

What's in it for you?

By participating in the NTMA OCEC survey you will receive two individualized management tools. And it's free to you through NTMA!

Individualized Financial Performance Report

- Compares your company to the industry, to other companies in your line of business and to other manufacturers your size
- Provides management commentary to help you interpret the results
- Establishes a solid basis for working with lenders

Financial Toolkit computer program

- Microsoft® Excel® template with your data already loaded
- Provides "what-if" capabilities
- Establishes a basis for budgeting

What's inside your Financial Performance Report...

Executive Summary – The Executive Summary is a two-page overview of your key financial results. Areas of strength or weakness are easily identified on the Performance Scorecard.

Detailed Results – The report also provides eleven pages detailing your results compared to the industry, to other companies in your line of business, and to other companies your size.

	Typical NTMA Mfr	High Profit NTMA	NTMA Mfr \$15-\$25 Million	Tools & Dies	Tool & Die Over \$8 Million	Your Firm
Number Of Firms Reporting	215	54	16	29	9	
Typical Sales Volume	\$5,109,380	\$7,230,039	\$20,708,311	\$5,022,512	\$12,353,545	\$17,000,000
Sales Growth (2004 To 2005)	9.2%	13.3%	9.0%	20.8%	26.6%	8.7%

Strategic Profit Model Ratios

Profit Margin
Asset Turnover
Return On Assets
Financial Leverage
Return On Net Worth

Sales By Industry

Tools & Dies
Molds
General Precision Machining
Aerospace Machining & Fabrication
Special Machines
Production Operations
Total Sales

Income Statement

Net Sales
Cost Of Goods Sold
Direct Materials
Subcontracting
Total Direct Labor
Repairs & Maintenance
Indirect Labor
Supervision
Payroll Burden
Employee Welfare
Tools & Supplies
Utilities (heat, light, power)
Rent/Lease (buildings)
Insurance (liability & casualty)
Taxes (property, business)
Depreciation
All Other Manufacturing Expenses
Total Cost Of Goods

Performance Scorecard: Your Results Compared to NTMA

