ISTMA
BUSINESS CONDITIONS REPORT
For six-month period ending
June 30th, 2019

Results Compiled By:
ISTMA – World Secretariat
September 10th, 2019
Data provided by the members:

Canada
Canadian Tooling & Machining Association (CTMA)

Czech Republic
SVAZ NASTROJAREN

Estonia
Estonian Special Tooling Association (ESTA)

Germany
VDMA Precision Tools

Italy
UCISAP

Japan
Japan Die and Mold Industry Association

Mexico
Asociación Mexicana de Manufacturade Moldes y Troqueles

Portugal
CEFAMOL

Slovenia
TECOS

Switzerland
SWISSMEM

United Kingdom
GTMA

USA
National Tooling & Machining Association
MOULDMAKERS
(6 SURVEY RESPONSE)

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>79,8</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>45,2</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>17</td>
</tr>
</tbody>
</table>
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 33% Down, 50% Same, 17% Up
- Employment: 17% Down, 50% Same, 33% Up
- Profits: 33% Down, 50% Same, 17% Up
- Order Backlog: 50% Down, 17% Same, 33% Up
- Shipments: 17% Down, 33% Same, 50% Up
- Quoting: 50% Down, 17% Same, 33% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 17% Down, 67% Same, 17% Up
- Employment: 17% Down, 67% Same, 33% Up
- Profits: 17% Down, 67% Same, 33% Up
- Order Backlog: 17% Down, 33% Same, 50% Up
- Shipments: 17% Down, 50% Same, 33% Up
- Quoting: 17% Down, 50% Same, 33% Up
### Canada

#### Diemakers

*(10 Survey Response)*

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>39.6</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>43.2</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>15.2</td>
</tr>
</tbody>
</table>

#### Current Business Conditions

- Poor: 30%
- Fair: 50%
- Good: 10%
- Very Good: 10%
- Excellent: 10%
CANADA

PRECISION MACHINING

(4 SURVEY RESPONSE)

Average of Skilled Employees 20,8
Current Average Work Week Per Skilled Employee 43,75
Future Work Currently on Order Books (average): 15

CURRENT BUSINESS CONDITIONS

Very Good; 50%
Fair; 25%
Good; 25%

Poor Fair Good Very Good Excellent
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 25% Down, 25% Same, 50% Up
- Employment: 25% Down, 75% Same, 25% Up
- Profits: 25% Down, 50% Same, 25% Up
- Order Backlog: 25% Down, 50% Same, 25% Up
- Shipments: 25% Down, 50% Same, 25% Up
- Quoting: 25% Down, 25% Same, 50% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 25% Down, 50% Same, 25% Up
- Employment: 25% Down, 100% Same, 25% Up
- Profits: 25% Down, 50% Same, 25% Up
- Order Backlog: 25% Down, 75% Same, 75% Up
- Shipments: 25% Down, 50% Same, 25% Up
- Quoting: 25% Down, 50% Same, 50% Up
CZECH REPUBLIC

MOULDMAKERS (3) + DIEMAKERS (6)

(9 SURVEY RESPONSE)

Average of Skilled Employees: 215.2
Current Average Work Week Per Skilled Employee: 39.8
Future Work Currently on Order Books (average): 18

CURRENT BUSINESS CONDITIONS

- Good: 44%
- Fair: 22%
- Poor: 33%

Legend: Poor, Fair, Good, Very Good, Excellent
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 89% Up, 11% Down
- Employment: 89% Up, 11% Down
- Profits: 67% Up, 22% Down, 11% Same
- Order Backlog: 56% Up, 44% Down
- Shipments: 11% Down, 89% Up
- Quoting: 67% Up, 33% Down

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 56% Up, 33% Down, 11% Same
- Employment: 22% Down, 67% Up, 11% Same
- Profits: 56% Up, 44% Down
- Order Backlog: 56% Up, 33% Down, 11% Same
- Shipments: 33% Down, 67% Up
- Quoting: 56% Up, 44% Down
## ESTONIA

**MOULDMAKERS (3) + DIEMAKERS (3) + PRECISION MACHINING (4)**

(10 SURVEY RESPONSES)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>30,8</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>40</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>7</td>
</tr>
</tbody>
</table>

### CURRENT BUSINESS CONDITIONS

- **Good:** 20%
- **Fair:** 80%

Legend:
- **Poor**
- **Fair**
- **Good**
- **Very Good**
- **Excellent**
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 40% Down, 30% Same, 30% Up
- Employment: 30% Down, 70% Same
- Profits: 70% Down, 30% Same
- Order Backlog: 30% Down, 70% Same
- Shipments: 70% Down, 30% Same
- Quoting: 60% Same, 40% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 20% Down, 80% Same
- Employment: 10% Down, 90% Same
- Profits: 30% Down, 30% Same, 40% Up
- Order Backlog: 30% Down, 70% Same
- Shipments: 10% Down, 90% Same
- Quoting: 30% Down, 70% Same
MOULDMAKERS (5) + DIEMAKERS (9)

(14 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>472.9</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>37.75</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>10.5</td>
</tr>
</tbody>
</table>

CURRENT BUSINESS CONDITIONS

- Poor: 57%
- Fair: 21%
- Good: 21%
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 50% Down, 50% Up
- Employment: 36% Down, 64% Up
- Profits: 57% Down, 35% Up, 7% Up
- Order Backlog: 79% Down, 21% Up
- Shipments: 57% Down, 21% Up, 21% Up
- Quoting: 64% Down, 30% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 29% Down, 71% Up
- Employment: 21% Down, 84% Up, 14% Up
- Profits: 29% Down, 64% Up, 7% Up
- Order Backlog: 21% Down, 57% Up, 21% Up
- Shipments: 21% Down, 57% Up, 21% Up
- Quoting: 29% Down, 43% Up, 29% Up
MOULDMAKERS (8) + DIEMAKERS (6)

(14 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employes</td>
<td>30.57</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>40</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>13.5</td>
</tr>
</tbody>
</table>
JAPAN

MOULDMAKERS

(26 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>55.16</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>44.86</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>8.4</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- Poor: 38%
- Fair: 48%
- Good: 15%

Legend:
- Poor
- Fair
- Good
- Very Good
- Excellent
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 8% Down, 85% Same, 4% Up
- Employment: 19% Down, 69% Same, 8% Up
- Profits: 58% Down, 35% Same, 8% Up
- Order Backlog: 54% Down, 35% Same, 12% Up
- Shipments: 46% Down, 42% Same, 12% Up
- Quoting: 42% Down, 50% Same, 0% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 23% Down, 65% Same, 12% Up
- Employment: 23% Down, 77% Same
- Profits: 38% Down, 54% Same, 8% Up
- Order Backlog: 35% Down, 50% Same, 15% Up
- Shipments: 42% Down, 42% Same, 15% Up
- Quoting: 38% Down, 50% Same, 12% Up
JAPAN

DIEMAKERS

(13 SURVEY RESPONSES)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>176,25</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>47,41</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>11,2</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- Poor: 48%
- Fair: 46%
- Good: 8%
**CURRENT BUSINESS CONDITIONS (Compared with last semester)**

- **Investments:** 69% Up, 31% Down
- **Employment:** 92% Same, 8% Down
- **Profits:** 69% Up, 31% Down
- **Order Backlog:** 40% Up, 15% Down, 45% Same
- **Shipments:** 54% Up, 4% Down, 42% Same
- **Quoting:** 54% Up, 23% Down, 23% Same

**PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS**

- **Investments:** 8% Up, 85% Same, 9% Down
- **Employment:** 92% Same, 8% Down
- **Profits:** 62% Up, 15% Down, 23% Same
- **Order Backlog:** 46% Up, 23% Down, 31% Same
- **Shipments:** 54% Up, 23% Down, 23% Same
- **Quoting:** 54% Up, 23% Down, 23% Same
MEXICO

MOULDMAKERS

(18 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>28,3</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>45</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>26</td>
</tr>
</tbody>
</table>
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 39% Down, 39% Same, 22% Up
- Employment: 22% Down, 67% Same, 11% Up
- Profits: 28% Down, 56% Same, 17% Up
- Order Backlog: 28% Down, 61% Same, 11% Up
- Shipments: 33% Down, 61% Same, 6% Up
- Quoting: 33% Down, 39% Same, 28% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 28% Down, 33% Same, 39% Up
- Employment: 22% Down, 39% Same, 39% Up
- Profits: 28% Down, 44% Same, 28% Up
- Order Backlog: 17% Down, 39% Same, 44% Up
- Shipments: 28% Down, 33% Same, 39% Up
- Quoting: 17% Down, 44% Same, 39% Up
### Mexico

**DIEMAKERS**

*(7 SURVEY RESPONSES)*

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>14,4</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>44</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>20</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- Poor: 43%
- Fair: 14%
- Good: 43%
- Very Good: 14%
- Excellent: 0%

The pie chart shows the current business conditions, with 43% of respondents rating their business as Poor, 14% as Fair, 43% as Good, and 14% as Very Good.
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 71% Down, 14% Same, 14% Up
- Employment: 29% Down, 57% Same, 14% Up
- Profits: 43% Down, 57% Same, 14% Up
- Order Backlog: 71% Down, 14% Same, 14% Up
- Shipments: 43% Down, 43% Same, 14% Up
- Quoting: 43% Down, 43% Same, 14% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 57% Down, 14% Same, 29% Up
- Employment: 57% Down, 29% Same, 14% Up
- Profits: 43% Down, 43% Same, 14% Up
- Order Backlog: 71% Down, 14% Same, 14% Up
- Shipments: 43% Down, 43% Same, 14% Up
- Quoting: 14% Down, 71% Same, 14% Up
**MEXICO**

**PRECISION MACHINING**

*(7 SURVEY RESPONSES)*

<table>
<thead>
<tr>
<th>Average of Skilled Employees</th>
<th>10,3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>40</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>26</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- Fair: 43%
- Good: 29%
- Poor: 29%
CURRENT BUSINESS CONDITIONS (Compared with last semester)

<table>
<thead>
<tr>
<th>Category</th>
<th>Down</th>
<th>Same</th>
<th>Up</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments</td>
<td>57%</td>
<td>14%</td>
<td>43%</td>
</tr>
<tr>
<td>Employment</td>
<td>57%</td>
<td>29%</td>
<td>14%</td>
</tr>
<tr>
<td>Profits</td>
<td>57%</td>
<td>14%</td>
<td>29%</td>
</tr>
<tr>
<td>Order Backlog</td>
<td>57%</td>
<td>14%</td>
<td>29%</td>
</tr>
<tr>
<td>Shipment</td>
<td>71%</td>
<td>29%</td>
<td>18%</td>
</tr>
<tr>
<td>Quoting</td>
<td>57%</td>
<td>14%</td>
<td>29%</td>
</tr>
</tbody>
</table>

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

<table>
<thead>
<tr>
<th>Category</th>
<th>Down</th>
<th>Same</th>
<th>Up</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments</td>
<td>14%</td>
<td>57%</td>
<td>29%</td>
</tr>
<tr>
<td>Employment</td>
<td>29%</td>
<td>29%</td>
<td>43%</td>
</tr>
<tr>
<td>Profits</td>
<td>29%</td>
<td>14%</td>
<td>57%</td>
</tr>
<tr>
<td>Order Backlog</td>
<td>14%</td>
<td>29%</td>
<td>57%</td>
</tr>
<tr>
<td>Shipment</td>
<td>43%</td>
<td>29%</td>
<td>29%</td>
</tr>
<tr>
<td>Quoting</td>
<td>14%</td>
<td>29%</td>
<td>57%</td>
</tr>
</tbody>
</table>
**MOULDMAKERS (17) + DIEMAKERS (1)**

*(18 SURVEY RESPONSES)*

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>49</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>40,65</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>10,6</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- **Poor**: 33%
- **Fair**: 61%
- **Good**: 6%

![Pie chart showing current business conditions](chart.png)
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 33% Down, 67% Up
- Employment: 44% Down, 50% Same, 6% Up
- Profits: 50% Down, 44% Same, 6% Up
- Order Backlog: 39% Down, 50% Same, 11% Up
- Shipments: 28% Down, 67% Same, 6% Up
- Quoting: 61% Down, 33% Same, 6% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 28% Down, 72% Up
- Employment: 33% Down, 61% Same, 6% Up
- Profits: 33% Down, 39% Same, 28% Up
- Order Backlog: 22% Down, 50% Same, 28% Up
- Shipments: 6% Down, 50% Same, 44% Up
- Quoting: 6% Down, 39% Same, 56% Up
SLOVENIA

MOULDMAKERS (4) + DIEMAKERS (3) + PRECISION MACHINING (3)

(10 SURVEY RESPONSES)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>68,5</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>40</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>10</td>
</tr>
</tbody>
</table>
### MOULDMAKERS

(5 SURVEY RESPONSES)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>88</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>___</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>20</td>
</tr>
</tbody>
</table>

#### CURRENT BUSINESS CONDITIONS

- **Very Good**: 40%
- **Fair**: 20%
- **Good**: 40%
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 20% Down, 60% Same, 20% Up
- Employment: 40% Down, 60% Same
- Profits: 40% Down, 40% Same
- Order Backlog: 40% Down, 40% Same
- Shipments: 20% Down, 60% Same, 20% Up
- Quoting: 40% Down, 60% Same

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 20% Down, 80% Up
- Employment: 20% Down, 80% Up
- Profits: 60% Down, 40% Up
- Order Backlog: 60% Down, 40% Up
- Shipments: 60% Down, 40% Up
- Quoting: 80% Down, 20% Up
Average of Skilled Employees: 73

Current Average Work Week Per Skilled Employee: 42

Future Work Currently on Order Books (average): 14
CURRENT BUSINESS CONDITIONS  (Compared with last semester)

- Investments: 57% Down, 14% Same, 29% Up
- Employment: 29% Down, 57% Same, 14% Up
- Profits: 86% Down, 14% Same
- Order Backlog: 57% Down, 43% Same
- Shipments: 57% Down, 43% Same
- Quoting: 43% Down, 43% Same, 14% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 71% Down, 14% Same, 14% Up
- Employment: 57% Down, 29% Same, 14% Up
- Profits: 57% Down, 29% Same, 14% Up
- Order Backlog: 57% Down, 43% Same
- Shipments: 57% Down, 43% Same
- Quoting: 29% Down, 71% Same
INTERNATIONAL SPECIAL TOOLING AND MACHINING ASSOCIATION

SWITZERLAND

PRECISION MACHINING

(15 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>67</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>____</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average)</td>
<td>14</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- Very Good: 27%
- Good: 33%
- Fair: 27%
- Poor: 13%

Distribution of current business conditions.
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 27% Down, 47% Same, 27% Up
- Employment: 27% Down, 67% Same, 7% Up
- Profits: 60% Down, 33% Same, 7% Up
- Order Backlog: 47% Down, 47% Same, 7% Up
- Shipments: 40% Down, 40% Same, 13% Up
- Quoting: 33% Down, 47% Same, 20% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 47% Down, 47% Same, 7% Up
- Employment: 33% Down, 60% Same, 7% Up
- Profits: 47% Down, 47% Same, 7% Up
- Order Backlog: 53% Down, 40% Same, 7% Up
- Shipments: 47% Down, 53% Same, 7% Up
- Quoting: 33% Down, 67% Same, 7% Up
### MOULDMAKERS

**UNITED KINGDOM**

**(8 SURVEY RESPONSES)**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>17</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>43</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>8</td>
</tr>
</tbody>
</table>

**CURRENT BUSINESS CONDITIONS**

- **Poor**: 13%
- **Fair**: 50%
- **Good**: 25%
- **Very Good**: 13%
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 25% Down, 50% Same, 25% Up
- Employment: 25% Down, 75% Same, 25% Up
- Profits: 38% Down, 38% Same, 25% Up
- Order Backlog: 50% Down, 50% Same
- Shipments: 50% Down, 38% Same, 13% Up
- Quoting: 38% Down, 38% Same, 25% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 25% Down, 50% Same, 25% Up
- Employment: 13% Down, 63% Same, 25% Up
- Profits: 13% Down, 63% Same, 25% Up
- Order Backlog: 38% Down, 50% Same, 13% Up
- Shipments: 13% Down, 63% Same, 25% Up
- Quoting: 13% Down, 50% Same, 38% Up
UNITED KINGDOM

DIEMAKERS

(10 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>14.2</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>39</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>16</td>
</tr>
</tbody>
</table>
UNITED KINGDOM

PRECISION MACHINING

(10 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>20.5</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>42</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>48</td>
</tr>
</tbody>
</table>

CURRENT BUSINESS CONDITIONS

- Poor: 20%
- Fair: 20%
- Good: 30%
- Very Good: 20%
- Excellent: 10%
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 20% Down, 30% Same, 30% Up
- Employment: 60% Down, 20% Same, 20% Up
- Profits: 30% Down, 20% Same, 30% Up
- Order Backlog: 30% Down, 30% Same, 20% Up
- Shipments: 40% Down, 10% Same, 30% Up
- Quoting: 20% Down, 30% Same, 30% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 20% Down, 50% Same, 30% Up
- Employment: 10% Down, 60% Same, 30% Up
- Profits: 10% Down, 60% Same, 30% Up
- Order Backlog: 40% Down, 50% Same, 10% Up
- Shipments: 10% Down, 30% Same, 30% Up
- Quoting: 10% Down, 50% Same, 40% Up
MOULDMAKERS

(5 SURVEY RESPONSES)

Average of Skilled Employees 72.6
Current Average Work Week Per Skilled Employee 49
Future Work Currently on Order Books (average): 15
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 40% Up, 60% Down
- Employment: 20% Up, 60% Down, 20% Same
- Profits: 20% Up, 40% Down, 40% Same
- Order Backlog: 20% Up, 40% Down, 40% Same
- Shipments: 20% Up, 40% Down, 40% Same
- Quoting: 20% Up, 60% Down, 20% Same

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 60% Up, 40% Down
- Employment: 60% Up, 40% Down
- Profits: 40% Up, 60% Down
- Order Backlog: 20% Up, 40% Down, 40% Same
- Shipments: 40% Up, 60% Down
- Quoting: 60% Up, 40% Down
UNITED STATES OF AMERICA

DIEMAKERS

(5 SURVEY RESPONSES)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>22,4</td>
</tr>
<tr>
<td>Current Average Work Week Per</td>
<td>47,8</td>
</tr>
<tr>
<td>Skilled Employee</td>
<td></td>
</tr>
<tr>
<td>Future Work Currently on Order</td>
<td>11,2</td>
</tr>
<tr>
<td>Books (average):</td>
<td></td>
</tr>
</tbody>
</table>

CURRENT BUSINESS CONDITIONS

- Excellent: 20%
- Good: 40%
- Very Good: 40%

Legend:
- Poor
- Fair
- Good
- Very Good
- Excellent
**CURRENT BUSINESS CONDITIONS (Compared with last semester)**

- **Investments:** 60% Up, 40% Down
- **Employment:** 80% Up, 20% Down
- **Profits:** 80% Up, 20% Down
- **Order Backlog:** 20% Down, 60% Same, 20% Up
- **Shipments:** 60% Same, 40% Down
- **Quoting:** 20% Down, 40% Same, 40% Up

**PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS**

- **Investments:** 60% Up, 40% Down
- **Employment:** 60% Up, 40% Down
- **Profits:** 60% Up, 40% Down
- **Order Backlog:** 20% Down, 40% Same, 40% Up
- **Shipments:** 20% Down, 20% Same, 60% Up
- **Quoting:** 20% Down, 20% Same, 60% Up
UNITED STATES OF AMERICA

PRECISION MACHINING

(61 SURVEY RESPONSES)

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average of Skilled Employees</td>
<td>55,9</td>
</tr>
<tr>
<td>Current Average Work Week Per Skilled Employee</td>
<td>44,3</td>
</tr>
<tr>
<td>Future Work Currently on Order Books (average):</td>
<td>14,4</td>
</tr>
</tbody>
</table>
CURRENT BUSINESS CONDITIONS (Compared with last semester)

- Investments: 10% Down, 56% Same, 34% Up
- Employment: 16% Down, 46% Same, 38% Up
- Profits: 20% Down, 51% Same, 30% Up
- Order Backlog: 30% Down, 34% Same, 36% Up
- Shipments: 23% Down, 31% Same, 46% Up
- Quoting: 20% Down, 43% Same, 31% Up

PROJECTED BUSINESS CONDITIONS OVER 6 MONTHS

- Investments: 11% Down, 62% Same, 26% Up
- Employment: 5% Down, 61% Same, 34% Up
- Profits: 18% Down, 48% Same, 34% Up
- Order Backlog: 21% Down, 49% Same, 30% Up
- Shipments: 15% Down, 43% Same, 43% Up
- Quoting: 8% Down, 56% Same, 30% Up