

## Report Information

Sic code 311111  
 Sic Title Dog and Cat Food Manufacturing  
 Sales Range Less Than \$250,000  
 Business Counts 278

### NAICS Code Description:

This U.S. industry comprises establishments primarily engaged in manufacturing dog and cat food from ingredients, such as grains, oilseed mill products, and meat products. Cross-References. Establishments primarily engaged in-- . Manufacturing food for animals (except dog and cat)--are classified in U.S. Industry 311119, Other Animal Food Manufacturing; . Slaughtering animals for feed--are classified in Industry 31161, Animal Slaughtering and Processing; and . Manufacturing vitamins and minerals for dogs and cats--are classified in Industry 32541, Pharmaceutical and Medicine Manufacturing. ..

<b>Income Statement</b>	<b>2014</b>	<b>% of Sales</b>	<b>2015</b>	<b>% of Sales</b>	<b>2016</b>	<b>% of Sales</b>
Total Revenue	245,963	100.0%	260,045	100.0%	247,531	100.0%
Cost Of Sales	188,211	76.5%	199,949	76.9%	191,242	77.3%
Gross Margin	57,752	23.5%	60,096	23.1%	56,289	22.7%
Operating Expenses	53,226	21.6%	55,181	21.2%	51,511	20.8%
Operating Income	4,526	1.8%	4,915	1.9%	4,778	1.9%
Pre-Tax Income	1,894	0.8%	2,028	0.8%	1,957	0.8%
<b>Balance Sheet</b>	<b>2014</b>	<b>% of Sales</b>	<b>2015</b>	<b>% of Sales</b>	<b>2016</b>	<b>% of Sales</b>
<b>Assets</b>						
Current Assets	108,485	52.7%	117,558	52.7%	114,570	52.6%
Fixed Assets	45,728	22.2%	48,702	21.8%	46,646	21.4%
All Other Assets	51,658	25.1%	56,937	25.5%	56,512	26.0%
Total Assets	205,871	100.0%	223,197	100.0%	217,728	100.0%
<b>Liabilities</b>						
Current Liabilities	64,602	31.4%	68,031	30.5%	64,426	29.6%
Long Term Debt	37,407	18.2%	39,327	17.6%	37,144	17.1%
All Other Liabilities	15,523	7.5%	16,517	7.4%	15,785	7.2%
Total Liabilities	117,532	57.1%	123,875	55.5%	117,355	53.9%
Net Worth	88,339	42.9%	99,322	44.5%	100,373	46.1%
<b>Key Ratios</b>	<b>2014</b>	<b>% Change</b>	<b>2015</b>	<b>% Change</b>	<b>2016</b>	<b>% Change</b>
Industry Growth (entire industry)	2.6%	NA	5.7%	NA	-4.8%	NA
ROE (after-tax)	1.3%	-13.3%	1.3%	0.0%	1.2%	-7.7%
ROA (after-tax)	0.6%	0.0%	0.6%	0.0%	0.6%	0.0%
EBITDA to Sales	5.2%	-1.9%	5.2%	0.0%	5.2%	0.0%
Current Ratio	1.68	3.1%	1.73	3.0%	1.78	2.9%
Receivables Turnover	x5.64	-4.7%	x5.58	-1.1%	x5.18	-7.2%
Inventory Turnover	x5.57	-4.3%	x5.54	-0.5%	x5.17	-6.7%
Interest Coverage	x1.30	-1.5%	x1.30	0.0%	x1.30	0.0%
Total Debt to Equity	x1.33	-6.3%	x1.25	-6.0%	x1.17	-6.4%
LT Debt to Total Assets	18.2%	-2.7%	17.6%	-3.3%	17.1%	-2.8%
Total Debt to Assets	57.1%	-2.7%	55.5%	-2.8%	53.9%	-2.9%