

PMPA Statistics and Benchmarking Committee

The PMPA Statistics and Benchmarking Committee has a comprehensive management statistics program. The PMPA S & B Committee conducts four annual surveys of the industry, each with a specific focus to provide valuable management information.

Report A: Expenses, Asset Management / End Market Sales Distribution -

Measures expenses and asset management information to benchmark resource efficiency in the PM parts industry. It also contains a section measuring sales distribution by end market and region.

Examples of the Expense Statistics are (each item reported as a percentage):

Raw Material	Utilities
Direct Labor & Benefit	Insurance
Purchase of Secondaries	Depreciation
Net New Tooling	R&D Expenses
Net Replacement Tooling	Sales & Marketing, G&H
Maintenance Costs	Income before Interest & Taxes

Asset Management:

Current Assets	Average Raw Material Inventory (days)
Average Collection Period (days)	Work in Progress Inventory (days)
Current Rates	Inventory Turnover (days)
Quick Ratio	Return on Adjusted Gross and Net Assets

Classification Data:

Total Assets
Net PM Sales
Average Number of Employees

End Market Sales Distribution:

Percentage breakdown of net PM sales by market (e.g., auto, heavy-duty truck, agriculture, appliance, office equipment, other)

- 1). PM Sales by Region
- 2). PM Production by region:
 - U.S.
 - Canada
 - Mexico
 - Central America
 - South America
 - Western Europe
 - Asia / Pacific Rim

Report B: Operational Benchmarking Survey -

Includes plant level data about operational efficiency in manufacturing plants.

Examples of the data collected are:

Number of PM Employees	% of on time Product Delivery
Total pounds of PM Parts Shipped	Defective parts per million at a final inspection.
Net Sales of PM Parts	% accepted first article submissions
Square footage of PM Operations	P/M shipments per molding set-up employee
Total Energy Costs	% sales in Scrap, Rework, Returned
Average number of Presses Operating	Number of New Product Tooled
Total Press Hours	New Tooling as a percentage of net sales and others....

Report C: Wage and Hour Classification / Fringe Benefits Survey -

Compiles data on wages, salaries, turnover (of employees) and absenteeism. The data is categorized by region, locale, company sales (in ranges) and number of employees. Various direct, indirect and salaried labor positions are categorized with annual salary defined as average-lowest-highest. In addition, turnover and absenteeism and a broad range of management issue and benefit plan data (COLA, union labor, shift premiums, bonus plans, sick leave, vacation policies, insurance and medical coverage) is collected.

Report D: Safety Statistics -

Based on OSHA safety reporting requirements.

By participating in this study, you will have a summary of current practice in the industry. **All responses are confidential and will be analyzed anonymously. An independent CPA collects the data for PMPA and forwards it to MPIF with identification codes to disguise the identity of participating companies. The Statistics Committee will not have any access to your identity when dealing with your responses.**

Each participant in the study who completes 75% of the items in a report will receive a customized report that includes a summary of all responses and your responses compared to the aggregate data.

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