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.

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

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.

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