



Description	Line	Speedy Paper Box 20YY	CATEGORY 3 Net Sales \$25M to < \$74M		Which is better?
			20YY		
			Median	Mean	
Product sales	1A	98.3%	99.1%	96.8%	
Gross Sales (1A+1B+1C+1D+1E)	1F	100.0%	100.0%	100.4%	
Sales Deductions (1G+1H)	1I	0.0%	1.0%	1.0%	
Net Sales (1F-1I)	1J	100.0%	100.0%	100.0%	
Net Paperboard (Lines 2A+2B-2C+2D)	2E	40.4%	40.4%	37.30%	
Total Materials Used (Lines 2E+3+4+5+6+7)	8	53.1%	53.1%	50.0%	
Total Factory Wages and Salaries (lines 9A+9B+9C)	9D	15.1%	15.1%	15.7%	
Total Benefits (Lines 11A+11B+11C+11D)	11E	1.7%	2.4%	2.8%	
Total Manufacturing Wages, Taxes, Bonuses and Benefits (Lines 9D+10+11E)	11F	15.8%	18.6%	19.6%	
Total Depreciation & Amortization and Lease/Rents (Lines 12A+12B+12C+12D)	12E	5.8%	4.8%	6.4%	
Total Maintenance (Lines 13A+13B+13C+13D)	13E	2.2%	2.7%	2.4%	
Total Other Manufacturing Expense (Lines 14 +15 +16)	17	3.8%	4.0%	3.9%	
Total Shipping Costs (Lines 18A+18B+18C +18D+18E+18F)	18G	3.0%	5.6%	4.4%	
Change in Inventory WIP/FG	19	-0.5%	0.9%	9.0%	
Cost of Goods Sold (Lines 8+11F+12E+13E+18G+17+19)	20	82.7%	86.7%	87.2%	
Gross Profit (Line 1J-20)	21	17.4%	13.3%	12.8%	
Total Selling Expense (Lines 22A+22B+22C+ 22D+22E+22F)	22G	4.4%	4.1%	8.3%	
Total General Administrative Expense (Lines 23A+23B +23C+23D)	23E	7.5%	4.2%	4.7%	
Interest	24	1.5%	1.0%	1.3%	
Operating Income (Line 21-22G-23E-24)	24A	4.3%	-1.1%	-1.5%	
Other Income/Expense	25	0.2%	1.8%	1.7%	
Net Profit Before Taxes (Line 24A-25)	26	3.8%	-2.0%	-2.9%	
Income taxes	27	1.7%	-0.1%	-0.1%	
Net Income After Taxes (Line 26-27)	28	2.4%	-1.9%	-2.9%	
EBIT (Line 26 +24)	29	5.8%	-1.3%	-1.6%	
EBITDA (Lines 29+23B+22E+18C+12A)	30	8.9%	0.8%	2.4%	
Value Added (Line 1J-8)	31	46.5%	46.9%	50.0%	

*Yellow highlighting represents your values are more than 10% lower than the participant pool. *Blue highlighting represents your values are more than 10% higher than the participant pool.

*No highlighting represents your values are within 10% of the participant pool.

Note: One company was eliminated from Category 4 because their Material Used fell outside the norm