

Code: ENGIM Activity: Manufacturing Units: Hours

Highs	Lows	Key Indicator	Profile	Client Comparison		
136	89	Sales per FTE person	\$115,000			
65	50	Gross Profit	57 %			
		Wages and Salaries	32 %			
7	3	Occupancy	4 %			
		Total Expenses	52 %			
14	2	Net Profit	5 %			
20	8	Stockturn	18			
		Charged hours to available	65 %			
70	45	Average \$ G.P. per hour	\$60			

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	Sales		Gross Profit		Hours Charged	Productivity
	No.	\$	Average	\$ %		
This Week						
Total to Date						
Total						
Target						
Variance						

Comment:

Light engineering covers a wide spectrum of activity, and encompasses a wide ranging level of gross profit margins which reflect the degree of labour involved; normally, a high gross profit margin indicates a high labour content and vice versa. Maximising charged hours by increasing productivity is not being carried out in the bustle of day to day activity. As a result, productivity levels tend to fall to human comfort level. (See Video 101)

Key Monitoring Indicators

- Sales/gross Profit per sale, per product grouping, and overall, weekly and accumulatively.
- Hours charged to product compared with hours available (productivity) weekly and accumulatively.
- Cash Flow monthly.
- Stock levels monthly.