

1999 Georgia Manufacturing Survey Customized Benchmark Report

Key Performance Indicators



	REPORTED BY YOUR ESTABLISHMENT		Top 25% Industrial Machinery Industries	Top 25% of All Manufacturers
	1998	% Change 96-98	% Change 96-98	% Change 96-98
• Sales per Employee	\$166,958	11.0%	25.0%	20.7%
• Average Wages	\$27,778	-16.0%	12.5%	15.3%
• Productivity (Value-added per employee)	\$91,020	21.1%	50.0%	25.0%

Operating Indicators



	REPORTED BY YOUR ESTABLISHMENT IN 1999	Top 25% Industrial Machinery Industries	Top 25% of All Manufacturers
	• Inventory Turns	4.0	10.0
• Percent of Sales Exported	10.0%	25.0%	10.0%
• Annual Training Hours per Employee	11.1	5.7	9.7
• Employees Using Computers Weekly	0.0%	50.0%	50.0%
• Lead Time (days)	1	14.0	2.0
• Rework, Scrap Rate	0.0%	2.0%	1.0%
• Machine Utilization Rate	0.5%	85.0%	90.0%

Use of Business Practices & Technology



	USED BY YOUR ESTABLISHMENT IN 1999	Top 25% Industrial Machinery Industries	Top 25% of All Manufacturers
	• Just-in-time Inventory System (JIT)	NO	NO
• Online Ordering and Selling	NO	NO	YES
• Teamwork in Manufacturing Planning, Production	NO	YES	YES
• Introduced New or Significantly Changed Products in	NO	YES	YES
• Strategic Customer Alliances for Product Development	NO	YES	YES
• MRP II/ERP Software	NO	YES	YES
• ISO 9000/QS 9000 certification	NO	NO	NO

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n/a = This item was not reported in your survey response. If you wish to provide this data to us, we will be pleased to re-run this customized benchmark report. Call 404-894-6111. Individual company data is kept confidential.

What Do These Benchmarks Mean To You?

These customized results of the 1999 Georgia Manufacturing Survey compare your facility's responses to those of other manufacturers statewide. Below are definitions of terms used in the customized report.

Comparison Groups. Your company was classified into one of 26 broad, industry comparison groups based on industry type and facility employment.

% Change 96-98. Calculated from (1998 figures – 1996 figures) / (1996 figures).

Top 25%. The upper 25 percent of manufacturers with the highest change for the category. Reported positively – increases or reductions in a measure.

Sales. Total sales, value of shipments, or value of production on an annual basis.

Average Wages are calculated as (total payroll / number of employees).

Productivity or value added per employee = (sales – cost of materials, parts and services) / (number of employees). High productivity growth is an essential element of performance-based competitiveness.

Inventory Turns. Sales divided by total inventory on hand. High inventory turns improve cash flow and indicate effective ordering, manufacturing, and delivery systems.

Percent of Sales Exported. Calculated as percent of sales shipped to customers outside the US. Strong export performance is a measure of international competitiveness.

Training Hours per Employee. Calculated as (total time in hours spent on training of employees / number of employees). Effective training of employees aids productivity, quality, and flexibility, and allows companies to use more sophisticated technologies and business practices.

Employees Using Computers Weekly. Percent of employees using a computer or programmable machine control on a weekly basis as part of their jobs. A summary measure of technology diffusion in a facility.

Lead Time. Calendar days between production start and finish. Measures time needed to complete the production cycle.

Rework, Scrap Rate. Percent of products scrapped due to errors or reworked to meet quality norms.

Machine Utilization Rate. Attended running hours less idle time of machinery as a percent of regular working hours. High uptime indicates effective maintenance procedures and aids productivity and quality.

Just-in-time Inventory System (JIT). Materials are ordered from suppliers when necessary rather than building up inventory. Indicates use of lean manufacturing methods.

Online Ordering and Selling. Use of Internet based electronic commerce applications. Electronic commerce speeds business transactions and can be integrated with improved production and marketing strategies.

Team Work in Manufacturing Planning, Production. Employee teams used for problem solving and continuous improvement. Can improve quality and productivity and help operations run more smoothly.

Introduced New or Significantly Changed Products. Design and development of new products and/or improvement of the function, performance of existing products. Indicates innovativeness.

Strategic Customer Alliances for Product Development. Cooperation and knowledge sharing with customers to improve processes and develop new products.

MRP II / ERP Software. Materials Requirement Planning (MRP) and Enterprise Resource Planning (ERP) software systems integrate manufacturing, purchasing, and management. These tools improve information and track costs, enhance scheduling, and may lead to financial savings and increased flexibility.

ISO 9000 / QS 9000 Certification. Certification to these international quality standards indicates high quality of deliverables of products and services. Increasingly required by major customers.