



**Paper Planes, Inc.® Normative Data**

<b>Averages From Performance Measurement Worksheet: February 2009</b>										
<b>Number of Sessions</b>	<b>341</b>	<b>RUN I</b>			<b>RUN II</b>			<b>RUN III</b>		
<b>Avg. # of Participants</b>	<b>20.1</b>	<b>AVG</b>	<b>MIN</b>	<b>MAX</b>	<b>AVG</b>	<b>MIN</b>	<b>MAX</b>	<b>AVG</b>	<b>MIN</b>	<b>MAX</b>
<b>Units Sold</b>		0.7	0.0	5.0	5.5	0.0	22.0	15.9	1.0	50.0
<b>Quality Index</b>		16%	0%	100%	68%	0%	100%	86%	6%	100%
<b>Materials Cost</b>		\$81.84	\$12.00	\$322.50	\$56.49	\$13.75	\$282.25	\$78.28	\$13.50	\$249.00
<b>Total Labor Cost</b>		\$168.46	\$34.00	\$456.25	\$168.46	\$34.00	\$456.25	\$168.75	\$34.00	\$456.25
<b>Total Cost Material &amp; Labor</b>		\$250.30	\$74.25	\$712.75	\$224.79	\$74.75	\$527.25	\$247.03	\$97.00	\$537.00
<b>Selling Price to Avoid Loss</b>		\$230.36	\$43.38	\$712.75	\$73.23	\$10.42	\$527.25	\$22.05	\$5.60	\$207.75
<b>Time to Market</b>		27.6	0.0	30.0	21.8	10.0	32.0	16.4	6.0	30.0
<b>Productivity per</b>		0.04	0.00	0.28	0.30	0.00	1.25	0.83	0.04	2.63

