

# Employee Compensation: Are You Hitting the Target?

Also available on CD-ROM!



There's a fine line between attracting quality workers and breaking the bank. The latest edition of *Compensation in Manufacturing*, sponsored by the National Association of Manufacturers, gives you what you need to determine the right salaries to compensate and retain your employees—cost-effectively.

Find the latest information on salaries, salary and wage ranges and total cash compensation for almost 200 manufacturing positions in areas such as management • sales/marketing • MIS/dp • financial/accounting • engineering • technical • design • clerical • production • material acquisition/handling • and more. And with the Findpay CD-ROM program, you can quickly and easily analyze all the manufacturing survey data with the click of a mouse.

Take your pick: Order the comprehensive CD-ROM, the 750-page book or order the complete library! Just fill out the form on the back or visit [www.nambooks.com](http://www.nambooks.com).

**It's your own in-house research department! Save time and find the information you need, all in one place. *Compensation in Manufacturing 2006*—**

- helps you develop and maintain a cost-effective employee compensation program;
- lets you easily compare your company's wage and salary structure against what other **manufacturers** are offering;
- offers data broken down by function, areas, size of workforce, annual sales, supervisory responsibility and industry;
- gives you the background you need to report on wages and salary recommendations for your firm's manufacturing positions; and
- reflects the latest available data as of May 2006!



# Publications Order Form

Order No.	Name	Member Qty/Price	Non-Member Qty/Price	Total
<input type="radio"/> NB 330	<b>Compensation in Manufacturing, 26th Edition</b> .....	___ \$1,575	___ \$1,975	\$ _____
<b>Individual Sections</b>				
<input type="radio"/> NB 331	Administrative, Fiscal and Information Technology Jobs .....	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 332	Clerical, Typing and Secretarial Jobs .....	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 333	Sales and Marketing Jobs .....	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 334	Maintenance and Repair Jobs .....	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 335	Engineering/Technical Jobs .....	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 336	Plant/Manufacturing/Production Management and Supervision Jobs .....	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 337	Production Jobs .....	___ \$475	___ \$595	\$ _____
<input type="radio"/> NB 338	Quality Assurance, Inspection, Regulatory Affairs and Documentation Jobs ...	___ \$310	___ \$395	\$ _____
<input type="radio"/> NB 328	<b>Findpay CD-ROM version</b> .....	___ \$2,495	___ \$2,795	\$ _____
<input type="radio"/> NB 329	<b>Compensation in Manufacturing Library</b> (includes Findpay CD-ROM and printed version) ...	___ \$3,495	___ \$3,675	\$ _____
<b>And For Small Manufacturers...</b>				
<input type="radio"/> NB 339	<b>Compensation in Smaller Manufacturing Firms, 26th Edition (under 250 employees)</b>	___ \$835	___ \$935	\$ _____
<b>Individual Sections</b>				
<input type="radio"/> NB 340	Administrative, Fiscal and Information Technology Jobs .....	___ \$155	___ \$198.50	\$ _____
<input type="radio"/> NB 341	Clerical, Typing and Secretarial Jobs .....	___ \$155	___ \$198.50	\$ _____
<input type="radio"/> NB 342	Sales and Marketing Jobs .....	___ \$155	___ \$198.50	\$ _____
<input type="radio"/> NB 343	Maintenance and Repair Jobs .....	___ \$155	___ \$198.50	\$ _____
<input type="radio"/> NB 344	Engineering/Technical Jobs .....	___ \$155	___ \$198.50	\$ _____
<input type="radio"/> NB 345	Plant/Manufacturing/Production Management and Supervision Jobs .....	___ \$155	___ \$198.50	\$ _____
<input type="radio"/> NB 346	Production Jobs .....	___ \$225	___ \$280.50	\$ _____
<input type="radio"/> NB 347	Quality Assurance, Inspection, Regulatory Affairs and Documentation Jobs ...	___ \$155	___ \$198.50	\$ _____

<b>Subtotal:</b>	\$ _____
<b>Sales Tax:</b>	\$ _____
<b>Shipping and Handling:</b> <small>(4.6% to maximum of \$40)</small>	\$ _____
<b>Total:</b>	\$ _____

**All orders must be pre-paid.** D.C. residents add 5.75% sales tax; Maryland residents add 5.00% sales tax; California residents add 7.25% or applicable California sales tax. Tax is not required for other states. Shipping and handling are additional. Call (1-800) 637-3005 during business hours EST or visit [www.nambooks.com](http://www.nambooks.com) to determine this charge for your order. Normal delivery is by UPS Ground Service. Or send your check, made payable to Unique Specialties, Inc., to 7175-M Oakland Mills Road, Columbia, MD 21046, attn: Marty.

Please charge my —  Visa  MasterCard  AMEX

Card No. \_\_\_\_\_ Exp. Date \_\_\_\_ / \_\_\_\_

Signature \_\_\_\_\_

Ship order to *(Please print or type.):*

Name \_\_\_\_\_ NAM Member ID Number \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Shipping Address *(UPS will not deliver to a PO Box number.)*


City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail Address \_\_\_\_\_

Billing Address *(if different from shipping address)*

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Fax this form with your credit-card information to (1-800) 675-0679, attn: NAMbooks, or visit the NAM's convenient online bookstore at [www.nambooks.com](http://www.nambooks.com). You may place your credit-card order by calling (1-800) 637-3005 from 8:30 a.m. to 6:00 p.m. EST.



0605-23-MKT/10K