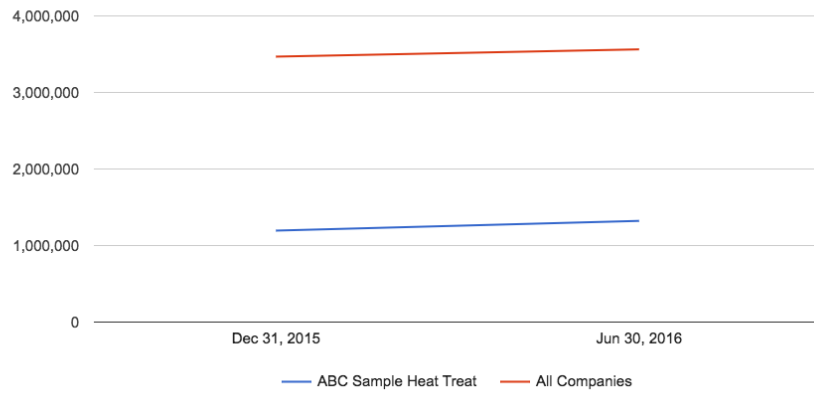


**Semi Annual Operation Cost Report**

Total Sales

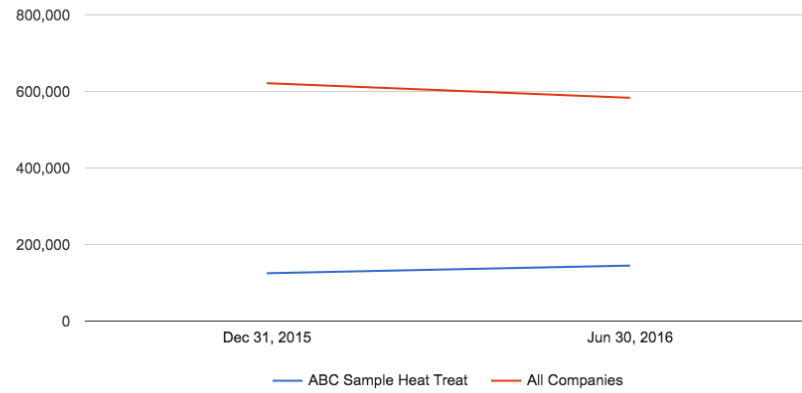
	Dec 2015	Jun 2016
ABC Sample Heat Treat	1,195,000.00	1,322,000.00
All Companies	3,468,127.61	3,563,026.58



### Semi Annual Operation Cost Report

#### Air Atmospheres

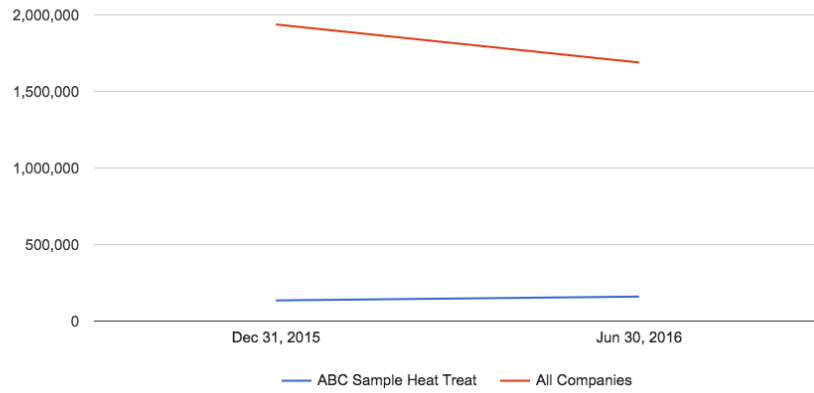
	Dec 2015	Jun 2016
ABC Sample Heat Treat	125,000	145,000
All Companies	621,603	583,421



### Semi Annual Operation Cost Report

#### Protective Atmospheres Including Case Hardening

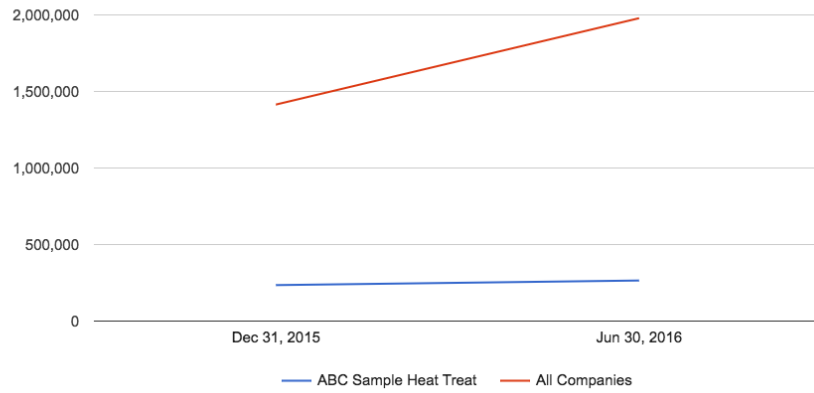
	Dec 2015	Jun 2016
ABC Sample Heat Treat	135,000	160,000
All Companies	1,937,660	1,689,184



### Semi Annual Operation Cost Report

#### Vacuum Including Case Hardening

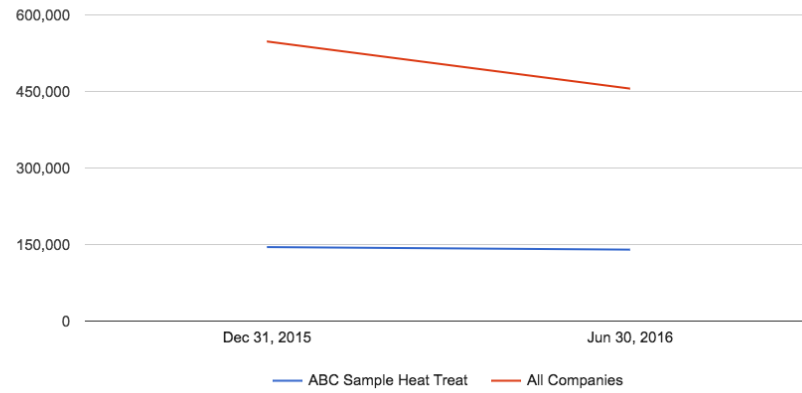
	Dec 2015	Jun 2016
ABC Sample Heat Treat	235,000	265,000
All Companies	1,414,546	1,978,467



### Semi Annual Operation Cost Report

#### Induction

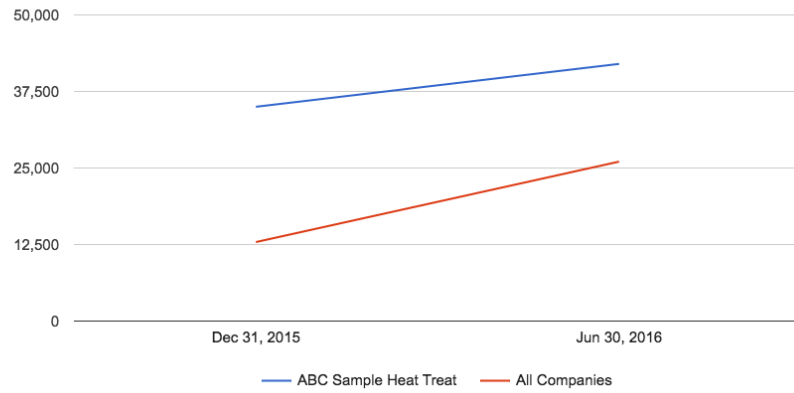
	Dec 2015	Jun 2016
ABC Sample Heat Treat	145,000	140,000
All Companies	547,958	455,614



### Semi Annual Operation Cost Report

#### Flame Hardening

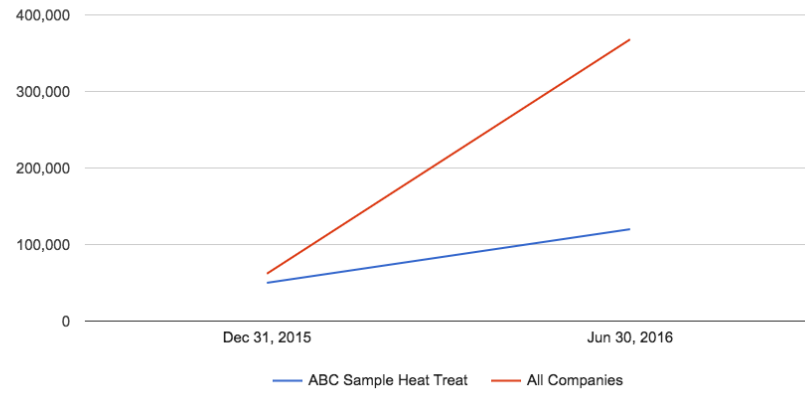
	Dec 2015	Jun 2016
ABC Sample Heat Treat	35,000	42,000
All Companies	12,905	26,040



### Semi Annual Operation Cost Report

Ion

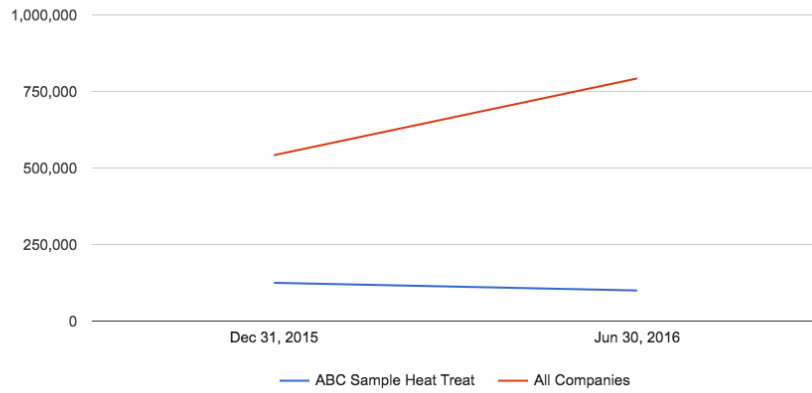
	Dec 2015	Jun 2016
ABC Sample Heat Treat	50,000	120,000
All Companies	61,953	367,963



**Semi Annual Operation Cost Report**

Brazing

	Dec 2015	Jun 2016
ABC Sample Heat Treat	125,000	100,000
All Companies	541,919	792,463

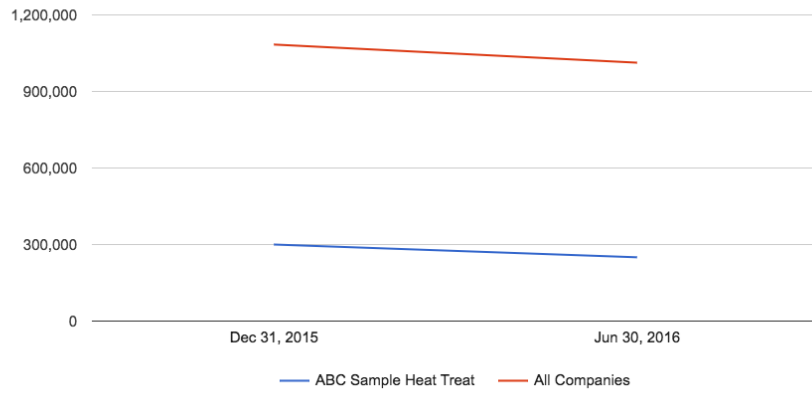




### Semi Annual Operation Cost Report

All Other Heat Treat Sales (Salt Bath, Laser, Microwave)

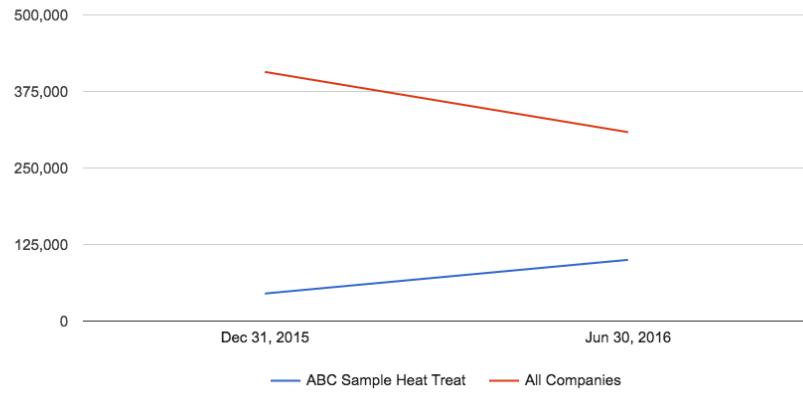
	Dec 2015	Jun 2016
ABC Sample Heat Treat	300,000	250,000
All Companies	1,083,847	1,012,813



**Semi Annual Operation Cost Report**

Other NON HT Sales (Machining, Plating, Sandblasting, Painting, Plating

	Dec 2015	Jun 2016
ABC Sample Heat Treat	45,000	100,000
All Companies	406,906	308,552

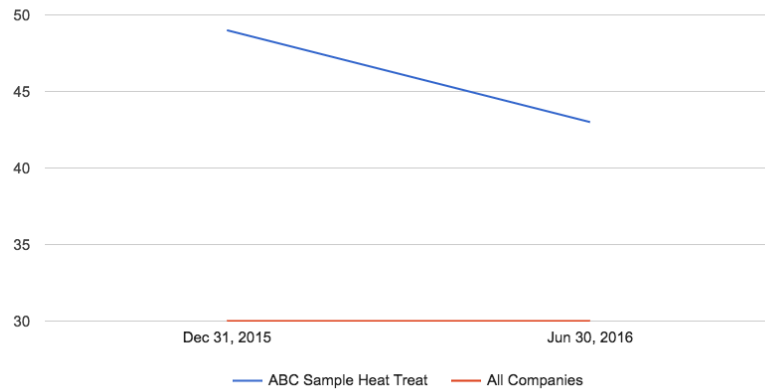


### Semi Annual Operation Cost Report

#### Total Labor As a % of Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	49%	43%
All Companies	30%	30%
Mostly Batch	30	30
Mostly Continuous	26	24
Combination	34	32

**Your Rank is 12 out of 14**

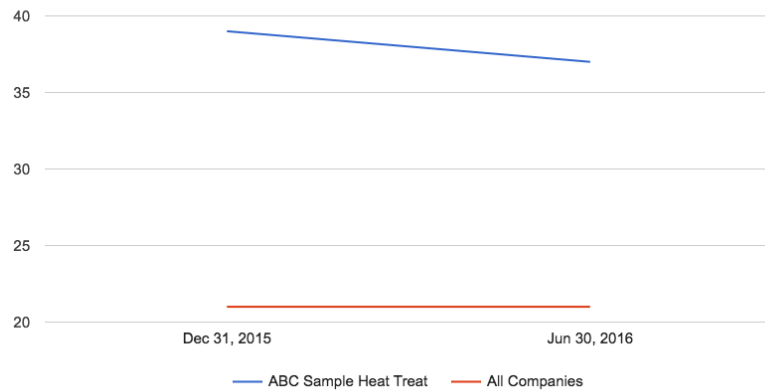


### Semi Annual Operation Cost Report

#### General & Administrative Costs as a % of Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	39%	37%
All Companies	21%	21%
Mostly Batch	22	23
Mostly Continuous	19	17
Combination	19	19

**Your Rank is 14 out of 14**

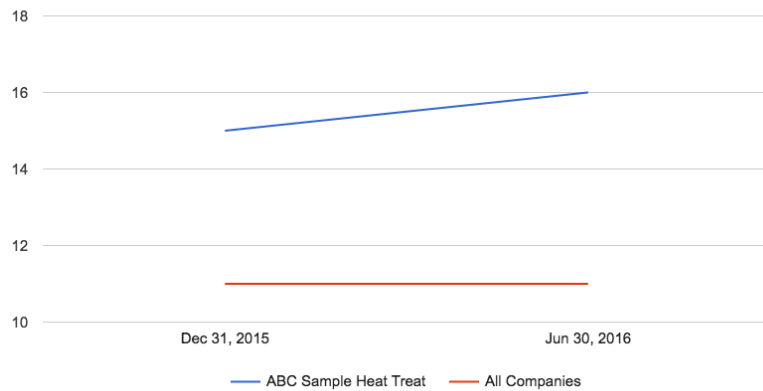


### Semi Annual Operation Cost Report

#### Cost of Energy as a % of Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	15%	16%
All Companies	11%	11%
Mostly Batch	10	10
Mostly Continuous	12	11
Combination	12	12

**Your Rank is 14 out of 14**

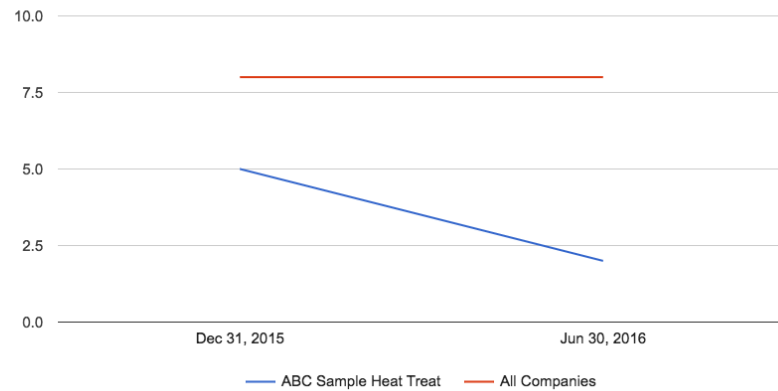


### Semi Annual Operation Cost Report

#### Maintenance Cost as a % of Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	5%	2%
All Companies	8%	8%
Mostly Batch	8	9
Mostly Continuous	8	6
Combination	10	9

**Your Rank is 4 out of 14**

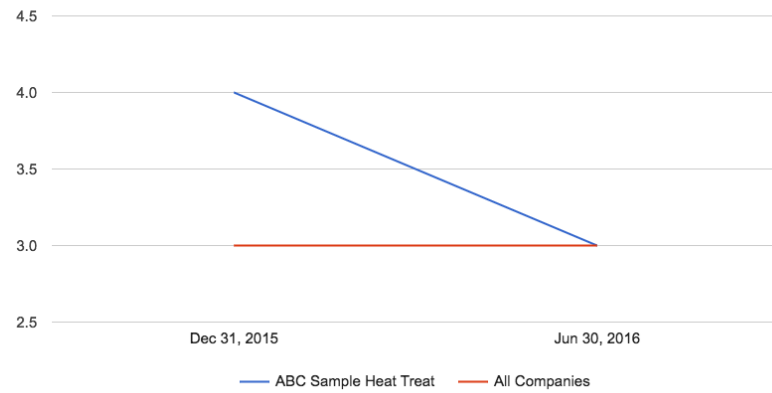


### Semi Annual Operation Cost Report

#### Transportation as a % of Total Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	4%	3%
All Companies	3%	3%
Mostly Batch	3	4
Mostly Continuous	4	4
Combination	3	3

**Your Rank is 6 out of 14**

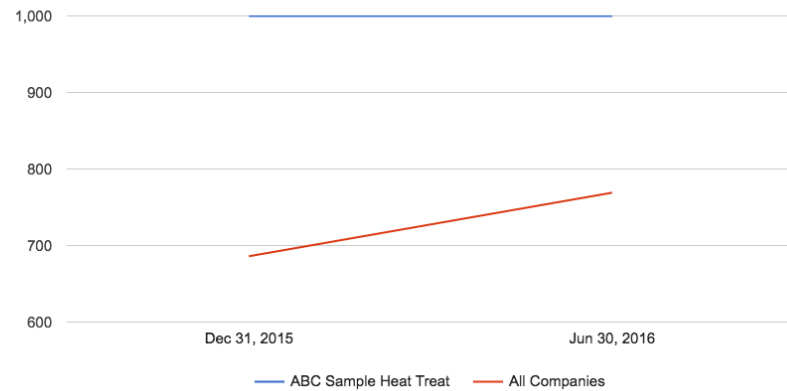


### Semi Annual Operation Cost Report

#### Average Sales Per Order

	Dec 2015	Jun 2016
ABC Sample Heat Treat	1,000	1,000
All Companies	686	769
Mostly Batch	682	732
Mostly Continuous	762	820
Combination	499	529

**Your Rank is 3 out of 14**



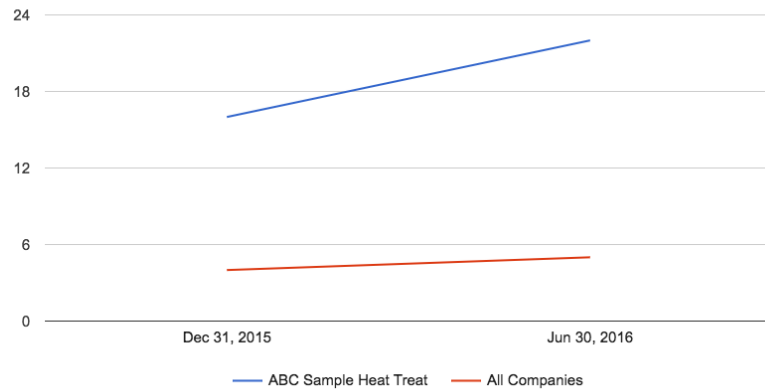


### Semi Annual Operation Cost Report

#### Cost of Healthcare Benefits as a % of Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	16%	22%
All Companies	4%	5%
Mostly Batch	4	5
Mostly Continuous	3	3
Combination	5	6

**Your Rank is 14 out of 14**

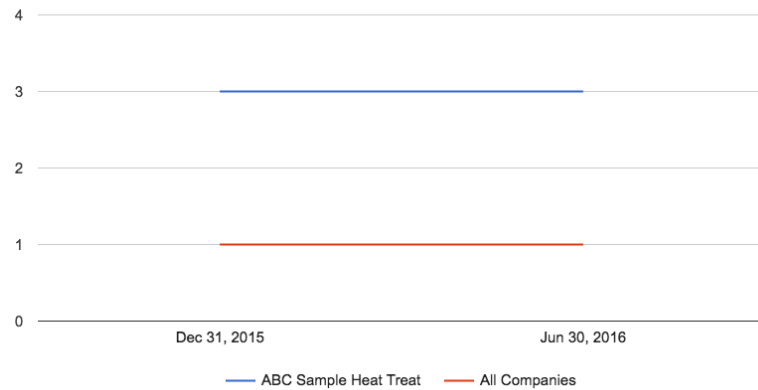


### Semi Annual Operation Cost Report

Total Workers Compensation Premiums as a % of Total Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	3%	3%
All Companies	1%	1%
Mostly Batch	1	1
Mostly Continuous	1	0
Combination	1	1

**Your Rank is 14 out of 14**

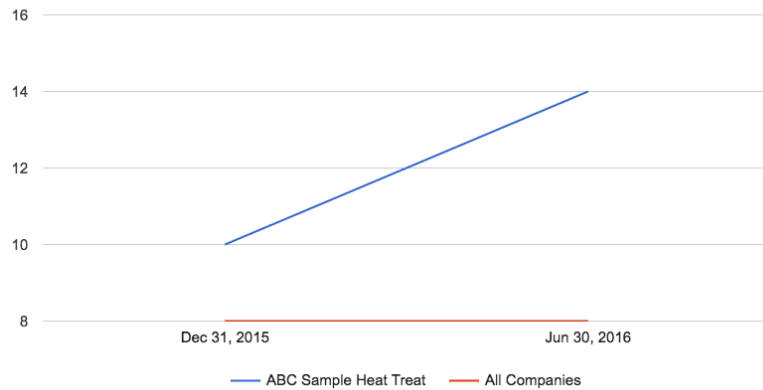


### Semi Annual Operation Cost Report

Net Profit Before Taxes as a % of Sales

	Dec 2015	Jun 2016
ABC Sample Heat Treat	10%	14%
All Companies	8%	8%
Mostly Batch	8	4
Mostly Continuous	12	14
Combination	5	7

**Your Rank is 7 out of 14**

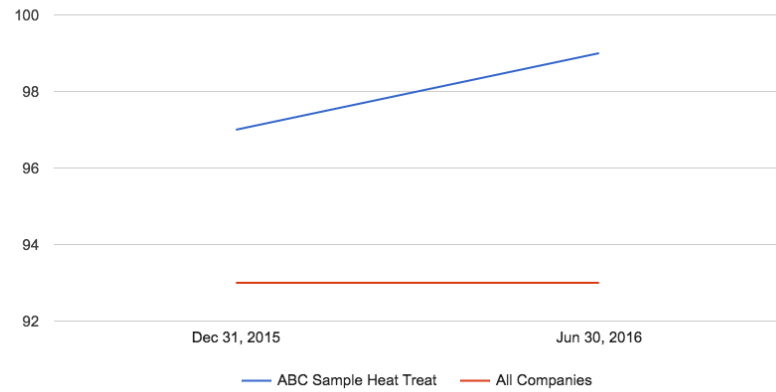


### Semi Annual Operation Cost Report

#### Delivery Metric

	Dec 2015	Jun 2016
ABC Sample Heat Treat	97%	99%
All Companies	93%	93%
Mostly Batch	92	92
Mostly Continuous	95	95
Combination	95	93

**Your Rank is 4 out of 14**



METAL TREATING INSTITUTE,  
Operation Cost Survey Results

	ABC Sample Heat Treat	All Companies	Companies with Profit	Companies With Loss	Top 50% of Co's in Sales	Bottom 50% Co's in Sales	Companies Similar in Size
Number of Companies	1	40.00	35.00	5.00	20.00	20.00	14.00
Average Number of Employees	34.00	49.00	52.00	30.00	65.00	34.00	21.00
Total Sales	1,322,000.00	2,500,000	2,857,143	1,735,749	5,000,000	1,764,574	1,484,523
Air Atmosphere	145,000.00	622,354.00	664,948.00	324,200.00	638,592.00	614,973.00	577,972.00
Protective Atmosphere	160,000.00	1,840,440.00	1,965,026.00	1,030,635.00	2,992,329.00	832,538.00	723,401.00
Vacuum	265,000.00	1,482,637.00	1,581,064.00	695,222.00	2,178,520.00	612,784.00	565,400.00
Induction	140,000.00	500,282.00	558,812.00	2,776.00	957,107.00	89,139.00	99,519.00
Flame Hardening	42,000.00	30,795.00	30,795.00	0.00	0.00	30,795.00	39,694.00
Ion	120,000.00	367,963.00	367,963.00	0.00	28,880.00	480,990.00	480,990.00
Brazing	100,000.00	719.00	719.00	0.00	1.00	530.00	607.00
Other Heat Treating Sales	250,000.00	1,141,755.00	1,268,054.00	341,863.00	1,902,063.00	229,387.00	183,702.00
Other Non-Heat Treating Sales	100,000.00	348,621.00	325,444.00	495,407.00	681,669.00	193,199.00	212,969.00
Total Labor as a % of Sales	43.00	28.70	29.08	25.99	27.76	29.63	28.52
G&A Costs as a % of Sales	37.00	20.51	20.45	20.94	21.88	19.15	21.55
Total Utilities as a % of Sales	16.00	10.87	10.46	13.73	10.38	11.36	10.72
Maintenance as a % of Sales	2.00	8.02	7.80	9.49	8.90	7.13	6.07
Transportation	3.00	3.13	2.51	6.91	3.13	3.14	3.13
Health care	22.00	4.85	4.86	4.78	3.81	5.89	6.21
Workers Compensation	3.00	0.88	0.94	0.74	0.95	0.81	0.78
Net Profit as a Percent	14.00	9.06	13.14	-19.50	9.05	9.07	12.06

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of Sales Before Taxes

Delivery Metric	99.00	93.43	94.55	82.63	90.13	96.74	96.79
Average \$ per Order	1,000.00	674.33	677.01	653.50	491.94	846.58	851.53
Sales Per Employee	38,882	76,253.97	77,830.55	65,217.93	81,189.94	71,318.00	76,977.42