



**THE MARKETPLACE IS
RAPIDLY CHANGING...
IS YOUR
BUSINESS READY**

Know your Business Sustainability Rating (BSR)*

*** Visit the Resurg booth for a complimentary assessment of your store's BSR**

What is a BSR?

The Business Sustainability Rating (BSR) is a new indicator that measures the health & viability of your business in a single number. It allows for accurate comparison of your result against any inventory based business, regardless of store size, sales volume & product mix. Analysis of your BSR result can quickly identify the individual attention areas & opportunities to help you build a more sustainable business.

The BSR can be calculated easily from a Profit & Loss Report.

Example: Superduper Hardware

SALES		\$500,000
OPENING INVENTORY	\$85,000	
+ PURCHASES	<u>\$330,000</u>	
- CLOSING INVENTORY	<u>\$90,000</u>	
= COST OF GOODS SOLD		<u>\$325,000</u>
GROSS PROFIT		\$175,000
EXPENSES (exc depreciation & interest)		<u>\$140,000</u>
NET PROFIT		<u>\$35,000</u>

BSR Calculation:

BSR = Net Profit *divided by* Average Inventory *multiplied by* 100.

Net Profit = \$35,000

Average Inventory = \$87,500 (the difference between opening & closing inventory)

BSR = 40

How to Calculate Your BSR

Provide the following to calculate your BSR (12 months of information required).

\$ _____ Total Sales

\$ _____ Total Gross Profit

\$ _____ Total Expenses (excl interest & depreciation)

\$ _____ Net Profit (excl depreciation & interest)

\$ _____ Average Inventory
(use closing inventory if average isn't available)

The BSR calculation is Net Profit divided by Average Inventory multiplied by 100.

Record your score below.

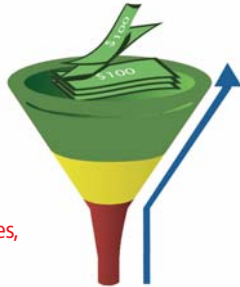
_____ BSR

What your score means

Over 30 A good result but analysis of BSR components required to identify further opportunities.

15–30 Analysis of BSR components required to identify individual attention areas and actions required.

Less than 15 Immediate attention & action required on all sales, margin, expense & inventory ratios.



SPECIAL OFFER! TAKE ACTION NOW!

Regardless of your BSR score, Resurg can help improve the performance of your business. All The Hardware Conference Attendees receive 50% off the Resurg exclusive one day "BSR – Maximizing Return on Investment Seminar". For seminar dates and more information, visit us at the Resurg booth at The Hardware Conference or after the show at (916) 715-0999.