

**EXHIBIT 12.9** C&C Sports industry data

	2017	2016	2015	2014	2013	2012
<i>Select Common-Size Percentages:</i> <sup>1</sup>						
Cash & equivalents	6.6%	11.0%	10.2%	9.6%	7.2%	7.9%
Trade receivables, net	21.9%	20.2%	21.4%	25.7%	24.3%	25.0%
Inventory	38.7%	36.4%	37.6%	36.7%	41.0%	40.5%
Property and equipment	13.9%	12.5%	13.1%	11.9%	13.2%	10.7%
Short-term debt	14.0%	14.9%	12.0%	13.4%	14.3%	13.7%
Trade payables	12.7%	14.2%	15.7%	16.8%	17.1%	17.1%
Long-term debt	12.6%	10.9%	8.7%	6.9%	11.8%	9.6%
Stockholders' equity	35.3%	41.3%	42.7%	42.3%	35.2%	40.3%
Gross profit	39.4%	38.4%	36.6%	34.9%	35.2%	37.6%
Operating expenses	35.2%	32.3%	31.0%	29.8%	30.9%	31.3%
Operating income	4.2%	6.1%	5.6%	5.1%	4.3%	6.3%
Income before taxes	3.4%	5.3%	4.8%	4.3%	3.3%	5.7%
<i>Select Ratios:</i>						
Current ratio	2.0	1.9	2.2	2.0	2.0	1.8
Quick ratio (Acid test)	0.8	0.9	0.8	0.7	0.7	0.7
Average collection period	36 days	32 days	36 days	38 days	37 days	36 days
Inventory turnover	3.2 times	3.3 times	3.6 times	4.1 times	3.5 times	3.9 times
Debt-to-equity	1.6	1.6	1.4	1.2	1.8	1.4
Return on assets <sup>2</sup>	6.2%	6.2%	6.1%	5.5%	6.9%	9.1%
Return on stockholders' equity <sup>2</sup>	16.9%	15.6%	15.0%	15.8%	18.6%	28.1%

<sup>1</sup>Risk Management Association's 2013/2018 *Annual Statement Studies: Financial Ratio Benchmarks*, NCAIS 315280.  
<sup>2</sup>Based on income before taxes rather than net income.

## Industry Statistics

Developing an understanding of a company's competitive environment is an important part of a financial analysis. Numerous resources are available to assist in this task. The U.S. government is a good source of industry data, much of which is available on the Internet. For example, the U.S. Census Bureau collects a wide array of statistics and makes them available on its website, <http://www.census.gov/>. Using the Census Bureau's *Annual Survey of Manufactures*, C&C's managers could determine the size of their market. Since this survey does not show baseball uniforms as a separate category, the managers must look at the market for men's and boys' team sports uniforms as a whole. As shown in [Exhibit 12.10](#), shipments of these uniforms have been somewhat cyclical—increasing to 2003 and then falling to 2006, increasing to 2008 and then falling to 2011, and finally increasing to 2016. The decrease in shipments in 2009 was particularly dramatic, possibly a result of the general declining economic conditions in the United States and the resulting lower consumer disposable incomes.

Industry statistics are also available from professional research and consulting organizations. Many investment firms employ analysts who specialize in a particular industry and write research reports and forecasts. IBISWorld, a leading provider of industry research and analysis reports, estimates that team sports uniforms account for 22.6% of the \$1.2 billion Costume and Team Uniform Manufacturing industry (NAICS 31529). The market for team uniforms has been steady for the past five years, and there is little projected growth in the coming years. IBISWorld reports that manufacturers of these uniforms have largely moved manufacturing from the United States to countries that offer lower wage rates. Imports satisfied 69.5% of total U.S. demand in 2017, although this level is expected to decrease in the next few years as U.S. manufacturers increase domestic production levels. A bright spot for the team uniform industry is that many of the new high-tech specialty fabrics used in uniforms are produced