**8-15**

Figure 8.13. Selected Financial Information ($000)

X1 X2 X3 X4 X5

Building supply revenues $ 90,100 $ 99,380 $ 117,468 $ 137,085 $ 160,800

Lumber brokerage revenues $ $ — $ 45,021 $ 63,480 $ 90,141

$ 90,100 $ 99,380 $ 162,489 $ 200,564 $ 250,941

Inventory turn days

Building supplies 32 34 31 33 27

Lumber brokerage 7 6 6

Gross margin

Building supplies 20.1% 18.5% 18.6% 19.1% 18.0%

Lumber brokerage 3.9% 4.1% 4.2%

**8-16**

Figure 8.14. CTI Selected Financial Information ($000)

20x1 20x2 20x3 20x4 20x5

Accounts receivable, net $ 837 $ 1,335 $ 1,121 $ 962 $ 822

Inventory $ 1,025 $ 1,327 $ 1,099 $ 1,003 $ 1,027

Accounts payable $ 164 $ 380 $ 225 $ 201 $ 175

Sales $ 3,780 $ 5,638 $ 4,623 $ 4,022 $ 3,905

Cost of sales $ 1,812 $ 2,691 $ 2,399 $ 2,095 $ 1,859

Gross margin $ 1,968 $ 2,947 $ 2,224 $ 1,927 $ 2,046