

Comparing My Business

Comparing my business to industry totals and averages

Compare your business to industry averages for
Furniture and related product manufacturing (NAICS 337)

Enter your annual revenue amount in whole dollars	Enter your annual payroll in whole dollars	Enter your total number of employees	Enter the number of establishments you have
<input type="text" value="2526478"/>	<input type="text" value="654789"/>	<input type="text" value="19"/>	<input type="text" value="1"/>

Industry Ratios	Your Business	Industry Average 2007	Industry Average 2002
Value of shipments per Establishment (\$)	2,526,478	3,911,027	3,372,762
Value of shipments per Employee (\$)	132,973	165,495	127,476
Value of shipments per \$ of Payroll	3.86	4.84	4.37
Annual Payroll per Employee (\$)	34,463	34,159	29,199
Employees per Establishment	19.0	23.6	26.5

The manager of a furniture manufacturing firm is researching the sales and productivity of her business and employees.

She compares the sales per employee of her business and other ratios to industry averages from the Economic Census. She becomes concerned when statistics from the Economic Census show that her company's sales and productivity are lower than the industry average.

She uses this information to convince the company's Board of Directors that it should upgrade their production technology, provide additional staff training, and evaluate their workforce skill sets.

See the [Snapshot](#) for this industry.