Sample Comments Appropriate for the Business Roundtable at CEMA Meetings

REPORTING COMPANY	BUSINESS TRENDS									
	BACKLOG (vs. Last Year)	INQUIRIES Last 6 Months		ORDERS TRENDS		LEAD TIMES	INVENTORY	SALES	PROFITS	OTHER COMMENTS
		Quantity	Size	Next 6 Months	Next 12 Months	Last 6 Months	Last 6 Months	(Billings vs. Last Year)	(Billings vs. Last Year)	
Company A	+1	+2	0	+2	+1	-1	-1	+2	+1	Lot of new inquiries from South Africa
Company B	-2	-1	+1	+1	+1	+2	-1	0	+1	Raw Material Costs Increasing

SAMPLE

To Help Standardize the responses please use one of FIVE options to characterize your business.

UP	UP SLIGHTLY	FLAT	DOWN SLIGHTLY	DOWN
+2	+1	0	-1	-2

EXAMPLES OF APPROPRIATE COMMENTS DURING CEMA BUSINESS ROUND TABLE
Presented by a Company Representative at the CEMA Annual and Fall Meetings of the Bulk and Unit Handling Sections

REPORTING COMPANY	LABOR TRENDS								MEDICAL SURVEY				OTHER COMMENTS
	MANUFACTURING					ENGINEERING							
	Union Affiliation	Number of Shifts	Employment (Full, 75%, etc,)	Hrs Per Week	Wages and Fringes	Employment (Full, 75%, etc,)	Hrs Per Week	Wages and Fringes	Type of Employee Health Insurance Provided	Percent of Premium paid by Company	Percent Premium Increase Over Last Year	Other Types of Insurance Offered by Company	
Company A	*Union - 2nd Yr. of 3 Yr. Contract*	*1*	*75% and Hiring*	*50*	*Up 3%*	*50% and Hiring*	*45-50*	*3.5%*	*HMO*	*90%*	*12*	*Life, LTD*	*Hard to find engineers. Paying premium to hire.*

STANDARDIZATION NOTE:

With Regard to Employment,
FULL is a function of Employment vs Your One Shift Production Capacity

SAMPLE

REPORTING COMPANY	BUSINESS TRENDS									
	BACKLOG (vs. Last Year)	INQUIRIES Last 6 Months		ORDERS TRENDS		LEAD TIMES	INVENTORY	SALES	PROFITS	OTHER COMMENTS
		Quantity	Size	Next 6 Months	Next 12 Months	Last 6 Months	Last 6 Months	(Billings vs. Last Year)	(Billings vs. Last Year)	

To Help Standardize the responses please use one of FIVE options to characterize your business.

GREATER THAN 10%	MORE THAN 2% UP TO 10%	RANGE BETWEEN -2% & +2%	MORE THAN -2% UP TO -10%	GREATER THAN -10%
+2	+1	0	-1	-2

REPORTING COMPANY	LABOR TRENDS								MEDICAL SURVEY				OTHER COMMENTS
	MANUFACTURING					ENGINEERING			Type of Employee Health Insurance Provided	Percent of Premium paid by Company	Percent Premium Increase Over Last Year	Other Types of Insurance Offered by Company	
	Union Affiliation	Number of Shifts	Employment (Full, 75%, etc,)	Hrs Per Week	Wages and Fringes	Employment (Full, 75%, etc,)	Hrs Per Week	Wages and Fringes					