

Round: 0
Dec. 31,
2018

Foundation® FastTrack

F96780

Andrews

Baldwin

Chester

Digby

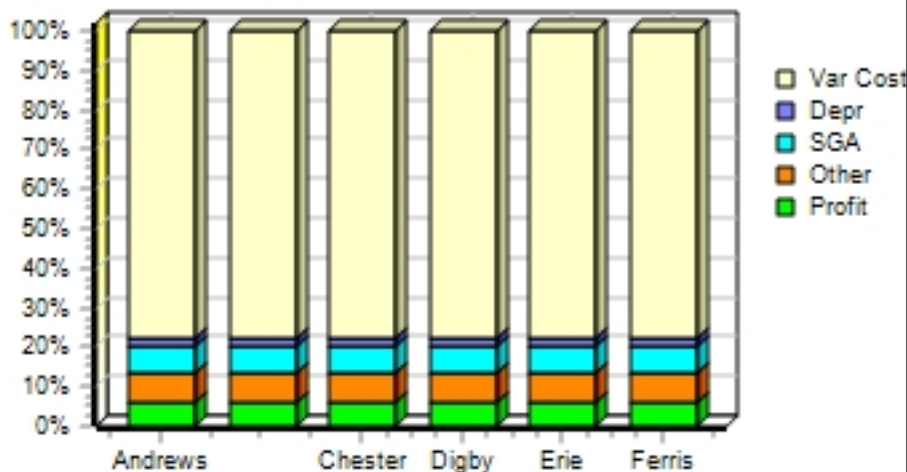
Erie

Ferris

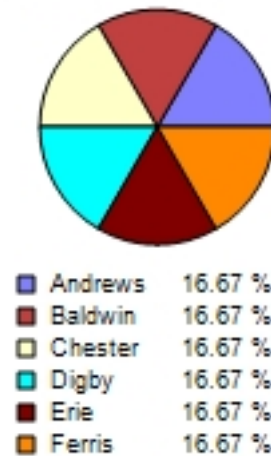
Selected Financial Statistics

	Andrews	Baldwin	Chester	Digby	Erie	Ferris
ROS	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%
Asset Turnover	1.95	1.95	1.95	1.95	1.95	1.95
ROA	11.9%	11.9%	11.9%	11.9%	11.9%	11.9%
Leverage	1.6	1.6	1.6	1.6	1.6	1.6
ROE	19.4%	19.4%	19.4%	19.4%	19.4%	19.4%
Emergency Loan	\$0	\$0	\$0	\$0	\$0	\$0
Sales	\$40,799,953	\$40,799,953	\$40,799,953	\$40,799,953	\$40,799,953	\$40,799,953
EBIT	\$4,556,099	\$4,556,099	\$4,556,099	\$4,556,099	\$4,556,099	\$4,556,099
Profits	\$2,493,706	\$2,493,706	\$2,493,706	\$2,493,706	\$2,493,706	\$2,493,706
Cumulative Profit	\$2,493,706	\$2,493,706	\$2,493,706	\$2,493,706	\$2,493,706	\$2,493,706
SG&A / Sales	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Contrib. Margin %	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%

Percent of Sales F96780



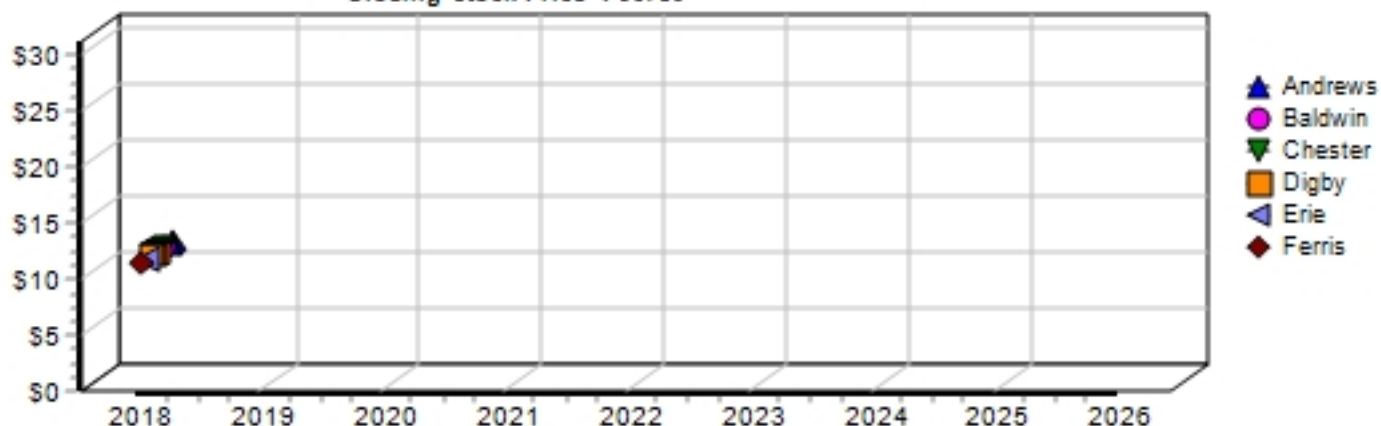
\$ Market Share F96780



Stock Market Summary

Company	Close	Change	Shares	MarketCap (\$M)	Book Value	EPS	Dividend	Yield	P/E
Andrews	\$11.17	\$0.00	2,000,000	\$22	\$6.43	\$1.25	\$0.50	4.5%	8.9
Baldwin	\$11.17	\$0.00	2,000,000	\$22	\$6.43	\$1.25	\$0.50	4.5%	8.9
Chester	\$11.17	\$0.00	2,000,000	\$22	\$6.43	\$1.25	\$0.50	4.5%	8.9
Digby	\$11.17	\$0.00	2,000,000	\$22	\$6.43	\$1.25	\$0.50	4.5%	8.9
Erie	\$11.17	\$0.00	2,000,000	\$22	\$6.43	\$1.25	\$0.50	4.5%	8.9
Ferris	\$11.17	\$0.00	2,000,000	\$22	\$6.43	\$1.25	\$0.50	4.5%	8.9

Closing Stock Price F96780



Bond Market Summary

Company	Series#	Face	Yield	Close\$	S&P	Company	Series#	Face	Yield	Close\$	S&P
Andrews	11.0S2020	\$866,667	10.8%	101.74	BBB	Digby	11.0S2020	\$866,667	10.8%	101.74	BBB
	12.0S2022	\$1,733,333	11.3%	106.34	BBB		12.0S2022	\$1,733,333	11.3%	106.34	BBB
	13.0S2024	\$2,600,000	11.5%	113.07	BBB		13.0S2024	\$2,600,000	11.5%	113.07	BBB
Baldwin	11.0S2020	\$866,667	10.8%	101.74	BBB	Erie	11.0S2020	\$866,667	10.8%	101.74	BBB
	12.0S2022	\$1,733,333	11.3%	106.34	BBB		12.0S2022	\$1,733,333	11.3%	106.34	BBB
	13.0S2024	\$2,600,000	11.5%	113.07	BBB		13.0S2024	\$2,600,000	11.5%	113.07	BBB
Chester	11.0S2020	\$866,667	10.8%	101.74	BBB	Ferris	11.0S2020	\$866,667	10.8%	101.74	BBB
	12.0S2022	\$1,733,333	11.3%	106.34	BBB		12.0S2022	\$1,733,333	11.3%	106.34	BBB
	13.0S2024	\$2,600,000	11.5%	113.07	BBB		13.0S2024	\$2,600,000	11.5%	113.07	BBB

Next Year's Prime Rate 7.00%

Financial Summary

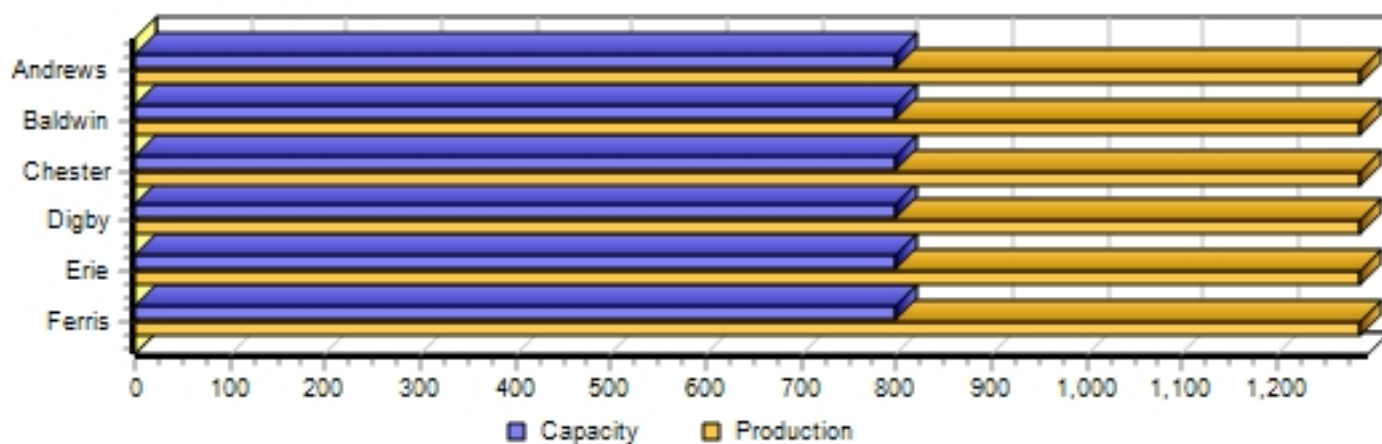


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Cash Flow Statement Survey	Andrews	Baldwin	Chester	Digby	Erie	Ferris
CashFlows from operating activities						
Net Income(Loss)	\$2,494	\$2,494	\$2,494	\$2,494	\$2,494	\$2,494
Adjustment for non-cash items:						
Depreciation	\$960	\$960	\$960	\$960	\$960	\$960
Extraordinary gains/losses/writeoffs	\$0	\$0	\$0	\$0	\$0	\$0
Changes in current assets and liabilities						
Accounts payable	\$853	\$853	\$853	\$853	\$853	\$853
Inventory	(\$2,352)	(\$2,352)	(\$2,352)	(\$2,352)	(\$2,352)	(\$2,352)
Accounts Receivable	\$3,647	\$3,647	\$3,647	\$3,647	\$3,647	\$3,647
Net cash from operations	\$5,602	\$5,602	\$5,602	\$5,602	\$5,602	\$5,602
Cash flows from investing activities						
Plant improvements(net)	\$0	\$0	\$0	\$0	\$0	\$0
Cash flows from financing activities						
Dividends paid	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
Sales of common stock	\$0	\$0	\$0	\$0	\$0	\$0
Purchase of common stock	\$0	\$0	\$0	\$0	\$0	\$0
Cash from long term debt issued	\$0	\$0	\$0	\$0	\$0	\$0
Early retirement of long term debt	\$0	\$0	\$0	\$0	\$0	\$0
Retirement of current debt	\$0	\$0	\$0	\$0	\$0	\$0
Cash from current debt borrowing	\$0	\$0	\$0	\$0	\$0	\$0
Cash from emergency loan	\$0	\$0	\$0	\$0	\$0	\$0
Net cash from financing activities	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
Net change in cash position	\$4,602	\$4,602	\$4,602	\$4,602	\$4,602	\$4,602
Balance Sheet Survey	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Cash	\$5,602	\$5,602	\$5,602	\$5,602	\$5,602	\$5,602
Accounts Receivable	\$3,353	\$3,353	\$3,353	\$3,353	\$3,353	\$3,353
Inventory	\$2,352	\$2,352	\$2,352	\$2,352	\$2,352	\$2,352
Total Current Assets	\$11,307	\$11,307	\$11,307	\$11,307	\$11,307	\$11,307
Plant and equipment	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400
Accumulated Depreciation	(\$4,800)	(\$4,800)	(\$4,800)	(\$4,800)	(\$4,800)	(\$4,800)
Total Fixed Assets	\$9,600	\$9,600	\$9,600	\$9,600	\$9,600	\$9,600
Total Assets	\$20,907	\$20,907	\$20,907	\$20,907	\$20,907	\$20,907
Accounts Payable	\$2,853	\$2,853	\$2,853	\$2,853	\$2,853	\$2,853
Current Debt	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Debt	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200
Total Liabilities	\$8,053	\$8,053	\$8,053	\$8,053	\$8,053	\$8,053
Common Stock	\$2,323	\$2,323	\$2,323	\$2,323	\$2,323	\$2,323
Retained Earnings	\$10,531	\$10,531	\$10,531	\$10,531	\$10,531	\$10,531
Total Equity	\$12,854	\$12,854	\$12,854	\$12,854	\$12,854	\$12,854
Total Liabilities & Owners Equity	\$20,907	\$20,907	\$20,907	\$20,907	\$20,907	\$20,907
Income Statement Survey	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Sales	\$40,800	\$40,800	\$40,800	\$40,800	\$40,800	\$40,800
Variable Costs(Labor,Material,Carry)	\$32,647	\$32,647	\$32,647	\$32,647	\$32,647	\$32,647
Depreciation	\$960	\$960	\$960	\$960	\$960	\$960
SGA(R&D,Promo,Sales,Admin)	\$2,637	\$2,637	\$2,637	\$2,637	\$2,637	\$2,637
Other(Fees,Writeoffs,TQM,Bonuses)	\$0	\$0	\$0	\$0	\$0	\$0
EBIT	\$4,556	\$4,556	\$4,556	\$4,556	\$4,556	\$4,556
Interest(Short term,Long term)	\$641	\$641	\$641	\$641	\$641	\$641
Taxes	\$1,370	\$1,370	\$1,370	\$1,370	\$1,370	\$1,370
Profit Sharing	\$51	\$51	\$51	\$51	\$51	\$51
Net Profit	\$2,494	\$2,494	\$2,494	\$2,494	\$2,494	\$2,494

Production Vs. Capacity F96780



Name	Primary Segment	Units Sold	Unit Inventory	Revision Date	Age Dec.31	MTBF	Pfmrn Coord	Size Coord	Price	Material Cost	Labor Cost	Contr. Marg.	2nd Shift & Over-time	Auto mation Next Round	Capacity Next Round	Plant Utiliz.
Able	Low	1,200	87	11/21/2015	3.1	21000	6.4	13.6	\$34.00	\$16.17	\$10.11	20%	63%	3.0	800	161%
Baker	Low	1,200	87	11/21/2015	3.1	21000	6.4	13.6	\$34.00	\$16.17	\$10.11	20%	63%	3.0	800	161%
Cake	Low	1,200	87	11/21/2015	3.1	21000	6.4	13.6	\$34.00	\$16.17	\$10.11	20%	63%	3.0	800	161%
Daze	Low	1,200	87	11/21/2015	3.1	21000	6.4	13.6	\$34.00	\$16.17	\$10.11	20%	63%	3.0	800	161%
Eat	Low	1,200	87	11/21/2015	3.1	21000	6.4	13.6	\$34.00	\$16.17	\$10.11	20%	63%	3.0	800	161%
Fast	Low	1,200	87	11/21/2015	3.1	21000	6.4	13.6	\$34.00	\$16.17	\$10.11	20%	63%	3.0	800	161%

Low Tech Statistics

Total Industry Unit Demand 5,040
Actual Industry Unit Sales 5,040
Segment % of Total Industry 70.0%

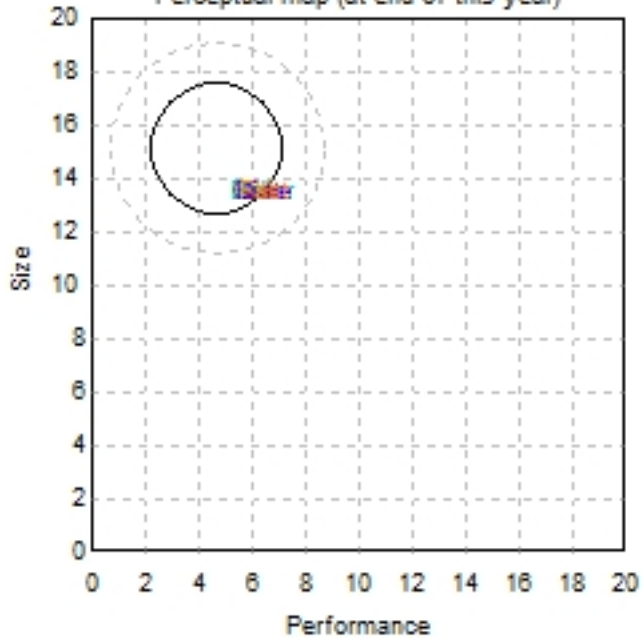
Next Year's Segment Growth Rate 10.0%

Low Tech Customer Buying Criteria

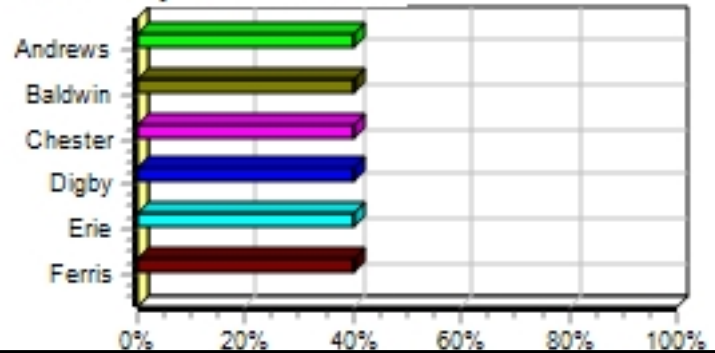
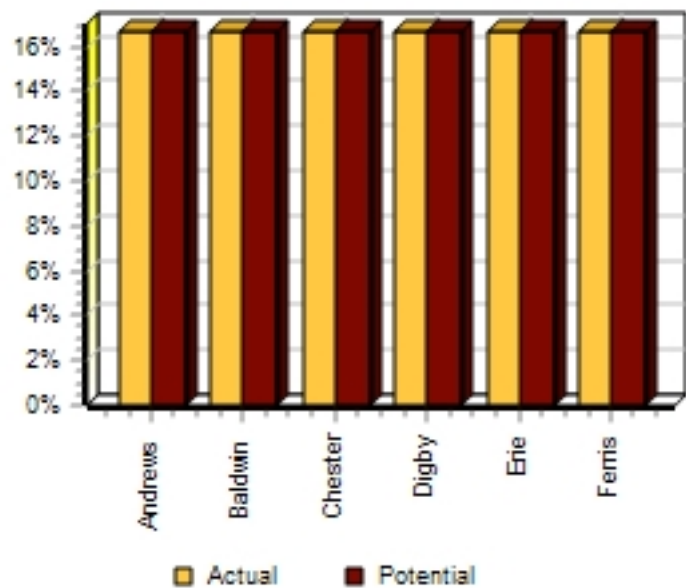
	Expectations	Importance
1. Price	\$15.00 - 35.00	41%
2. Age	Ideal Age = 3.0	29%
3. Reliability	MTBF 14000-20000	21%
4. Ideal Position	Pfmm 4.8 Size 15.2	9%

Perceptual Map for Low Tech

Perceptual map (at end of this year)



Accessibility F96780 Low Tech

Actual vs Potential Market Share
2018 F96780 Low Tech

Top Products in Low Tech Segment

Name	Market Share	Units Sold to Seg	Revision Date	Stock Out	Pfmm Coord	Size Coord	List Price	MTBF	Age Dec.31	Promo Budget	Cust. Awareness	Sales Budget	Cust. Accessibility	Dec. Cust Survey
Able	17%	840	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	40%	18
Baker	17%	840	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	40%	18
Cake	17%	840	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	40%	18
Daze	17%	840	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	40%	18
Eat	17%	840	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	40%	18
Fast	17%	840	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	40%	18

High Tech Statistics

Total Industry Unit Demand 2,160
Actual Industry Unit Sales |2,160
Segment % of Total Industry |30.0%

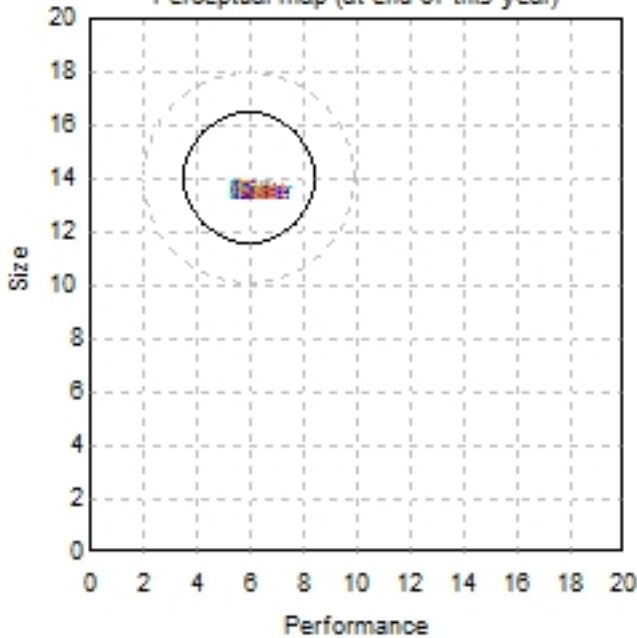
Next Year's Segment Growth Rate |20.0%

High Tech Customer Buying Criteria

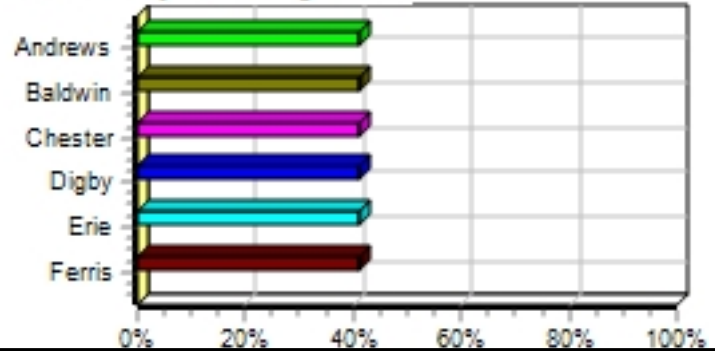
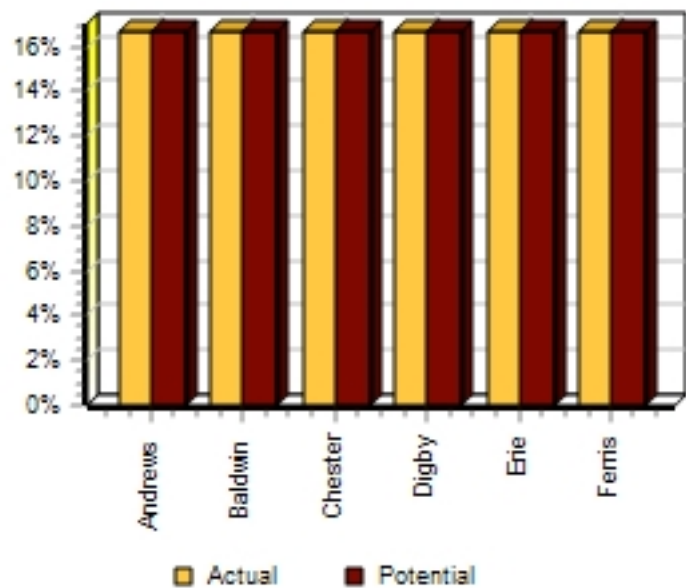
	Expectations	Importance
1. Ideal Position	Pfmm 7.4 Size 12.6	33%
2. Age	Ideal Age = 0.0	29%
3. Price	\$25.00 - 45.00	25%
4. Reliability	MTBF 17000-23000	13%

Perceptual Map for High Tech

Perceptual map (at end of this year)



Accessibility F96780 High Tech

Actual vs Potential Market Share
2018 F96780 High Tech

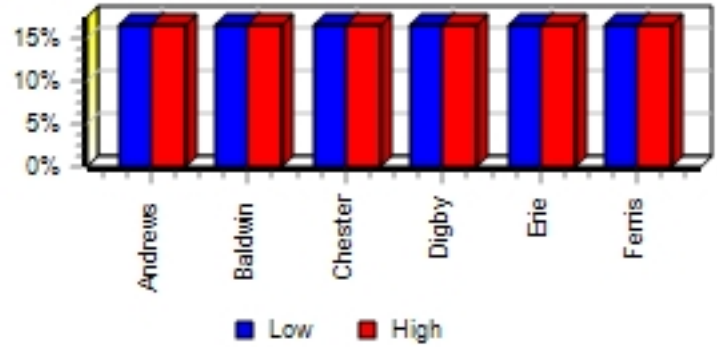
Top Products in High Tech Segment

Name	Market Share	Units Sold to Seg	Revision Date	Stock Out	Pfmm Coord	Size Coord	List Price	MTBF	Age Dec.31	Promo Budget	Cust. Awareness	Sales Budget	Cust. Accessibility	Dec. Cust Survey
Able	17%	360	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	41%	16
Baker	17%	360	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	41%	16
Cake	17%	360	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	41%	16
Daze	17%	360	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	41%	16
Eat	17%	360	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	41%	16
Fast	17%	360	11/21/2015		6.4	13.6	\$34.00	21000	3.10	\$1,000	55%	\$1,000	41%	16

Units Sold vs Demand Chart F96780



Market Share F96780



Actual Market Share in Units

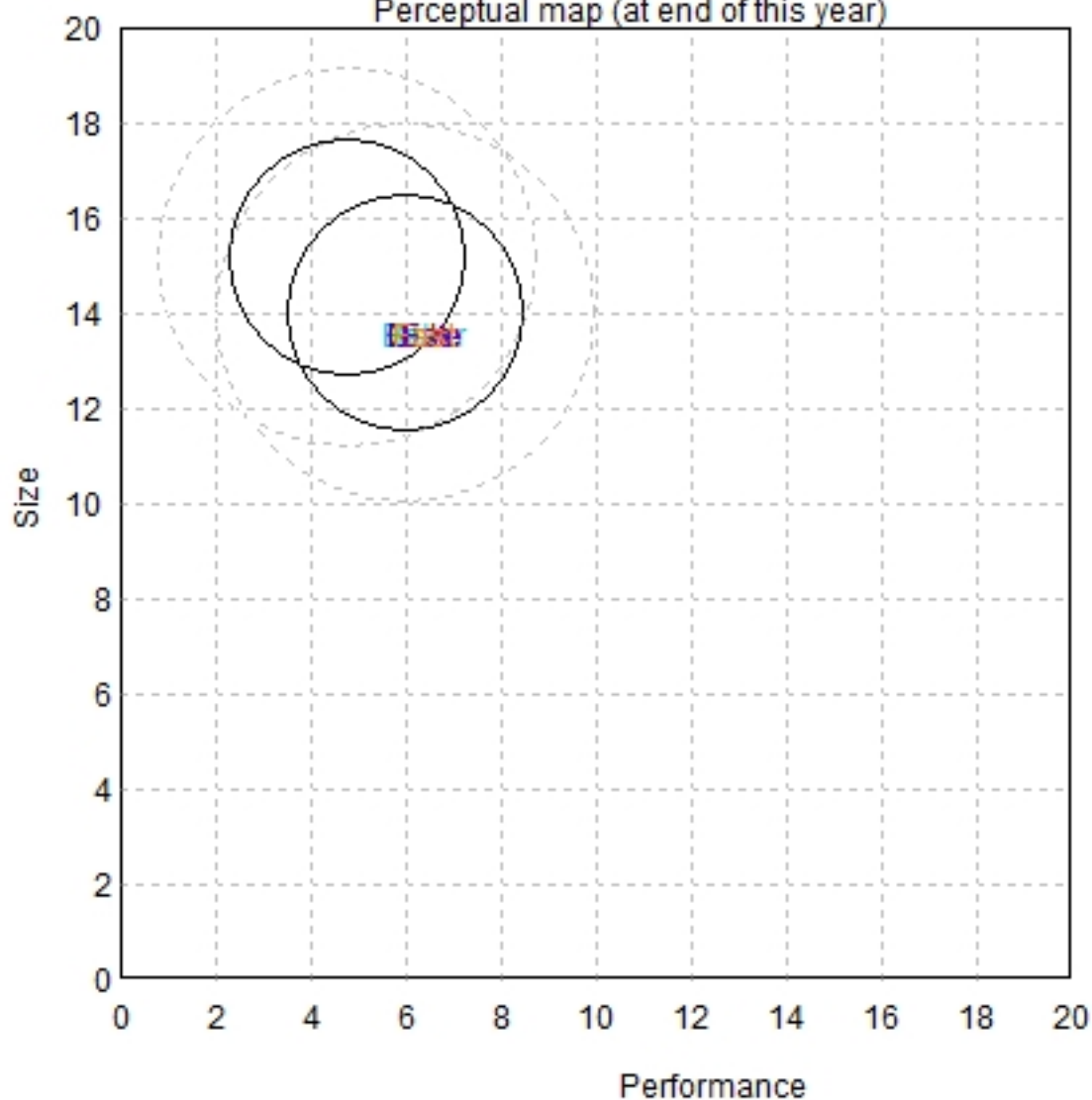
	Low	High	Total
Industry Unit Sales	5,040	2,160	7,200
% of Market	70.0%	30.0%	100.0%
Able	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Baker	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Cake	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Daze	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Eat	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Fast	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%

Potential Market Share in Units

	Low	High	Total
Units Demanded	5,040	2,160	7,200
% of Market	70.0%	30.0%	100.0%
Able	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Baker	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Cake	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Daze	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Eat	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%
Fast	16.7%	16.7%	16.7%
Total	16.7%	16.7%	16.7%

Perceptual Map for All Segments

Perceptual map (at end of this year)

**Andrews**

Name	Pfmn	Size	Revised
Able	6.4	13.6	11/21/2015

Baldwin

Name	Pfmn	Size	Revised
Baker	6.4	13.6	11/21/2015

Chester

Name	Pfmn	Size	Revised
Cake	6.4	13.6	11/21/2015

Digby

Name	Pfmn	Size	Revised
Daze	6.4	13.6	11/21/2015

Erie

Name	Pfmn	Size	Revised
Eat	6.4	13.6	11/21/2015

Ferris

Name	Pfmn	Size	Revised
Fast	6.4	13.6	11/21/2015

HUMAN RESOURCES SUMMARY

	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Needed Complement	250	250	250	250	250	250
Complement	248	248	248	248	248	248
1st Shift Complement	154	154	154	154	154	154
2nd Shift Complement	94	94	94	94	94	94
Overtime Percent	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%
Turnover Rate	10.1%	10.1%	10.1%	10.1%	10.1%	10.1%
New Employees	25	25	25	25	25	25
Separated Employees	0	0	0	0	0	0
Recruiting Spend	\$0	\$0	\$0	\$0	\$0	\$0
Training Hours	0	0	0	0	0	0
Productivity Index	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Recruiting Cost	\$25	\$25	\$25	\$25	\$25	\$25
Separation Cost	\$0	\$0	\$0	\$0	\$0	\$0
Training Cost	\$0	\$0	\$0	\$0	\$0	\$0
Total HR Admin Cost	\$25	\$25	\$25	\$25	\$25	\$25
Strike Days						

TQM SUMMARY

	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Process Mgt Budgets Last Year						
CPI Systems	\$0	\$0	\$0	\$0	\$0	\$0
VendorJIT	\$0	\$0	\$0	\$0	\$0	\$0
Quality Initiative Training	\$0	\$0	\$0	\$0	\$0	\$0
Channel Support Systems	\$0	\$0	\$0	\$0	\$0	\$0
Concurrent Engineering	\$0	\$0	\$0	\$0	\$0	\$0
UNEP Green Programs	\$0	\$0	\$0	\$0	\$0	\$0
TQM Budgets Last Year						
Benchmarking	\$0	\$0	\$0	\$0	\$0	\$0
Quality Function Deployment Effort	\$0	\$0	\$0	\$0	\$0	\$0
CCE/6 Sigma Training	\$0	\$0	\$0	\$0	\$0	\$0
GEMI TQEM Sustainability Initiatives	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenditures	\$0	\$0	\$0	\$0	\$0	\$0
Cumulative Impacts						
Material Cost Reduction	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Labor Cost Reduction	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Reduction R&D Cycle Time	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Reduction Admin Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Demand Increase	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%