

## WELCOME!

**We're so glad you're taking the time to tell us about your company as part of MoldMaking Technology's Leadtime Leader Awards program! This form includes questions about your company, operations, business performance, strategies, workforce, and customers.**

**We encourage you to also submit supplemental information (videos, photos, links, etc.) about your shop that does not lend to the online survey format. Please email it directly to Christina Fuges, [cfuges@gardnerweb.com](mailto:cfuges@gardnerweb.com). Thank you!**

**[Click here to download a PDF of the survey](#) if you want to review the questions, consult with your team, and prepare your responses before entering them online.**

1. Please provide the following contact information.

<b>Your Name</b>	<input type="text"/>
<b>Company Name</b>	<input type="text"/>
<b>Company Address</b>	<input type="text"/>
<b>Company Address 2</b>	<input type="text"/>
<b>City/Town</b>	<input type="text"/>
<b>State/Province</b>	<input type="text" value="-- select state --"/>
<b>ZIP/Postal Code</b>	<input type="text"/>
<b>Country</b>	<input type="text"/>
<b>Email Address</b>	<input type="text"/>
<b>Phone Number</b>	<input type="text"/>

## Company Profile Section

**As you complete this section and the rest of the survey, please consider your entire company, including all locations and buildings.**

2. How many different locations does your company operate?

3. What is the total square footage of all your company's locations combined?

4. What is the total number of all employees in all roles/functions across all buildings/facilities that are active with molds (e.g. designed, built, maintained, repaired)?

5. What is the total number of employees across all buildings/facilities who are directly associated with molds activity (e.g. designed, built, maintained, repaired)?

6. Which processes are used by your company? *Select ALL that apply.*

- |   |  |
|---|--|
| <input type="checkbox"/> Additive manufacturing | <input type="checkbox"/> Tool maintenance & repair |
| <input type="checkbox"/> CAD/CAM                | <input type="checkbox"/> Mold finishing            |
| <input type="checkbox"/> Grinding               | <input type="checkbox"/> Injection molding         |
| <input type="checkbox"/> Milling                | <input type="checkbox"/> Other                     |
| <input type="checkbox"/> EDM                    |  |

7. Which industries does your company serve? *Select ALL that apply.*

- Automotive/transportation
- Consumer products
- Packaging
- Medical
- Electronics/Computers
- Other

**Tip: Text boxes can be expanded by clicking and dragging the bottom right corner.**

8. Please list the types of molds your company built in 2023. Please be specific, including the number of cavities.

9. Please list the types and brands of equipment your company owns.

10. Please provide a brief history of your company. Please be specific, including how it started in the moldmaking business, when; owners/executives/backgrounds, etc.

## Operations Section

11. How did your company's 2023 **first pass quality yield** compare to 2022?

- Higher than 2022
- About the same as 2022
- Lower than 2022

12. What was your company's **on-time delivery rate** in 2023, defined as the percentage of goods delivered on the timing committed. The only sign/symbol you need to enter is a decimal, as needed.

Example: If 9 of 10 orders were delivered on time, you would enter 90.

13. How did your company's 2023 **on-time delivery rate** compare to 2022?

- Higher than 2022
- About the same as 2022
- Lower than 2022

14. What was your company's **average order lead time** in 2023, defined as the average number of **weeks** from receipt of an order to delivery to customer. The only sign/symbol you need to enter is a decimal, as needed.

15. How did your company's 2023 **average order lead time** compare to 2022?

- Shorter than 2022
- About the same as 2022
- Longer than 2022

16. For what reasons was your company's 2023 **average order lead time** different than 2022?

## Business Section

17. What was your company's percentage of **quoted dollar volume converted into sales** in 2023? You only need to enter a whole number; no decimals, signs or symbols.

Example: If you quoted jobs totaling \$250K and received orders for jobs totaling \$225K, you would enter 90.

18. What was your company's **percent change in annual sales** from 2022 to 2023?

Please use the following formula, rounding to the nearest whole number, using a minus sign as applies

Formula =  $[(2023 \text{ gross sales} - 2022 \text{ gross sales}) / 2022 \text{ gross sales}] * 100$

Example: If your 2023 sales were \$50K and your 2022 sales were \$40K, you would enter 25.

19. What **one** feature or characteristic sets your company apart from other mold manufacturers the most? *Please be specific.*

## Innovation & Technology

20. Companies innovate in many ways and areas. Please rate each area below for how well it describes an area in which your company innovates.

	Does not describe at all				Describes very well
	1	2	3	4	5
New technologies, processes, capabilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Changes to current technologies, processes, capabilities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Craftsmanship	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workforce development/training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sales & marketing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Employee compensation, benefits, 'perks'	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

For each area that describes your company's innovation 'very well,' please provide at least one specific example of innovation in that area.

21. New technologies, processes, capabilities

22. Changes to current technologies, processes, capabilities

23. Craftsmanship

24. Workforce development/training

25. Service

26. Sales & marketing

27. Employee compensation, benefits, 'perks'

**Workforce Section**

**For the next series of questions, you just need to enter whole numbers between 0 and 100 - no need to bother with signs or symbols.**

28. What percentage of your 2023 shop floor personnel is under age 25?

Example: If 5 shop floor employees were under age 25 and your usual shop floor staff totaled 30, you would enter 17.

29. What was your company's ratio of apprentices to journeymen moldmakers in 2023?

Example: If, on average, you employed 2 apprentices and 8 journeymen, you would enter 25.

**Tip: Text boxes can be expanded by clicking and dragging the bottom right corner.**

30. What is your company's single most effective strategy for **recruiting** new employees?

*Please be specific.*

31. What is your company's single most effective strategy for **retaining** new employees?

*Please be specific.*

## Customers Section

32. What percentage of your company's 2023 customers are **new customers**, that is, the percentage of 2023 customers who were not customers in 2022?

Example: If you had 5 customers in 2023 who were not customers in 2022 or prior, and a total of 40 customers in 2023, you would enter 12.5.

## Strategies Section

**Please be specific in describing your company's strategies for building and/or staying on top of each area listed.**

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33. The organization (e.g. training; school connections)

34. The company brand (e.g. community citizenship, sales & marketing)

35. Competitive advantage (e.g. innovation, continuous improvement)

36. Industry involvement (e.g. leading; informing; networking)

37. Technology developments (e.g. investment plans, research)

**This is the final page of the form. Once you click 'Submit Responses' you answers will be locked and submitted and you will be taken to the MoldMaking Technology website.**

**If you have additional materials that you would like considered as part of your MMT Leadtime Leader Awards submission, please email them separately to: Christina Fuges, CFuges@gardnerweb.com, before the deadline.**