

2005 Georgia Manufacturing Survey Customized Benchmark Report

Georgia Institute of
Technology



Georgia Manufacturing
Survey 2005

Key Performance Indicators



Percent of sales from exports

Value added per employee

Employees average wages

Reported by Your Establishment

2004 % Change
02-04

Top 10% Medical
Industries
% Change 02-04

Top 10% of All
Manufacturers
% Change 02-04

40.0%	33.3%	200.0%	108.8%
\$31,447	-1.9%	15.3%	78.1%
\$22,013	2.5%	96.4%	33.9%

Innovation and Technology



Developed improved or new products

Developed new to industry products

Applied for patents

Developed improved or new processes

Percent of sales placed through the Internet

Percent of employees using computers

Reported by Your Establishment in 2005

Top 10% Medical
Industries

Top 10% of All
Manufacturers

YES	YES	YES
YES	YES	YES
NO	YES	YES
NO	YES	YES
15.0%	20.0%	25.0%
100.0%	100.0%	90.0%

Human Resources and Quality



Amount spent for training per employee

Percent of employees with science,
engineering or computing 4 year degrees

Percent of employees working in teams

ISO 9000 certified

Reported by Your Establishment in 2005

Top 10% Medical
Industries

Top 10% of All
Manufacturers

\$283	\$10,000	\$833
5.7%	98.0%	18.8%
95.0%	95.0%	100.0%
YES	YES	YES

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 2005 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 24 industry comparison groups based on industry type and facility employment.

% Change 2002-2004. Calculated from (2004 data – 2002 data) / (2002 data) x 100.

Top 10%. The upper 10 percent of manufacturers with the best performance (number or change) for the category.

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

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

Employees average wages are calculated as (total payroll / number of employees).

Value added per employee is a measure of productivity and is calculated as (sales – cost of materials, parts and services) / (number of employees). High productivity growth is an essential element of performance-based competitiveness.

Developed improved or new products. Design and/or development of modifications or extension of existing products or product lines, copies of competitors' products, or products that are new-to-the-industry in the last three years. Indicates innovativeness.

Developed new-to-the-industry products. Design and/or development of new-to-the-industry products only. Indicates industry leadership in innovativeness.

Applied for patents. Facility applied for any patents during the 2002-2004 period. Indicates innovation capabilities.

Developed improved or new processes. Facility introduced processes or manufacturing technologies that were new to the industry or that significantly improved the firm. Can improve quality and productivity and help operations run more smoothly.

Percent of sales placed through the Internet. Company Web sites allowing customers to place orders or accept sales electronically. Online ordering can speed business transactions and integrate orders with production and marketing strategies.

Percent of employees using computers. Percentage of shop floor employees using a computer or programmable machine controller at least once a week as part of their jobs. A measure of technology diffusion within a facility.

Amount spent for training per employee. Calculated as dollars spent on all training activities in 2004 divided by the number of employees. Effective training of employees aides productivity, quality, and flexibility, and allows companies to use more sophisticated technologies and business practices.

Percent of employees with science, engineering, or computer 4-year degrees. Number of employees with bachelors or higher degrees majoring in science, engineering, and information technology. Indicates workforce capabilities for innovation and new technology.

Percent of employees working in teams. Employee teams used for problem solving and continuous improvement. Can improve quality and productivity and help operations run more smoothly.

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

About the Survey

- The Georgia Manufacturing Survey is co-directed by Dr. Philip Shapira of the School of Public Policy and Dr. Jan Youtie of Economic Development & Technology Ventures at Georgia Tech.
- The survey is used to inform manufacturing assistance programming and regional innovation initiatives in Georgia.
- Mail surveys were sent to 4,000 Georgia manufacturers with 10 or more employees (February to July 2005).
- Completed surveys from 747 manufacturers were weighted to reflect employment and industry distributions in the Georgia Department of Labor database.
- Information is released publicly in an aggregated form only. Companies participating in the survey receive confidential customized benchmark reports.
- For more information, call 404-894-6111, email jan.youtie@edi.gatech.edu, or view the full report at <http://www.cherry.gatech.edu/survey>