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Business Reference Guide Online

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Manufacturing -- Showcase, Partition, Shelving, and Lockers

SIC: 2426**NAICS:** 337215**Number of Businesses / Units:**

Unavailable

This U.S. industry comprises establishments primarily engaged in manufacturing wood and nonwood office and store fixtures, shelving, lockers, frames, partitions, and related fabricated products of wood and nonwood materials, including plastics laminated fixture tops. The products are made on a stock basis and may be assembled or unassembled (i.e., knockdown). Establishments exclusively making furniture parts (e.g., frames) are included in this industry.

Rules of Thumb

3 times SDE

Pricing Tips

"Customer concentration and any special skills required to operate can make for a big difference in pricing."

Expert Ratings

- ▶ Marketability 3 (1=Low : 4= High)
- ▶ Industry Trend 1 (1=Declining : 4= Growing)
- ▶ Ease of Replication 1 (1=Easy : 4= Difficult)

Expenses as a Percentage of Sales

▶ Cost Of Goods	35%
▶ Payroll/Labor Costs	40%
▶ Occupancy Costs	15%
▶ Profit (pretax)	10%

Expert Comments

"Economy changes the profitability very quickly here."

