



Market Statistics Program

The Program

The Market Statistics Program has been a benefit of WASTEC membership since 1994. Currently over 40 companies report information and in return receive manufacturing data on the industry as well as their company's relationship to the market and competitors. The program has provided many association members with valuable information to assess business performance and information that assists in informed planning and business decisions for production, marketing and sales. The program has two components, Product Data and Market Trend Analysis.

Product Data

The **Product Production Statistics (PProds) Program** consists of manufacturers reporting production and sales data in specific product categories. Depending on the product, a quarterly or monthly report is produced and distributed only to those members that report data. Data issued will serve as a tool in keeping track of the past performance and the current strength of your market.

Currently there are reporting categories for (and subcategories):

Mobile Equipment: Front, Rear, and Side Loaders, Multi-Compartment and Roll-Offs

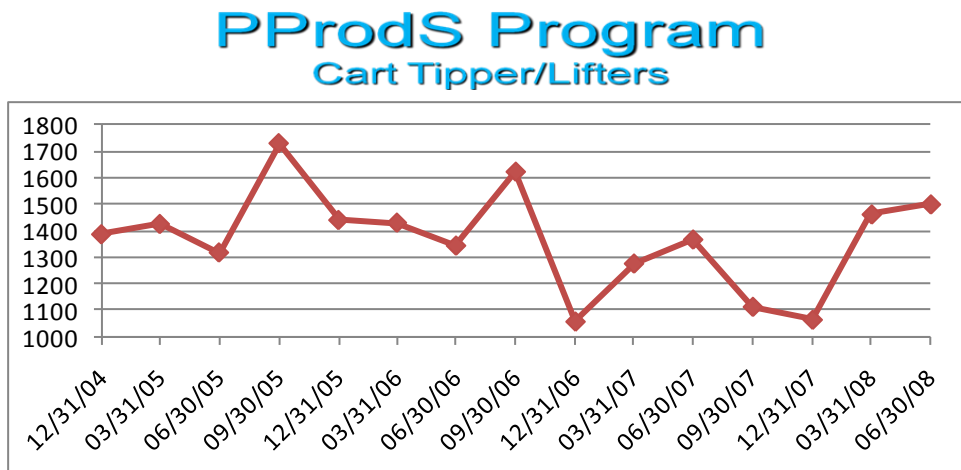
Compactors: Stationary, Self-Contained and Vertical

Balers: Horizontal and Vertical

Containers: Roll-Off, Front Loader, and Rear Loader

Residential Carts: Small, Medium and Large

Example

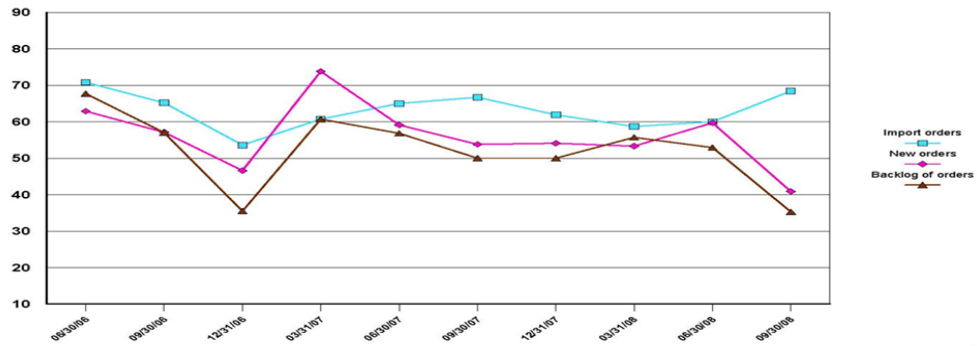


Market Trend Analysis

The WASTEC Market Activity Index (WMAI) tracks assorted business measurements each quarter. The WMAI provides 23 key benchmarks for manufacturing and distribution activities. The WMAI is modeled after the nationally recognized Purchasing Managers' Index.

Example

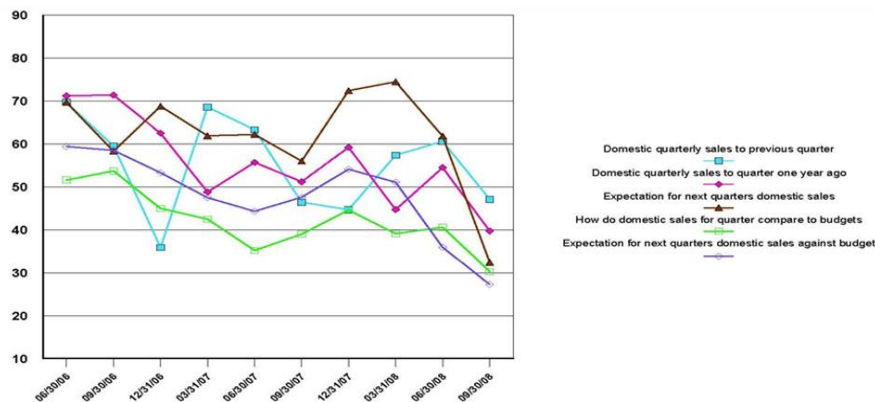
Market Activity Index Survey (MAIS) Orders Index Manufacturers



Included within the WMAI is the **Market Trend Indicator Program (MTIP)**. MTIP is a survey that tracks sales trends and measures them against projections for both domestic and international markets. The MTIP provides a quick comparison of your company's position against the industry.

Example

Market Trend Index Program (MTIP) Domestic MTIP Components Manufacturers



WMAI and MTIP require survey answers of up, down or stay the same in estimating future manufacturing trends. The two have shown to be very reliable and predictive in estimating future production trends.

Program Participation, Administration and Confidentiality

Participation in the program is free. It is included in the cost of association membership and all data between the participant and the program administrator, Bond Beebe Accountants and Advisors, our third-party agent for the program is strictly confidential.