



# Operating Costs Dashboard

The NTMA Operating Costs Report is a profitability or cost of doing business study of members designed to obtain, understand and analyze "best practices" in the precision custom tooling & machining industry. Results profiled in the Operating Costs Report are based on income statement, balance sheet, and operating data provided by NTMA members. The report details industry financial performance benchmarks as well as the importance of each performance factor. Identifying high performance factors that have the greatest impact on profitability allows managers to focus their attention and deploy their resources in the most efficient and effective manner.

## Confidential

Only the staff of the Mackay Research Group will have access to your compensation and benefits information. Because the members send the survey directly to them, neither the NTMA staff nor its members have access to any individual company's data.

Data is collected by Mackay Research Group from participating NTMA members and then analyzed for validity, thoroughness, and market representation based on the organization's size, line of business, and geographic region. A minimum number of incumbents are required in order to report each data element. If minimums are not met, the benchmark data is suppressed, ensuring you the highest level of data confidentiality.

## Stylish, perceptive, robust benchmarking

The new NTMA Operating Costs Dashboard allows you to slice and dice your data against your industry peers for the comparisons you choose. The report gives you an interactive, live look at the columns of data you want to use for comparison to your company. This compelling intelligence will lead you to powerful and actionable insights for improving your profitability.

As seen in the exhibit below, along the left side of the Detailed Results worksheet in the NTMA Operating Costs Dashboard, distributors can navigate to a specific section of the data for analysis. Across the top of the worksheet, you can select the specific columns of data that apply to your business.

**SAMPLE NTMA Operating Costs Dashboard** [Print Full Report](#)

Introduction Summary **Detailed Results** Data Graphs Trends \$ Benchmarks 'What If' Toolkit Definitions

Click on a section to skip to that section. You can also scroll down the page. **Change any or all 5 column headers:** (Your Company remains as a fixed column) Click on a box and a drop down menu will appear with ALL industry performance columns available.

|   | Typical NTMA Mfr. | High Profit NTMA | Sales \$10-\$15 Million | General Precision Aerospace Machining & Fabrication | Aerospace Machining & Fabrication | Your Company |
|---|-------------------|------------------|-------------------------|---|-----------------------------------|--------------|
| <b>Income Statement</b>                   |                   |                  |                         |   |                                   |              |
| <b>INCOME STATEMENT</b>                   |                   |                  |                         | Precision Machining                                 | Machining & Fabrication           | Your Company |
| <b>Net Sales</b>                          | 100.0%            | 100.0%           | 100.0%                  | 100.0%  | 100.0%                            | 100.0%       |
| <b>Cost Of Goods Sold</b>                 |                   |                  |                         |   |                                   |              |
| Direct Materials                          | 24.9              | 22.8             | 31.1                    | 21.0  | 19.3                              | 15.0         |
| Direct Labor                              | 21.9              | 19.5             | 22.3                    | 22.3  | 22.5                              | 25.0         |
| All Other Factory Labor                   | 6.9               | 5.9              | 4.9                     | 6.9   | 9.6                               | 6.0          |
| Plant Payroll Taxes, Group Ins., Benefits | 6.9               | 6.0              | 7.9                     | 6.8   | 8.5                               | 5.5          |
| Tools & Supplies                          | 4.4               | 4.3              | 3.9                     | 5.6   | 4.9                               | 18.0         |
| Utilities                                 | 1.5               | 1.7              | 1.4                     | 1.6   | 1.8                               | 1.5          |
| Rent/Lease                                | 1.7               | 2.3              | 1.9                     | 1.9   | 3.0                               | 0.5          |
| Depreciation & Amortization               | 4.2               | 3.6              | 3.4                     | 5.1   | 5.0                               | 8.0          |
| All Other Factory Costs                   | 4.4               | 4.5              | 4.4                     | 4.8   | 5.2                               | 3.5          |
| <b>Total Cost Of Goods Sold</b>           | <b>76.8</b>       | <b>70.6</b>      | <b>81.2</b>             | <b>76.0</b>   | <b>79.8</b>                       | <b>83.0</b>  |
| <b>Manufacturing Profit</b>               | <b>23.2</b>       | <b>29.4</b>      | <b>18.8</b>             | <b>24.0</b>   | <b>20.2</b>                       | <b>17.0</b>  |

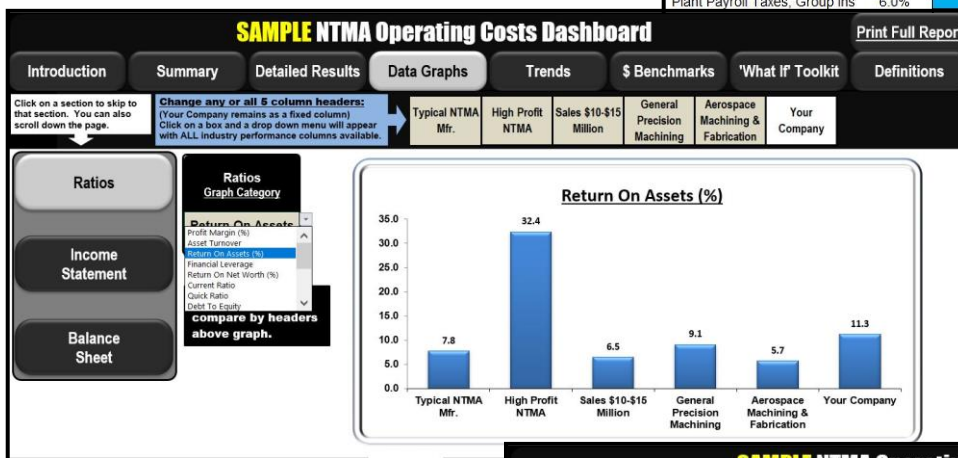
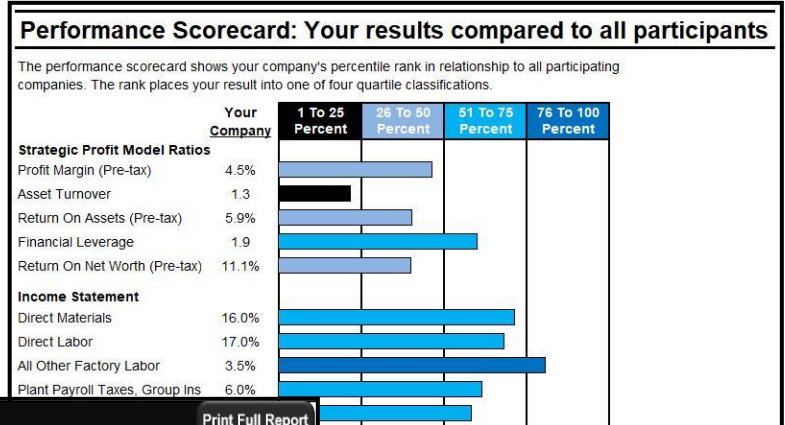
Return On Investment & Product Mix  
Income Statement  
Operating Statement Expressed as % of Value Added  
Balance Sheet  
Financial Ratios, Asset Productivity Ratios & EVA  
Employee Productivity

\*Columns selected on this tab transfer to Print Full Report in best printing format.

**For more information contact:** Kelly LaMarca, Membership & Chapter Support Manager, klamarca@ntma.org, (216) 264-2837

## How you stack up

One of the first pages in the individual Financial Benchmarking Report is this Scorecard graph. This page of the individual report gives you a quick, visual view of strengths and weakness and ratios to dig deeper into in the rest of the report.

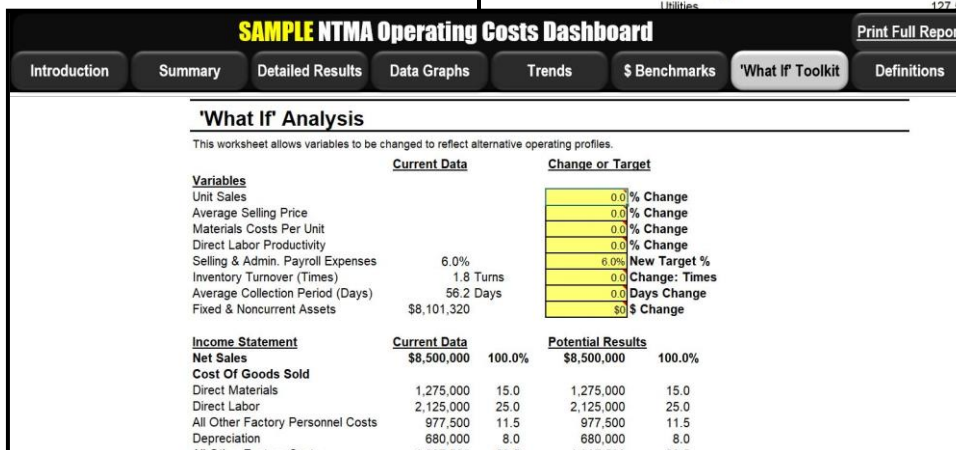
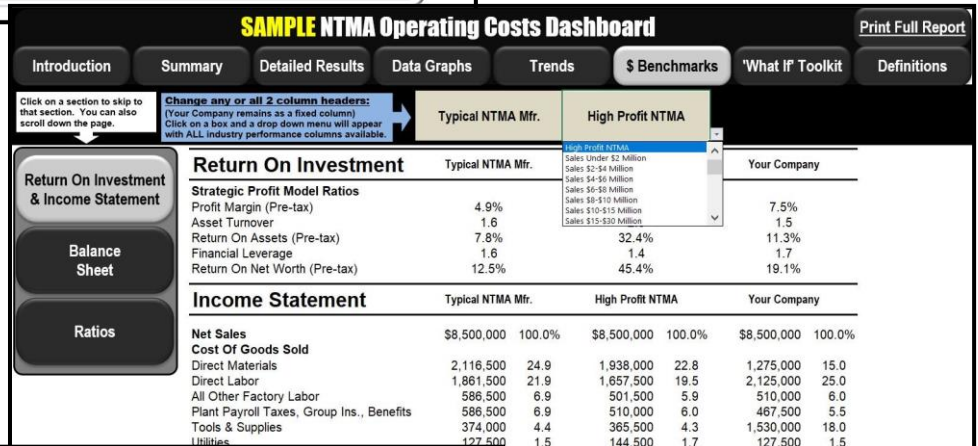


## Interactive Graphics

To modify an old expression, a picture is worth a thousand spreadsheet data cells. Data visualization and interactive graphics enable you to instinctively see previously hidden patterns. You can make faster, better decisions.

## Dollar Benchmarks

The "\$ Benchmarks" tab demonstrates what typical and high profit dollar amounts in the income statement and balance sheet would be if they had exactly the same sales volume that your company did.



## "What-If" Forecasting

The "What-If" tab gives you insights into multiple scenarios for sound business planning. It allows you to change certain measurements (sales volume, units, expenses, etc.) to see how your company could improve. This analysis establishes a basis for budgeting.