



TOP SHOPS BENCHMARK RESULTS

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On the following a pages is an example of a summary you will receive and a couple of samples of the types of questions and how you score against a top shop.

The survey has around 80 questions and will go online in January 2021.



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Performance Summary

Your Overall Percentile: 49%
 Your Overall Rank: 131

Strengths	Your response for this metric is in the top 25% of all responses. Your company is a leader in this metric.
On Track	Your response for this metric is a typical response, between the 25th and 75th percentiles . Your company is comparable to the industry standard.
Opportunities	Your response for this metric is in the bottom 25% of all responses. Consider what can be done in this area to improve performance.

Strengths

On Track

Opportunities

- Annual Sales Growth
- Capacity Utilization
- Capital Equipment Spending
- Customer Retention
- Employee Age
- Employee Experience
- Employee Investment per CNC Machine
- Employee Investment per Employee
- Estimated Sales Growth
- Finished First Pass Quality Yield
- Gross Sales per Employee
- Gross Sales per Machine
- Labor Turnover Rate
- Machine Usage
- Machining Time Percentage
- Material Investment per CNC Machine
- Materials Investment per Employee
- On Time Delivery
- Order Lead Time
- Profit Margin
- Quote To Book Ratio
- Return on Assets
- Scrap/Rework as a Percent of Parts
- Scrap/Rework as a Percent of Sales
- Setup Time
- Spindle Utilization
- Tooling Investment per CNC Machine
- Tooling Investment per Employee
- Wages-CAM Programmers
- Wages-Operators
- Wages-Setup Personnel



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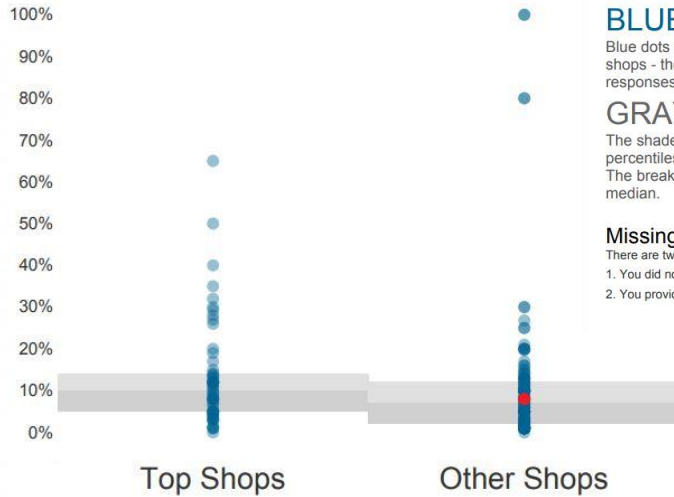
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Capital Expenditure as a Percentage of Sales

Cost of total capital equipment purchases divided by gross sales (%)

Your Shop's Value: **8.0%**
 Your Overall Percentile: **51%**

Why this is important: Capital equipment is constantly improving in terms of capabilities, performance, and reliability. Making regular investments in new technology to replace older equipment or add capacity can help a company grow while remaining profitable.



RED

The red dot and number indicate your response, and the percentile where it falls.

BLUE

Blue dots represent the responses of other shops - the darker the blue, the more responses that were close to that value.

GRAY

The shaded area marks the 75th and 25th percentiles, where higher numbers are better. The break in the shading represents the median.

Missing a red dot or number?

- There are two possible reasons:
1. You did not provide an answer to this question.
 2. You provided an answer, but it was an outlier.

Setup Time

Time it takes to prepare a new job for machining (minutes, lower is better)

Your Shop's Value: **67.5**
 Your Overall Percentile: **50%**

Why this is important: Setup time indicates how quickly a shop can transition from one job to the next, maximizing spindle utilization and minimizing machine downtime.

