Prepared August 2021
(for the period ending June 30, 2021)

- Overall Survey Results
- Results by Industry Segment
- Results by Geographic Region
August 5, 2021

Dear NTMA Member:

This NTMA Business Conditions Report; dated June 30, 2021 comes out as we continue to face some of the most challenging times for our businesses and our country. This geographical “snapshot” of business trends and conditions in the special tooling and machining industry covers the first half of 2021 and a projection for the second half of the year.

This Report, is based on information from 80 NTMA member companies, a disappointing decline from the 122 that participated in the December report. Results indicate that overall business conditions during the 6-month period ending June 30, 2021 were “Good to Excellent” for 43% of respondents, down from 55% in the Report for December 2020. However, looking ahead, 65% are projecting that the next six months will bring a “Moderate-to-Substantial Increase” in business conditions. Average work week per employee remained stable at 42.6 hours, while the average future work on the books increased markedly from 20 weeks to 38 weeks.

Of all the companies participating, 75% are actively soliciting new customers. Their primary method of marketing is inside/outside salespersons.

A special thanks to all of the NTMA member companies that participated in the June 2021 NTMA Business Conditions Report. We appreciate your support of this benchmarking survey.

Sincerely,

Roger Atkins
President
Total employees on December 31, 2020: 3,500
Total employees on June 30, 2021: 3,557
Current Average Workweek per Skilled Employee (hours per week): 42.6 hours
Future Work on Books (Average): 38 weeks
Current Accounts Receivables "Days Outstanding"

- 0-30 Days: 16%
- 31-45 Days: 45%
- 46-90 Days: 38%
- 91-120 Days: 1%
- 120+ Days: 0%

Are You Actively Soliciting Customers?

- Yes: 75%
- No: 25%

Primary Method of Marketing Your Company

- Inside/Outside Salesperson: 45%
- Industry Sales Reps: 5%
- Third Party Marketers: 5%
- Trade Shows: 1%
- On-Line/Internet Marketing: 26%
- Other*: 17%

*FACTUR, Referrals, Networking, Relationships, Reputation, Word-of-Mouth
Business Conditions by Industry Sector
Tools, Die & Fixtures (8 responses)

**Current Business Conditions**
- Excellent: 13%
- Very Good: 38%
- Good: 25%
- Fair: 25%
- Poor: 0%

**Projected Business Conditions Over the Next 6 Months**
- Substantial Increase: 0%
- Moderate Increase: 63%
- Remain the Same: 38%
- Moderate Decrease: 0%
- Substantial Decrease: 0%

Molds (8 responses)

**Current Business Conditions**
- Excellent: 13%
- Very Good: 38%
- Good: 50%
- Fair: 0%
- Poor: 0%

**Projected Business Conditions Over the Next 6 Months**
- Substantial Increase: 0%
- Moderate Increase: 50%
- Remain the Same: 38%
- Moderate Decrease: 13%
- Substantial Decrease: 0%
Special Machines (4 response)

Current Business Conditions

- Excellent: 50%
- Very Good: 0%
- Good: 50%
- Fair: 0%
- Poor: 0%

Current Business Conditions Compared with 1st Quarter 2021 (by %)

- Quoting: 75%
- Shipments: 75%
- Order Backlog: 50%
- Profit: 50%
- Employment: 75%
- Investments: 100%

Projected Business Conditions Over the Next 6 Months

- Substantial Increase: 0%
- Moderate Increase: 75%
- Remain the Same: 25%
- Moderate Decrease: 0%
- Substantial Decrease: 0%

Projected Business Activity Over the Next 6 Months (by %)

- Quoting: 50%
- Shipments: 75%
- Order Backlog: 50%
- Profit: 75%
- Employment: 50%
- Investments: 25%

Precision Machining excluding Aerospace (41 responses)

Current Business Conditions

- Excellent: 15%
- Very Good: 32%
- Good: 41%
- Fair: 10%
- Poor: 2%

Current Business Conditions Compared with 1st Quarter 2021 (by %)

- Quoting: 61%
- Shipments: 56%
- Order Backlog: 61%
- Profit: 41%
- Employment: 44%
- Investments: 54%

Projected Business Conditions Over the Next 6 Months (by %)

- Substantial Increase: 15%
- Moderate Increase: 46%
- Remain the Same: 34%
- Moderate Decrease: 5%
- Substantial Decrease: 0%

Projected Business Activity Over the Next 6 Months (by %)

- Quoting: 56%
- Shipments: 59%
- Order Backlog: 54%
- Profit: 46%
- Employment: 49%
- Investments: 37%
BUSINESS CONDITIONS by Geographic Region

NEW ENGLAND (ME, VT, RI, NH, MA, CT) – 5 responses

- **Current Business Conditions**
  - Excellent: 60%
  - Very Good: 0%
  - Good: 40%
  - Fair: 0%
  - Poor: 0%

- **Projected Business Conditions**
  - Substantial Increase: 20%
  - Moderate Increase: 80%
  - Remain the Same: 0%
  - Moderate Decrease: 0%
  - Substantial Decrease: 0%

CURRENT BUSINESS CONDITIONS COMPARED WITH 1ST QUARTER 2021 (BY %)

Quoting
- Up: 40
- Same: 40
- Down: 20

Shipments
- Up: 40
- Same: 40
- Down: 20

Order Backlog
- Up: 60
- Same: 60
- Down: 20

Profit
- Up: 40
- Same: 40
- Down: 20

Employment
- Up: 40
- Same: 40
- Down: 20

Investments
- Up: 80
- Same: 0
- Down: 0

PROJECTED BUSINESS CONDITIONS OVER THE NEXT 6 MONTHS

Quoting
- Up: 80
- Same: 0
- Down: 0

Shipments
- Up: 100
- Same: 0
- Down: 0

Order Backlog
- Up: 100
- Same: 0
- Down: 0

Profit
- Up: 60
- Same: 0
- Down: 0

Employment
- Up: 100
- Same: 0
- Down: 0

Investments
- Up: 80
- Same: 0
- Down: 0

NORTHEASTERN CENTRAL (DC, NY, PA, NJ, DE, MD, WV, VA) – 21 responses

- **Current Business Conditions**
  - Excellent: 10%
  - Very Good: 24%
  - Good: 57%
  - Fair: 10%
  - Poor: 0%

- **Projected Business Conditions**
  - Substantial Increase: 5%
  - Moderate Increase: 57%
  - Remain the Same: 38%
  - Moderate Decrease: 0%
  - Substantial Decrease: 0%

CURRENT BUSINESS CONDITIONS COMPARED WITH 1ST QUARTER 2021 (BY %)

Quoting
- Up: 38
- Same: 43
- Down: 19

Shipments
- Up: 33
- Same: 19
- Down: 19

Order Backlog
- Up: 33
- Same: 19
- Down: 19

Profit
- Up: 76
- Same: 5
- Down: 5

Employment
- Up: 57
- Same: 5
- Down: 5

Investments
- Up: 67
- Same: 5
- Down: 5

PROJECTED BUSINESS CONDITIONS OVER THE NEXT 6 MONTHS

Quoting
- Up: 52
- Same: 52
- Down: 52

Shipments
- Up: 38
- Same: 38
- Down: 10

Order Backlog
- Up: 48
- Same: 33
- Down: 19

Profit
- Up: 43
- Same: 5
- Down: 5

Employment
- Up: 38
- Same: 5
- Down: 5

Investments
- Up: 62
- Same: 29
- Down: 10
CENTRAL (IA, MO NE, KS, MN) – 9 responses

**Current Business Conditions**

- Excellent: 11%
- Very Good: 11%
- Good: 44%
- Fair: 22%
- Poor: 11%

**Projected Business Conditions Over the Next 6 Months**

- Substantial Increase: 11%
- Moderate Increase: 33%
- Remain the Same: 22%
- Moderate Decrease: 22%
- Substantial Decrease: 11%

**Current Business Conditions Compared with 1st Quarter 2021 (by %)**

- Quoting:
  - Up: 67
  - Same: 33
  - Down: 11
- Shipments:
  - Up: 44
  - Same: 33
  - Down: 22
- Order Backlog:
  - Up: 44
  - Same: 33
  - Down: 22
- Profit:
  - Up: 44
  - Same: 33
  - Down: 22
- Employment:
  - Up: 56
  - Same: 33
  - Down: 11
- Investments:
  - Up: 56
  - Same: 33
  - Down: 11

CENTRAL SOUTHWEST (AR, LA, OK, TX, NM, CO) – 8 responses

**Current Business Conditions**

- Excellent: 13%
- Very Good: 25%
- Good: 38%
- Fair: 25%
- Poor: 0%

**Projected Business Conditions Over the Next 6 Months**

- Substantial Increase: 11%
- Moderate Increase: 63%
- Remain the Same: 13%
- Moderate Decrease: 0%
- Substantial Decrease: 0%

**Current Business Conditions Compared with 1st Quarter 2021 (by %)**

- Quoting:
  - Up: 88
  - Same: 13
  - Down: 13
- Shipments:
  - Up: 88
  - Same: 13
  - Down: 13
- Order Backlog:
  - Up: 50
  - Same: 25
  - Down: 25
- Profit:
  - Up: 50
  - Same: 13
  - Down: 13
- Employment:
  - Up: 38
  - Same: 38
  - Down: 38
- Investments:
  - Up: 63
  - Same: 38
  - Down: 0

**Projected Business Activity Over the Next 6 Months (by %)**

- Quoting:
  - Up: 88
  - Same: 13
  - Down: 13
- Shipments:
  - Up: 88
  - Same: 13
  - Down: 13
- Order Backlog:
  - Up: 63
  - Same: 25
  - Down: 25
- Profit:
  - Up: 75
  - Same: 13
  - Down: 13
- Employment:
  - Up: 75
  - Same: 13
  - Down: 13
- Investments:
  - Up: 63
  - Same: 38
  - Down: 0