



Build your machining business

2024 CUSTOM SHOP REPORT



PREPARED FOR

Your Company Name Goes Here





MODERN MACHINE SHOP

TOP SHOPS BENCHMARK RESULTS

BUILD YOUR MACHINING BUSINESS

PERFORMANCE SUMMARY



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

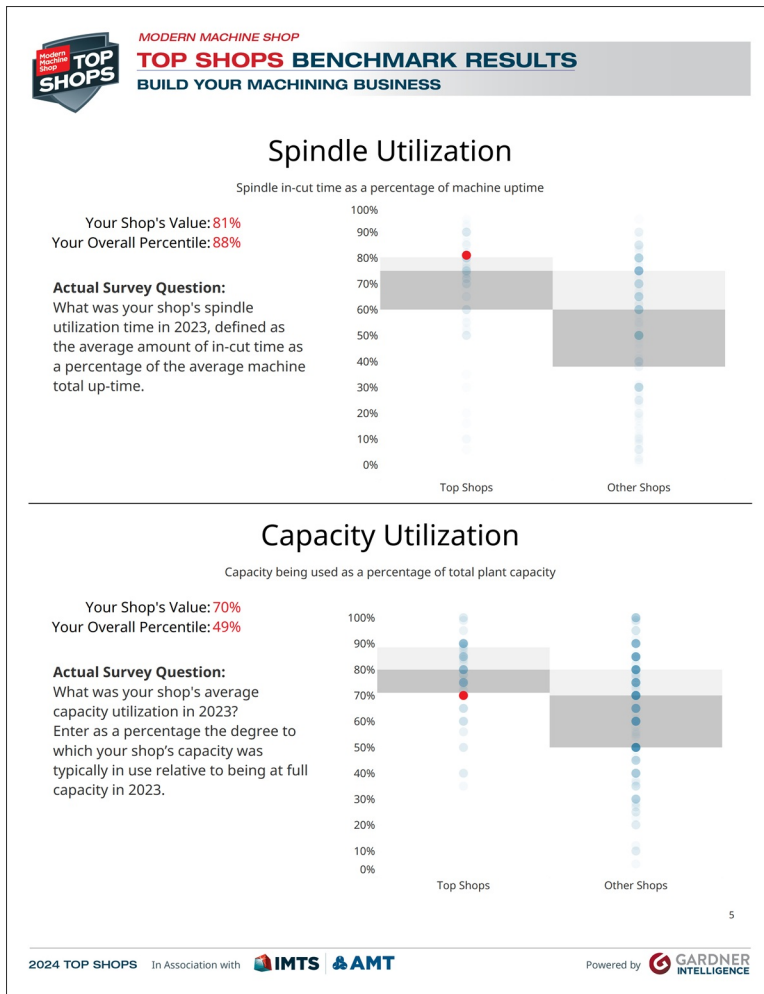
Your response for this metric is in the **bottom 25%** of all responses. Consider what can be done in this area to improve performance.

Congratulations!
You are a 2023 Top Shop!

Strengths	On Track	Opportunities
Annual Sales Growth (18)	CAM Programmer Wages (21)	Accident/Incident Rate (18)
Capacity Utilization (5)	Capital Spending as Pct. of Sales (10)	Employee Turnover Rate (19)
Gross Sales per Employee (16)	Customer Retention Rate (10)	Employees per Machine (11)
Gross Sales per Machine (16)	Employee Experience (19)	Quote-to-Book Ratio (12)
Machine Usage (9)	First-Pass Quality Yield (8)	Setup Time (6)
Material Investment per Employee (15)	Labor Investment per Employee (13)	
Material Investment per Machine (15)	Labor Investment per Machine (13)	
Order Lead Time (6)	Machine Age (9)	
Return on Assets (17)	Machine Operator Wages (20)	
Scrap/Rework % of Parts (7)	Mfg. Employees per Machine (11)	
Scrap/Rework % of Sales (7)	On-Time Delivery Rate (8)	
Spindle Utilization (5)	Profit Margin (17)	
Tooling Investment per Employee (14)	Setup Personnel Wages (20)	
Tooling Investment per Machine (14)		

The number following each measure in parentheses is the page number in this report where the overall results for that measure are shown.

HOW TO READ YOUR REPORT



RED

The red dot and number indicate your response, and the overall percentile of that response, compared to all shops combined.

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 percentiles 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.

Median

The median is the value 'in the middle' when all values are ordered from lowest to highest. Median values can better represent 'middle of the pack' than averages, which can be skewed by even one extreme data point.



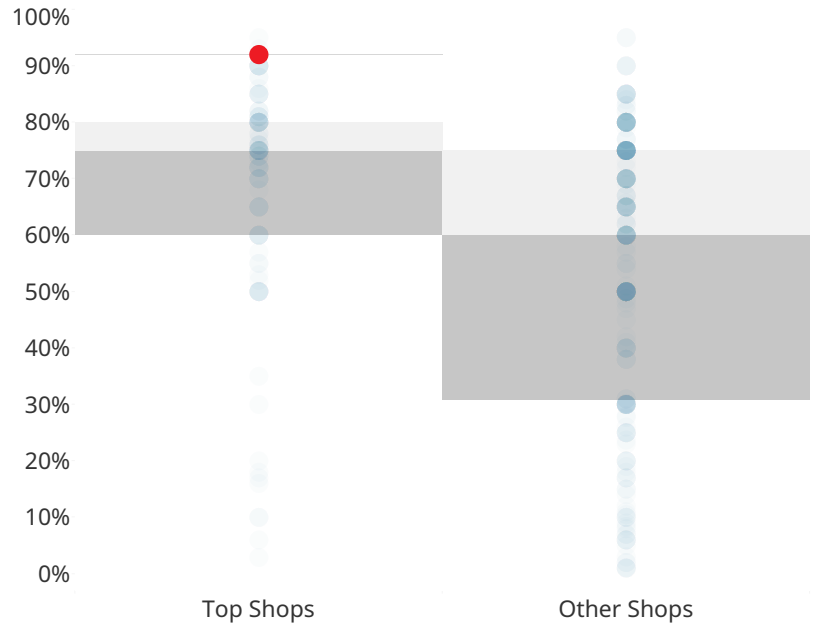
Spindle Utilization

Spindle in-cut time as a percentage of machine uptime

Your Shop's Value: **92%**
Your Overall Percentile: **99%**

Actual Survey Question:

What was your shop's spindle utilization time in 2023, defined as the average amount of in-cut time as a percentage of the average machine total up-time.



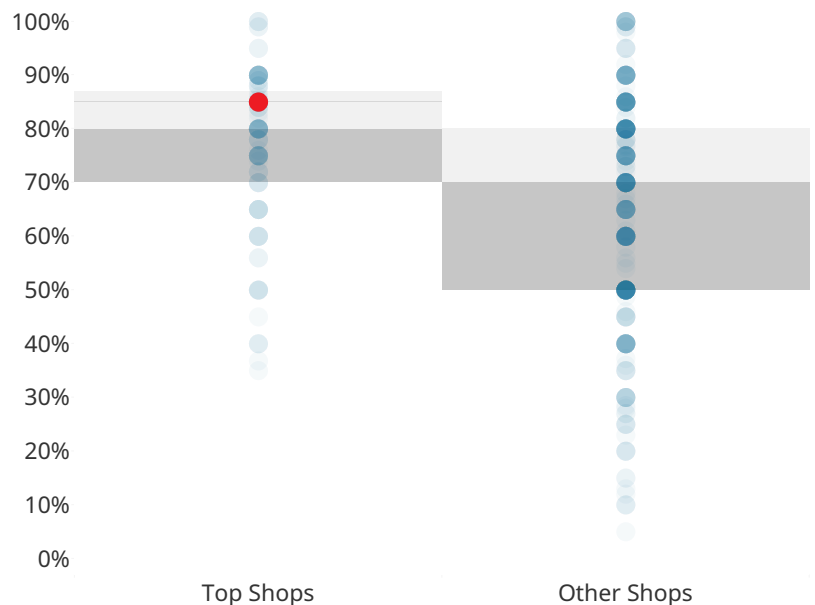
Capacity Utilization

Capacity being used as a percentage of total plant capacity

Your Shop's Value: **85%**
Your Overall Percentile: **83%**

Actual Survey Question:

What was your shop's average capacity utilization in 2023?
Enter as a percentage the degree to which your shop's capacity was typically in use relative to being at full capacity in 2023.





Order Lead Time

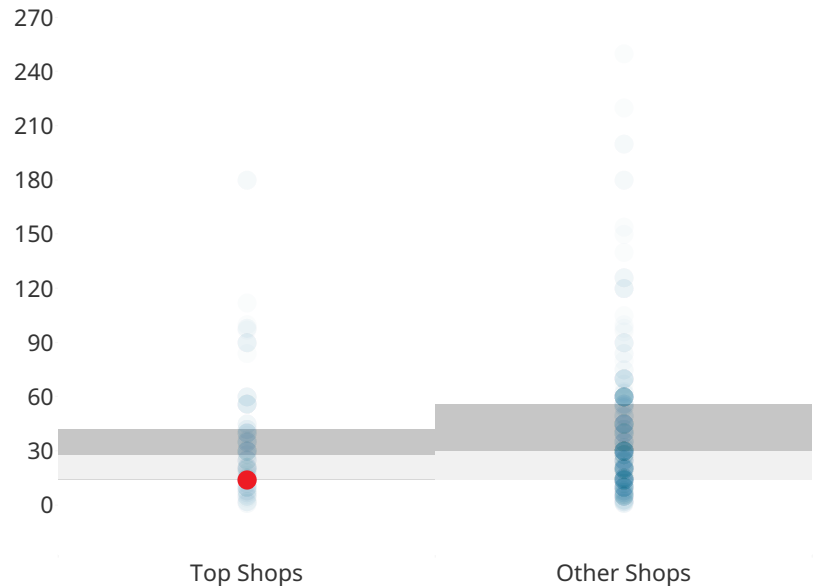
Time between receipt of order to delivery to customer (days, lower is better)

Your Shop's Value: 14

Your Overall Percentile: 79%

Actual Survey Question:

What was your shop's order lead time in 2023, defined as the average number of days from receipt of an order to delivery to customer.



Setup Time

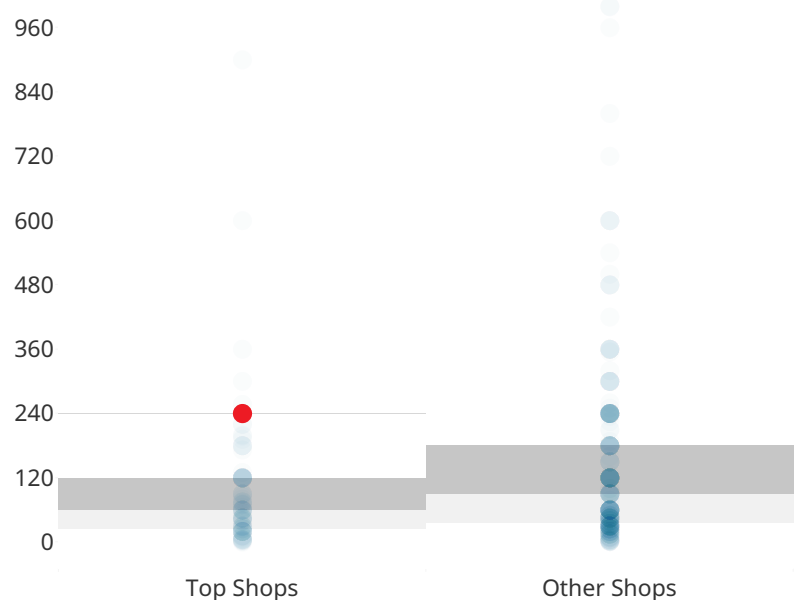
Time it takes to prepare a new job for machining (minutes, lower is better)

Your Shop's Value: 240

Your Overall Percentile: 19%

Actual Survey Question:

What was your shop's average setup time in 2023, defined as the time, in minutes, between the completion of the last good piece of one run and the first good piece of the next run.





MMS Top Shops Methodology

Top Shops

Select measures are scored and tallied for each survey participant to identify the top performing benchmarking group. This benchmarking group is designated "Top Shops". Four Top Shops are profiled in *Modern Machine Shop*.

General

- *Sample:* Modern Machine Shop magazine subscribers and visitors to relevant websites, blogs, etc. for broad exposure and participation.

- *Field period:* January 2024- Present

Survey

- *Distribution:* Sent via email with online link and posted to relevant websites, blogs, etc.

- *Question areas:* Machining technology, shopfloor practices, business strategies, human resources, firmographics and demographics.

- *Response options:* Formats "normalized" to reduce bias associated with shop characteristics like size, making comparisons and competition fair and reasonable across shops.

Data

- *Tabulation:* Data tabulated for Top Shops and Other Shops.

- *Scope:* Reports plot data points from 2022 and 2023 surveys along with 2024 to provide additional context for benchmarking. Scores were not affected by this addition.

- *Cleaning:* Outlier values are removed from numbers-based questions using a databased approach and logic.

Business Attributes:

Median Value	Top Shops	Other Shops
Active customers	30	28
Employees (manufacturing)	26	20
Employees (total)	34	29
Machine tools in production	21	15
Median Batch Size	100	50
SKUs	700	500

Shop Type

Captive Shop	10%	11%
Contract/Job Shop	90%	89%

Industries Served

Defense/Government	56%	46%
Machinery/Industrial Equipment	44%	43%
Aerospace, commercial	46%	40%
Aerospace, general aviation	39%	34%
Oil/Gas Field & Mining Machinery	34%	28%
Automotive	27%	28%
Industrial/Mechanical Components	31%	26%
Medical/Dental	23%	28%
Pumps, Valves & Plumbing	25%	23%
Offroad/Construction/Agricultural	27%	18%
Consumer Goods	11%	18%
Electronics/Computers	19%	16%
Firearms/Ammunition	13%	18%
Power Generation (turbines, batteries)	11%	17%
Marine/Ship & Boat Building	12%	14%
Architectural/Construction Components	13%	13%
Forming & Fabricating (non-automotive)	10%	15%
Other (please specify)	10%	13%
Hardware/Fasteners	10%	12%
Packaging	11%	11%
Sporting Goods	7%	8%
Appliances	7%	7%
Energy Storage (pressure vessels)	6%	7%
Mass Transit	8%	5%
Furniture Manufacturing	5%	3%
Wind Energy	2%	4%
Wire Goods/Pipes	1%	2%

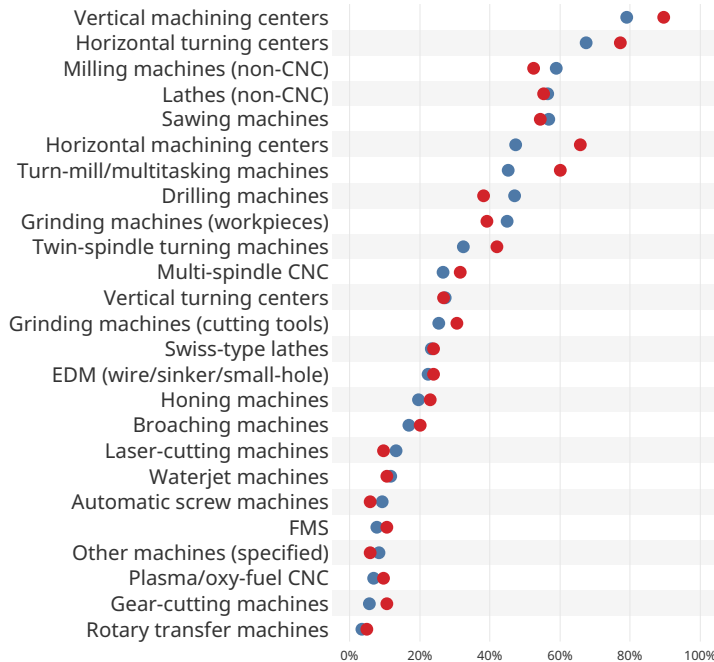


TOP SHOPS BENCHMARK RESULTS

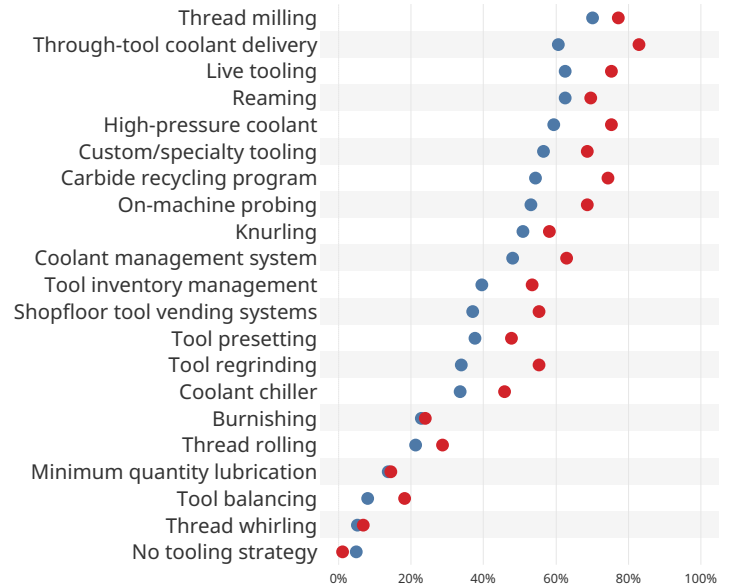
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Top Shops ● Other Shops ●

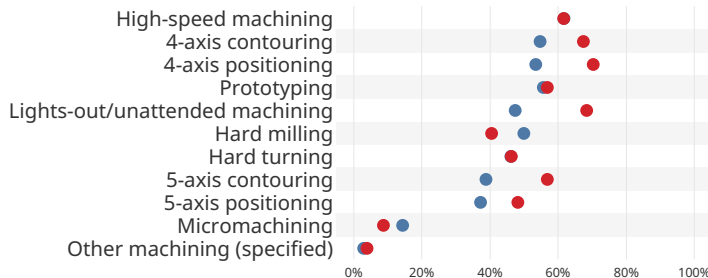
Machine Type



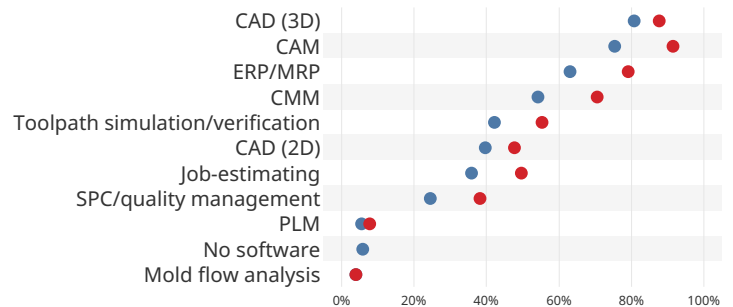
Tooling



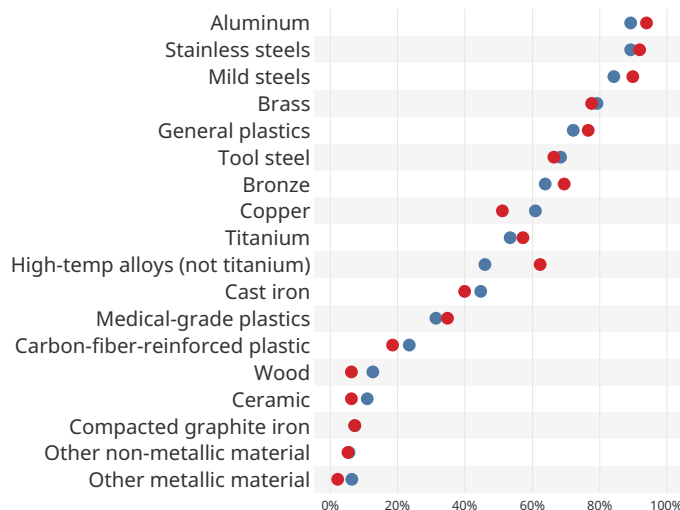
Machining Strategies



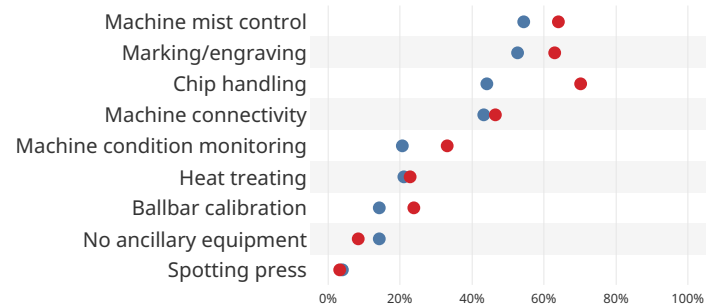
Software



Materials Machined



Ancillary Equipment



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