

Profitability

Operating Profit Margin (OPM)

(Total Sales - Total Cost of Goods Sold - Total SG&A) / Total Sales x 100

SG&A represents Sales, General and Administrative Costs

| Response Ranges | Counts | Percents |
|-----------------|--------|----------|
| < 0%* | 10 | 19% |
| 0 - 2.9% | 9 | 17% |
| 3 - 5.9% | 10 | 19% |
| 6 - 11.9% | 12 | 22% |
| 12 - 30.5%** | 11 | 21% |
| Total Responses | 52 | 98% |

* No responses below -11.6%

** No responses above 30.5%

| | Operating Profit Margin | | | | | Totals |
|----------------------------|-------------------------|----------|----------|-----------|------------|--------|
| | < 0% | 0 - 2.9% | 3 - 5.9% | 6 - 11.9% | 12 - 30.5% | |
| Number of Employees | | | | | | |
| 1 - 19 | 4% | 0% | 0% | 2% | 5% | 11% |
| 20 - 49 | 4% | 2% | 4% | 13% | 4% | 27% |
| 50 - 99 | 7% | 8% | 7% | 2% | 6% | 30% |
| 100 - 249 | 4% | 7% | 6% | 5% | 6% | 28% |
| 250 - 499 | 0% | 0% | 2% | 0% | 0% | 2% |

| Type of Company | | | | | | |
|---|-----|-----|-----|-----|-----|-----|
| Contract Mfr./ Plate and Sheet Fabricator | 15% | 15% | 17% | 15% | 13% | 75% |
| Contract Mfr./ Tube and Pipe Fabricator | 2% | 0% | 0% | 5% | 2% | 9% |
| OEM/ Mfr.-New Equip./ Mfr. Ancillary | 2% | 2% | 2% | 2% | 6% | 14% |

| Annual Gross Sales Volume | | | | | | |
|----------------------------------|----|----|----|-----|----|-----|
| Under \$1 Million | 2% | 0% | 0% | 0% | 2% | 4% |
| \$1 - \$9.9 Million | 8% | 9% | 4% | 15% | 9% | 45% |
| \$10 - \$19.9 Million | 9% | 6% | 9% | 4% | 4% | 32% |
| \$20 - \$49.9 Million | 0% | 2% | 6% | 3% | 6% | 17% |

| Geographic Region | | | | | | |
|--------------------------|-----|----|----|-----|----|-----|
| Northeast | 0% | 0% | 5% | 4% | 0% | 9% |
| Southeast | 0% | 2% | 2% | 0% | 9% | 13% |
| East North Central | 11% | 6% | 6% | 13% | 6% | 42% |
| West Central | 6% | 5% | 6% | 2% | 2% | 21% |
| West | 0% | 2% | 0% | 0% | 2% | 4% |
| Southwest | 2% | 2% | 0% | 3% | 2% | 9% |

| Plant Size | | | | | | |
|-----------------------|----|----|----|-----|----|-----|
| 1 - 49,999 sq ft | 6% | 2% | 6% | 11% | 9% | 34% |
| 50,000 - 99,999 sq ft | 4% | 7% | 6% | 7% | 8% | 32% |
| 100,000 - 149,999 | 7% | 8% | 5% | 4% | 2% | 26% |
| 150,000 + sq ft | 2% | 0% | 2% | 0% | 2% | 6% |

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