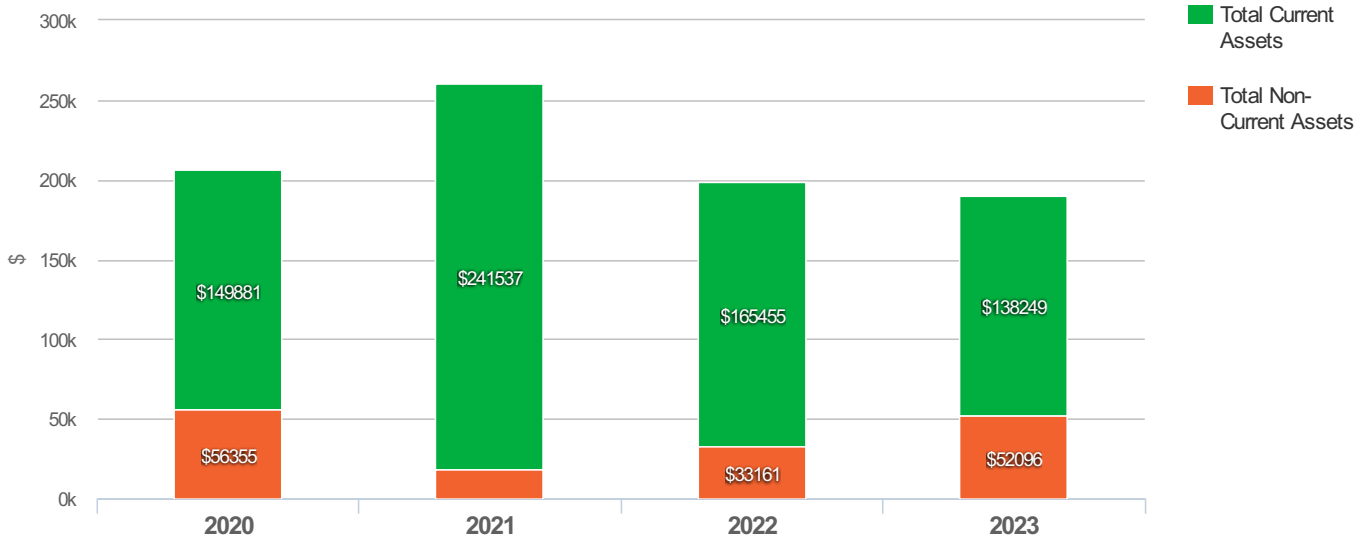
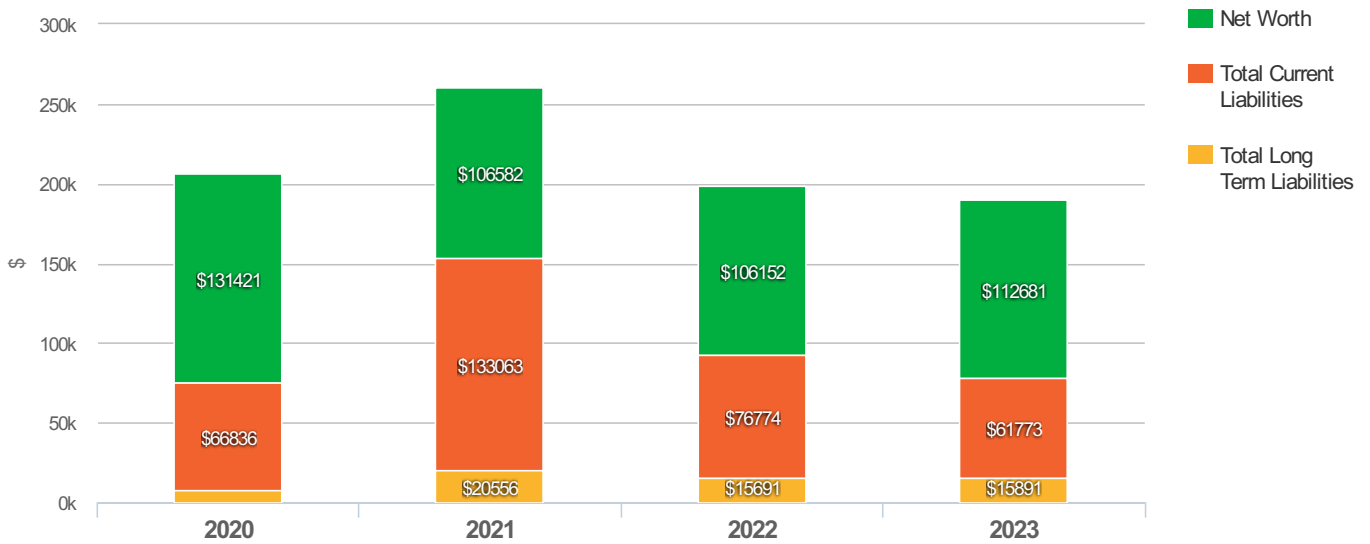


Figure 12: Liabilities & Net Worth by Company Size Segment ['000\$]



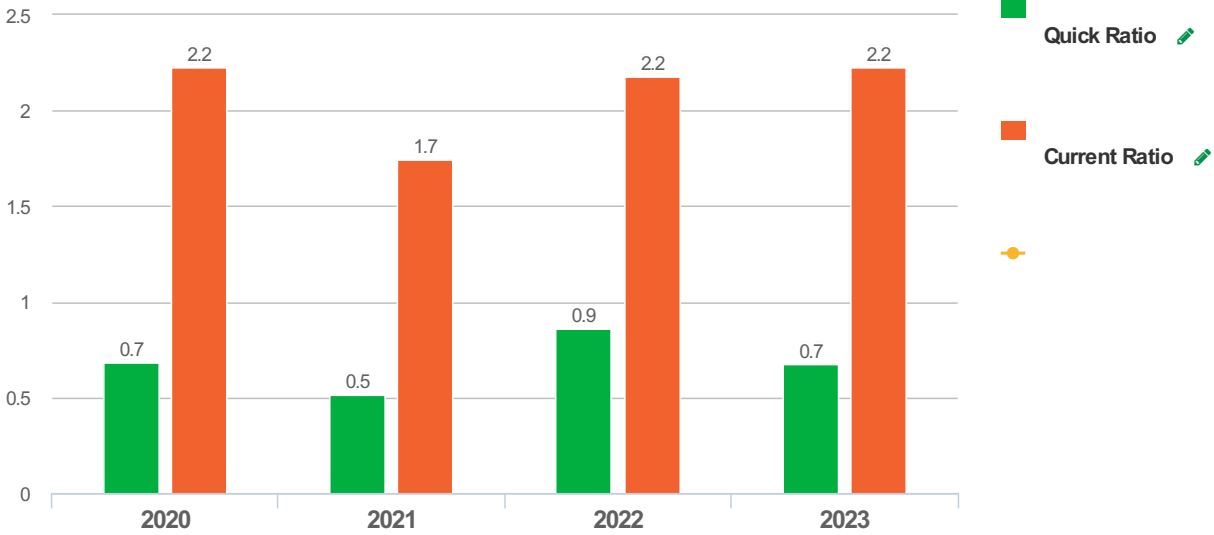
FINANCIAL RATIOS

FINANCIAL RATIOS	2020	2021	2022	2023
Industry Code	44132	44132	44132	44132
Sample Size (company count)	978	1031	997	914
LIQUIDITY RATIOS				
Quick Ratio	0.69	0.51	0.86	0.68
Current Ratio	2.23	1.75	2.18	2.22
Current Liabilities to Net Worth	50.1%	135.4%	79.4%	54.2%
Current Liabilities to Inventory	94.6%	140.8%	86.3%	94.5%
Total Liabilities to Net Worth	54.6%	159.3%	103.5%	66.6%
Fixed Assets to Net Worth	16.8%	37.4%	26.3%	14.7%
Interest Coverage	4.71	2.58	4.71	4.71
ASSET EFFICIENCY RATIOS				
Collection Period	11.87	17.70	18.15	11.87
Inventory Turnover	2.44	6.36	7.91	8.67
Assets to Sales	22.2%	32.8%	23.6%	22.2%
Sales to Working Capital	11.04	8.05	9.06	11.05
Accounts Payable to Sales	4.9%	6.2%	5.0%	4.9%
PROFITABILITY RATIOS				
Return on Assets	4.4%	3.5%	3.9%	4.0%
Return on Investment	1.4%	9.0%	6.8%	1.1%
Sales per Employee	\$139,732	\$118,612	\$158,778	\$386,255
Profit per Employee	\$427	\$1,373	\$1,489	\$545

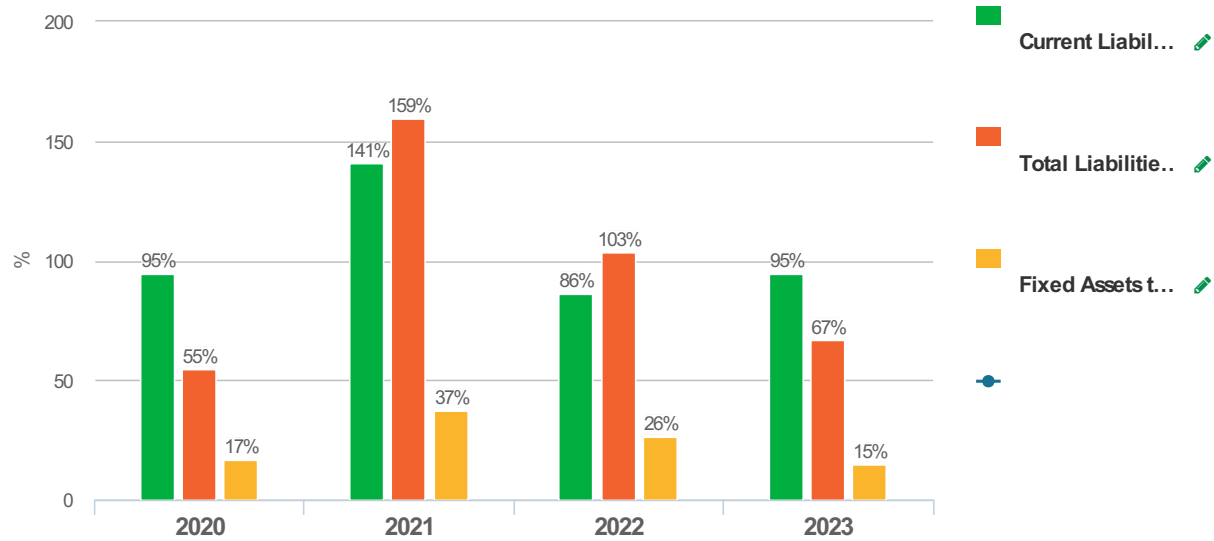
FINANCIAL RATIOS

The figures below are displayed to improve readability of the data. Only for this reason, some data points have also been connected with lines. This does not suggest statistically relevant correlation or particular trends.

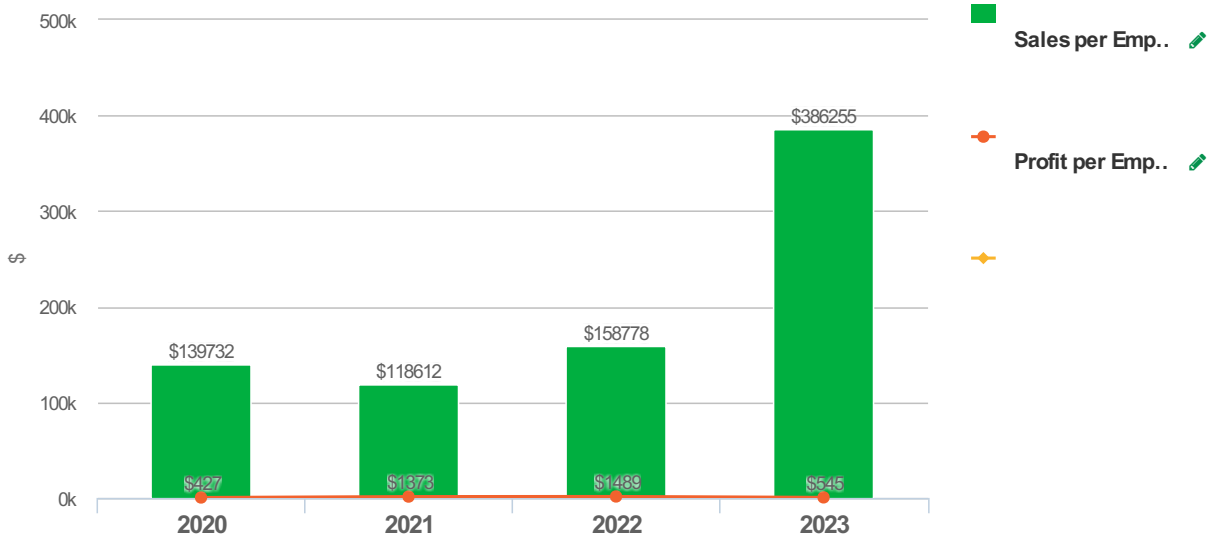
Ratios by Company Size Segment



Ratios by Company Size Segment



Ratios by Company Size Segment

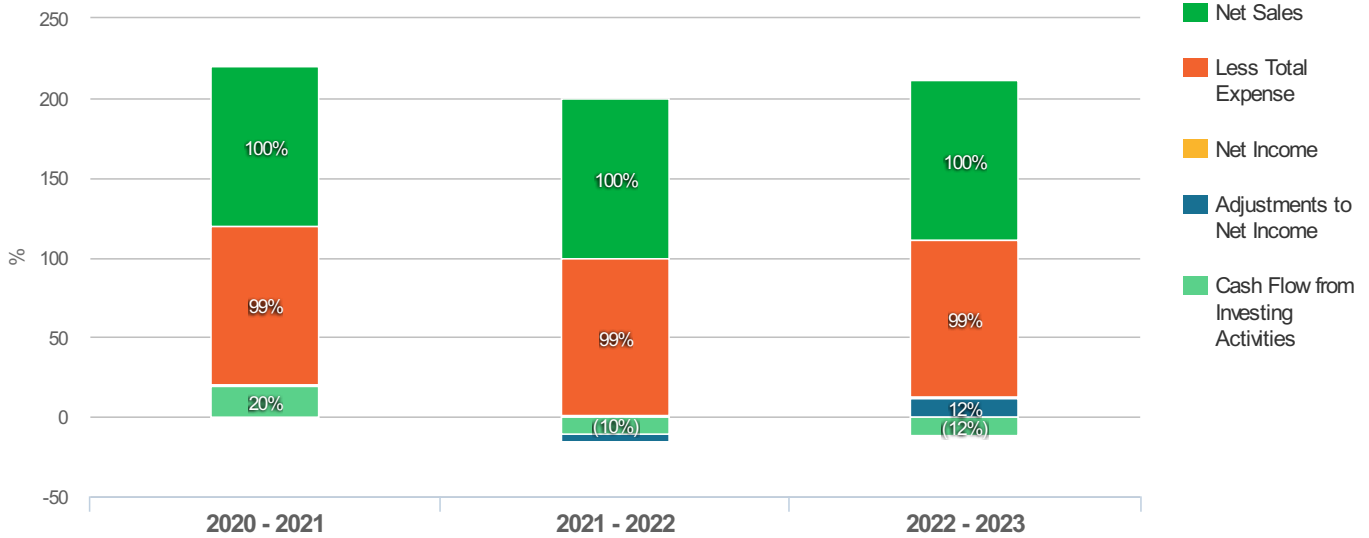


CASH FLOW

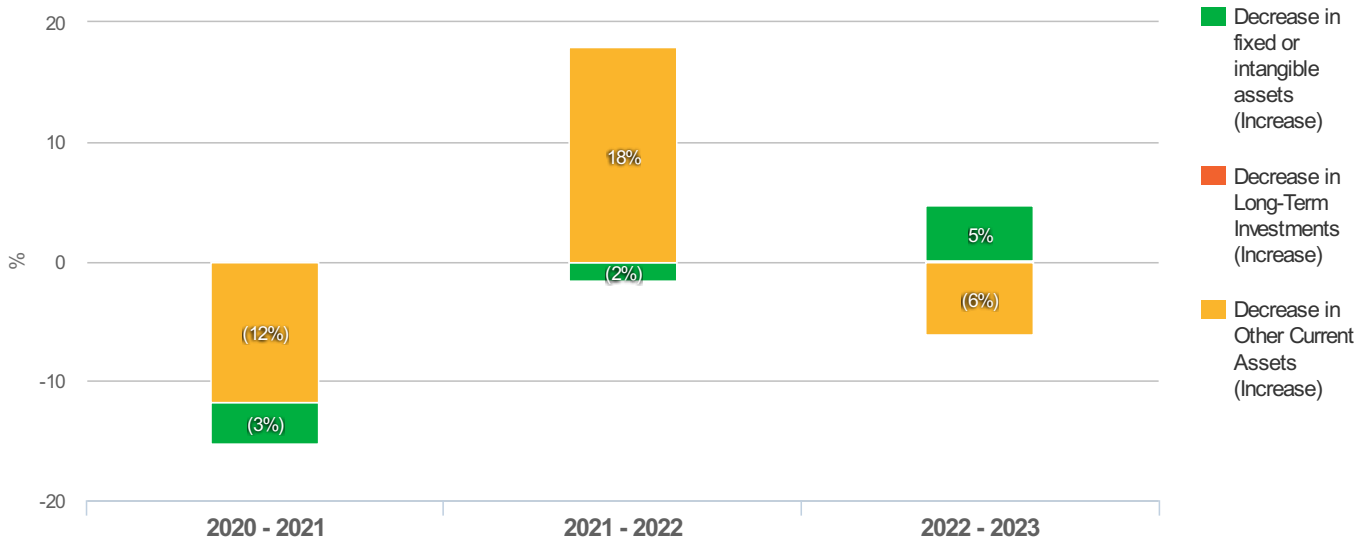
CASH FLOW	2020 - 2021	2021 - 2022	2022 - 2023
CASH FLOW FROM OPERATING ACTIVITIES			
Net Sales	100.0%	100.0%	100.0%
Less Total Expense	99.1%	98.9%	98.7%
Net Income	0.9%	1.1%	1.3%
Adjustments to Net Income	-0.8%	-4.8%	11.5%
Decrease in Accounts Receivables (Increase)	-0.4%	-0.6%	1.1%
Decrease in Inventory (Increase)	-2.1%	-8.3%	10.4%
Decrease in Prepaid Expenses (Increase)	-1.4%	-0.1%	1.5%
Decrease in Other Current Assets (Increase)	-11.8%	18.0%	-6.1%
Increase in Accounts Payables (Decrease)	-3.2%	7.9%	-4.7%
Increase in Other Current Liabilities (Decrease)	17.7%	-22.4%	8.4%
Depreciation & Amortization	0.4%	0.8%	1.0%
Cash Flow from Investing Activities	19.7%	-10.4%	-11.7%
CASH FLOW FROM INVESTING ACTIVITIES			
Cash Flow from Investing Activities	19.7%	-10.4%	-11.7%
Decrease in fixed or intangible assets (Increase)	-3.5%	-1.6%	4.8%
Decrease in Long-Term Investments (Increase)	0.0%	0.0%	0.0%
Decrease in Other Non-Current Assets (Increase)	23.2%	-8.8%	-16.4%
CASH FLOW FROM FINANCING			
Cash Flow from Financing Activities	-14.4%	15.4%	-8.0%
Increase in Short-Term Financing (Decrease)	4.3%	2.0%	-9.9%
Increase in Long-Term Financing (Decrease)	6.6%	2.0%	-8.5%
Increase in Other Long-Term Liabilities (Decrease)	-1.6%	0.0%	5.9%
Increase in Net Worth (Decrease)	-23.7%	11.4%	4.5%
CASH FLOW RESULTS			
Free Cash Flow for operating period	5.5%	1.4%	-6.9%
Cash at beginning of operating period	6.5%	11.0%	10.3%
Cash at the end of the operating period	12.0%	12.4%	3.5%

CASH FLOW

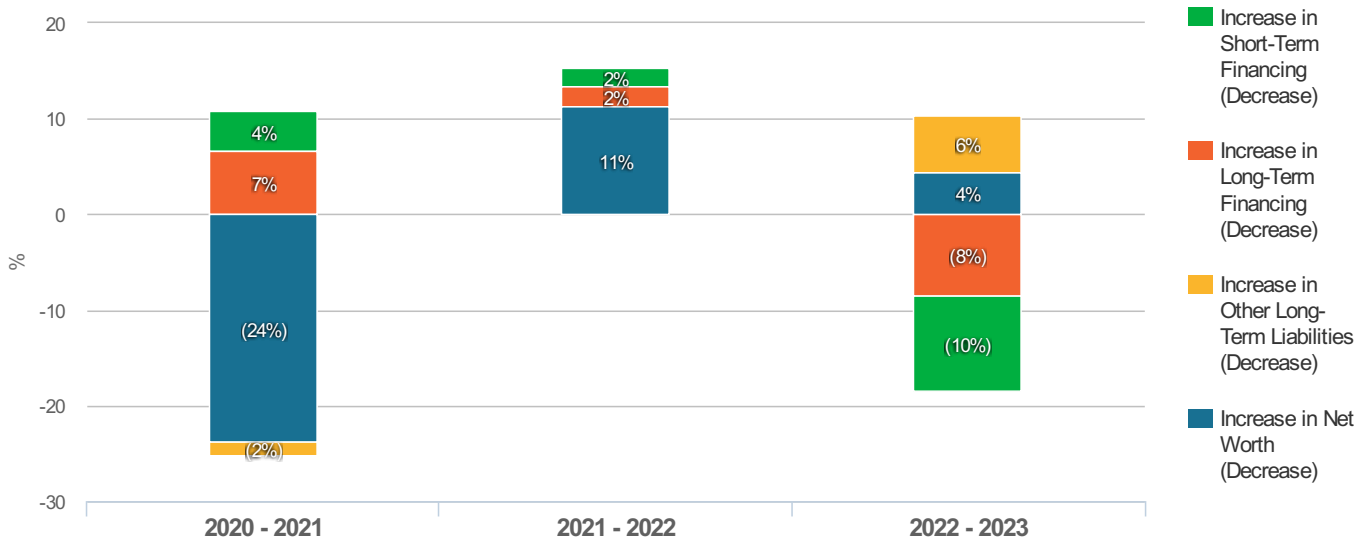
Net Sales



Cash Flow from Investing Activities



Cash Flow from Financing Activities

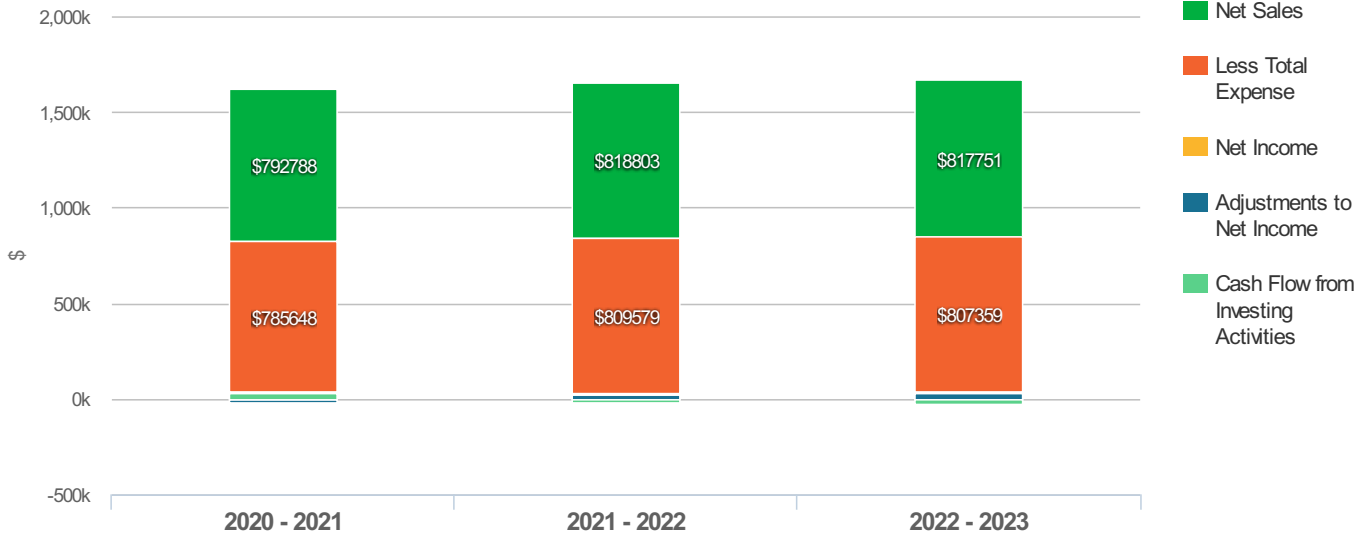


CASH FLOW

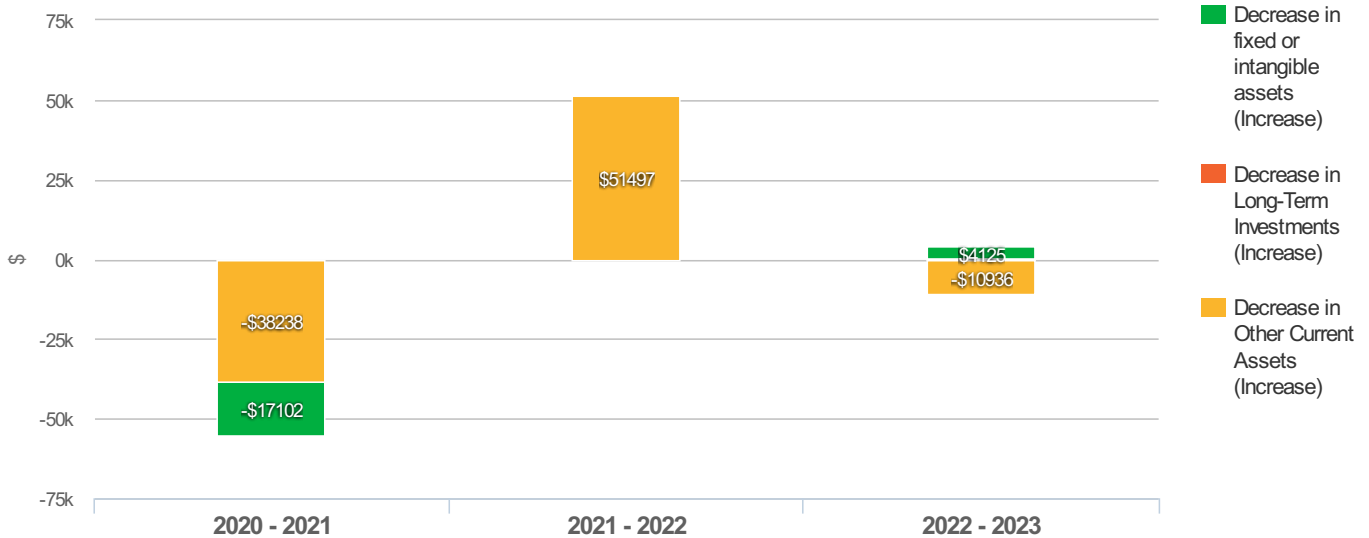
CASH FLOW	2020 - 2021	2021 - 2022	2022 - 2023
CASH FLOW FROM OPERATING ACTIVITIES			
Net Sales	\$792,788	\$818,803	\$817,751
Less Total Expense	\$785,648	\$809,579	\$807,359
Net Income	\$7,140	\$9,224	\$10,392
Adjustments to Net Income	(\$20,414)	\$19,827	\$31,794
Decrease in Accounts Receivables (Increase)	(\$8,960)	\$8,039	\$3,334
Decrease in Inventory (Increase)	(\$23,950)	\$5,862	\$23,425
Decrease in Prepaid Expenses (Increase)	(\$5,347)	\$2,660	\$3,206
Decrease in Other Current Assets (Increase)	(\$38,238)	\$51,497	(\$10,936)
Increase in Accounts Payables (Decrease)	\$3,504	\$4,206	(\$11,174)
Increase in Other Current Liabilities (Decrease)	\$49,359	(\$59,279)	\$15,936
Depreciation & Amortization	\$3,218	\$6,840	\$8,002
Cash Flow from Investing Activities	\$34,471	(\$21,336)	(\$26,938)
CASH FLOW FROM INVESTING ACTIVITIES			
Cash Flow from Investing Activities	\$34,471	(\$21,336)	(\$26,938)
Decrease in fixed or intangible assets (Increase)	(\$17,102)	\$386	\$4,125
Decrease in Long-Term Investments (Increase)	(\$39)	\$24	\$18
Decrease in Other Non-Current Assets (Increase)	\$51,613	(\$21,746)	(\$31,081)
CASH FLOW FROM FINANCING			
Cash Flow from Financing Activities	(\$3,095)	(\$12,706)	(\$29,484)
Increase in Short-Term Financing (Decrease)	\$13,365	(\$1,218)	(\$19,763)
Increase in Long-Term Financing (Decrease)	\$18,800	(\$1,834)	(\$17,124)
Increase in Other Long-Term Liabilities (Decrease)	(\$3,282)	\$0	\$11,266
Increase in Net Worth (Decrease)	(\$31,978)	(\$9,655)	(\$3,863)
CASH FLOW RESULTS			
Free Cash Flow for operating period	\$18,102	(\$4,991)	(\$14,235)
Cash at beginning of operating period	\$13,404	\$28,566	\$20,543
Cash at the end of the operating period	\$31,507	\$23,575	\$6,308

CASH FLOW

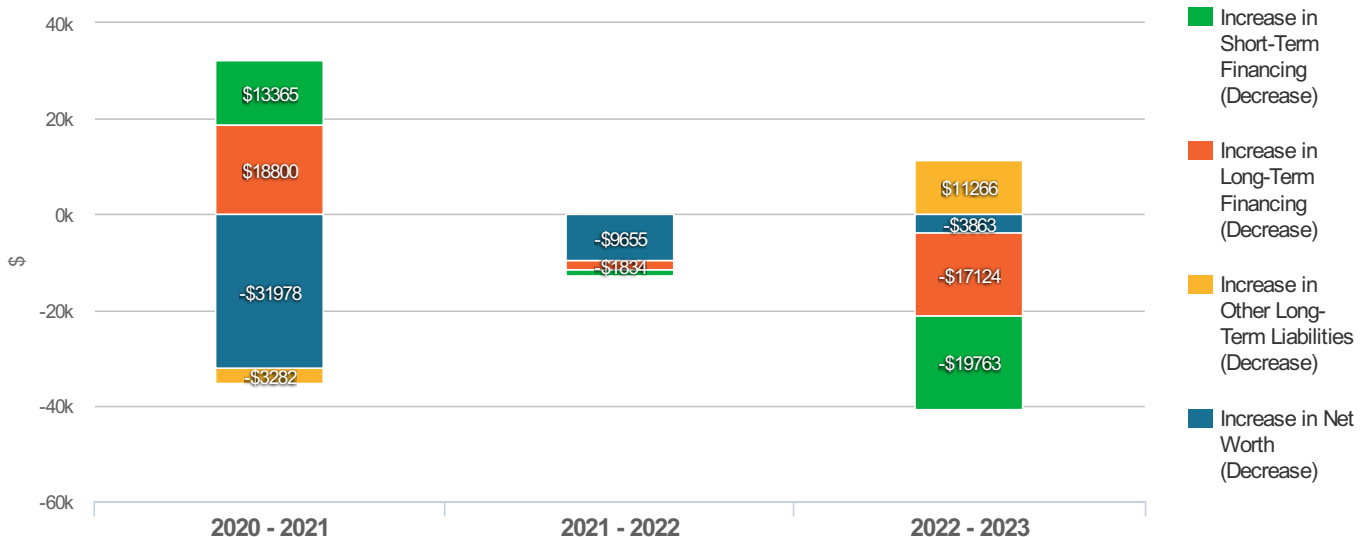
Net Sales



Cash Flow from Investing Activities



Cash Flow from Financing Activities



Glossary

LIQUIDITY RATIOS

Current Ratio: *Current Assets* divided by *Current Liabilities*

This ratio provides a general indication of the extent to which claims of short-term creditors are covered by assets expected to be converted into cash, within a period that roughly corresponds to the due dates of the current liabilities. Note that, the higher the ratio, the greater the cushion between current obligations and the firm's ability to pay them. A general guideline suggests that a current ratio less than 2 might indicate a potential cash shortage.

Current Liabilities to Net Worth: *Current Liabilities* divided by *Net Worth*

This ratio expresses the relationship between capital contributed by current obligation creditors and capital contributed by owners. It indicates the ability of a firm to safely meet the obligations of current creditors. The higher the ratio, the greater the risk that a firm will not be able to meet the obligations of creditors and a ratio less than 1 may be an indication of potential cash shortage problems.

Total Liabilities to Net Worth: *Total Liabilities* divided by *Net Worth*

This ratio expresses the relationship between the capital contributed by creditors and the capital contributed to the firm by owners. This provides an indication of the ability of a firm to meet creditor obligations and the lower the ratio the better financial condition the firm is thought to be in. A high ratio may signal potential cash shortage. A firm with a low ratio usually has a greater ability to borrow debt in the future.

Quick Ratio: *(Current Assets - Inventory)* divided by *Current Liabilities*

This is a measure of a firm's ability to meet short-term obligations without relying on sale of inventory. A ratio of less than one may indicate a potential cash shortage.

Current Liabilities to Inventory: *Current Liabilities* divided by *Inventory*

This ratio provides an indication of the ability of a firm's inventory sales to generate the cash needed to meet the short-term obligation of creditors. A ratio that is low usually indicates that the company will be able to meet short-term obligations. A high ratio may be cause for concern and signal a potential cash shortage.

ASSET EFFICIENCY RATIOS

Sales to Net Working Capital: *Sales* divided by *(Current Assets - Current Liabilities)*

This ratio is a measure of a company's turnover of working capital within a year and reflects how efficiently working capital is being used. A low ratio may indicate the inefficient use of working capital while a high ratio may signal potential cash shortages and indicate a risk of not being able to pay creditors.

Assets Turnover: *Total Assets* divided by *Sales*

This ratio is a measure of a firm's productive use of assets and a low percentage compared to the average for the industry usually indicates high asset use efficiency.

Inventory Turnover: *Cost of Goods Sold* divided by *Inventory*

This ratio reflects the number of times a company's average inventory is used (turned) during the operating period. Typically, a higher ratio indicates greater production and sales efficiency.

Collection Period: *Accounts Receivable* divided by *(Sales/365)*

This indicates the amount of time (in days) that the firm must wait after making a sale before receiving payment. A long collection period usually signals high delinquencies and the potential for cash shortages.

Accounts Payable to Sales: *Accounts Payable* divided by *Sales*

This ratio provides a measure of the efficiency of a firm and the ability to generate sales revenue to cover supplier expenses. A low percentage may indicate an over reliance on supplier credit to support sales.

PROFITABILITY RATIOS

Return on Sales: *Net Profit* divided by *Sales*

This ratio provides a measure of profitability by analyzing a return on sales, after all expenses have been deducted, including operational expenses, depreciation, amortization, and interest. In general, higher Return on Sales is better. However, this ratio varies greatly across industries, and should always be benchmarked to the most relevant industry peers.

Return on Assets: *Net Profit* divided by *Total Assets*

This ratio measures the return on the total investment in assets including those financed with debt as well as equity.

Return on Investment: *Net Profit* divided by *Net Worth*

This ratio is a measure of the return or earnings on the money invested in the firm. This return must be high enough to provide owners with an adequate return for the risk that is being assumed by keeping investments in the firm. A low return will also make it difficult to attract additional investment capital in the future.

Sales per Employee: *Sales* divided by *Number of Employees*

This is a measure of the productivity of employees. In addition, this is a measure of how capital or labor intensive a firm is. A low measure may indicate that the firm is labor intensive (or over staffed) and a high measure may indicate the firm is capital intensive (or under staffed).

Profit per Employee: *Net Profit* divided by *Number of Employees*

This is a measure of the profits a firm is generating for each of its employees.

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