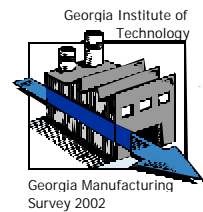
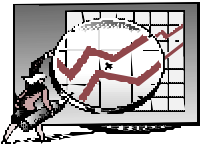


2002 Georgia Manufacturing Survey Customized Benchmark Report



Key Performance Indicators



	Reported by Your Establishment		Top 10% Electrical equipment and Instruments Industries % Change 99-01 (Except Exports)	Top 10% of All Manufacturers % Change 99-01 (Except Exports)
	2001	% Change 99-01		
Percent of sales from export	52.0%	-	37.0%	15.0%
Employees average wages (1999-2001)	\$33,333	0.0%	14.5%	17.5%
Value added per employee (1999-2001)	\$223,333	16.5%	30.7%	33.3%

Innovation and Technology Indicators



	Reported by Your Establishment in 2002		Top 10% Electrical equipment and Instruments Industries	Top 10% of All Manufacturers
	2002	%		
Developed improved or new products	YES		YES	YES
Developed new to industry products	YES		YES	YES
Applied for patents	YES		YES	YES
Developed improved or new processes	YES		YES	YES
Electronic links with customers/suppliers	NO		YES	YES
Customers make online orders	NO		YES	YES
Percent of employees using computers	80.0%		90.0%	86.7%

Human Resources and Quality Indicators



	Reported by Your Establishment in 2002		Top 10% Electrical equipment and Instruments Industries	Top 10% of All Manufacturers
	2002	%		
Percent of employees with science, engineering or computing 4 year degrees	13.3%		21.6%	12.6%
Percent of employees working in teams	30.0%		100%	100%
ISO 9000 certified	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 2002 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 1999-2001. Calculated from (2001 figures – 1999 figures) / (1999 figures) 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 1999-2001 period. Indicates innovation capabilities.

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

Electronic links with customers/suppliers. Company Web sites allowing customers or suppliers to link electronically with a facility. Electronic linkages can help a company build sales or purchases for customers/suppliers that require electronic transactions.

Customers make online orders. Company Web sites that allow customers to place or request orders online. 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 summary measure of technology diffusion in a facility.

Percent of employees with science, engineering, or computer 4-year degrees. Number of employees with bachelors or higher degrees majoring in science, engineering, computing 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 Georgia Tech School of Public Policy and Dr. Jan Youtie of the Georgia Tech Economic Development Institute.
- 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 (April to October 2002).
- Completed surveys from 636 manufacturers were weighted to reflect employment and industry distributions in the Georgia Department of Labor database.
- Information is released publicly only in an aggregated form. Companies participating in the survey receive confidential customized benchmark reports.
- For more information, call 404-894-6111, email jan.youtie@edi.gatech.edu, or see <http://www.cherry.gatech.edu/survey> to view the full report.