

Company 1
EBITDA, EBITDA margin, and EBITDA return on capital invested
From 2005 through 2014

Keys to success:

- > Changing focus from sales to profitability
- > Increased prices on customers with negative margins
- > Extreme focus on material costs and scrap
- > Added direct labor to reduce materials
- > Changed people to put right ones in place
- > New innovative products into new markets
- > Inventory management

