Plastics Technology Top Shops 2025

Welcome to *Plastic Technology*'s Top Shops Benchmarking Survey for injection molding. By completing this survey, you will receive a benchmarking report customized for your facility and have opportunities to earn top shop status as well as special recognition. This survey pertains to injection molding, specifically. **Proceed only if your facility performs injection molding**.

To make the process easier and more efficient, the survey is divided into two sections:

- Core Survey: A set of essential questions that most participants have answered in previous years.
- Optional Modules: Additional sections organized by specific areas of interest. You can choose the modules that are most relevant to your business. Once you select a module, we encourage you to complete all the questions within it for the most comprehensive results.

Now for your part:

1. Complete the core survey by April 30, 2025 to:

- · Receive a customized benchmarking report.
- Earn Top Shops status.
- Be recognized as an honoree.

2. Opt-in to up to 4 modules of additional benchmarking questions after completing the core survey.

FAQ's on answering Q's

- If your company has multiple locations, respond for the location(s) you know best.
- If your company is a captive facility, answer based on the metrics your facility uses for internal reporting.

Tips

- You may stop and start the survey using the same device as many times as you like until you select 'Submit Responses' on the final page.
- We encourage you to review the list of questions for data you will need to complete the core survey. You may download a PDF of the core survey by <u>clicking here</u> before entering answers online.

If you have questions, please contact Mike Shirk, Senior Market Research Analyst, Gardner Intelligence, at <u>mshirk@gardnerweb.com</u>.

* 1. Which primary processes does your facility perform? Select ALL that apply.

Injection molding

Blow molding

Thermoforming

Extrusion (any type)

None of these

2. Of the primary processes performed, which ONE does your facility perform most? *Select ONE only.*

O Injection molding

O Blow molding

○ Thermoforming

O Extrusion (any type)

Company & Contact Information

3. To receive a custom report of your facility's results, please fully complete the survey and provide your email address:

4. For the opportunity to be part of the Top Shops Honors Program, please provide the following information:

Your Name:	
Job Title/Position:	
Company Name:	
Address:	
City/Town:	
State/Province:	
ZIP/Postal Code:	
Country:	
Company Website:	
Company Phone Number:	

Section 1: Profile Information This first section of the survey includes questions pertaining to the general characteristics that help describe your facility. You may need to refer to company data to answer some of the following questions.		
Please read the instructions at each question for the accepted format for responses. If you receive an error message and your format is correct, your value is likely an exception outside of the reasonable range, and won't be accepted.		
5. Approximately how many individual pieces did your facility mold in 2024? <i>Please enter a whole number only; no decimals, commas, or other symbols.</i>		
6. Approximately how many active tools did your facility have in 2024? Please enter a whole number only; no decimals, commas, or other symbols.		
7. How many injection molding machines are in your facility? Please enter a whole number only; no decimals, commas, or other symbols.		
8. What is the average age (in years) of the injection molding machines in your facility? <i>Please enter a whole number only; no decimals, commas, or other symbols.</i>		

Profile Information	
9. Which materials does your facility process?	Select ALL that apply.
Polyolefins	Liquid Silicone Rubber
PET	Thermoplastic Elastomers
PVC PVC	Bioplastics
PUR	Recycled Plastics
Engineering Thermoplastics	None of these

10. How many **total pounds of resin** did your facility process in 2024?

Please enter a whole number only; no decimals, commas, or other symbols.

Profile Information

11. Which of the following **processes/services** did your facility perform in 2024? *Select ALL that apply.*

Assembly	Additive manufacturing
Decoration (hot stamping, pad printing)	Contract manufacturing
Plating	Inventory stocking/logistics
Painting	Product design
Welding/joining	Product testing
CNC machining	Shipping/packaging/labeling
Annealing	
Other (please specify)	
None of these	

Profile Information	
12. Which of the following industries does you	r facility serve? Select ALL that apply.
Aerospace, commercial	Industrial Motors/Hydraulics/Mechanical Components
Aerospace, general aviation Appliances	Machinery/Industrial Equipment
Architectural/Infrastructure/Construction Components	Marine/Ship & Boat Building Mass Transit
Automotive	Medical/Dental
Consumer Goods	Offroad/Construction/Agricultural Machinery
Defense/Government	Oil/Gas Field & Mining Machinery
Electronics/Computers	Packaging
Energy Storage (pressure vessels)	Power Generation (turbines, batteries)
Firearms/Ammunition	Pumps, Valves & Plumbing
Forming & Fabricating (non-automotive)	Sporting Goods
Furniture Manufacturing	Wind Energy
Hardware/Fasteners	Wire Goods/Pipes
Other (please specify)	

13. Which descriptor below applies to your facility? Select ONE only.

Captive (component of a larger company)

Custom/Contract (independent)

Section 2: Injection Molding

This section of the survey includes questions pertaining to practices directly involved in injection molding.

Please read the instructions at each question for the accepted format for responses. If you receive an error message and your format is correct, your value is likely an exception outside of the reasonable range, and won't be accepted.

14. What ONE type of injection molding machine does your facility use most? *Select ONE only.*

O Horizontal molding

Vertical molding

15. Please indicate the percentage of your facility's injection molding machines that are each type. Your percentages should add up to 100.

Enter each percent as a whole number. Percent signs, decimals and non-numeric characters are not accepted.

Hydraulic	
All-electric	
Hybrid	
Other	

16. What is the **clamp force range** considering all of your facility's injection molding machines? *Select ALL that apply.*

0 - 100 tons

101 - 500 tons

501 - 1000 tons

Over 1000 tons

17. Does your facility have an **in-house tool room**?

- 🔵 Yes
- 🔿 No

Injection Molding	
	use tool room serve? <i>Select ALL that apply.</i>
Mold building	
Mold repair	
Other (please specify)	
19 What percentage of your facility's mol	lds used hot runner technology in 2024?
Please enter a whole number only; no dec	
20. Does your facility use automation	?
◯ Yes	
🔘 No	
21. Which types of inspection equipn	nent does your facility use? Select ALL that apply.
CMM in quality department	Portable measuring arms
Laser trackers	Vision systems
Microscopes	None of these
Plant floor CMMs	
22. Which types of software does your	shop use? <i>Select ALL that apply.</i>
CAD systems—2D	PLM software
CAD systems—3D	Process monitoring
CAM programming software	Production monitoring
CMM programming software	SPC/quality management software
ERP/MRP software	Toolpath simulation/verification software
Job-estimating software	None of these
Mold flow analysis	
—	

23. How many **hours per week** was your facility open for production during 2024? *Please enter a whole number only; no decimals, commas, or other symbols.*

24. What was your facility's average **machine usage** in 2024, defined as the number of hours machines are in production in a 24 hour day.

Your answer should be between 1 and 24. You may enter a decimal, but no other signs or symbols.

Example: For 8 hours, you would enter 8. For 8 1/2 hours, you would enter 8.5.

25. What was your facility's average capacity utilization in 2024?

There is no single formula that fits how every facility figures **capacity utilization**. For this question, please think about <u>what you consider to be at full capacity for your facility</u>. Then enter as a percentage, the degree to which your facility's capacity was typically in use relative to being at full capacity in 2024.

You may enter a decimal, but no other signs or symbols.

Example: if your facility was typically using capacity that represented 85% of full capacity in 2024, meaning your facility typically had 15% capacity available, you would enter 85 for capacity utilization.

26. What was your facility's average **setup/startup time** in 2024?

Please respond in terms of **minutes** *and enter a whole number only; no decimals, commas, or other symbols.*

27. What was your facility's average number of changeovers per day in 2024?

You may enter a decimal, but no other signs or symbols. Example: For 6 changeovers you would enter 6. For 6 1/2 changeovers you would enter 6.5.

28. What was your facility's average mold-change time in 2024?

Please respond in terms of **minutes** *and enter a whole number only; no decimals, commas, or other symbols.*

29. What was your facility's **finished product first-pass quality yield** in 2024, defined as the <u>percentage of products</u> passing inspection on the first attempt?

Enter your number without a % sign. You may enter a decimal, but no other signs or symbols. Example: For 80%, you would enter 80. For 80.5%, you would enter 80.5

30. What was your facility's **scrap rate** in 2024, defined as the <u>number</u> of parts scrapped internally as a <u>percentage of total parts</u>? Enter a number between 0 and 100 without a % sign.

You may enter a decimal, but no other signs or symbols.

Example: If you molded 1000 parts and 83 were scrapped, you would enter 8.3.

31. Did your facility process in-house scrap material in 2024?

- O Yes
- 🔵 No

32. What <u>percentage</u> of your facility's scrap material is **reused or diverted from landfills**? Enter your number without a % sign.

You may enter a decimal, but no other signs or symbols.

Example: For 80% you would enter 80. for 80.5% you would enter 80.5.

33. What was your facility's **order lead time** in 2024, defined as the average <u>number of days</u> from receipt of order to delivery to customer.

Please enter a whole number only; no decimals, commas, or other symbols.

34. What was your facility's **on-time delivery rate** in 2024, defined as the number of shipments made on or before scheduled ship date as a percentage of the total number of shipments. Enter your number without a % sign.

You may enter a decimal, but no other signs or symbols. Example: For 80%, you would enter 80. For 80.5%, you would enter 80.5.

Section 3: Business Strategy & Performance

This section of the survey includes questions pertaining to financial, operational and customer information.

Please read the instructions at each question for the accepted format for responses. If you receive an error message and your format is correct, your value is likely an exception outside of the reasonable range, and won't be accepted.

35. Please provide your plant's **total revenue** for 2024 in US dollars. Providing your plant's revenue confidentially enables us to perform useful calculations on your behalf. *Please enter a whole number only; no decimals, commas, or other symbols.*

36. Please provide your plant's 2024 **gross sales per machine** in US dollars. *Round to the nearest dollar and enter without any signs or symbols. Example: If your gross sales were \$5000 and you have 5 machines, you would enter 1000.*

37. Please provide your plant's 2024 **gross sales per employee** in US dollars. Round to the nearest dollar and enter without any signs or symbols. Example: If your gross sales were \$5000 and you have 20 employees, you would enter 250.

38. Please provide your plant's **percent change in annual sales** from <u>2023 to 2024</u> using the following formula. Round to the nearest whole number, using a minus sign if necessary. Formula = [(2024 gross sales - 2023 gross sales) / 2023 gross sales] * 100 *Example: If your 2023 sales were \$4000 and your 2024 sales were \$5000, you would enter 25.*

39. Were any capital investments made in your facility in 2024?

- Yes
- 🔿 No
- Not sure

40. How much did your facility spend (in US dollars) on **capital equipment** in 2024? *Round to the nearest dollar and enter without any signs or symbols.*

41. Please provide your plant's 2024 **capital equipment expenditure as a percentage of gross sales**. Round to the nearest whole number and enter without a % sign.

Formula = [(2024 cap equip exp / 2024 gross sales) * 100]

Example: If your capital equipment expenditure was \$500 and your gross sales were \$5000, you would enter 10.

42. Please provide your plant's 2024 **overall profit margin percentage**, defined as your plant's <u>net income (after tax) relative to gross sales</u>, rounded to the nearest whole number. Include a minus sign if your number is negative.

Formula = [(2024 net income / 2024 gross sales) * 100]

Example: If your 2024 net income was negative \$300 and your gross sales were \$5000, you would enter -6.



43. What was your **customer retention rate** for 2024? This is the number of customers in 2024 who were also customers in 2023, as a percentage of your 2023 total customer base. Enter your number without a % sign.

Example: If you had 50 customers in 2024 who were also customers in 2023, and a total of 60 customers in 2023, your customer retention rate would be 83%, and you would enter 83. You may enter decimals but no other signs or symbols.

44. Which of the following sales/marketing tools does your facility use? *Select ALL that apply.*

Advertising - online	Industry awards/recognition
Advertising - print (e.g. magazines)	Online keyword advertising (e.g. Google)
Blogs	Online videos
Brochures/catalogs	Open house
Company website	Sales personnel
Customer tours of your shop	Social media (Facebook, Twitter, YouTube, etc.)
Directory listing - online	Trade shows/events
Directory listing - print	None of these
Email promotions	

45. Briefly explain one new technology, equipment strategy or strategic initiative that has been most influential in contributing to the overall success of your business in recent years. *Please be specific.*



Section 4: Human Resources	
The final section of the core survey pertains	to employees, training, and safety.
46. Which human resource practices/programs	did your shop use in 2024? Select ALL that
apply.	
401(k) plan	Formal safety/health program
401(k) matching	Leader/supervisor development
Annual review and raise program	Paid medical benefits
Apprenticeship program	Paid holiday/vacation
Bonus plan	Profit- or revenue-sharing plan
Education reimbursements	Teaming/team-building practices
Employee ownership options (ESOP)	
Formal employee training programs	
Other (please specify)	
No HR programs in place	
answers apply? Please enter a whole number only; no decimals, c	ommas or other symbols.
48. What was your plant's annual labor turnover This is the number of voluntary plus involuntary s percentage of the total usual number of plant floo 100 without a % sign. You may enter a decimal, but no other signs or sy Example: If 6 plant floor employees left in 2024 at would enter 20.	eparations of plant floor employees as a or staff. Enter your number between 0 and <i>mbols</i> .
49. What was the approximate average hourly was for non-management plant floor employees in 202 You may enter a decimal, but no other signs or sy	24?

50. On average, about how many **hours of operations training** did each hourly paid, nonmanagement plant floor employee receive in 2024? *Select ONE only.*

 \bigcirc Less than 8 hours

○ 8-20 hours

 \bigcirc 21-40 hours

O More than 40 hours

Thank you for completing the core questions!

Next are opportunities for additional benchmarking that can be just as useful as the core. The choice to take advantage is yours.

There are 4 categories of questions that we call modules: profile, injection molding, business strategy & performance, and human resources. Some modules may be of more interest to you than others. If you are, for example, re-examining your shop's business strategies, you may want to complete that module. Any questions you do answer will be included in your custom benchmarking report.

If you choose to opt out of all modules, you will be taken to the end of the survey to submit your responses.

* 51. Please select the additional modules in which you'd like to participate. Choose as many as you like **or** select the last option to proceed to a screen where you submit your core responses.

Profile (5 questions)

Injection Molding (13 questions)

Business Strategy & Performance (17 questions)

Human Resources (10 questions)

I cannot benefit from additional benchmarking

Profile Information 52. How many different resins (not grades) did your facility process in 2024? Please enter a whole number only; no decimals, commas, or other symbols.	
Please enter a whole number only; no decimals, commas, or other symbols. 53. Which of the following, if any, describe your company? Select ALL that apply. Family owned Winority owned Woman owned None of these 54. Of which trade associations was your facility, or were your employees, a member in 2024? Select ALL that apply. PLASTICS MAPP SPE Other (please specify) 55. As of the end of 2024, about how many years had your facility been in business? Please enter a whole number only; no decimals, commas or other symbols. 56. What is the total square footage of your entire building? Enter your best estimate if you do not have the measurements handy.	Profile Information
 Family owned Minority owned Veteran owned Woman owned None of these 54. Of which trade associations was your facility, or were your employees, a member in 2024? Select ALL that apply. PLASTICS MAPP SPE Other (please specify) 55. As of the end of 2024, about how many years had your facility been in business? Please enter a whole number only; no decimals, commas or other symbols. 56. What is the total square footage of your entire building? Enter your best estimate if you do not have the measurements handy. 	
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do not have the measurements handy.	55. As of the end of 2024, about how many years had your facility been in business?
	do not have the measurements handy.

Injection Molding	
57. Which types of dryers were used o	on a regular basis at your facility in 2024? Select all
that apply.	
Hot air dryer	Honeycomb dryer
Compressed air dryer	Hopper dryer
Dehumidifying dryer	Vacuum dryer
Desiccant dryer	
Other (please specify)	
None of these	
8. About what <u>percentage</u> of parts requi	ired mixing at the press with a multicomponent
lender in 2024?	
Please enter a whole number only; no dee	cimals, commas, or other symbols.
	molding technologies does your facility offer? Sele
ALL that apply.	
2-shot	
Gas/water-assist	
MuCell microcellular foam	
Inmold labeling/inmold decoration	
Insert molding	
Other (please specify)	
None	
60. Did your facility set a goal of holding	ng a certain tolerance level in 2024?
○ Yes	
○ No	
○ Not sure	

[nj	ection	Mol	ding

61. What was your facility's goal **tolerance** level in 2024? *Select the option that comes closest.*

+/- 0.0001 inch

) +/- 0.0005 inch

) +/- 0.0010 inch

-) +/- 0.0050 inch
-) +/- 0.0100 inch

62. What <u>percentage</u> of your facility's molds featured **more than 16 cavities** in 2024? *Please enter a whole number only; no decimals, commas, or other symbols.*

63. What <u>percentage</u> of your facility's molds included **in-mold sensing for** <u>temperature</u> 2024?

Please enter a whole number only; no decimals, commas, or other symbols.

64. What <u>percentage</u> of your facility's molds included **in-mold sensing for <u>pressure</u>** in 2024?

Please enter a whole number only; no decimals, commas, or other symbols.

65. What types of automation does your facility use? Select ALL that apply.

Articulated arm

Cartesian

Sprue picker

Other (please specify)

66. Which of the following practices and improvement methodologies does your facility use? *Select ALL that apply OR the last option only.*

5S workplace organization	Lean manufacturing
Benchmarking	Overall Equipment Effectiveness (OEE)
Cellular manufacturing	monitoring and analysis
Continuous improvement program	Poka yoke (error prevention)
Customer surveys	Six Sigma
Daily layered accountability	Theory of constraints
Design of experiments	Total productive maintenance
	Total quality management
Just-in-time movement of materials	Value-stream mapping
Kaizen events/blitzes	No formal methodology
Kanban and pull systems	

67. Did the average price your facility paid per pound of resin increase, stay about the same, or decrease in 2024 compared to 2023?

 \bigcirc Increased

 \bigcirc Stayed about the same

Decreased

68. Did your facility have any accident incidents in 2024?

O Yes

🔿 No

69. What was your facility's **accident incident rate for plant floor employees** in 2024, defined as the number of plant floor accident incidents as a percentage of the typical number of plant floor staff. Enter your number without a % sign.

Example: if you had 2 accident incidents in 2024 and your plant floor staff typically totals 30, you would enter 6.67.

You may enter a decimal, but no other signs or symbols.

70. Which of the following supply chain prac	ctices does your plant use? Select ALL that apply
Accessing/using customer forecasts	Just-in-time deliveries to customers
Certification of major suppliers	Sharing forecasts with suppliers
Collaborative design/DFM with customers	Inventory managed by suppliers
Collaborative design/DFM with suppliers	Inventory managed for customers
Customer satisfaction surveys	None of these
Just-in-time deliveries from suppliers	
<pre>relative to total assets, rounded to the nearest number is negative. Formula = [(2024 net income / 2024 total asse Example: If your 2024 net income was negative would enter -6. 72. On average, did your machine-hour rate 2024 compared to 2023?</pre>	ets) * 100]
◯ Stayed about the same	
ODecreased	
 73. Did your facility manufacture any propriation Yes No 	ietary products for direct resale in 2024?

74. What <u>percentage</u> of your facility's 2024 **revenue came from proprietary products**? *Please enter a whole number only; no decimals, commas, or other symbols.*

75. How many **active customers** did your facility have in 2024?

Please enter a whole number only; no decimals, commas, or other symbols.

76. About **how many** quotes for new parts did your facility deliver in one month, on average, during 2024?

Please enter a whole number only; no decimals, commas, or other symbols.

77. About **how long** from the time a request was received in 2024 did it typically take your facility to deliver a quote for new parts?

- 12 hours or less
- 24 hours
- 48 hours
- 72 hours
- More than 72 hours
- Not sure

78. About what **percentage** of quotes for new parts did your facility win in 2024? *Please enter a whole number only; no decimals, commas, or other symbols.*

79. As best as you can say, was the pricing your facility quoted typically higher or lower than the pricing competition quoted for the same new parts in 2024?

🔵 Higher

🔵 Lower

🔵 Don't know

80. Did your facility utilize process simulation software when considering new jobs in 2024?

- O Yes
- 🔵 No

81. By about how much was your facility's pricing for new parts different than the competition's in 2024?

less than 5%

-) 5% 10%
-) 11% 15%
- 16% 20%
- more than 20%
- 🔵 Don't know

82. Which type(s) of simulation software did your facility deploy in 2024? Select all that apply

Moldflow simulation

Materials simulation

Process simulation

Not sure

83. Which tools/formats did your facility typically use for estimating new parts in 2024?

Paper
Excel
Job Quoting Software
ERP System
Other (please specify)

Don't know

84. During 2024, was your facility part of any online sourcing services that match buyers with qualified suppliers? Examples include Xometry, Fictiv, Paperless Parts.

⊖ Yes

) No

○ Not sure

85. Below are business practices that your shop may or may not apply. Please select all that you consider to have been in place at your shop in 2024.

Business metric goal setting
Business strategy development
Regularly scheduled management/department head meetings
Regularly scheduled, formal review of the state of the business
Steering board/committee including outside membership
Family business/succession planning
Regular peer group participation

None of these

86. Which **social media outlets** did your company use in 2024 to generate business? *Select ALL that apply.*

Twitter	Snapchat
LinkedIn	YouTube
Facebook	None of these
Instagram	

(

87. About what percentage of the training your facility offered or supported <u>for certifications</u> in 2024 was **delivered by a third party**?

Please enter a whole number only; no decimals, commas or other symbols.

88. Which statement best describes your plant as far as **skills relative to needs** in 2024? *Select ONE only.*

 (\hfill) We experienced a shortage of skills needed and took action.

We experienced a shortage of skills needed but did not take action.

 \bigcirc We did not experience a shortage of skills needed.

89. Which actions did your facility take in 2024 to address a shortage of skills your shop needs? *Select ALL that apply.*

Advertising (e.g. billboard, radio, TV)	Outreach program at local schools	
Attendance incentives	Outreach program to broader populations	
Cross training	(e.g. completed rehab; released from incarceration)	
Flexible schedules	Provide, pay for, or subsidize	
Get paid to learn/train' program	transportation to/from facility	
Increased automation	Rewards for referrals	
Loosened hiring criteria	Signing incentives	
Mentor program	Temp agency/Temp-to-Perm hiring	
	Weekend only shifts	
Other (please specify)		

90. Does your facility partner with any area schools for things like open houses or staff recruitment?

◯ Yes

🔵 No

91. Please select the rating that best describes your shop's practice in 2024 in each area listed below.

	Did not have written guidelines	Had written guidelines, but they were not well known	Had written guidelines, and they were broadly known
Hazardous material handling	\bigcirc	\bigcirc	\bigcirc
Heavy equipment operation	\bigcirc	\bigcirc	\bigcirc
Personal protective equipment usage	\bigcirc	\bigcirc	\bigcirc
Safety training for new employees	\bigcirc	\bigcirc	\bigcirc
Safety training refreshers/updates for tenured employees	\bigcirc	\bigcirc	\bigcirc
Safety incident reporting	\bigcirc	\bigcirc	\bigcirc

92. Which of the following designated safety roles did your shop have in place in 2024?

Safety manager

Safety committee

Neither of these

Please read the instructions at each question for the accepted format for responses. If you receive an error message and your format is correct, your value is likely an exception outside of the reasonable range, and won't be accepted.

93. How many employees were **directly involved in plant floor operations** in 2024 at the location(s) to which your answers apply?

Please enter a whole number only; no decimals, commas or other symbols.

94. What is the average age of your facility's plant floor employees?

Please enter a whole number only; no decimals, commas or other symbols.

95. What is the **average years of plastics processing/manufacturing experience** of your facility's plant floor employees?

Please enter a whole number only; no decimals, commas or other symbols.

96. During 2024, did the size of your facility's full-time plant staff increase, decrease, or stay the same? *Select ONE only.*

Increased

Stayed the same

O Decreased

Almost finished!

This is the final page of the survey. Please double-check your responses for accuracy and completeness before you continue.

Before you click **Submit Responses**, you may close and return to the survey on this device to make changes as many times as you like until the deadline on April 30, 2025. Once you click **Submit Responses** on this page, you will be taken to the *Plastics Technology* website. Your survey will be locked and submitted and you will not be able to change any of your answers.