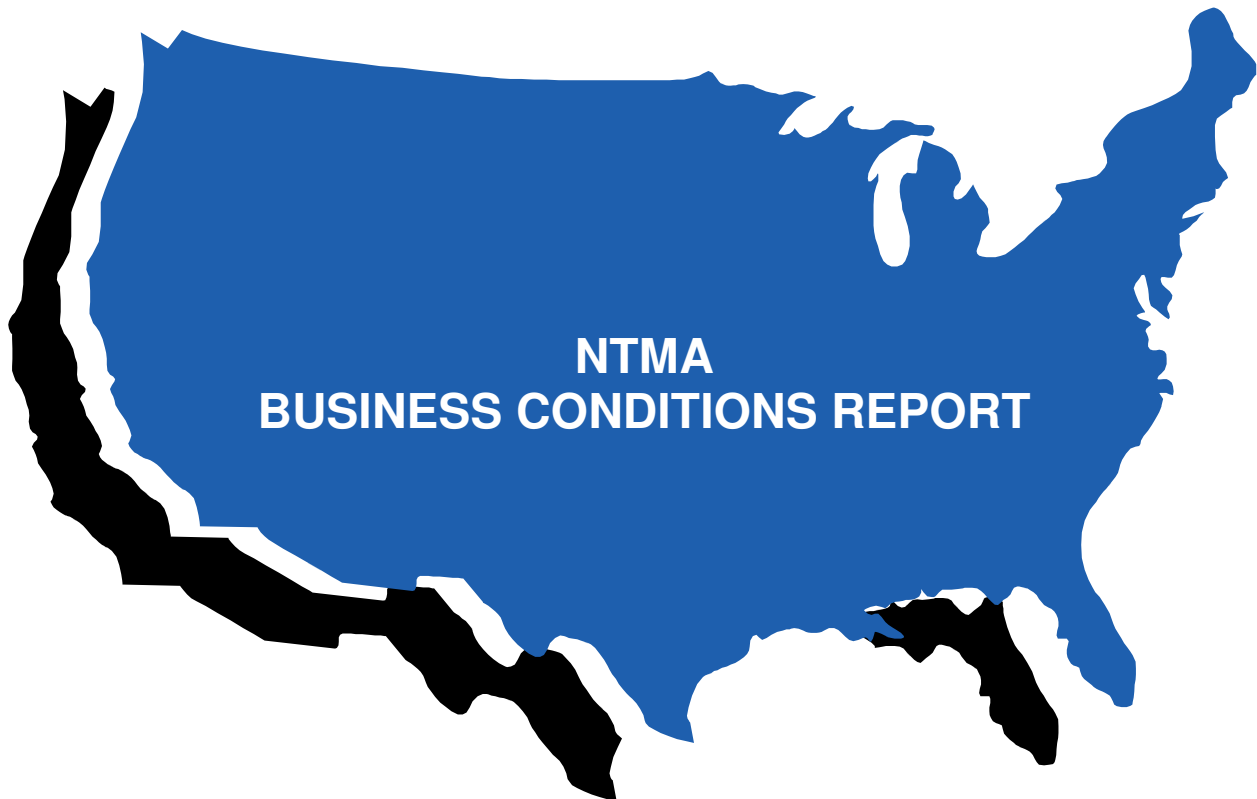




**NATIONAL TOOLING AND
MACHINING ASSOCIATION**



**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,

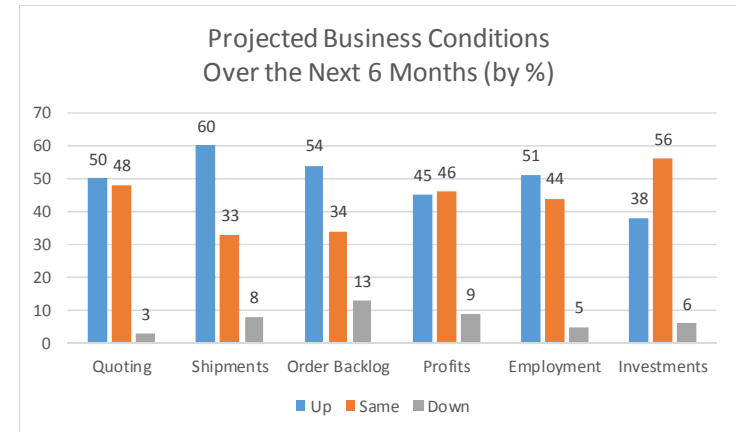
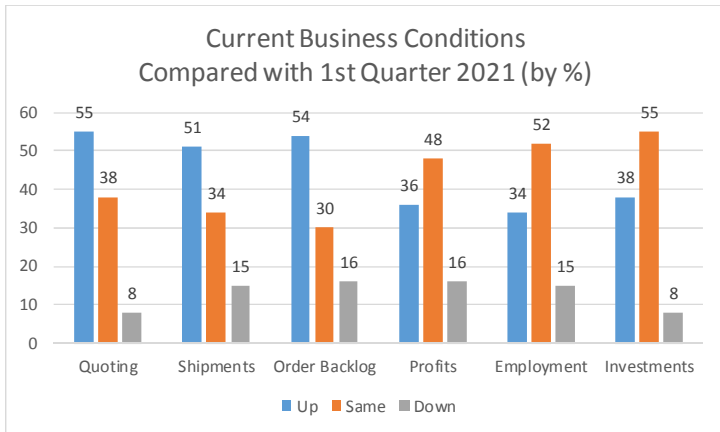
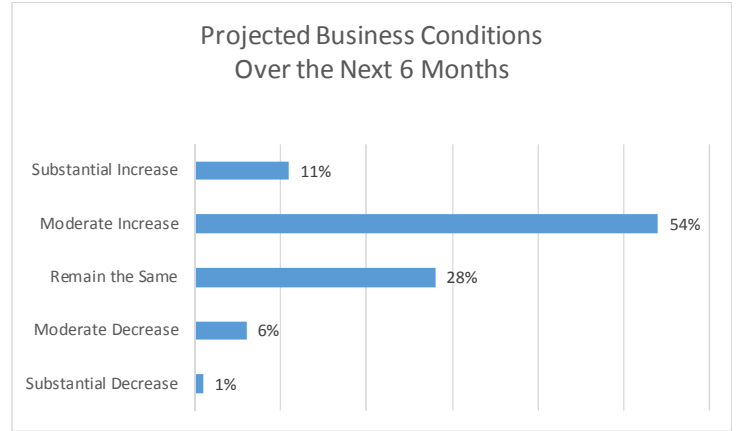
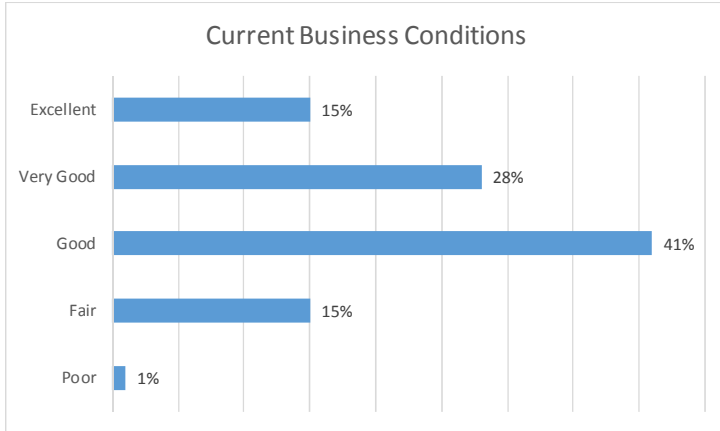
A handwritten signature in black ink, appearing to read "Roger Atkins", written in a cursive style.

Roger Atkins
President



June 2021 NTMA Business Conditions Report

Based on responses from 80 NTMA member companies.



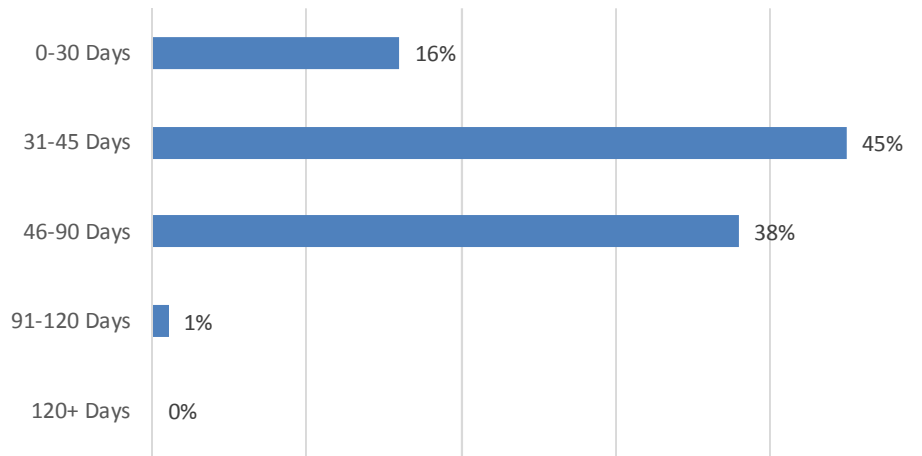
Total employees on December 31, 2020: 3,500

Total employees on June 30, 2021 3,557

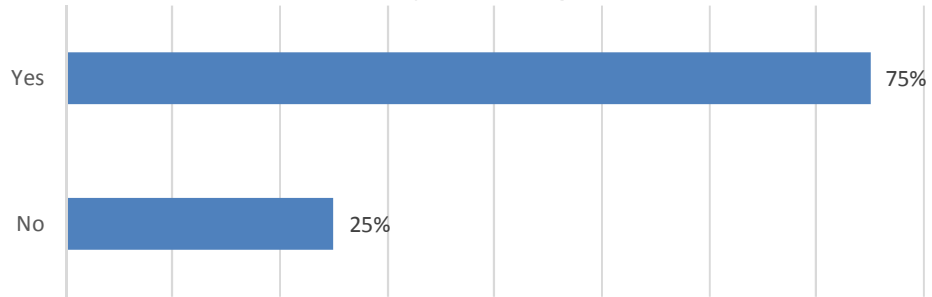
Current Average Workweek per Skilled Employee (hours per week): 42.6 hours

Future Work on Books (Average): 38 weeks

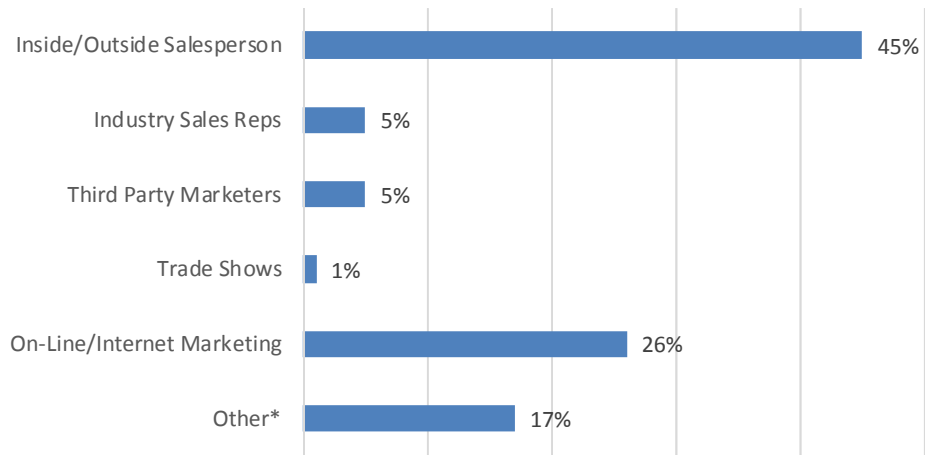
Current Accounts Receivables "Days Outstanding"



Are You Actively Soliciting Customers?

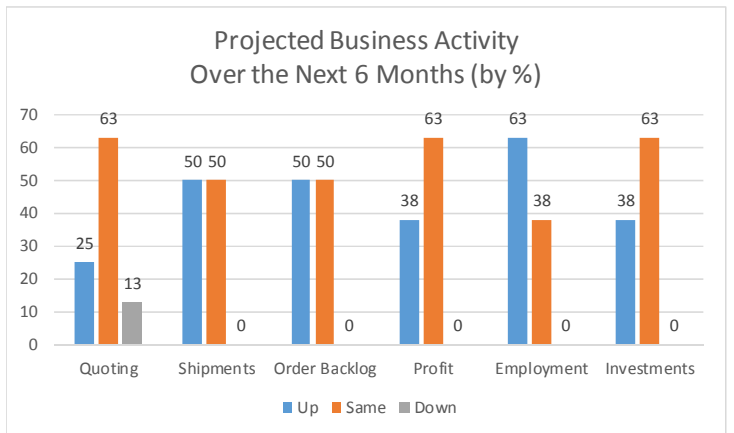
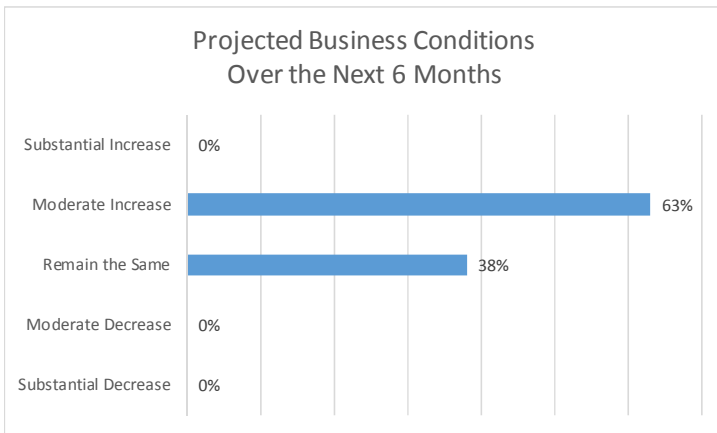
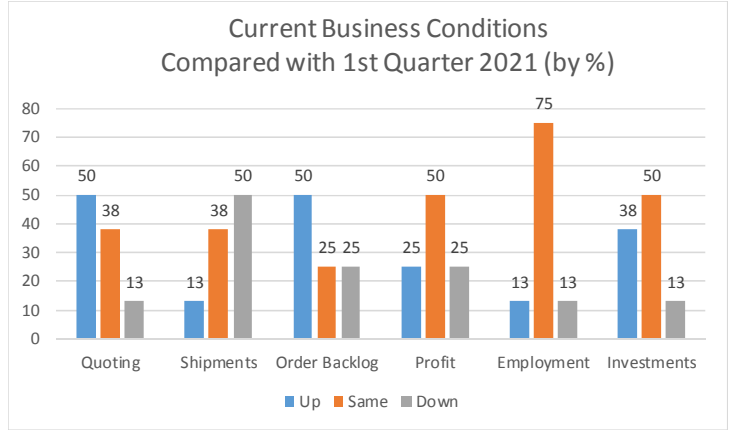
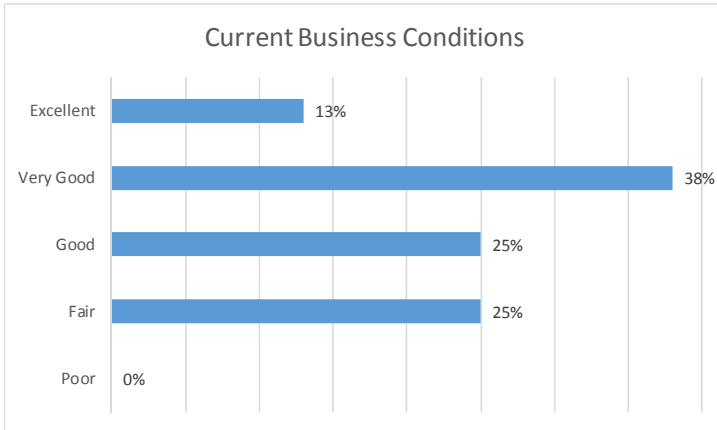


Primary Method of Marketing Your Company

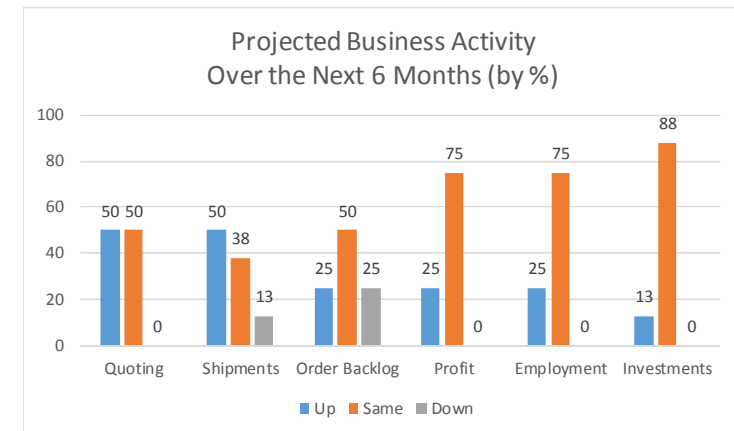
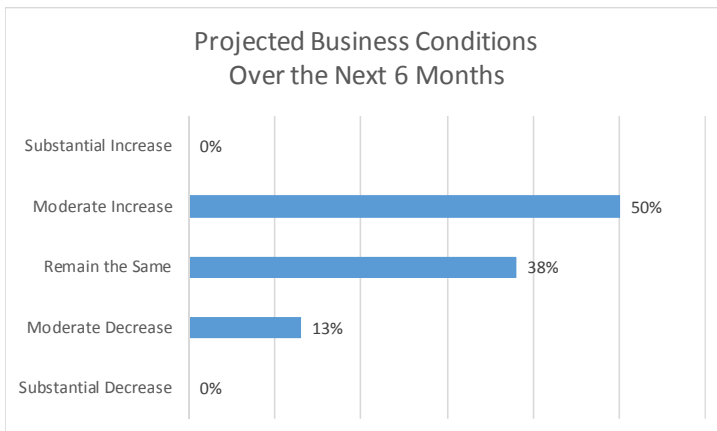
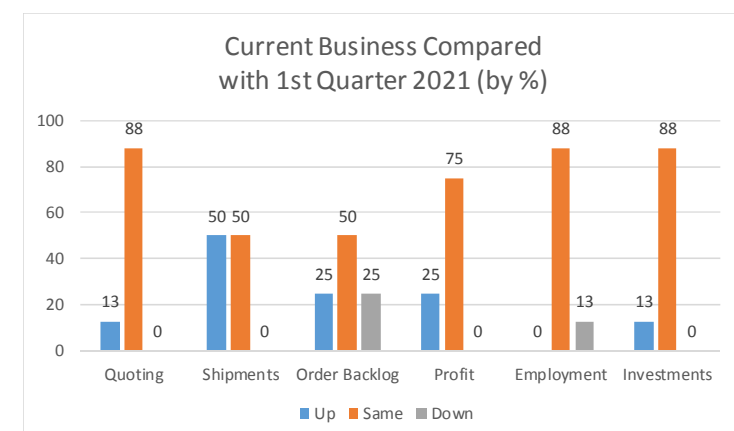
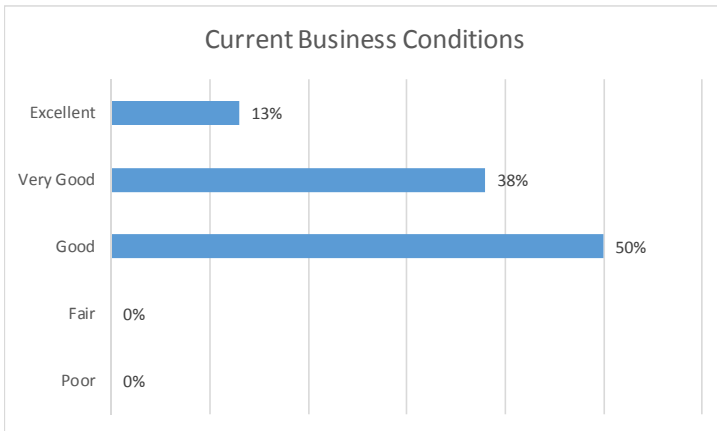


*FACTUR, Referrals, Networking, Relationships, Reputation, Word-of-Mouth

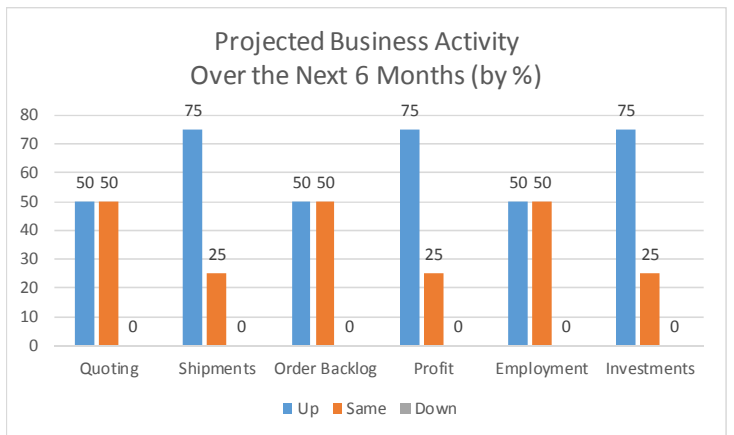
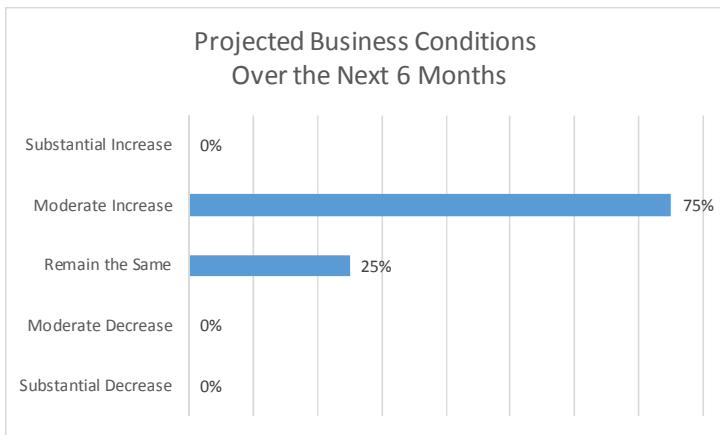
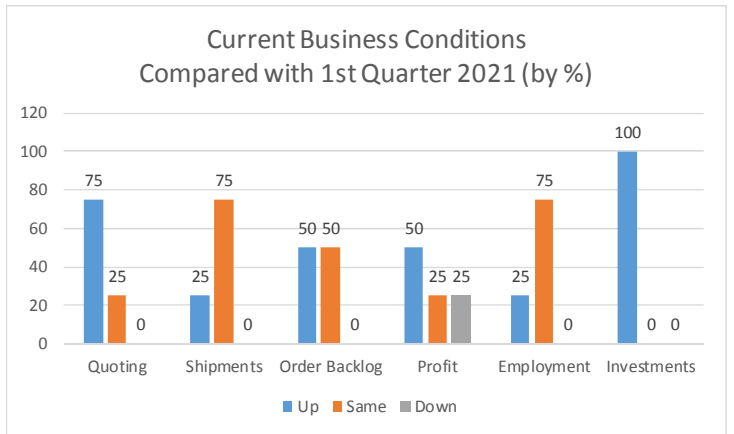
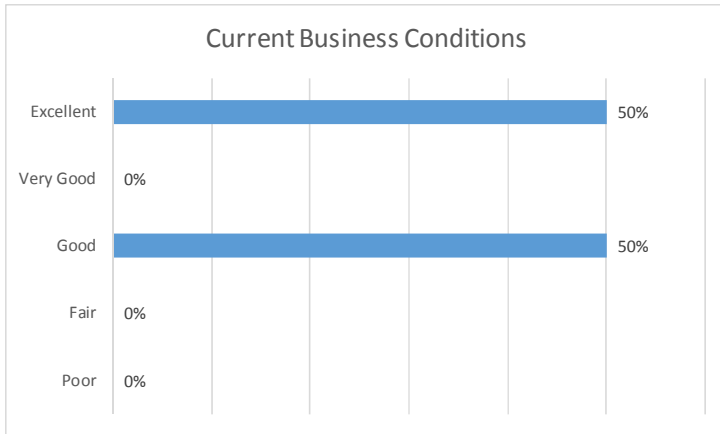
Business Conditions by Industry Sector Tools, Die & Fixtures (8 responses)



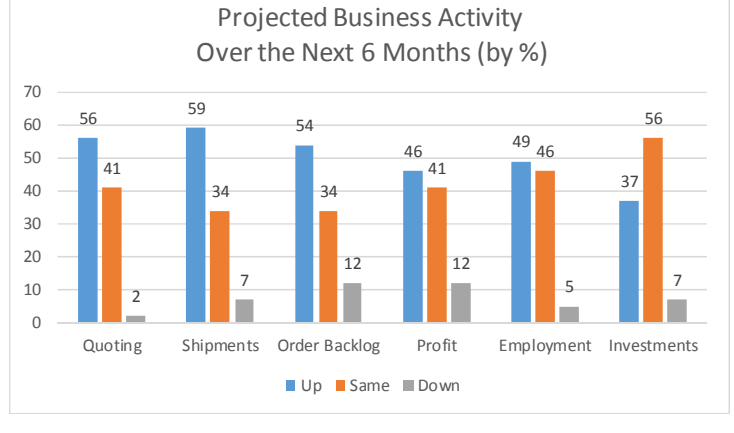
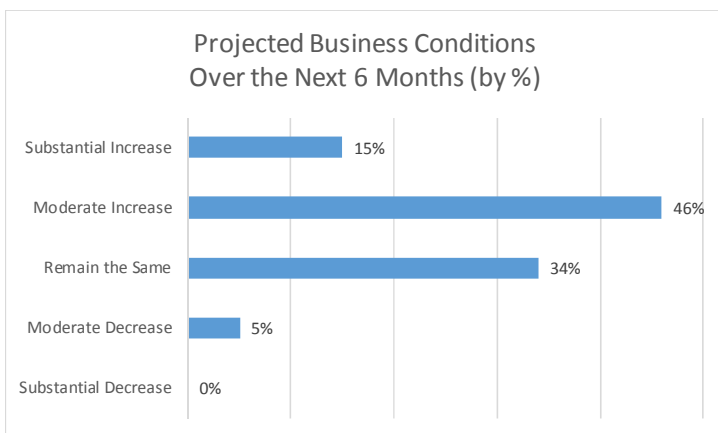
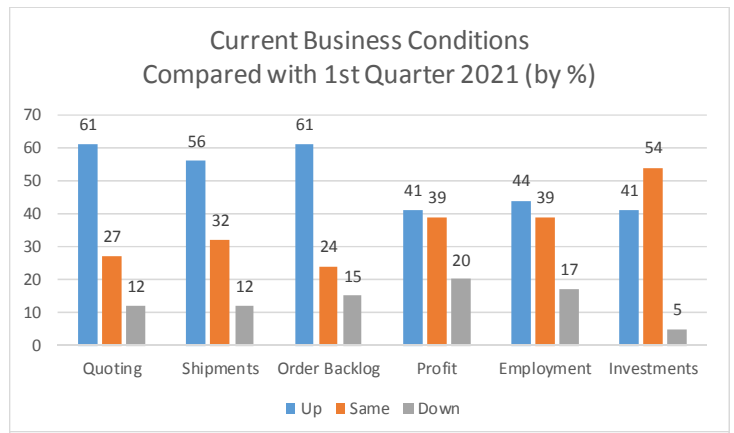
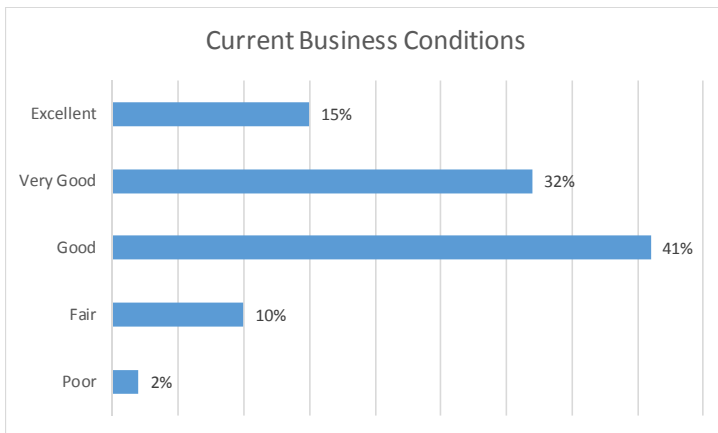
Molds (8 responses)



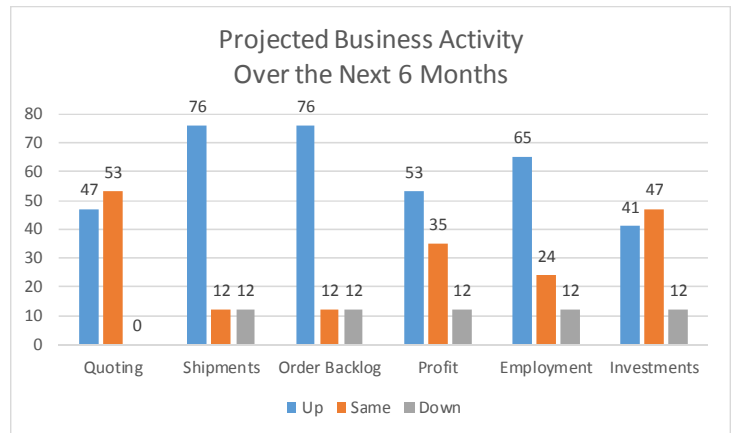
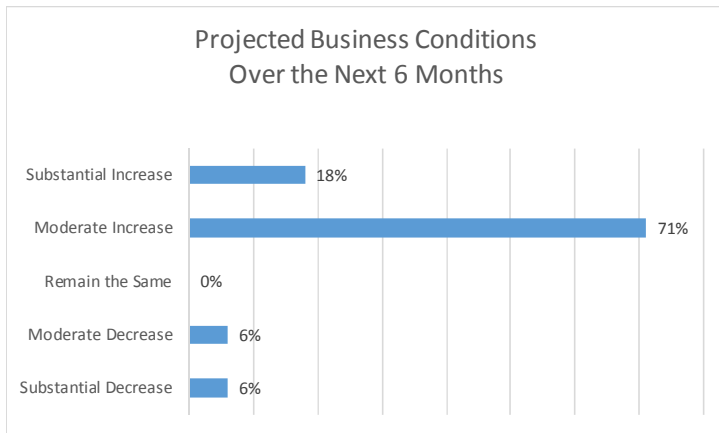
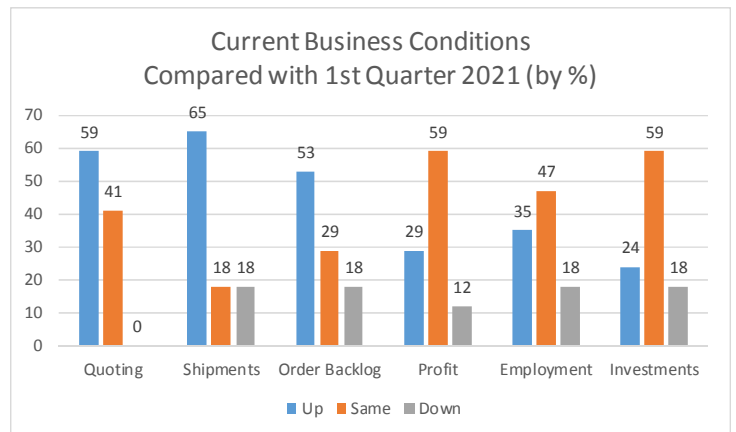
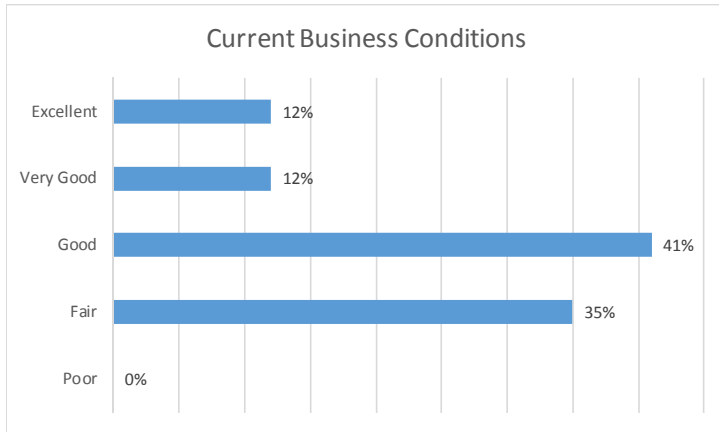
Special Machines (4 response)



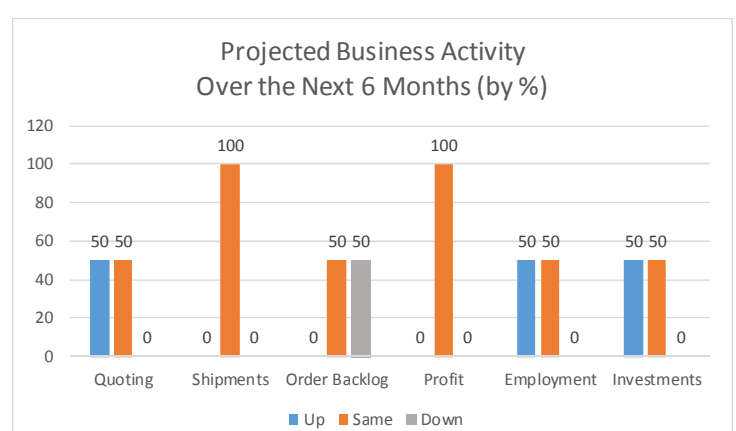
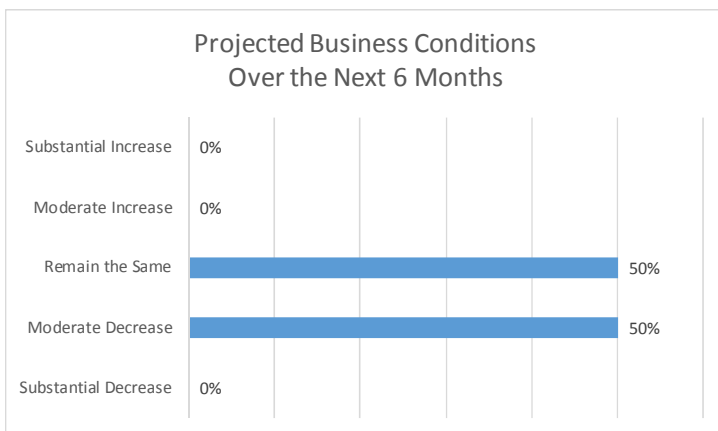
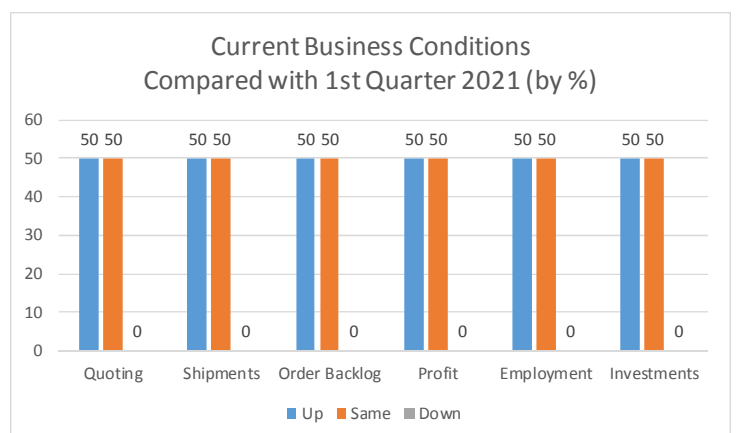
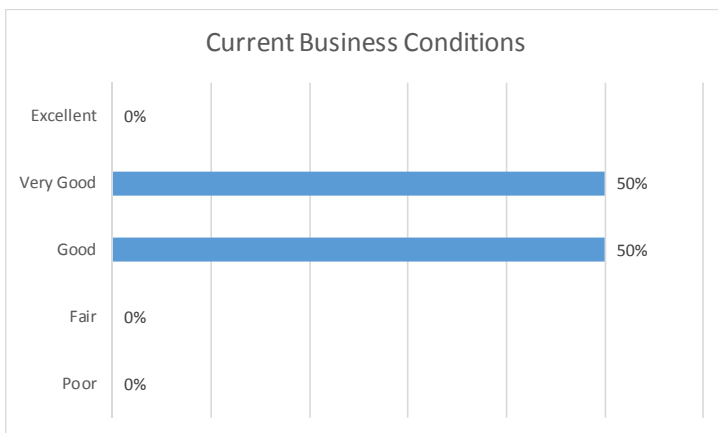
Precision Machining excluding Aerospace (41 responses)



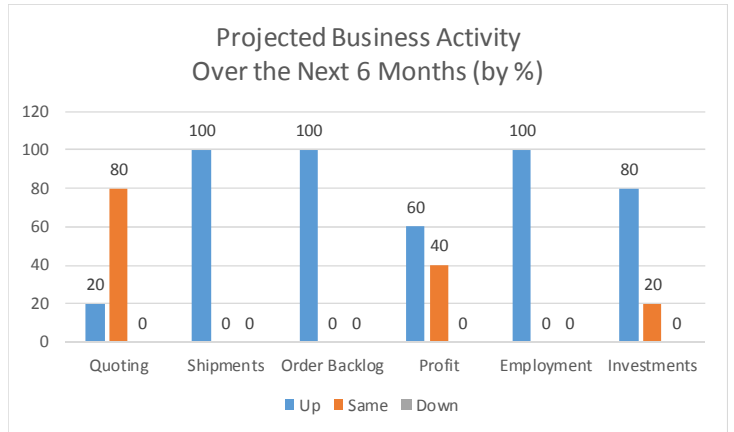
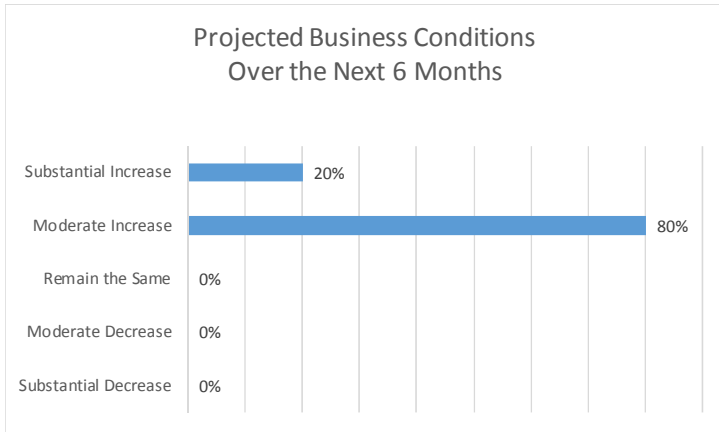
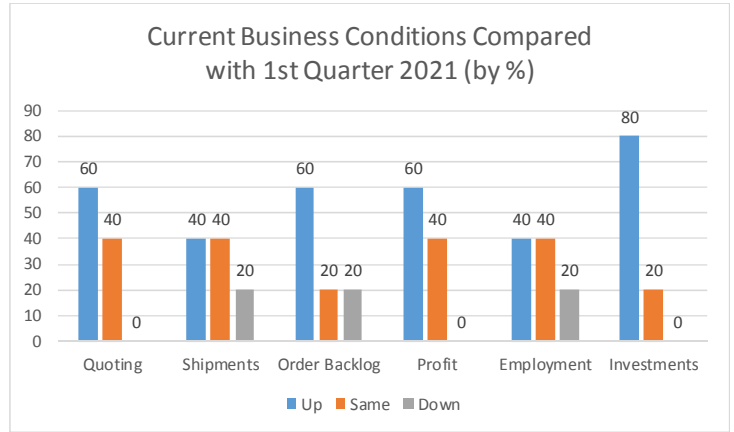
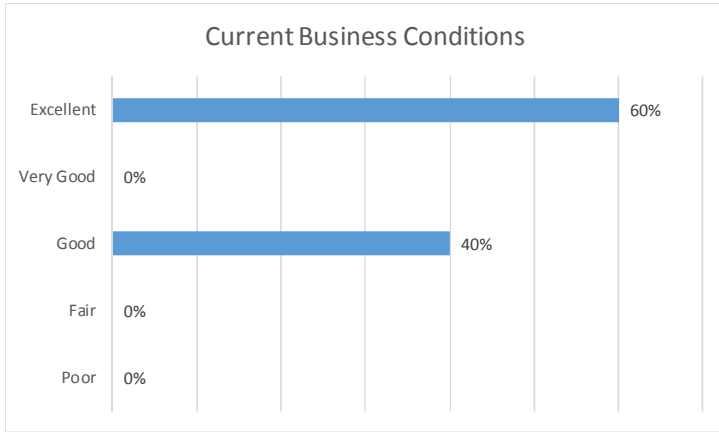
Aerospace Machining & Fabrication (17 responses)



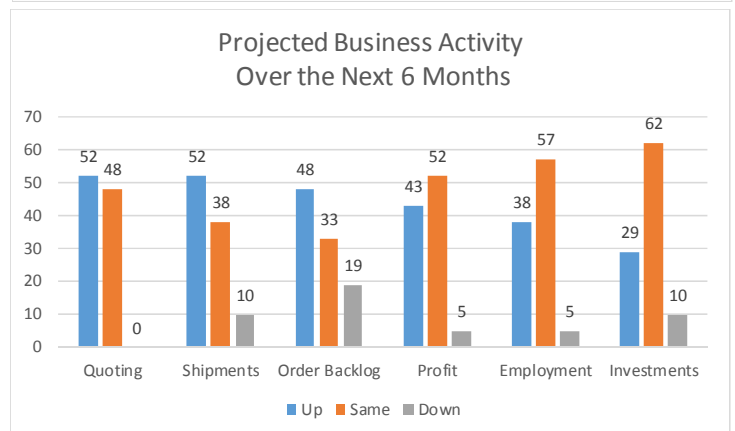
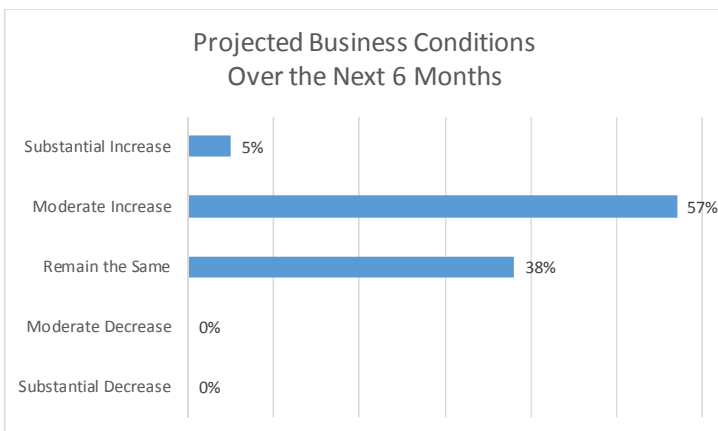
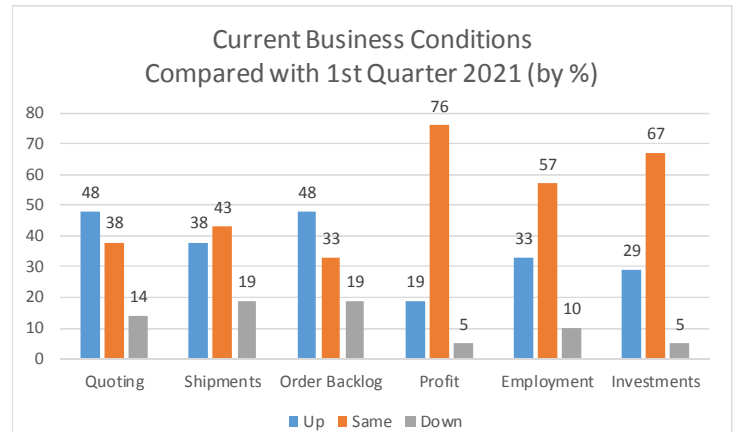
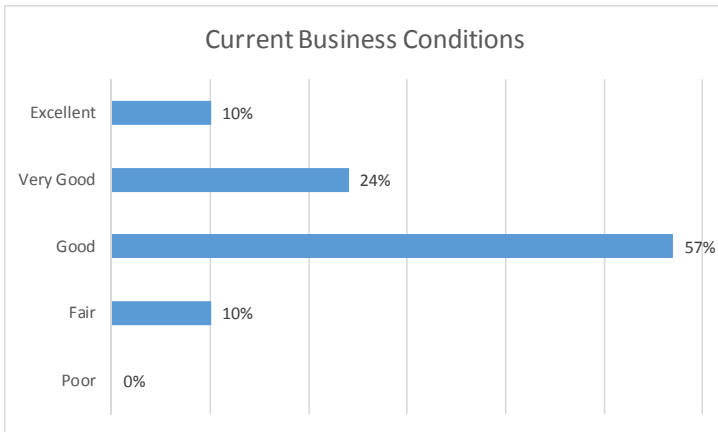
Metal Fabrication & Stamping (2 response)



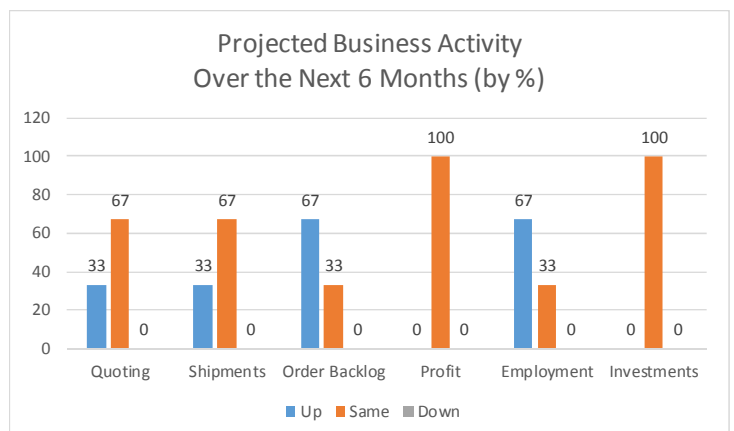
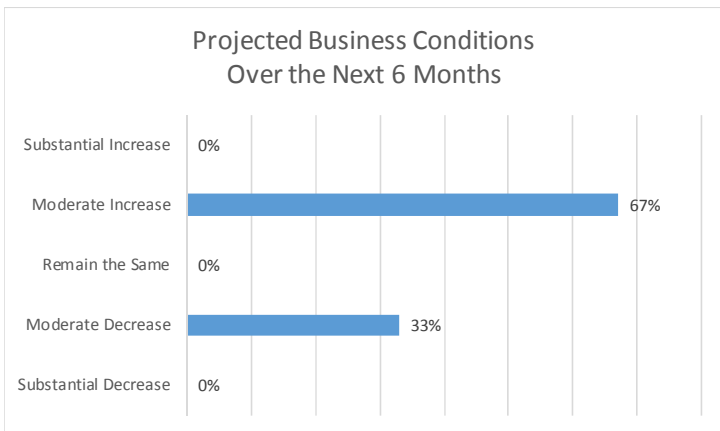
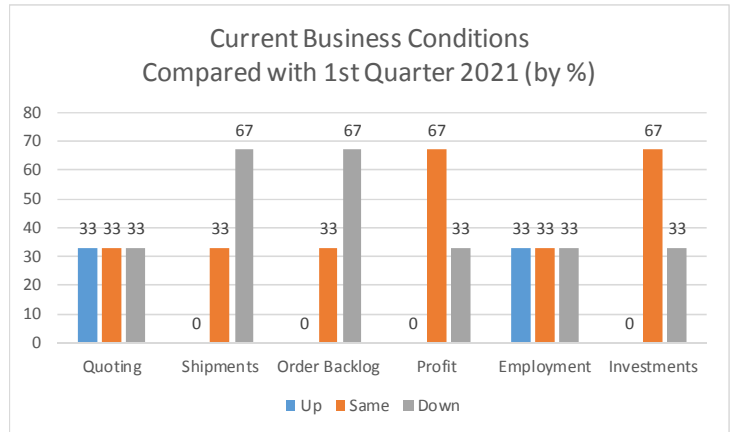
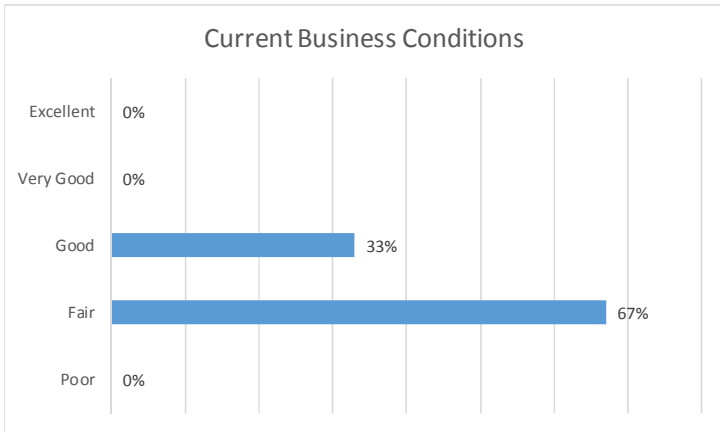
BUSINESS CONDITIONS by Geographic Region NEW ENGLAND (ME, VT, RI, NH, MA, CT) – 5 responses



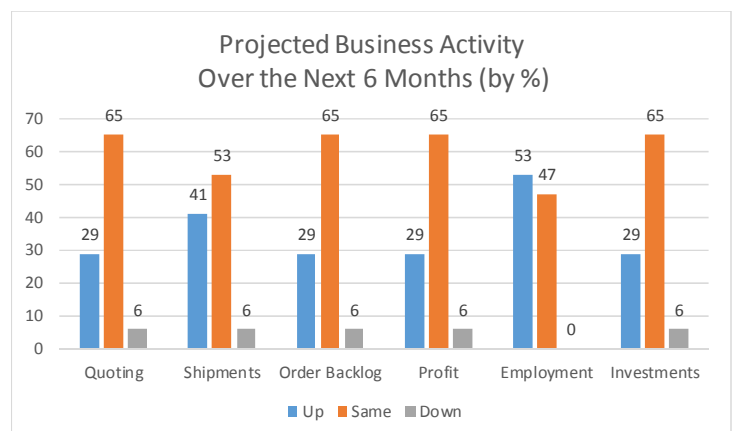
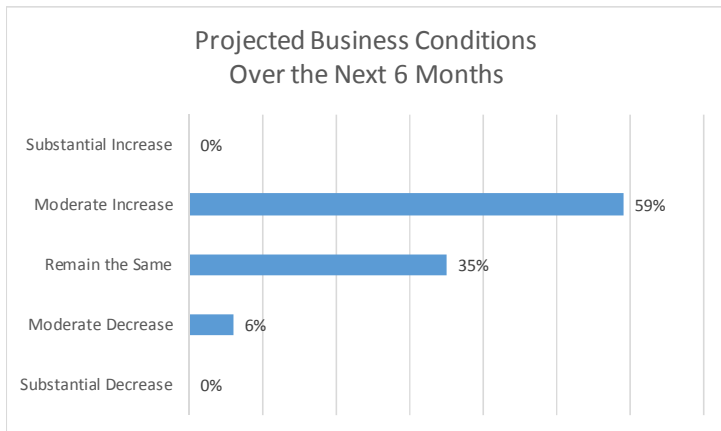
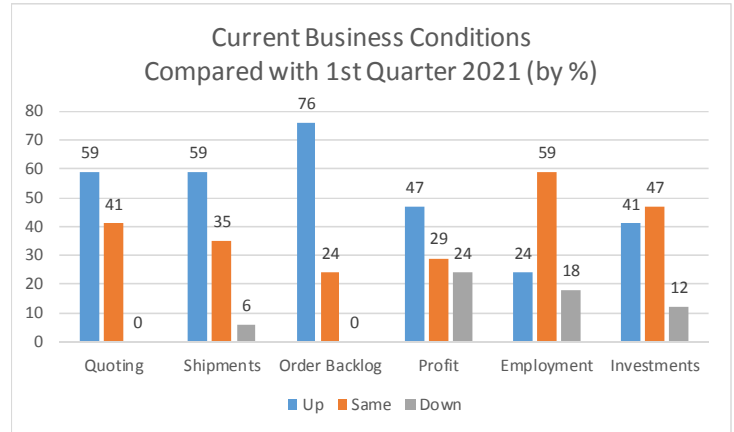
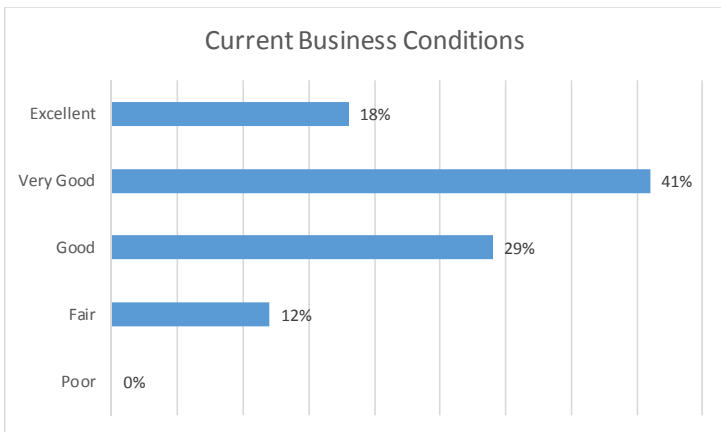
NORTHEASTERN CENTRAL (DC, NY, PA, NJ, DE, MD, WV, VA) – 21 responses



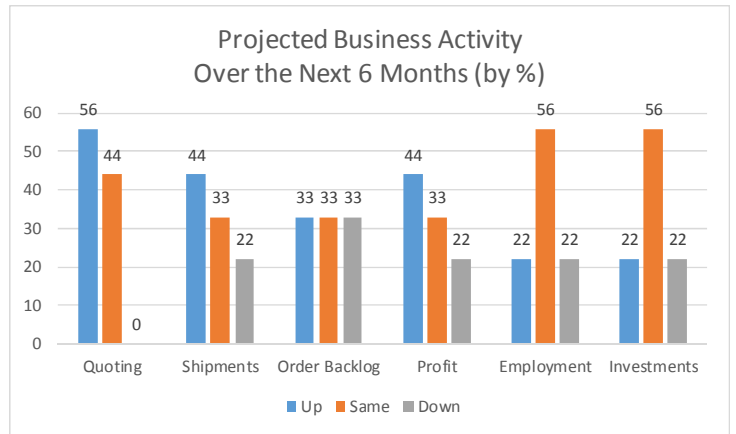
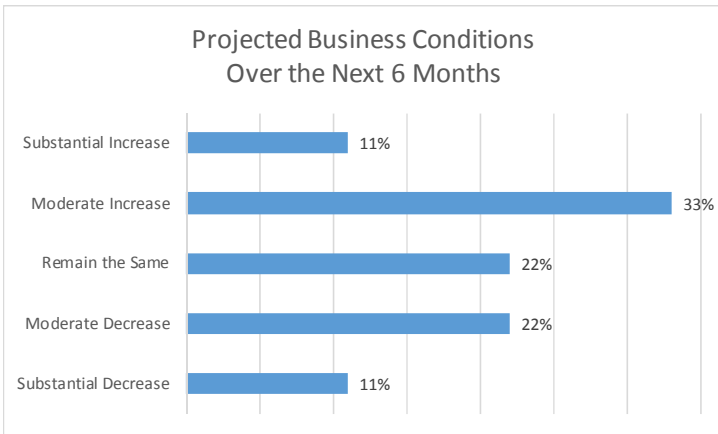
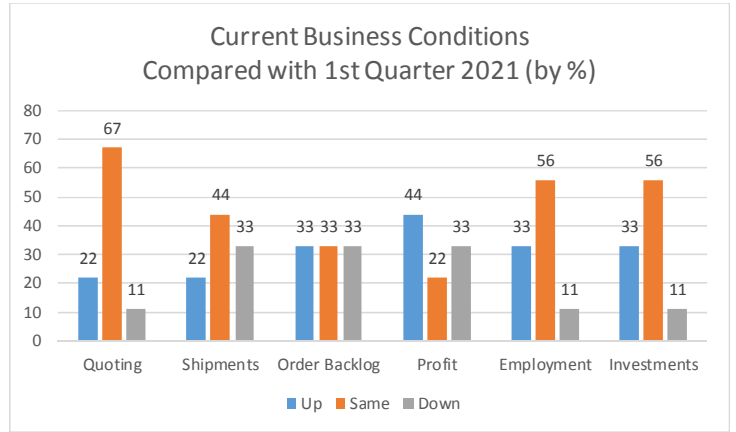
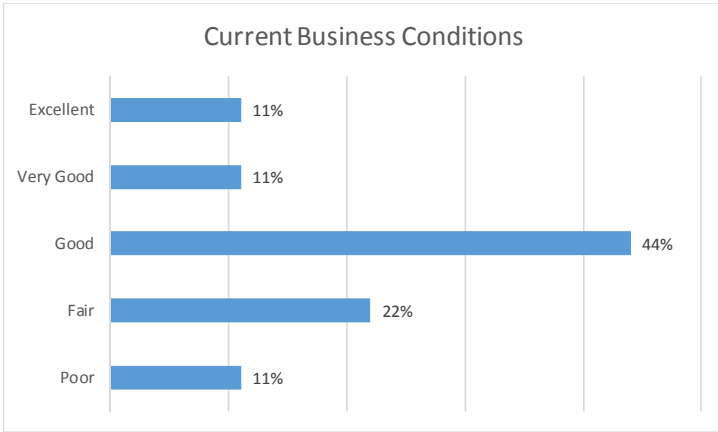
SOUTHEASTERN (FL, KY, NC, SC, TN, GA, AL MS) – 3 responses



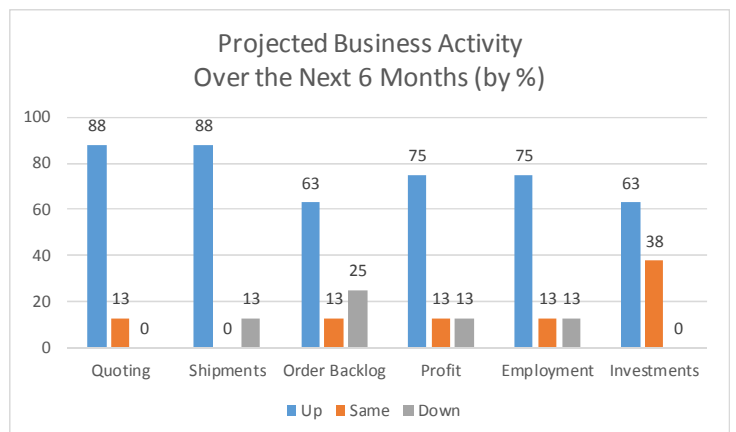
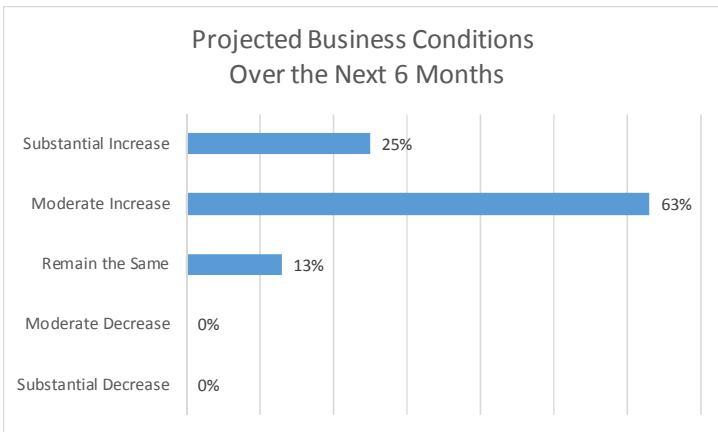
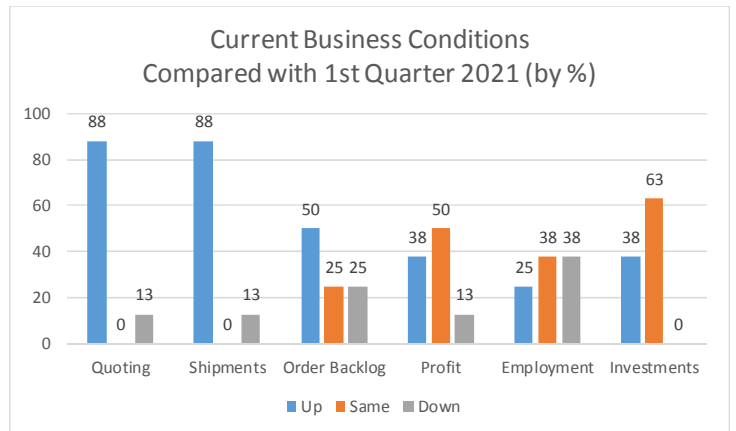
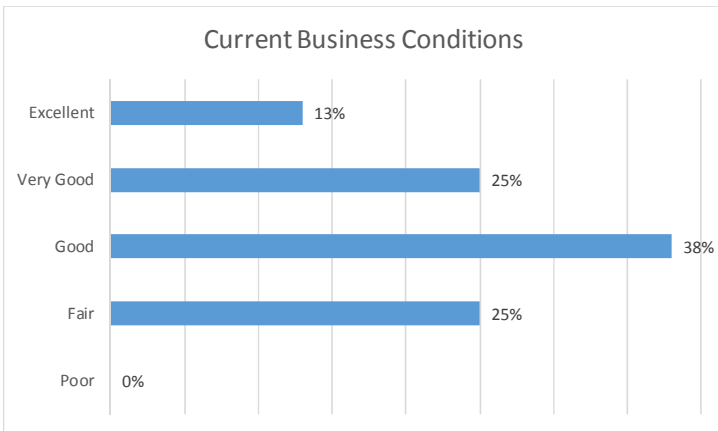
NORTH CENTRAL (OH, MI, IL, IN, WI) – 17 responses



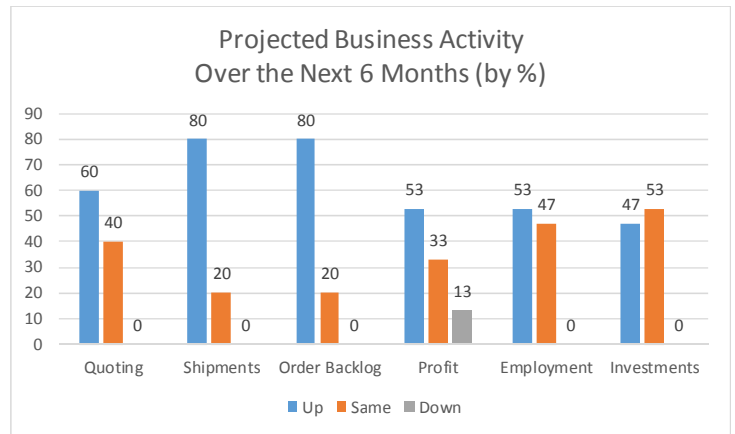
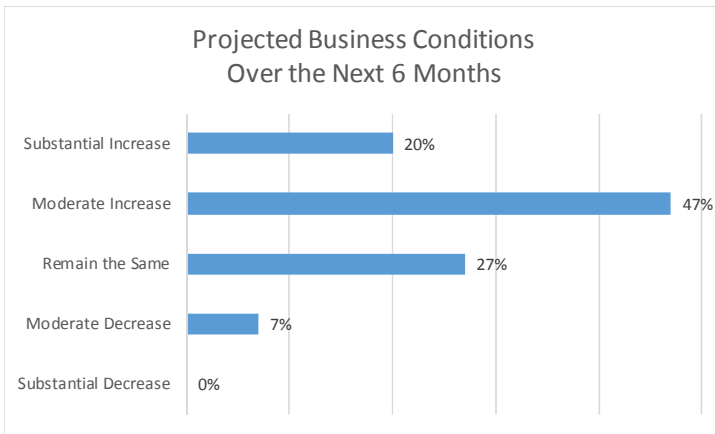
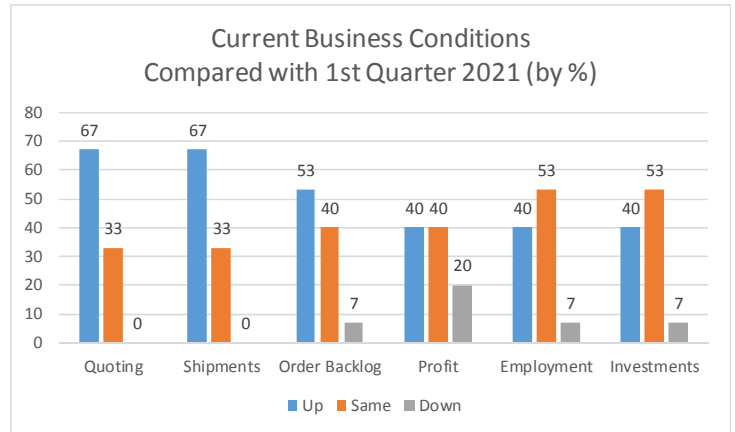
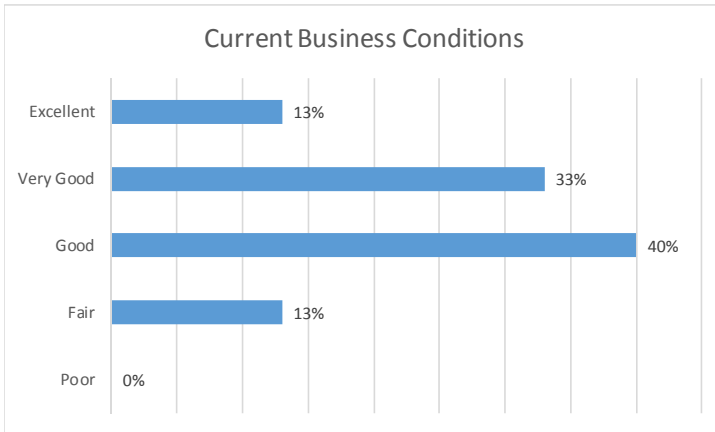
CENTRAL (IA, MO NE, KS, MN) – 9 responses



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



GREATER PACIFIC SOUTHWEST (CA, NV, AZ, UT) – 15 responses



GREATER NORTHWEST (ND, SD, MT, WY, ID, WA, OR) – 2 response

