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Manufacturing -- Custom Architectural Woodwork and Millwork

SIC: 2541**NAICS:** 337212**Number of Businesses / Units:**

Unavailable

This U.S. industry comprises establishments primarily engaged in manufacturing custom designed interiors consisting of architectural woodwork and fixtures utilizing wood, wood products, and plastics laminates. All of the industry output is made to individual order on a job shop basis and requires skilled craftsmen as a labor input. A job might include custom manufacturing of display fixtures, gondolas, wall shelving units, entrance and window architectural detail, sales and reception counters, wall paneling, and matching furniture.

Rules of Thumb

3 times SDE includes inventory

General Information

"Need to review customer list"

Expert Ratings

▶ Competition	2.8	(1=Lot of : 4= Not Much)
▶ Amount of Risk	2.8	(1=Very : 4= Not Much)
▶ Historical Profit Trend	2	(1=Down : 4= Up)
▶ Location & Facilities	1.2	(1=Poor : 4= Excellent)
▶ Marketability	2	(1=Low : 4= High)
▶ Industry Trend	2	(1=Declining : 4= Growing)
▶ Ease of Replication	1.2	(1=Easy : 4= Difficult)

Expert Comments

"China is becoming a big factor."

Pricing Tips

"Pricing depends if company is growing or declining."

"Growth and customer list affects multiple dramatically."

Expenses as a Percentage of Sales

▶ Cost Of Goods	50%
▶ Payroll/Labor Costs	30%
▶ Occupancy Costs	10%
▶ Profit (pretax)	10%

Industry Trend

"China will affect every aspect of this industry. Must have niche to prosper."

"Most owners are getting older, and the industry will consolidate."

Advantages

- ▶ "High profit margins during boom years"

Disadvantages

- ▶ "Finding skilled workers and retaining them during downturns"

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