

5-Year State-Level Financial Profile Industry Report Aluminum Die-Castings (SIC Code: 3363) in Pennsylvania

Sales Range: \$1,000,000 - \$4,999,999

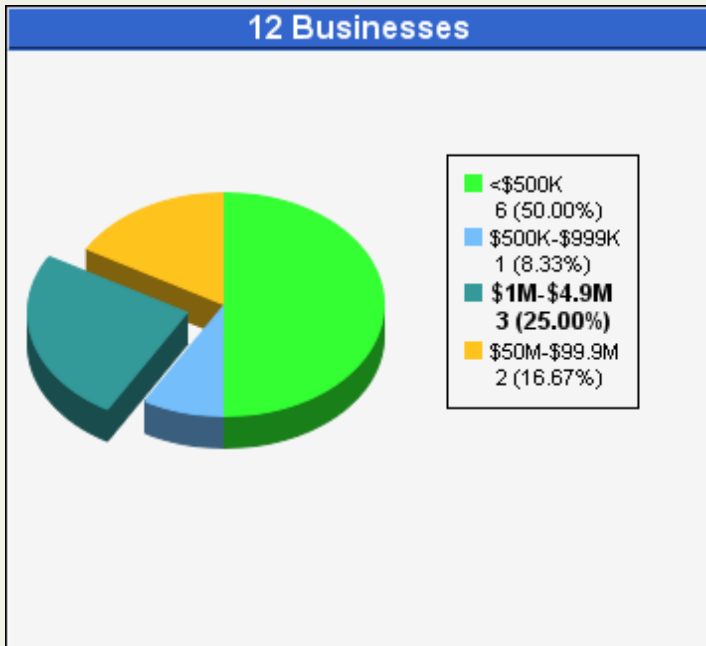
Date: 11/07/08

Report Description

This 5-Year Industry Financial Profile Industry Report helps you compare the overall performance of a specific Industry to the County And State averages as provided from US IRS data and more than 60 other sources. Three years of actual data are shown as well as estimates of the most recent two years so you can understand the current trends in growth and economic environment.

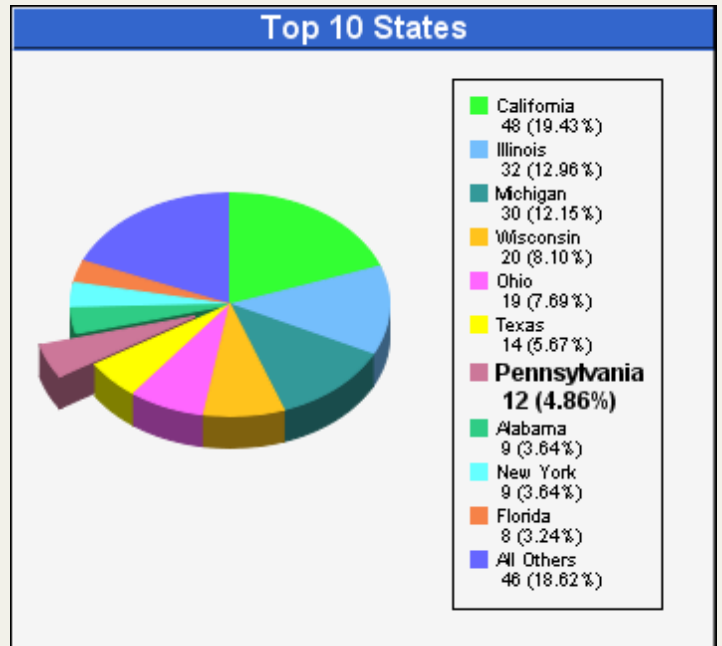
Business Counts

Business Counts: The table below shows the estimated number of businesses listed under: **Aluminum Die-Castings**, located in **Pennsylvania**.

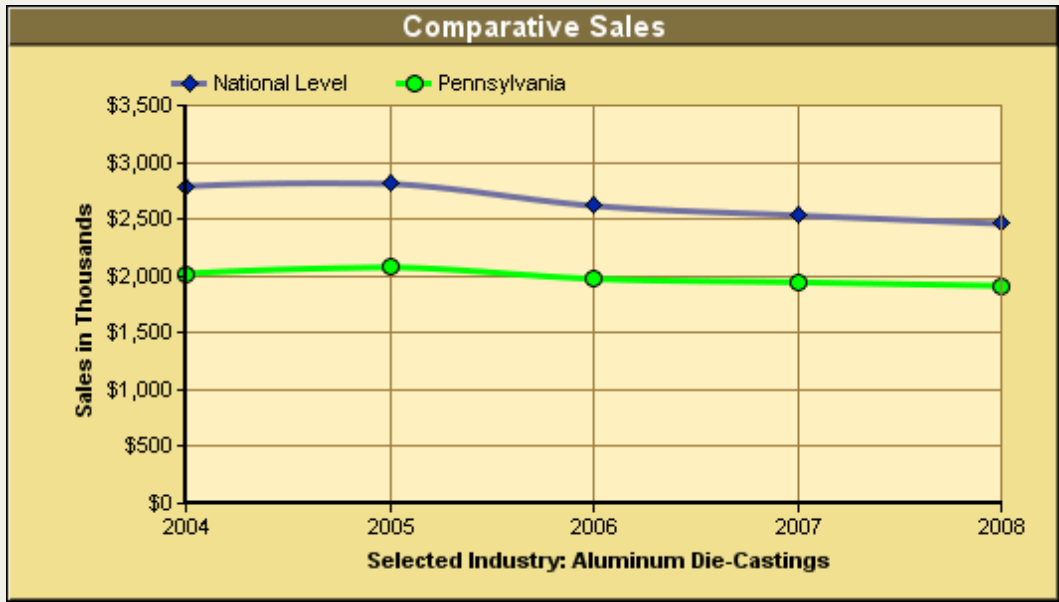


Top 10 States (by Business Counts)

Top 10 States: The table below shows the Top 10 States in which this Industry operates (**across all Sales levels.**)



Industry Report by Sales



The chart to the left illustrates the sales growth of the **Aluminum Die-Castings** industry over the past 5 years.

Positive growth trends are desirable.

Projected Annual Growth Rate
(Based on Sales)

-1.56%

Income Statement

Income Statement (Average per company matching search criteria)

Amounts in Thousands

Pennsylvania data

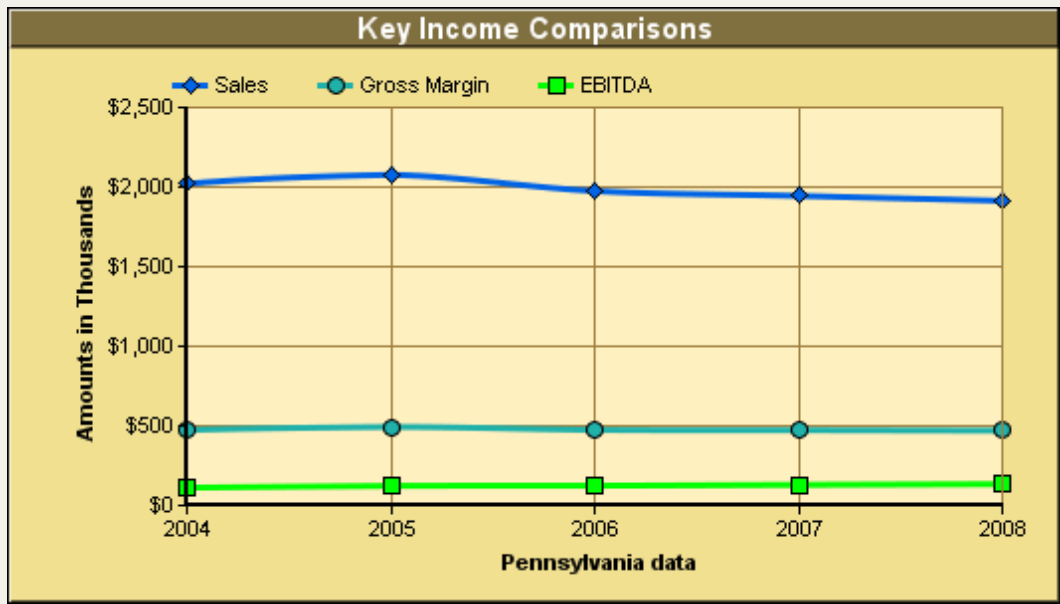
	2004	2005	2006	2007	2008
Revenue					
Sales	2,021.149	2,076.887	1,975.164	1,944.465	1,913.711
Cost of Sales					
Cost of Goods Sold	1,546.734	1,583.470	1,500.361	1,471.815	1,443.691
Gross Margin					
Gross Margin	474.415	493.417	474.803	472.650	470.020
Expenses					
Advertising	2.248	2.160	1.939	1.922	1.774
Salaries & Wages	130.467	135.578	129.837	129.047	127.812
Employee Benefit Program	64.198	65.026	60.930	59.283	57.569
Pension & Annuity Plans	11.302	11.208	10.831	10.333	10.344
Compensation of Officers	59.006	61.782	59.517	59.359	59.171
Bad Debt	2.534	2.492	2.292	2.151	2.053
Rent Paid	18.018	18.133	16.901	16.319	15.781
Repairs	5.974	5.779	5.292	4.920	4.590
Depreciation Depletion Amort.	72.257	73.165	68.753	66.913	65.170
Interest Paid	34.408	35.212	33.015	32.493	32.058
Miscellaneous Expenses	69.075	68.474	62.888	59.879	56.966
	-----	-----	-----	-----	-----
Total Expenses	469.487	479.010	452.192	442.618	433.288
EBITDA					
EBITDA	111.593	122.784	124.378	129.438	133.960
Net Income					
Operating Profit	4.928	14.407	22.611	30.032	36.732
	=====	=====	=====	=====	=====

Income Statement (Average per company matching search criteria)

Pennsylvania data

	2004	2005	2006	2007	2008
Revenue					
Sales	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales					
Cost of Goods Sold	76.53%	76.24%	75.96%	75.69%	75.44%
Gross Margin					
Gross Margin	23.47%	23.76%	24.04%	24.31%	24.56%
Expenses					
Advertising	.11%	.10%	.10%	.10%	.09%
Salaries & Wages	6.46%	6.53%	6.57%	6.64%	6.68%
Employee Benefit Program	3.18%	3.13%	3.08%	3.05%	3.01%
Pension & Annuity Plans	.56%	.54%	.55%	.53%	.54%
Compensation of Officers	2.92%	2.97%	3.01%	3.05%	3.09%
Bad Debt	.13%	.12%	.12%	.11%	.11%
Rent Paid	.89%	.87%	.86%	.84%	.82%
Repairs	.30%	.28%	.27%	.25%	.24%
Depreciation Depletion Amort.	3.58%	3.52%	3.48%	3.44%	3.41%
Interest Paid	1.70%	1.70%	1.67%	1.67%	1.68%
Miscellaneous Expenses	3.42%	3.30%	3.18%	3.08%	2.98%
	-----	-----	-----	-----	-----
Total Expenses	23.23%	23.06%	22.89%	22.76%	22.64%
EBITDA					
EBITDA	5.52%	5.91%	6.29%	6.65%	7.01%
Net Income					
Operating Profit	.24%	.69%	1.14%	1.54%	1.92%
	=====	=====	=====	=====	=====

Key Income Comparisons



The chart to the left illustrates the key income values related to Sales, Gross Margin, and EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) of the **Aluminum Die-Castings** industry over the past 5 years.

In some cases, dollar amounts on this chart may overlay each other and a chart line may appear missing. Please review the Income Statement above to review these amounts.

Positive growth trends are desirable.

This chart may give a better growth view than Profits since many companies minimize Profits for tax purposes.

Balance Sheet

Balance Sheet (Average per company matching search criteria)

Amounts in Thousands

Pennsylvania data

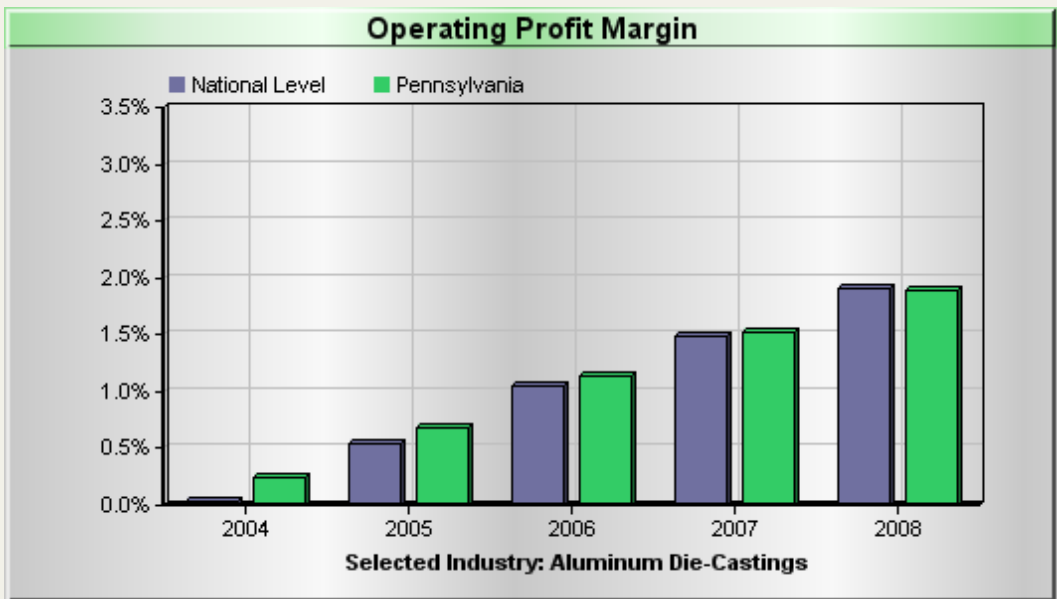
	2004	2005	2006	2007	2008
Assets					
Cash	69.492	69.721	64.567	61.962	59.492
Net Accounts Receivable	321.955	326.737	306.976	298.555	290.506
Inventories	177.823	180.240	169.492	164.980	160.637
Short-Term Investments	7.885	8.154	7.796	7.865	7.772
Other Current Assets	95.938	97.488	91.593	89.171	86.788
	-----	-----	-----	-----	-----
Total Current Assets	673.092	682.340	640.424	622.534	605.195
Long-Term Investments	68.956	68.687	64.334	62.150	60.082
Plant, Property & Equipment	425.998	433.515	409.197	399.807	390.934
Other Assets	31.532	31.297	29.063	27.840	26.777
Net Intangible Assets	63.493	61.566	57.136	54.279	52.344
	-----	-----	-----	-----	-----
Total Assets	1,263.071	1,277.405	1,200.154	1,166.610	1,135.332
	=====	=====	=====	=====	=====
Liabilities					
Accounts Payable	141.270	143.016	133.837	130.025	126.396
Short-Term Obligations	177.032	181.898	173.749	171.386	168.840
Other Current Liabilities	93.707	94.537	88.774	86.305	83.997
	-----	-----	-----	-----	-----
Total Current Liabilities	412.010	419.451	396.360	387.716	379.233
Long-Term Debt	476.176	476.289	441.189	423.181	406.229
	-----	-----	-----	-----	-----
Total Liabilities	888.186	895.741	837.549	810.896	785.462
Total Net Worth & Owner Equity	374.885	381.665	362.606	355.714	349.870
Total Liabilities & Net Worth	1,263.071	1,277.405	1,200.154	1,166.610	1,135.332
	=====	=====	=====	=====	=====

Balance Sheet as a Percentage of Total Assets (Average per company matching search criteria)

Pennsylvania data

	2004	2005	2006	2007	2008
Assets					
Cash	5.50%	5.46%	5.38%	5.31%	5.24%
Net Accounts Receivable	25.49%	25.58%	25.58%	25.59%	25.59%
Inventories	14.08%	14.11%	14.12%	14.14%	14.15%
Short-Term Investments	.62%	.64%	.65%	.67%	.68%
Other Current Assets	7.60%	7.63%	7.63%	7.64%	7.64%
	-----	-----	-----	-----	-----
Total Current Assets	53.29%	53.42%	53.36%	53.36%	53.31%
Long-Term Investments	5.46%	5.38%	5.36%	5.33%	5.29%
Plant, Property & Equipment	33.73%	33.94%	34.10%	34.27%	34.43%
Other Assets	2.50%	2.45%	2.42%	2.39%	2.36%
Net Intangible Assets	5.03%	4.82%	4.76%	4.65%	4.61%
	-----	-----	-----	-----	-----
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
	=====	=====	=====	=====	=====
Liabilities					
Accounts Payable	11.18%	11.20%	11.15%	11.15%	11.13%
Short-Term Obligations	14.02%	14.24%	14.48%	14.69%	14.87%
Other Current Liabilities	7.42%	7.40%	7.40%	7.40%	7.40%
	-----	-----	-----	-----	-----
Total Current Liabilities	32.62%	32.84%	33.03%	33.23%	33.40%
Long-Term Debt	37.70%	37.29%	36.76%	36.27%	35.78%
	-----	-----	-----	-----	-----
Total Liabilities	70.32%	70.12%	69.79%	69.51%	69.18%
Total Net Worth & Owner Equity	29.68%	29.88%	30.21%	30.49%	30.82%
Total Liabilities & Net Worth	100.00%	100.00%	100.00%	100.00%	100.00%
	=====	=====	=====	=====	=====

Operating Profit Margin



Operating Profit Margin: The ratio of operating profit to net sales.

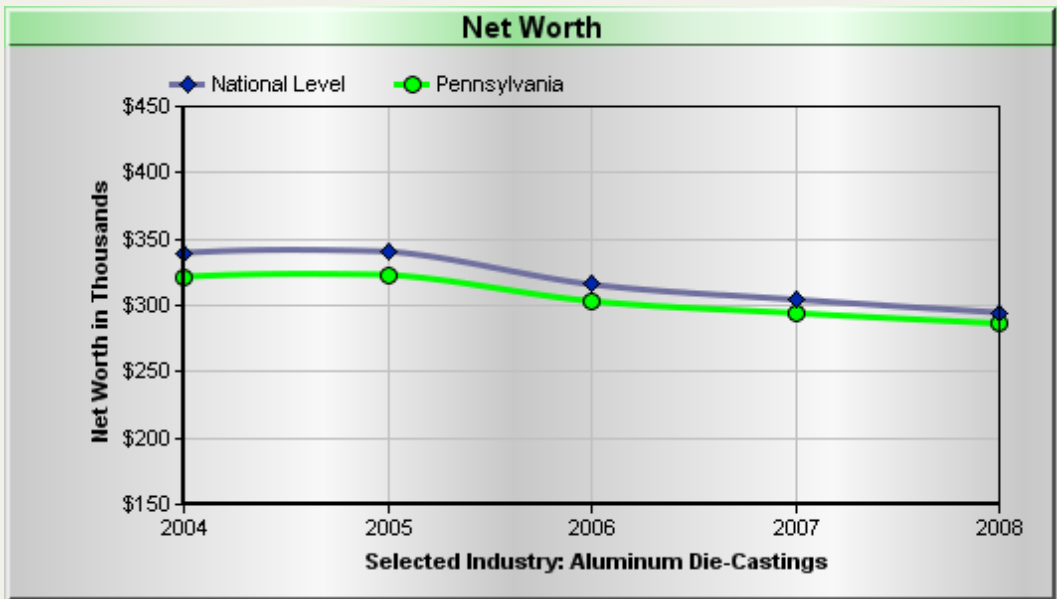
Operating Profit Margin indicates how effective a company is at controlling the costs and expenses associated with their normal business operations.

Be aware that corporate taxes are levied against this amount, so certain businesses may attempt to reduce or eliminate their operating profits.

Other Growth Trends to review are Sales, EBITDA, and Compensation of Owners/Officers as shown in the Income Statement.

Positive growth trends are desirable.

Net Worth



Net Worth: A company's net worth is the value of all of its assets, minus the total of all of its liabilities (debt).

Net Worth represents the liquidation value of the company and is a key attribute reviewed by Lenders and Investors.

Positive growth trends are desirable.

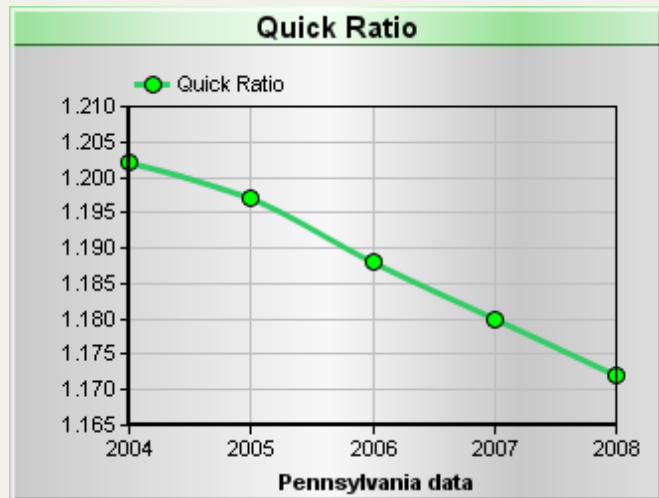
Quick Ratio

(A Liquidity Ratio)

Quick Ratio (aka **Acid Ratio**): Short-term liquidity ratio calculated by dividing current assets (cash, marketable securities, etc. but not inventory) by current liabilities. This ratio places more emphasis on those liquid assets that can be quickly converted into cash.

Generally, a Quick Ratio of 1 or greater is desirable and typically indicates that a company has enough cash on hand to pay its bills and keep running.

This ratio varies significantly across Industries.



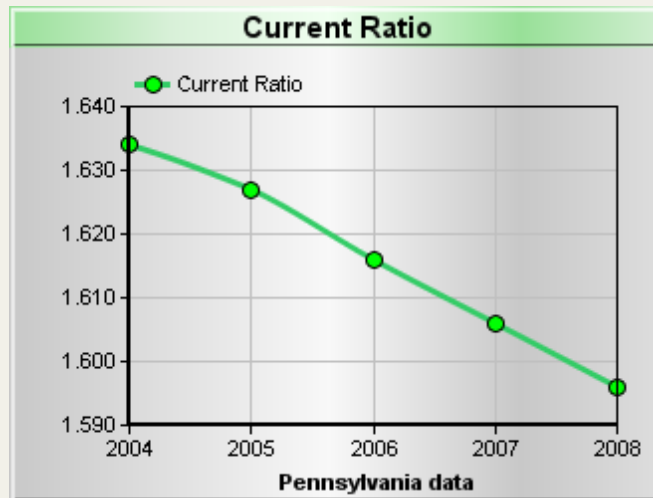
Current Ratio

(A Liquidity Ratio)

Current Ratio: This ratio divides the current assets by the current liabilities (obligations to be paid in 30 to 60 days). This ratio is often used by short-term creditors to make sure that their investments are covered by assets which can be converted to cash in the near future.

Generally, a Current Ratio of 1 or greater is good, a Current Ratio of 2 or greater is desirable.

This ratio varies significantly across Industries.

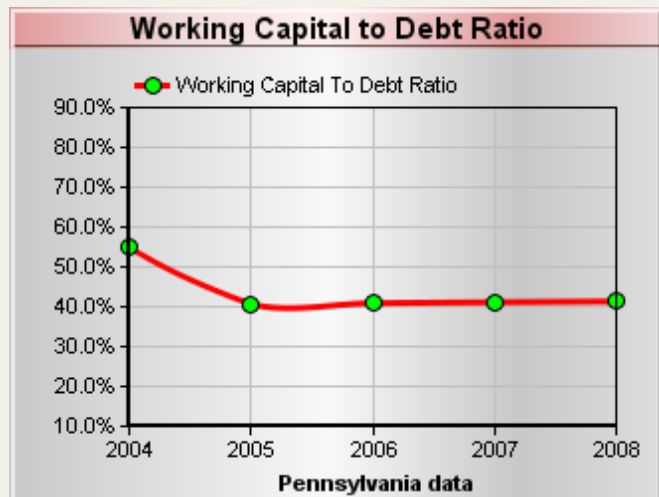


Working Capital to Debt Ratio

(A Liquidity Ratio)

Working Capital to Debt Ratio: Measures the ability of a company to eliminate its debt using its Working Capital. A high or increasing Working Capital to Debt Ratio is usually a positive sign, showing the company can use its Working Capital to pay off its debt.

Monitoring this ratio is very important to make sure the company has the ability to satisfy its creditors. Generally, a ratio of 100% or higher is desirable as this shows the company could pay down its debt with Working Capital.



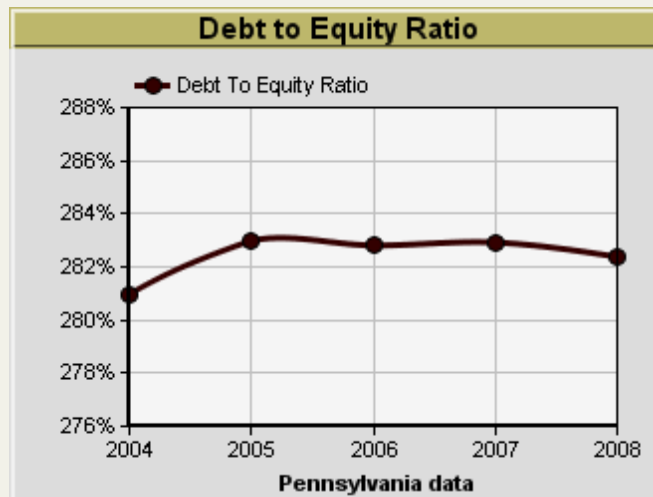
Debt to Equity Ratio

(A Liquidity Ratio)

Debt to Equity Ratio: Shows financial strength. A very low ratio means that the company has greater protection to creditors if there is a decline in sales or a shrinkage of total assets.

The lower the Debt to Equity Ratio the better.

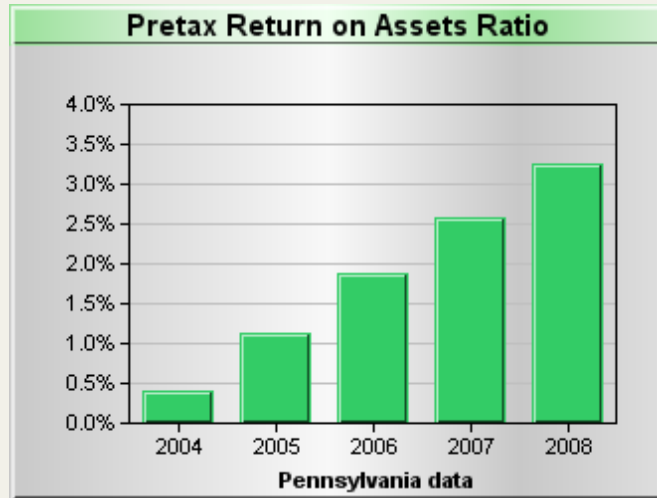
This ratio also depends on the industry in which the company operates. For example, capital-intensive industries could have Debt to Equity Ratio of 500%, while a consulting business could have a Debt to Equity Ratio of 40%.



Pretax Return on Assets Ratio (A Profitability Ratio)

Pretax Return on Assets Ratio (aka **Pretax Return on Investment Ratio**): An indicator of how profitable a company is relative to its total assets. ROA gives an idea as to how efficient management is at using its assets to generate earnings. Calculated by dividing a company's annual pretax earnings by its total assets, ROA is displayed as a percentage.

Positive growth trends are desirable.



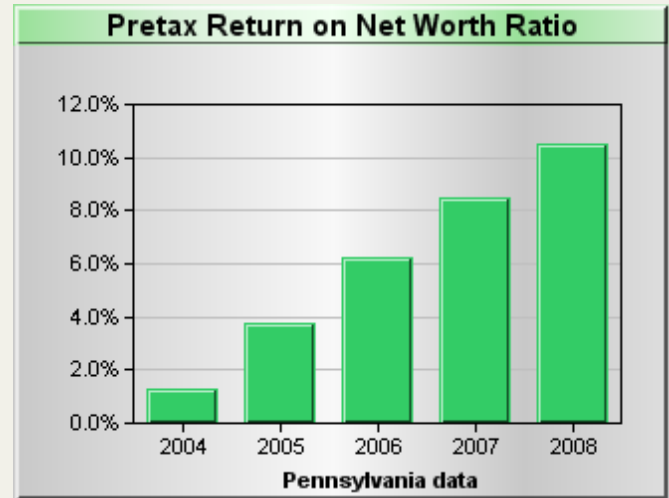
Pretax Return on Net Worth Ratio (A Profitability Ratio)

Pretax Return on Net Worth Ratio: This ratio provides the earnings before taxes for each dollar invested.

This ratio highlights management's ability to generate a meaningful return on capital invested in the business.

This ratio does not apply if a company's net worth is a negative value.

Positive growth trends are desirable.

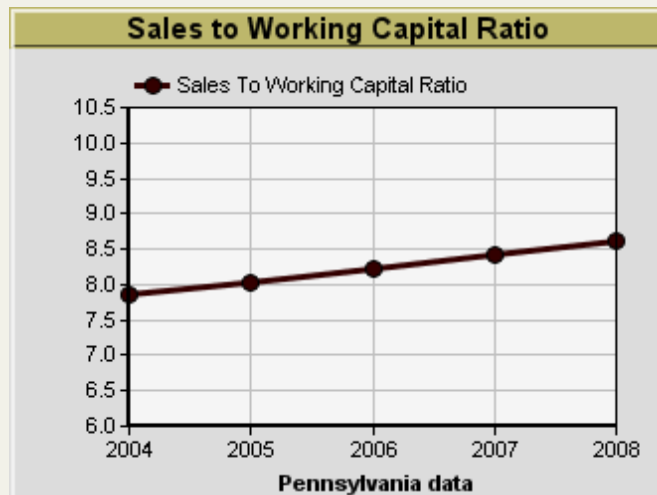


Sales to Working Capital Ratio (An Efficiency Ratio)

The Sales to Working Capital Ratio (aka **Turnover of Working Capital Ratio**) indicates how many dollars in sales the business makes for every dollar of working capital.

An increasing trend is often a positive sign, indicating the company is better able to use its working capital to generate sales.

This ratio varies significantly across Industries.

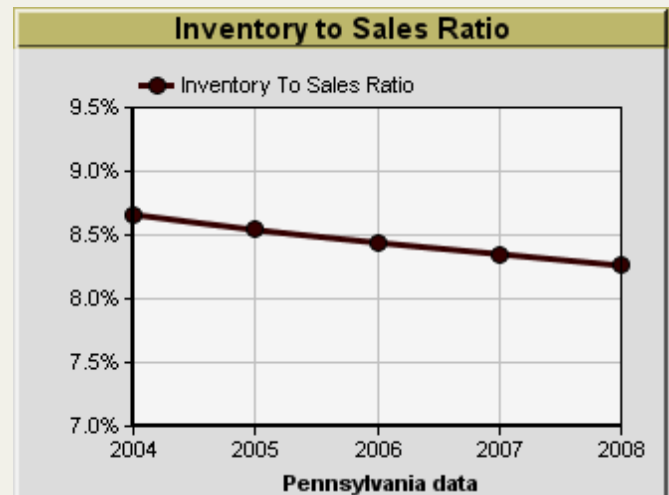


Inventory to Sales Ratio (An Efficiency Ratio)

Inventory to Sales Ratio: Looks at your investment in inventory in relation to your annual sales amount. The Inventory to Sales Ratio helps you identify whether inventory is growing unnecessarily.

A static or declining trend shows effective use of just-in-time methodology (i.e. your investment in inventory is shrinking in relation to sales.)

This ratio varies significantly across Industries.



Supporting Data

Supporting Data for Charts Above (Average per company matching search criteria)

Dollar Amounts in Thousands

Pennsylvania data

	2004	2005	2006	2007	2008
Sales	\$2,021.149	\$2,076.887	\$1,975.164	\$1,944.465	\$1,913.711
Gross Margin	\$474.415	\$493.417	\$474.803	\$472.650	\$470.020
EBITDA	\$111.593	\$122.784	\$124.378	\$129.438	\$133.960
Operating Profit Margin	.240%	.680%	1.130%	1.520%	1.890%
Net Worth	\$321.666	\$323.140	\$303.234	\$294.192	\$286.444

Ratios (shown in charts above)

Quick Ratio	1.202	1.197	1.188	1.180	1.172
Current Ratio	1.634	1.627	1.616	1.606	1.596
Working Capital to Debt	54.884%	40.630%	40.910%	41.130%	41.340%
Debt to Equity	280.985%	282.990%	282.810%	282.920%	282.380%
Pretax Return on Assets	.390%	1.130%	1.880%	2.570%	3.240%
Pretax Return on Net Worth	1.314%	3.770%	6.240%	8.440%	10.500%
Sales to Working Capital	7.862	8.027	8.224	8.417	8.610
Inventory to Sales	8.663%	8.540%	8.440%	8.350%	8.260%

Additional Ratios

Assets to Sales	61.531%	60.540%	59.800%	59.020%	58.350%
Accounts Receivable to Revenue	15.929%	15.730%	15.540%	15.350%	15.180%
Cash Flow to Total Debt	.123	.134	.145	.156	.166
Current Liabilities to Net Worth	128.086%	129.800%	130.710%	131.790%	132.390%
Cash Ratio	18.780%	18.570%	18.260%	18.010%	17.740%
Cash to Current Assets	11.496%	11.410%	11.300%	11.220%	11.110%
Cash to Working Capital	29.637%	29.620%	29.650%	29.740%	29.770%
Inventory Turnover	8.698	8.785	8.852	8.921	8.987
Sales to Equity	6.382	6.530	6.619	6.719	6.792
Working Capital Turnover	7.862	8.027	8.224	8.417	8.610

Note: Business Ratios vary widely among industries due to start-up costs, inventory requirements, staffing, expenses, etc.

Supporting Data

Supporting Data for Charts Above (Average per company matching search criteria)

Dollar Amounts in Thousands

National Level data

	2004	2005	2006	2007	2008
Sales	\$2,788.969	\$2,811.167	\$2,617.172	\$2,532.585	\$2,459.865
Gross Margin	\$648.003	\$663.157	\$626.143	\$613.883	\$603.434
EBITDA	\$134.520	\$149.813	\$151.610	\$157.648	\$163.030
Operating Profit Margin	.026%	.545%	1.050%	1.490%	1.900%
Net Worth	\$339.713	\$340.742	\$315.840	\$304.442	\$294.677

Ratios (shown in charts above)

Quick Ratio	1.295	1.281	1.266	1.253	1.241
Current Ratio	1.724	1.708	1.691	1.675	1.661
Working Capital to Debt	56.126%	56.535%	41.830%	42.040%	42.250%
Debt to Equity	357.539%	353.311%	349.320%	345.300%	341.730%
Pretax Return on Assets	.045%	.983%	1.910%	2.750%	3.550%
Pretax Return on Net Worth	.180%	3.800%	7.240%	10.200%	12.910%
Sales to Working Capital	7.234	7.451	7.674	7.899	8.113
Inventory to Sales	8.200%	8.100%	8.010%	7.920%	7.840%

Additional Ratios

Assets to Sales	56.173%	55.466%	54.830%	54.210%	53.630%
Accounts Receivable to Revenue	16.206%	15.939%	15.700%	15.470%	15.260%
Cash Flow to Total Debt	.111	.124	.137	.150	.162
Current Liabilities to Net Worth	159.102%	158.825%	158.680%	158.540%	158.240%
Cash Ratio	20.216%	19.875%	19.480%	19.140%	18.810%
Cash to Current Assets	11.725%	11.636%	11.520%	11.430%	11.320%
Cash to Working Capital	27.916%	28.068%	28.180%	28.360%	28.460%
Inventory Turnover	9.221	9.287	9.350	9.409	9.473
Sales to Equity	8.334	8.379	8.418	8.454	8.485
Working Capital Turnover	7.234	7.451	7.674	7.899	8.113

Note: Business Ratios vary widely among industries due to start-up costs, inventory requirements, staffing, expenses, etc.

Glossary Terms - Income Statement

Advertising The amount spent on advertising.	Bad Debt An accounts receivable which is considered uncollectible and is being written off.
Compensation of Officers The amount paid to company officers.	Cost of Goods Sold The direct cost associated with producing or acquiring the goods sold.
EBITDA Earnings Before Interest, Taxes, Depreciation, and Amortization. Also known as Operating Cash Flow.	Employee Benefit Program The amount spent providing benefits to employees.
Gross Margin The difference between the sales and the cost of goods sold, also called the Gross Profit.	Interest Expense Amount paid to service a debt.
Miscellaneous Expenses Other unclassified expenses, such as loss carry forwards.	Net Income/Operating Profit The amount remaining after all operating expenses have been deducted.
Pensions & Annuity Plans The amount paid by the company towards pensions and annuity plans for its employees and officers.	Rent The amount paid for occupancy and use of real estate.
Repairs The amount paid to upkeep property in its original, or functional, condition.	Salaries & Wages The amount paid to employees.
Sales The total amount received through selling activities.	Total Receipts The gross sales less any returns.

Glossary Terms - Balance Sheet

<p>Accounts Payable Short-term obligations owed by your business for goods and services.</p>	<p>Accounts Receivable Amounts owed to your business for goods and services.</p>
<p>Cash Monies available to a business at any time. The most liquid of all assets.</p>	<p>Depreciation, Depletion, & Amortization The amounts allocated during the period to amortize the cost of acquired Long-term Assets.</p>
<p>Inventories Unsold goods held by manufacturers, wholesalers and retailers.</p>	<p>Long-Term Debt Debt due to be paid at a date more than one year in the future.</p>
<p>Long-Term Investments Companies use long-term investments to generate income by placing funds into long-term investments such as stocks and bonds.</p>	<p>Net Accounts Receivable The amount a company is reasonably confident that they can collect from their Accounts Receivable.</p>
<p>Net Intangible Assets Non-physical items a business has of value, such as goodwill and trade names.</p>	<p>Other Assets These include items not otherwise classified as a Current Asset or a Fixed Asset. These could include property held for sale, long-term prepaid expenses or long-term notes receivable.</p>
<p>Other Current Assets Non-cash assets due within 1 year such as supplies, prepaid expenses, and deferred income tax recoveries that are not yet in cash but will be within a year.</p>	<p>Other Current Liabilities A balance sheet entry used by companies to group together current liabilities that are not assigned to common liabilities such as debt obligations or accounts payable.</p>
<p>Plant, Property, & Equipment Also referred to as Fixed Assets or Tangible Assets. This includes assets purchased for long-term use by a business such as buildings, land, machines, furniture, tools, etc.</p>	<p>Short-Term Investments Companies use short-term investments to park their surplus Cash. These investments could include securities bought and held for sale in the near future to generate additional income.</p>
<p>Short-Term Obligations Amounts owed by your business to creditors, suppliers, and other vendors. Often these amounts will be due within 90-days.</p>	<p>Total Assets What a business has of value. This includes: inventory, investments, bank accounts, cars, trucks, property, trademarks, goodwill, etc.</p>
<p>Total Current Assets The combination of cash, inventories, receivables, and other current assets considered to be convertible into cash within a year or less.</p>	<p>Total Current Liabilities Claims to the company's assets that are usually due within one year. These make up several line items, such as accounts payable, notes payable, current maturities, and accrued liabilities. Also called Current Liabilities.</p>
<p>Total Liabilities Includes all the current liabilities, long-term debt, and any other miscellaneous liabilities the company may have.</p>	<p>Total Net Worth & Equity The owner's total investment in a company (purchased or earned), which may never have to be repaid, minus the liabilities that will need to be repaid.</p>
<p>Total Liabilities & Net Worth Is the sum of all liability items and the net worth. Also known as Total Assets.</p>	

Glossary Terms - Ratios

<p>Assets to Sales Ratio This ratio is calculated by taking Total Assets and dividing by Annual Sales. This indicates the entire investment required to bring in sales. Generally, a high number here indicates that assets are being under-utilized.</p>	<p>Accounts Receivable to Revenue Ratio This ratio is determined by dividing Total Accounts Receivable by Annual Sales. This indicates how much credit the company is extending to its customers as a proportion of total revenue.</p>
<p>Cash Ratio This ratio is determined by dividing Cash by Current Liabilities. Also called the Liquidity Ratio, this ratio is used to determine the ability of the company to meet short-term commitments.</p>	<p>Cash Flow to Total Debt Ratio This ratio is calculated by taking Cash Flow and dividing by Total Debt. This measures how long it will take for a company to pay down its total debt by using its cash flow. A long period may indicate excessive debt and the potential for bankruptcy in an economic downturn.</p>
<p>Cash to Current Assets Ratio This ratio is calculated by taking Cash and dividing by Current Assets. This measures how much cash a company holds in proportion to its total assets. This is used to determine the ability of the company to meet immediate commitments.</p>	<p>Cash to Working Capital Ratio This ratio is determined by dividing Cash by Working Capital. This indicates how much of the company's working capital is in cash, a key metric that indicates how easily a company may meet its short-term commitments.</p>
<p>Current Ratio This ratio divides the Current Assets by the Current Liabilities. This ratio is often used by short-term creditors to make sure that their investments are covered by assets which can be converted to cash in the near future.</p>	<p>Current Liabilities to Net Worth Ratio This ratio is determined by dividing Current Liabilities by Net Worth. This indicates the solvency of a company. Generally, this should not exceed 60%. Higher figures indicate potential future problems meeting its commitments.</p>
<p>Debt to Equity Ratio This ratio is calculated by taking Total Liabilities and dividing by Total Equity. A very low ratio means that the company has greater protection to creditors if there is a decline in sales or a shrinkage of total assets.</p>	<p>Inventory to Sales Ratio Calculated by dividing the Inventory Balance at the end of the year by the Total Sales for that year. The Inventory to Sales Ratio helps you identify whether inventory is growing unnecessarily.</p>
<p>Inventory Turnover Ratio This ratio is calculated by dividing Cost of Goods Sold by Inventory. This shows how many times a company's inventory is sold and replaced each year. A high number is desirable. A low number may indicate significant future problems.</p>	<p>Pretax Return on Assets Ratio Calculated by dividing a company's annual Pretax Earnings by its Total Assets. An indicator of how profitable a company is relative to its total assets.</p>
<p>Pretax Return on Net Worth Ratio Determined by dividing Pretax Profits by Total Net Worth. This ratio highlights management's ability to generate a meaningful return on capital invested in the business.</p>	<p>Quick Ratio Short-term liquidity ratio calculated by dividing Current Assets (cash, marketable securities, etc. but not Inventory) by Current Liabilities. This ratio places more emphasis on those liquid assets that can be quickly converted into cash.</p>
<p>Sales to Working Capital Ratio This ratio is calculated by dividing Annual Sales by Total Net Worth. Indicates how many dollars in sales the business makes for every dollar of working capital.</p>	<p>Sales to Equity Ratio This ratio is determined by taking Annual Sales and dividing by Total Equity. This measures, over time, how much sales volume is produced given the equity investment in the company. An increasing figure over time is desirable, because it shows the company to be increasingly efficient.</p>
<p>Working Capital to Debt Ratio This ratio is obtained by dividing Working Capital by Debt. Measures the ability of a company to eliminate its debt using its Working Capital.</p>	<p>Working Capital Turnover Ratio This ratio is calculated by dividing Annual Sales by Working Capital. This measures how well a company uses its working capital to generate sales. Generally, a high number indicates that the company is generating many sales for every dollar of working capital utilized in the sale process.</p>

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