

5-Year County-Level Financial Profile Industry Report
Architectural Services (SIC Code: 8712)
in Prince George County, Maryland
Sales Range: \$500,000 - \$999,999

Date: 06/20/08

Report Description

This 5-Year Industry Financial Profile Report helps you compare the overall performance of a specific Industry to the County And State averages as provided from US IRS data and more than 60 other sources. Three years of actual data are shown as well as estimates of the most recent two years so you can understand the current trends in growth and economic environment.

Business Counts

This report is comprised of data collected from the Estimated Business Count (Businesses) as displayed in the table below.

The larger this count, the more representative this report will be for the average business fitting this criteria.

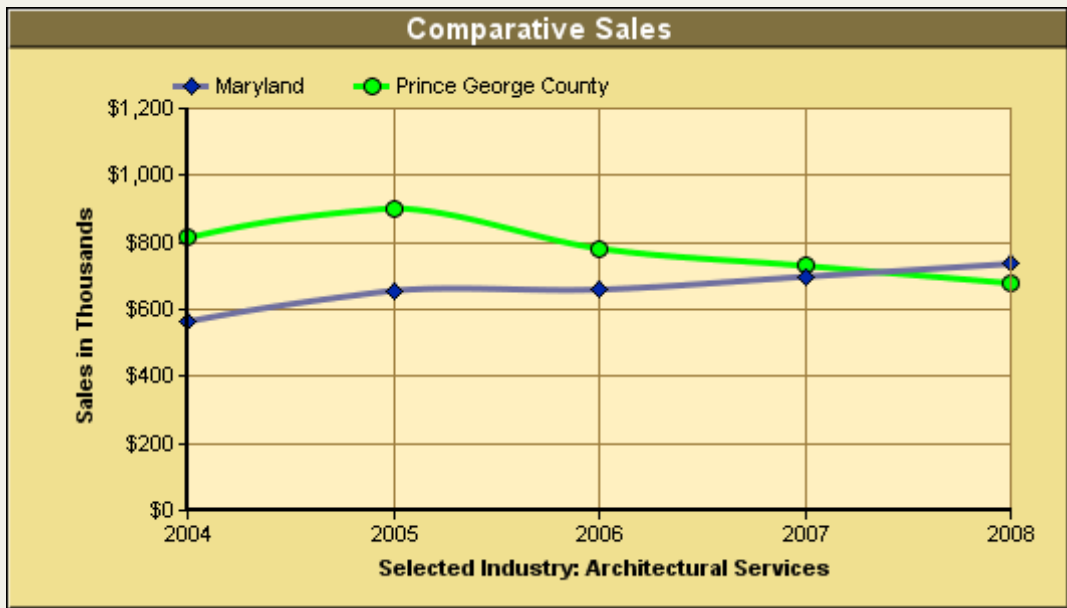
Sales Range	Businesses	%
< \$500,000	41	54.67%
\$500,000 - \$999,999	16	21.33%
\$1,000,000 - \$4,999,999	16	21.33%
\$5,000,000 - \$9,999,999	1	1.33%
\$10,000,000 - \$19,999,999	1	1.33%
\$20,000,000 - \$49,999,999	0	0.00%
\$50,000,000 - \$99,999,999	0	0.00%
>= \$100,000,000	0	0.00%
All Sales ranges	75	100.00%

Top 10 States (by Business Counts)

The table below shows the Top 10 States in which this Industry operates (across all Sales levels.)

State	Rank	Businesses	%
California	1	7,337	16.75%
New York	2	4,051	9.25%
Florida	3	3,198	7.30%
Texas	4	2,887	6.59%
Illinois	5	1,732	3.95%
Washington	6	1,587	3.62%
Massachusetts	7	1,464	3.34%
New Jersey	8	1,442	3.29%
Colorado	9	1,423	3.25%
Ohio	10	1,194	2.73%
Maryland	17	827	1.89%

Industry Report by Sales



The chart to the left illustrates the sales growth of the **Architectural Services** industry over the past 5 years.

Positive growth trends are desirable.

Income Statement

Income Statement

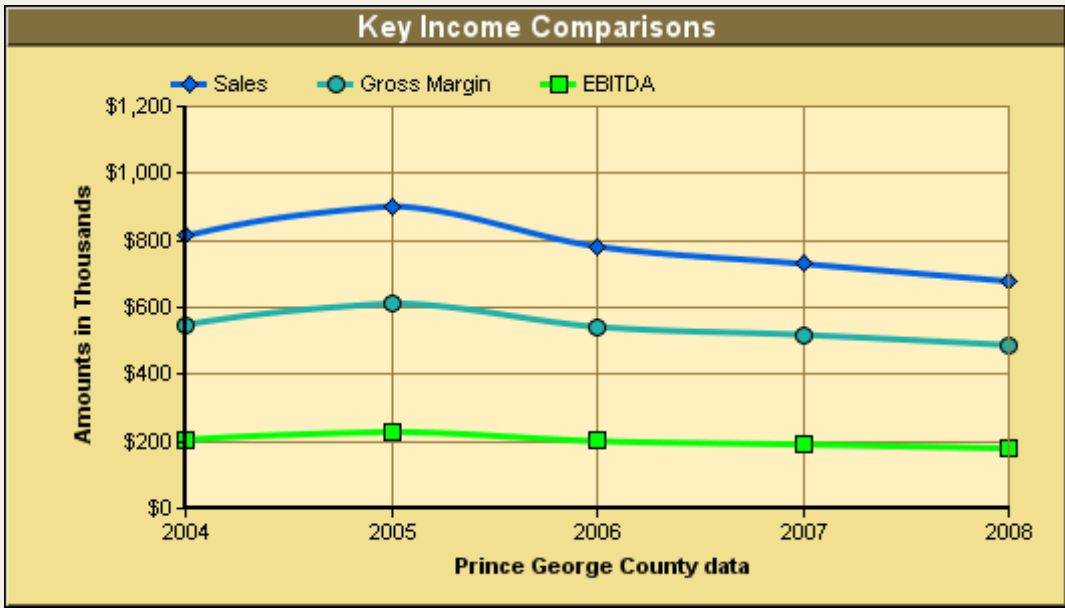
(Amounts in Thousands)

	2004	2005	2006	2007	2008
Revenue					
Sales	813.592	902.271	782.000	730.153	678.228
Cost of Sales					
Cost of Goods Sold	264.994	289.986	239.802	211.969	190.580
Gross Margin					
Gross Margin	548.598	612.285	542.198	518.184	487.648
Expenses					
Advertising	2.549	2.824	2.367	2.156	2.023
Salaries & Wages	202.236	226.841	201.728	193.706	182.157
Employee Benefit Program	13.831	15.203	11.900	10.022	9.050
Pension & Annuity Plans	12.121	13.102	11.260	10.451	9.373
Compensation of Officers	79.803	90.244	83.840	83.590	80.730
Bad Debt	1.829	1.877	1.487	1.263	1.119
Rent Paid	27.220	29.753	25.307	23.005	21.175
Repairs	4.606	5.009	4.210	3.803	3.434
Depreciation Depletion Amort.	18.166	19.639	16.047	14.119	12.668
Interest Paid	4.730	5.448	4.677	4.317	3.956
Miscellaneous Expenses	147.279	165.715	150.804	148.208	141.010
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Total Expenses	514.370	575.654	513.627	494.640	466.694
EBITDA					
EBITDA	205.450	228.530	201.067	191.104	179.444
Net Income					
Operating Profit	34.229	36.631	28.571	23.544	20.954
	=====	=====	=====	=====	=====

Income Statement as a Percentage of Sales

	2004	2005	2006	2007	2008
Revenue					
Sales	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales					
Cost of Goods Sold	32.57%	32.14%	30.67%	29.03%	28.10%
Gross Margin					
Gross Margin	67.43%	67.86%	69.33%	70.97%	71.90%
Expenses					
Advertising	.31%	.31%	.30%	.30%	.30%
Salaries & Wages	24.86%	25.14%	25.80%	26.53%	26.86%
Employee Benefit Program	1.70%	1.68%	1.52%	1.37%	1.33%
Pension & Annuity Plans	1.49%	1.45%	1.44%	1.43%	1.38%
Compensation of Officers	9.81%	10.00%	10.72%	11.45%	11.90%
Bad Debt	.22%	.21%	.19%	.17%	.16%
Rent Paid	3.35%	3.30%	3.24%	3.15%	3.12%
Repairs	.57%	.56%	.54%	.52%	.51%
Depreciation Depletion Amort.	2.23%	2.18%	2.05%	1.93%	1.87%
Interest Paid	.58%	.60%	.60%	.59%	.58%
Miscellaneous Expenses	18.10%	18.37%	19.28%	20.30%	20.79%
	-----	-----	-----	-----	-----
Total Expenses	63.22%	63.80%	65.68%	67.74%	68.81%
EBITDA					
EBITDA	25.25%	25.33%	25.71%	26.17%	26.46%
Net Income					
Operating Profit	4.21%	4.06%	3.65%	3.22%	3.09%
	=====	=====	=====	=====	=====

Key Income Comparisons



The chart to the left illustrates the key income values related to Sales, Gross Margin, and EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) of the **Architectural Services** industry over the past 5 years.

In some cases, dollar amounts on this chart may overlay each other and a chart line may appear missing. Please review the Income Statement above to review these amounts.

Positive growth trends are desirable.

This chart may give a better growth view than Profits since many companies minimize Profits for tax purposes.

Balance Sheet

Balance Sheet

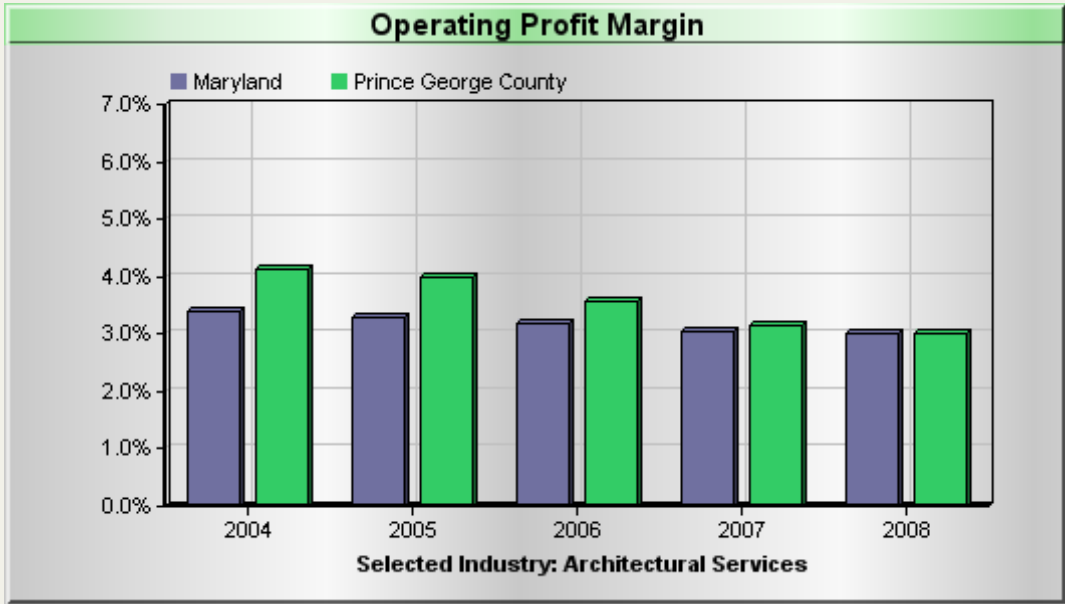
(Amounts in Thousands)

	2004	2005	2006	2007	2008
Assets					
Cash	51.576	55.986	47.417	43.300	39.220
Net Accounts Receivable	67.275	72.305	56.744	47.278	40.205
Inventories	7.377	7.830	6.472	5.673	4.916
Short-Term Investments	.563	.611	.384	.335	.289
Other Current Assets	14.540	15.649	12.747	11.340	9.953
	-----	-----	-----	-----	-----
Total Current Assets	141.331	152.381	123.764	107.926	94.584
Long-Term Investments	25.615	28.048	24.361	22.712	20.601
Plant, Property & Equipment	49.569	53.596	42.947	36.850	32.544
Other Assets	2.493	2.570	1.963	1.638	2.170
Net Intangible Assets	19.098	21.298	19.942	20.171	18.770
	-----	-----	-----	-----	-----
Total Assets	238.106	257.893	212.978	189.297	168.669
	=====	=====	=====	=====	=====
Liabilities					
Accounts Payable	31.418	33.471	26.640	22.718	19.347
Short-Term Obligations	88.944	96.356	78.008	67.976	60.001
Other Current Liabilities	36.081	39.073	32.132	28.436	25.283
	-----	-----	-----	-----	-----
Total Current Liabilities	125.025	135.429	110.140	96.413	85.284
Long-Term Debt	60.674	65.620	54.942	49.239	43.737
	-----	-----	-----	-----	-----
Total Liabilities	149.618	161.976	132.950	117.215	103.738
Total Net Worth & Owner Equity	88.488	95.917	80.028	72.082	64.931
Total Liabilities & Net Worth	238.106	257.893	212.978	189.297	168.669
	=====	=====	=====	=====	=====

Balance Sheet as a Percentage of Total Assets

	2004	2005	2006	2007	2008
Assets					
Cash	21.66%	21.71%	22.26%	22.87%	23.25%
Net Accounts Receivable	28.25%	28.04%	26.64%	24.98%	23.84%
Inventories	3.10%	3.04%	3.04%	3.00%	2.91%
Short-Term Investments	.24%	.24%	.18%	.18%	.17%
Other Current Assets	6.11%	6.07%	5.99%	5.99%	5.90%
	-----	-----	-----	-----	-----
Total Current Assets	59.36%	59.09%	58.11%	57.01%	56.08%
Long-Term Investments	10.76%	10.88%	11.44%	12.00%	12.21%
Plant, Property & Equipment	20.82%	20.78%	20.17%	19.47%	19.29%
Other Assets	1.05%	1.00%	.92%	.87%	1.29%
Net Intangible Assets	8.02%	8.26%	9.36%	10.66%	11.13%
	-----	-----	-----	-----	-----
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
	=====	=====	=====	=====	=====
Liabilities					
Accounts Payable	13.20%	12.98%	12.51%	12.00%	11.47%
Short-Term Obligations	37.35%	37.36%	36.63%	35.91%	35.57%
Other Current Liabilities	15.15%	15.15%	15.09%	15.02%	14.99%
	-----	-----	-----	-----	-----
Total Current Liabilities	52.51%	52.51%	51.71%	50.93%	50.56%
Long-Term Debt	25.48%	25.44%	25.80%	26.01%	25.93%
	-----	-----	-----	-----	-----
Total Liabilities	62.84%	62.81%	62.42%	61.92%	61.50%
Total Net Worth & Owner Equity	37.16%	37.19%	37.58%	38.08%	38.50%
Total Liabilities & Net Worth	100.00%	100.00%	100.00%	100.00%	100.00%
	=====	=====	=====	=====	=====

Operating Profit Margin



Operating Profit Margin: The ratio of operating profit to net sales.

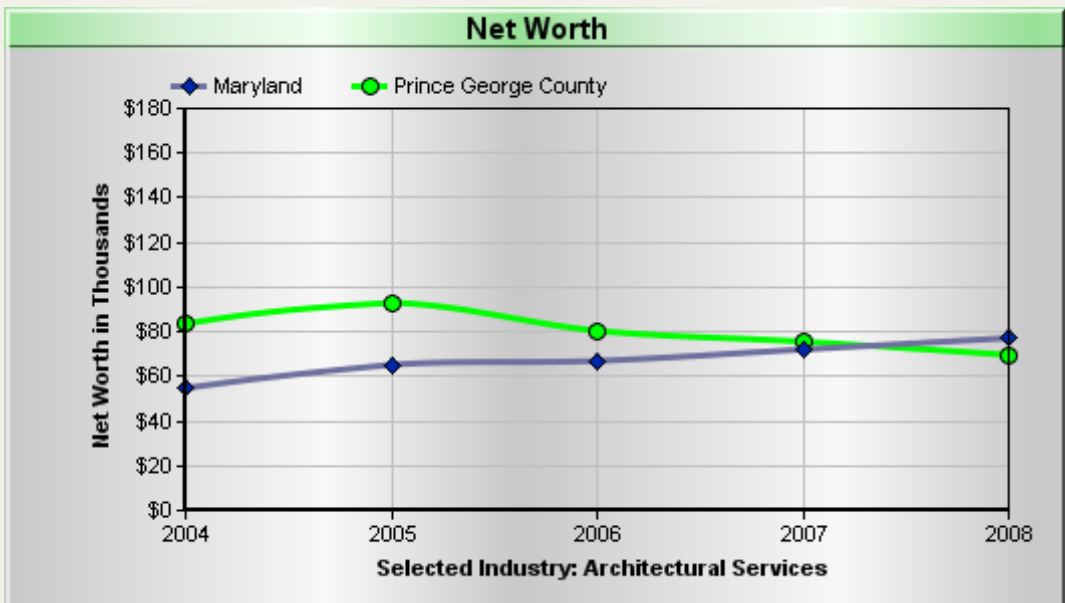
Operating Profit Margin indicates how effective a company is at controlling the costs and expenses associated with their normal business operations.

Be aware that corporate taxes are levied against this amount, so certain businesses may attempt to reduce or eliminate their operating profits.

Other Growth Trends to review are Sales, EBITDA, and Compensation of Owners/Officers as shown in the Income Statement.

Positive growth trends are desirable.

Net Worth



Net Worth: A company's net worth is the value of all of its assets, minus the total of all of its liabilities (debt).

Net Worth represents the liquidation value of the company and is a key attribute reviewed by Lenders and Investors.

Positive growth trends are desirable.

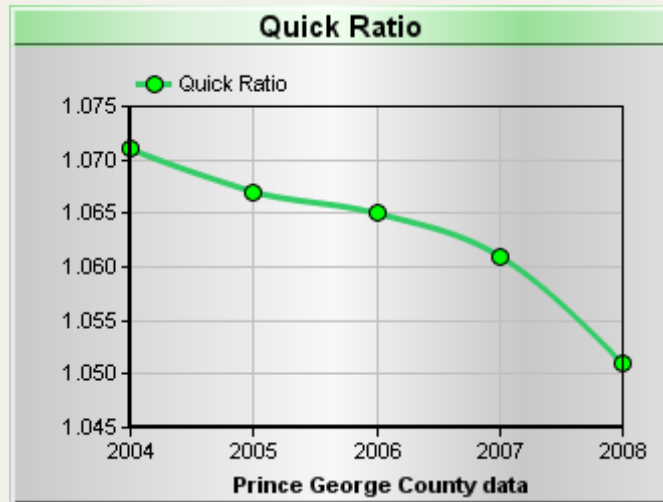
Quick Ratio

(A Liquidity Ratio)

Quick Ratio (aka **Acid Ratio**): Short-term liquidity ratio calculated by dividing current assets (cash, marketable securities, etc. but not inventory) by current liabilities. This ratio places more emphasis on those liquid assets that can be quickly converted into cash.

Generally, a Quick Ratio of 1 or greater is desirable and typically indicates that a company has enough cash on hand to pay its bills and keep running.

This ratio varies significantly across Industries.



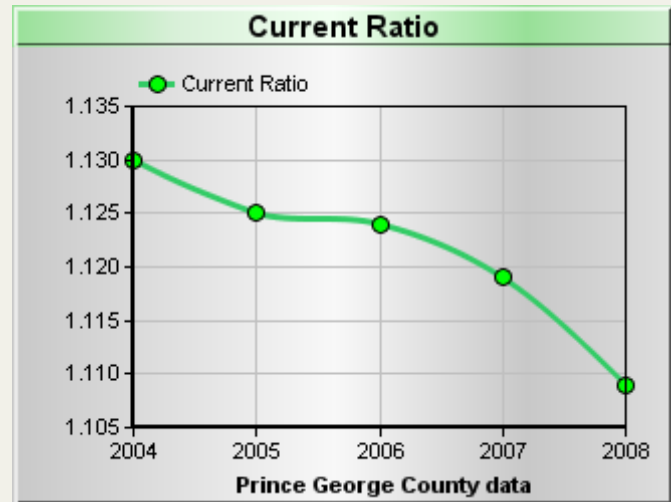
Current Ratio

(A Liquidity Ratio)

Current Ratio: This ratio divides the current assets by the current liabilities (obligations to be paid in 30 to 60 days). This ratio is often used by short-term creditors to make sure that their investments are covered by assets which can be converted to cash in the near future.

Generally, a Current Ratio of 1 or greater is good, a Current Ratio of 2 or greater is desirable.

This ratio varies significantly across Industries.

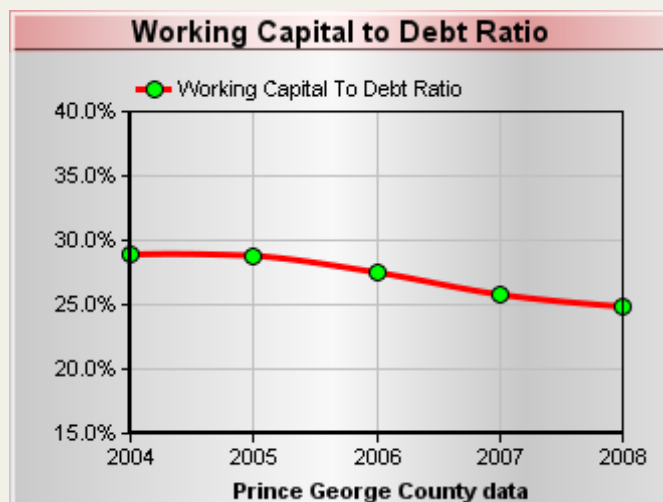


Working Capital to Debt Ratio

(A Liquidity Ratio)

Working Capital to Debt Ratio: Measures the ability of a company to eliminate its debt using its Working Capital. A high or increasing Working Capital to Debt Ratio is usually a positive sign, showing the company can use its Working Capital to pay off its debt.

Monitoring this ratio is very important to make sure the company has the ability to satisfy its creditors. Generally, a ratio of 100% or higher is desirable as this shows the company could pay down its debt with Working Capital.



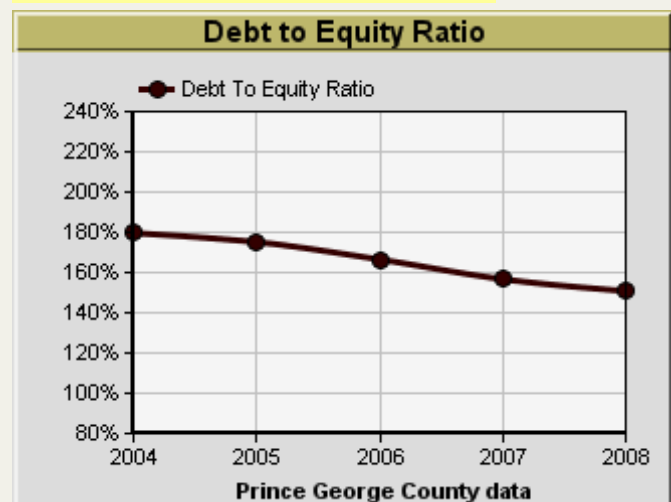
Debt to Equity Ratio

(A Liquidity Ratio)

Debt to Equity Ratio: Shows financial strength. A very low ratio means that the company has greater protection to creditors if there is a decline in sales or a shrinkage of total assets.

The lower the Debt to Equity Ratio the better.

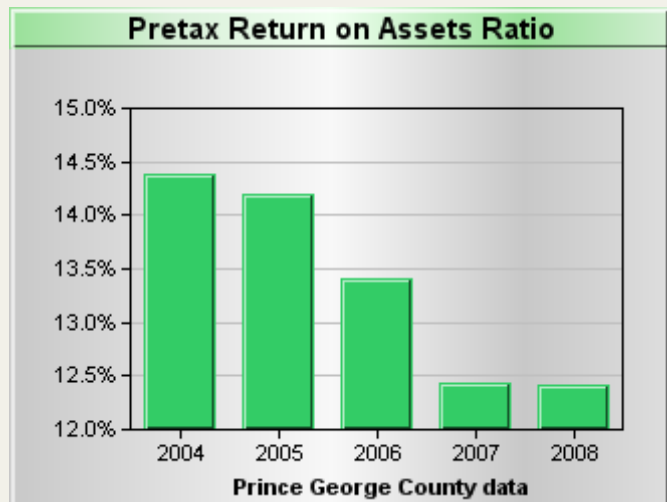
This ratio also depends on the industry in which the company operates. For example, capital-intensive industries could have Debt to Equity Ratio of 500%, while a consulting business could have a Debt to Equity Ratio of 40%.



Pretax Return on Assets Ratio (A Profitability Ratio)

Pretax Return on Assets Ratio (aka **Pretax Return on Investment Ratio**): An indicator of how profitable a company is relative to its total assets. ROA gives an idea as to how efficient management is at using its assets to generate earnings. Calculated by dividing a company's annual pretax earnings by its total assets, ROA is displayed as a percentage.

Positive growth trends are desirable.



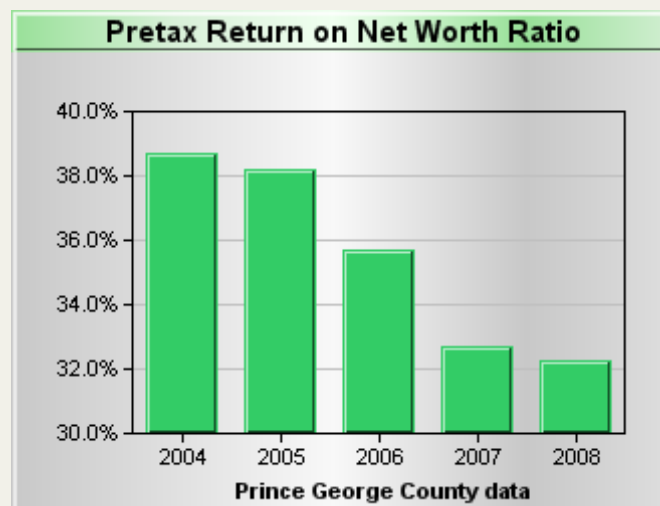
Pretax Return on Net Worth Ratio (A Profitability Ratio)

Pretax Return on Net Worth Ratio: This ratio provides the earnings before taxes for each dollar invested.

This ratio highlights management's ability to generate a meaningful return on capital invested in the business.

This ratio does not apply if a company's net worth is a negative value.

Positive growth trends are desirable.

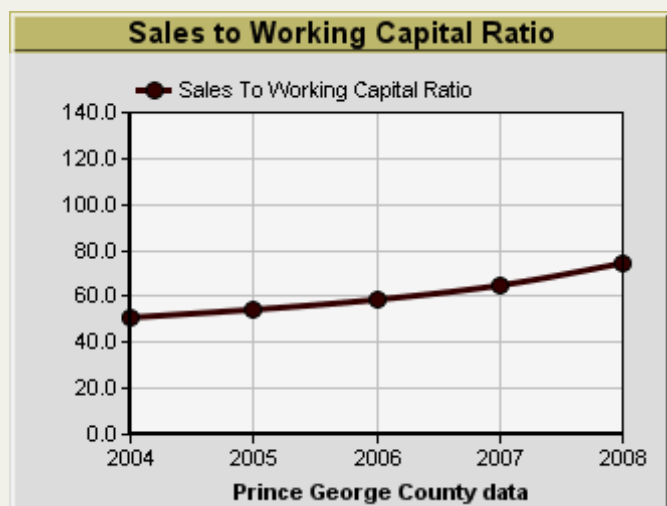


Sales to Working Capital Ratio (An Efficiency Ratio)

The Sales to Working Capital Ratio (aka **Turnover of Working Capital Ratio**) indicates how many dollars in sales the business makes for every dollar of working capital.

An increasing trend is often a positive sign, indicating the company is better able to use its working capital to generate sales.

This ratio varies significantly across Industries.

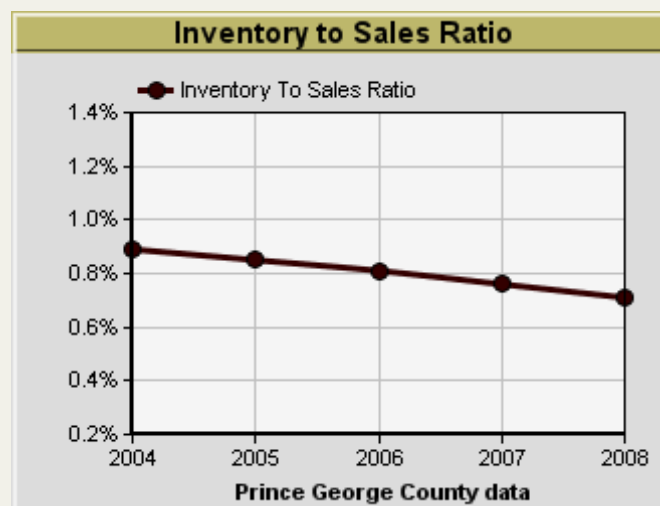


Inventory to Sales Ratio (An Efficiency Ratio)

Inventory to Sales Ratio: Looks at your investment in inventory in relation to your annual sales amount. The Inventory to Sales Ratio helps you identify whether inventory is growing unnecessarily.

A static or declining trend shows effective use of just-in-time methodology (i.e. your investment in inventory is shrinking in relation to sales.)

This ratio varies significantly across Industries.



Supporting Data

Supporting Data for Charts Above

(Dollar Amounts in Thousands)

Prince George County Data

	2004	2005	2006	2007	2008
Sales	\$813.592	\$902.271	\$782.000	\$730.153	\$678.228
Gross Margin	\$548.598	\$612.285	\$542.198	\$518.184	\$487.648
EBITDA	\$205.450	\$228.530	\$201.067	\$191.104	\$179.444
Operating Profit Margin	4.120%	3.980%	3.580%	3.155%	3.024%
Net Worth	\$83.620	\$92.943	\$80.479	\$75.573	\$69.638

Ratios (shown in charts above)

Quick Ratio	1.071	1.067	1.065	1.061	1.051
Current Ratio	1.130	1.125	1.124	1.119	1.109
Working Capital to Debt	28.900%	28.810%	27.510%	25.793%	24.845%
Debt to Equity	179.560%	175.167%	166.490%	156.681%	150.766%
Pretax Return on Assets	14.380%	14.204%	13.410%	12.438%	12.423%
Pretax Return on Net Worth	38.680%	38.190%	35.700%	32.663%	32.271%
Sales to Working Capital	50.896	54.293	58.623	64.824	74.511
Inventory to Sales	.890%	.851%	.810%	.760%	.709%

Additional Ratios

Assets to Sales	28.690%	28.022%	26.670%	25.364%	24.342%
Accounts Receivable to Revenue	8.270%	8.014%	7.260%	6.475%	5.928%
Cash Flow to Total Debt	.380	.379	.368	.355	.358
Current Liabilities to Net Worth	149.520%	145.712%	136.860%	127.576%	122.468%
Cash Ratio	41.700%	41.790%	43.400%	45.259%	46.327%
Cash to Current Assets	36.890%	37.142%	38.620%	40.431%	41.772%
Cash to Working Capital	319.760%	333.877%	350.850%	379.000%	424.852%
Inventory Turnover	35.922	37.034	37.052	37.364	38.766
Sales to Equity	9.925	9.902	9.925	9.876	9.950
Working Capital Turnover	50.896	54.293	58.623	64.824	74.511

Note: Business Ratios vary widely among industries due to start-up costs, inventory requirements, staffing, expenses, etc.

Supporting Data

Supporting Data for Charts Above

(Dollar Amounts in Thousands)

Maryland Data

	2004	2005	2006	2007	2008
Sales	\$563.922	\$656.355	\$659.366	\$697.679	\$735.943
Gross Margin	\$394.864	\$463.000	\$468.480	\$498.866	\$528.279
EBITDA	\$146.868	\$171.982	\$173.290	\$183.861	\$194.270
Operating Profit Margin	3.398%	3.290%	3.168%	3.030%	3.000%
Net Worth	\$54.779	\$65.247	\$66.997	\$72.082	\$77.171

Ratios (shown in charts above)

Quick Ratio	1.081	1.072	1.065	1.060	1.054
Current Ratio	1.148	1.135	1.127	1.120	1.112
Working Capital to Debt	25.826%	25.633%	25.424%	25.100%	25.210%
Debt to Equity	173.065%	166.017%	159.635%	154.360%	150.187%
Pretax Return on Assets	12.830%	12.677%	12.451%	12.130%	12.156%
Pretax Return on Net Worth	33.500%	33.129%	32.547%	31.680%	31.732%
Sales to Working Capital	51.772	57.072	61.417	66.102	71.301
Inventory to Sales	.867%	.824%	.793%	.750%	.726%

Additional Ratios

Assets to Sales	26.481%	25.955%	25.445%	25.010%	24.683%
Accounts Receivable to Revenue	6.693%	6.507%	6.357%	6.210%	6.120%
Cash Flow to Total Debt	.357	.357	.354	.350	.352
Current Liabilities to Net Worth	138.162%	133.282%	128.649%	125.020%	122.310%
Cash Ratio	46.336%	46.259%	46.201%	46.130%	45.979%
Cash to Current Assets	40.378%	40.740%	40.976%	41.200%	41.357%
Cash to Working Capital	314.010%	341.469%	362.361%	385.110%	411.463%
Inventory Turnover	33.718	34.898	35.644	36.958	38.052
Sales to Equity	10.555	10.305	10.074	9.899	9.745
Working Capital Turnover	51.772	57.072	61.417	66.102	71.301

Note: Business Ratios vary widely among industries due to start-up costs, inventory requirements, staffing, expenses, etc.

Glossary Terms - Income Statement

Advertising The amount spent on advertising.	Bad Debt An accounts receivable which is considered uncollectible and is being written off.
Compensation of Officers The amount paid to company officers.	Cost of Goods Sold The direct cost associated with producing or acquiring the goods sold.
EBITDA Earnings Before Interest, Taxes, Depreciation, and Amortization. Also known as Operating Cash Flow.	Employee Benefit Program The amount spent providing benefits to employees.
Gross Margin The difference between the sales and the cost of goods sold, also called the Gross Profit.	Interest Expense Amount paid to service a debt.
Miscellaneous Expenses Other unclassified expenses, such as loss carry forwards.	Net Income/Operating Profit The amount remaining after all operating expenses have been deducted.
Pensions & Annuity Plans The amount paid by the company towards pensions and annuity plans for its employees and officers.	Rent The amount paid for occupancy and use of real estate.
Repairs The amount paid to upkeep property in its original, or functional, condition.	Salaries & Wages The amount paid to employees.
Sales The total amount received through selling activities.	Total Receipts The gross sales less any returns.

Glossary Terms - Balance Sheet

<p>Accounts Payable Short-term obligations owed by your business for goods and services.</p>	<p>Accounts Receivable Amounts owed to your business for goods and services.</p>
<p>Cash Monies available to a business at any time. The most liquid of all assets.</p>	<p>Depreciation, Depletion, & Amortization The amounts allocated during the period to amortize the cost of acquired Long-term Assets.</p>
<p>Inventories Unsold goods held by manufacturers, wholesalers and retailers.</p>	<p>Long-Term Debt Debt due to be paid at a date more than one year in the future.</p>
<p>Long-Term Investments Companies use long-term investments to generate income by placing funds into long-term investments such as stocks and bonds.</p>	<p>Net Accounts Receivable The amount a company is reasonably confident that they can collect from their Accounts Receivable.</p>
<p>Net Intangible Assets Non-physical items a business has of value, such as goodwill and trade names.</p>	<p>Other Assets These include items not otherwise classified as a Current Asset or a Fixed Asset. These could include property held for sale, long-term prepaid expenses or long-term notes receivable.</p>
<p>Other Current Assets Non-cash assets due within 1 year such as supplies, prepaid expenses, and deferred income tax recoveries that are not yet in cash but will be within a year.</p>	<p>Other Current Liabilities A balance sheet entry used by companies to group together current liabilities that are not assigned to common liabilities such as debt obligations or accounts payable.</p>
<p>Plant, Property, & Equipment Also referred to as Fixed Assets or Tangible Assets. This includes assets purchased for long-term use by a business such as buildings, land, machines, furniture, tools, etc.</p>	<p>Short-Term Investments Companies use short-term investments to park their surplus Cash. These investments could include securities bought and held for sale in the near future to generate additional income.</p>
<p>Short-Term Obligations Amounts owed by your business to creditors, suppliers, and other vendors. Often these amounts will be due within 90-days.</p>	<p>Total Assets What a business has of value. This includes: inventory, investments, bank accounts, cars, trucks, property, trademarks, goodwill, etc.</p>
<p>Total Current Assets The combination of cash, inventories, receivables, and other current assets considered to be convertible into cash within a year or less.</p>	<p>Total Current Liabilities Claims to the company's assets that are usually due within one year. These make up several line items, such as accounts payable, notes payable, current maturities, and accrued liabilities. Also called Current Liabilities.</p>
<p>Total Liabilities Includes all the current liabilities, long-term debt, and any other miscellaneous liabilities the company may have.</p>	<p>Total Net Worth & Equity The owner's total investment in a company (purchased or earned), which may never have to be repaid, minus the liabilities that will need to be repaid.</p>
<p>Total Liabilities & Net Worth Is the sum of all liability items and the net worth. Also known as Total Assets.</p>	

Glossary Terms - Ratios

<p>Assets to Sales Ratio This ratio is calculated by taking Total Assets and dividing by Annual Sales. This indicates the entire investment required to bring in sales. Generally, a high number here indicates that assets are being under-utilized.</p>	<p>Accounts Receivable to Revenue Ratio This ratio is determined by dividing Total Accounts Receivable by Annual Sales. This indicates how much credit the company is extending to its customers as a proportion of total revenue.</p>
<p>Cash Ratio This ratio is determined by dividing Cash by Current Liabilities. Also called the Liquidity Ratio, this ratio is used to determine the ability of the company to meet short-term commitments.</p>	<p>Cash Flow to Total Debt Ratio This ratio is calculated by taking Cash Flow and dividing by Total Debt. This measures how long it will take for a company to pay down its total debt by using its cash flow. A long period may indicate excessive debt and the potential for bankruptcy in an economic downturn.</p>
<p>Cash to Current Assets Ratio This ratio is calculated by taking Cash and dividing by Current Assets. This measures how much cash a company holds in proportion to its total assets. This is used to determine the ability of the company to meet immediate commitments.</p>	<p>Cash to Working Capital Ratio This ratio is determined by dividing Cash by Working Capital. This indicates how much of the company's working capital is in cash, a key metric that indicates how easily a company may meet its short-term commitments.</p>
<p>Current Ratio This ratio divides the Current Assets by the Current Liabilities. This ratio is often used by short-term creditors to make sure that their investments are covered by assets which can be converted to cash in the near future.</p>	<p>Current Liabilities to Net Worth Ratio This ratio is determined by dividing Current Liabilities by Net Worth. This indicates the solvency of a company. Generally, this should not exceed 60%. Higher figures indicate potential future problems meeting its commitments.</p>
<p>Debt to Equity Ratio This ratio is calculated by taking Total Liabilities and dividing by Total Equity. A very low ratio means that the company has greater protection to creditors if there is a decline in sales or a shrinkage of total assets.</p>	<p>Inventory to Sales Ratio Calculated by dividing the Inventory Balance at the end of the year by the Total Sales for that year. The Inventory to Sales Ratio helps you identify whether inventory is growing unnecessarily.</p>
<p>Inventory Turnover Ratio This ratio is calculated by dividing Cost of Goods Sold by Inventory. This shows how many times a company's inventory is sold and replaced each year. A high number is desirable. A low number may indicate significant future problems.</p>	<p>Pretax Return on Assets Ratio Calculated by dividing a company's annual Pretax Earnings by its Total Assets. An indicator of how profitable a company is relative to its total assets.</p>
<p>Pretax Return on Net Worth Ratio Determined by dividing Pretax Profits by Total Net Worth. This ratio highlights management's ability to generate a meaningful return on capital invested in the business.</p>	<p>Quick Ratio Short-term liquidity ratio calculated by dividing Current Assets (cash, marketable securities, etc. but not Inventory) by Current Liabilities. This ratio places more emphasis on those liquid assets that can be quickly converted into cash.</p>
<p>Sales to Working Capital Ratio This ratio is calculated by dividing Annual Sales by Total Net Worth. Indicates how many dollars in sales the business makes for every dollar of working capital.</p>	<p>Sales to Equity Ratio This ratio is determined by taking Annual Sales and dividing by Total Equity. This measures, over time, how much sales volume is produced given the equity investment in the company. An increasing figure over time is desirable, because it shows the company to be increasingly efficient.</p>
<p>Working Capital to Debt Ratio This ratio is obtained by dividing Working Capital by Debt. Measures the ability of a company to eliminate its debt using its Working Capital.</p>	<p>Working Capital Turnover Ratio This ratio is calculated by dividing Annual Sales by Working Capital. This measures how well a company uses its working capital to generate sales. Generally, a high number indicates that the company is generating many sales for every dollar of working capital utilized in the sale process.</p>

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