

## *IS THIS YOUR SHOP?*

The first step on the road to profitable growth is an honest self appraisal of your business situation. Print this survey, administer it to your people, tabulate the results, calculate the costs of continuing to live with these problems, and then decide how you will move forward with a corrective action plan.

| <i>Is This Your Shop?</i>                                      | <i>Y</i> | <i>N</i> |
|----------------------------------------------------------------|----------|----------|
| 1. Our customers want it all: price, quality, & fast delivery. |          |          |
| 2. Customers change priorities; cause confusion; add cost.     |          |          |
| 3. We are continually rescheduling orders in production.       |          |          |
| 4. We need to increase sales—competition is fierce.            |          |          |
| 5. We're unsure about the accuracy of our estimates.           |          |          |
| 6. Our lead times are too long.                                |          |          |
| 7. WIP is too high with too many orders on the floor.          |          |          |
| 8. Rework is killing us.                                       |          |          |
| 9. A psychological wall exists between the office & shop.      |          |          |
| 10. We seem to have the same problems over & over.             |          |          |
| 11. Set-ups and changeovers take too long.                     |          |          |
| 12. We don't know if we make or lose money on orders.          |          |          |
| 13. We continually ship late.                                  |          |          |
| 14. Getting accurate information is a nightmare.               |          |          |
| 15. Cash flow is a constant problem.                           |          |          |