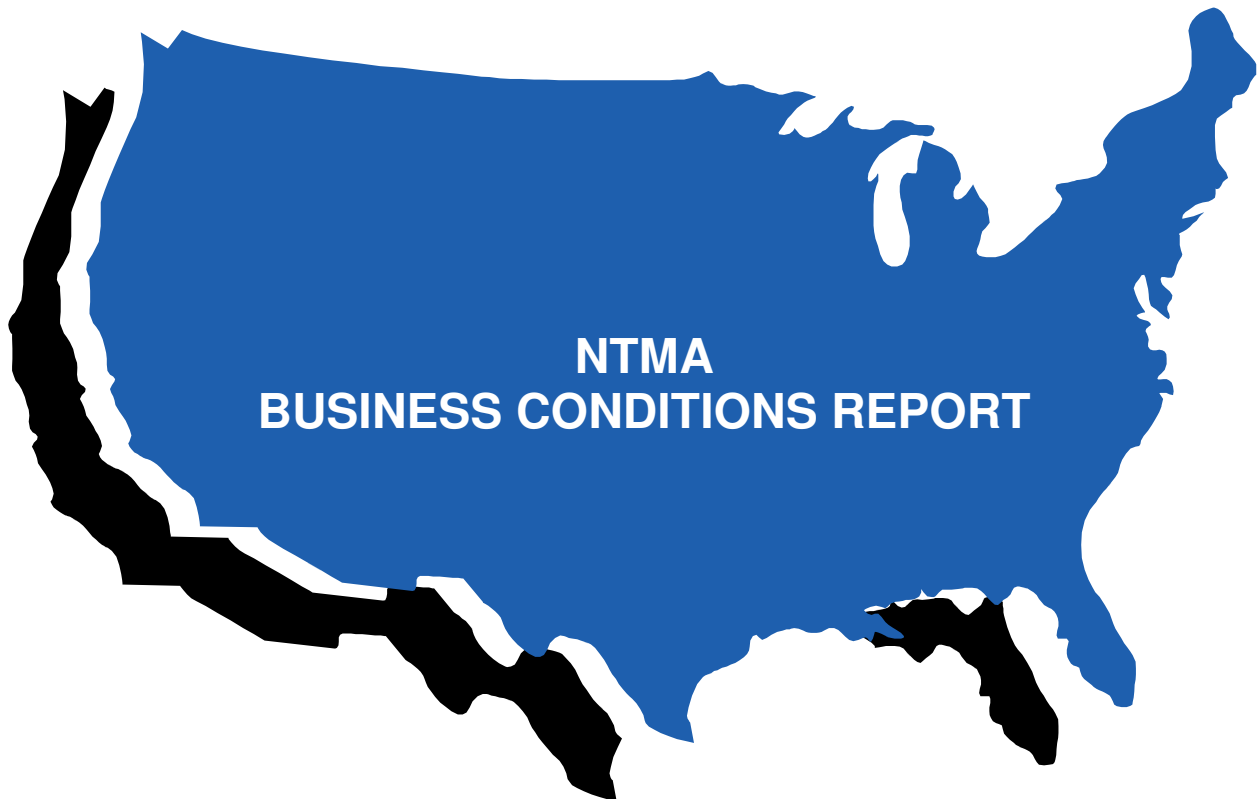




NATIONAL TOOLING AND  
MACHINING ASSOCIATION



**Prepared February 2022  
(for the period ending December 31, 2021)**

- **Overall Survey Results**
- **Results by Industry Segment**
- **Results by Geographic Region**



February 28, 2022

Dear NTMA Member:

This NTMA Business Conditions Report; dated December 31, 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 second half of 2021 and a projection for the first half of 2022.

Results indicate that overall business conditions during the 6-month period ending December 31, 2021 were “Very Good to Excellent” for 44% of respondents, consistent with the results of the June 2021 Report. Another 35% felt that business conditions were “Good” and 21% felt they were “Poor or Fair.” However, looking ahead, 64% are projecting that the next six months will bring a “Moderate-to-Substantial Increase” in business conditions. Average work week per employee ticked up to 44 hours, while the average future work on the books dropped from 38 weeks to 21 weeks.

Companies continue to actively solicit new customers, with Inside/outside salespersons being their primary method. Meanwhile, labor shortages are still seen as the most significant hurdle facing companies, with inflation starting to make an impact.

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

Sincerely,

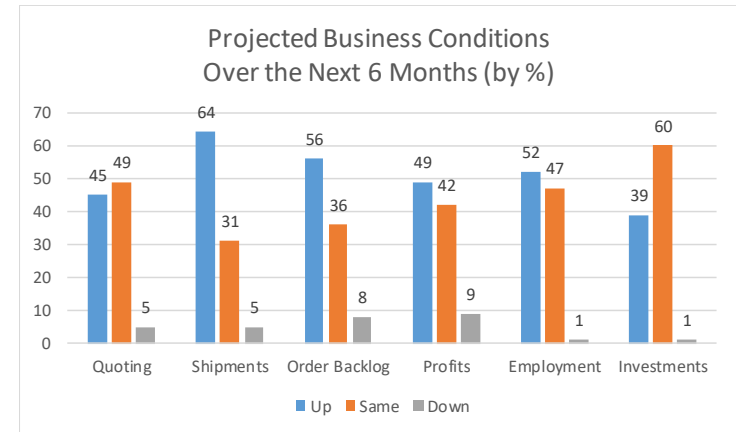
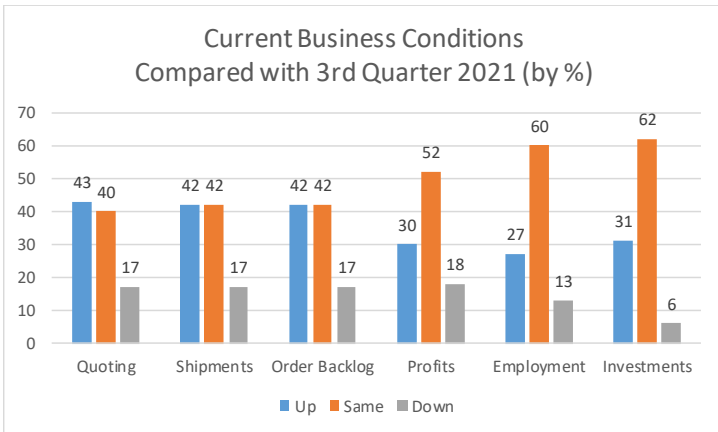
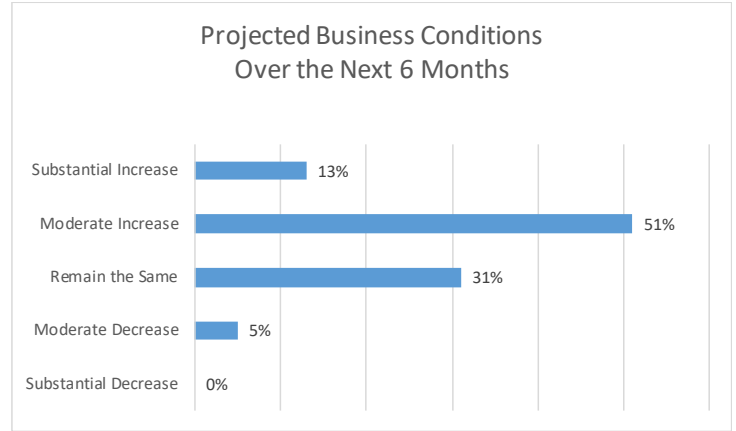
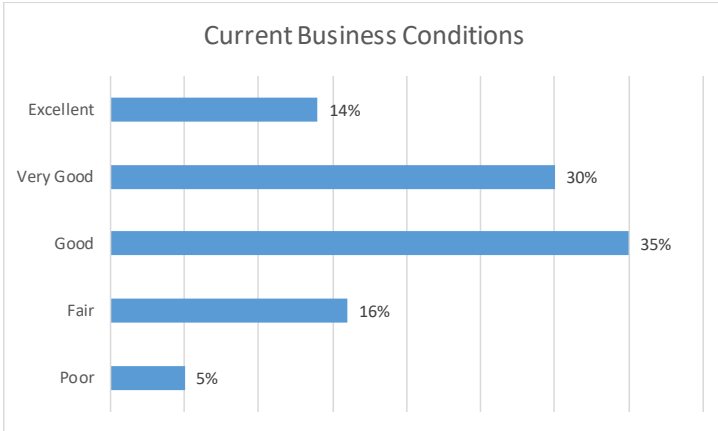
A handwritten signature in black ink, appearing to read "Roger Atkins", is written over a light blue horizontal line.

Roger Atkins  
President



# December 2021 NTMA Business Conditions Report

Based on responses from 77 NTMA member companies.



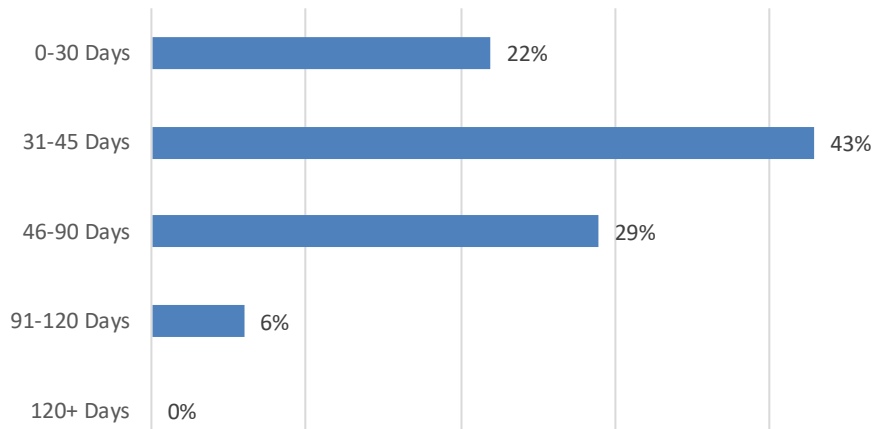
**Total employees on June 30, 2021: 3,491**

**Total employees on December 31, 2021 3,543**

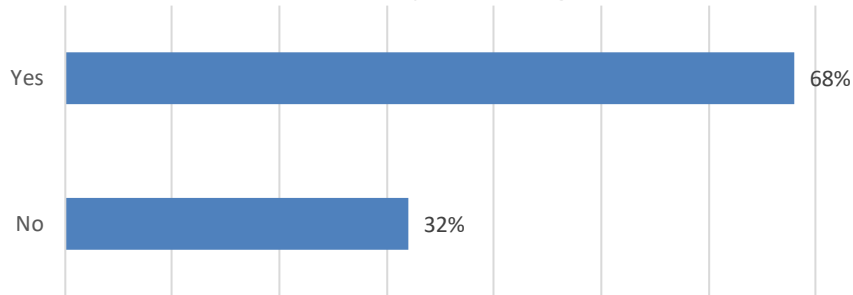
**Current Average Workweek per Skilled Employee (hours per week): 44 hours**

**Future Work on Books (Average): 21 weeks**

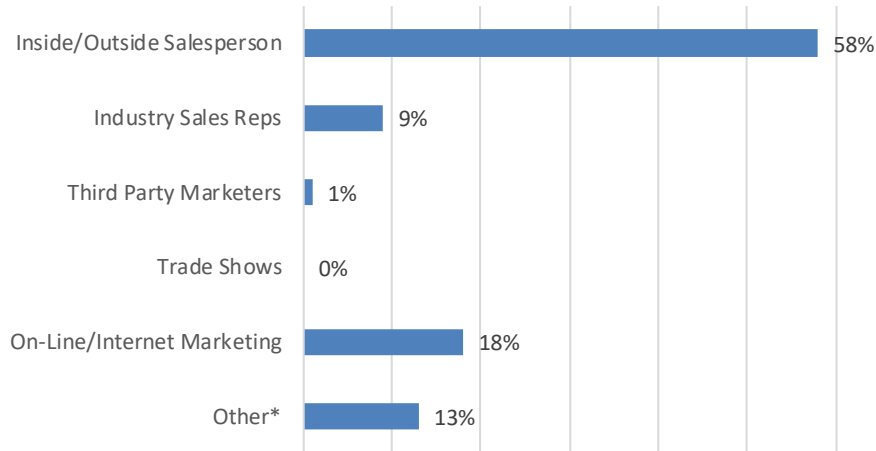
### Current Accounts Receivables "Days Outstanding"



### Are You Actively Soliciting Customers?

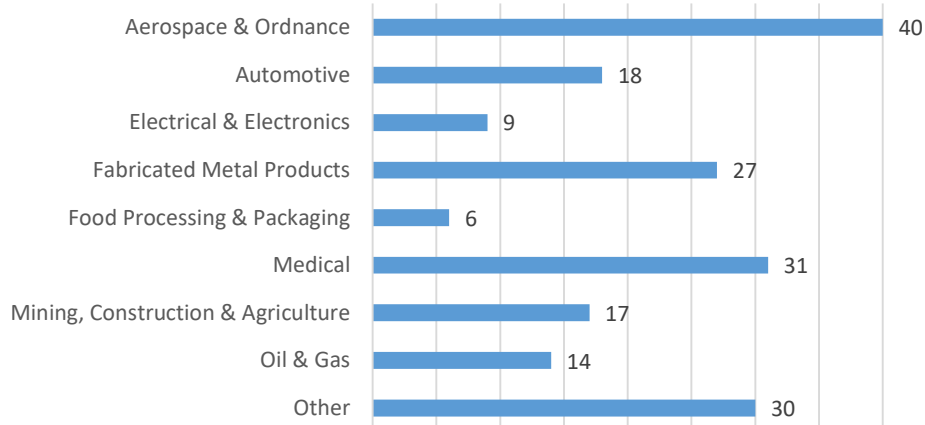


### Primary Method of Marketing Your Company



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

## Identify Your Top 3 Industry Sectors



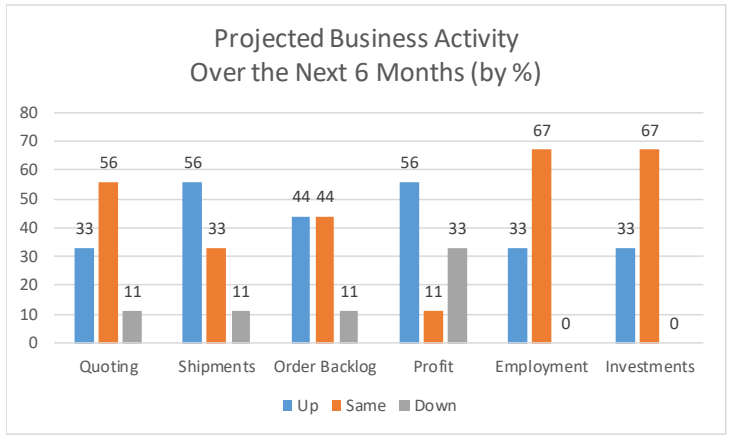
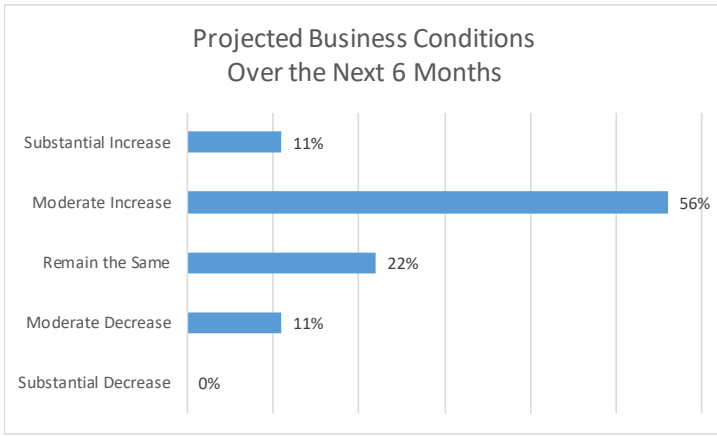
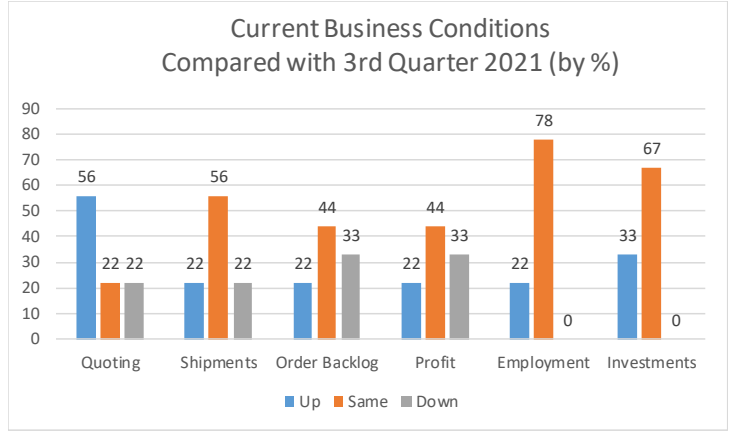
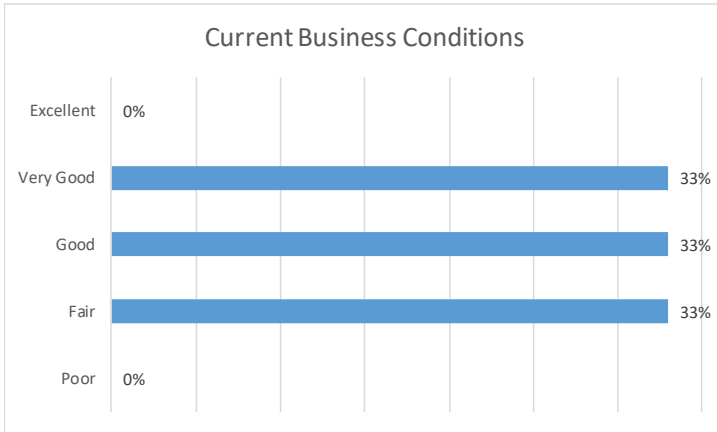
Numbers indicate actual times a sector was selected.

Up to 3 choices were allowed for each respondent.

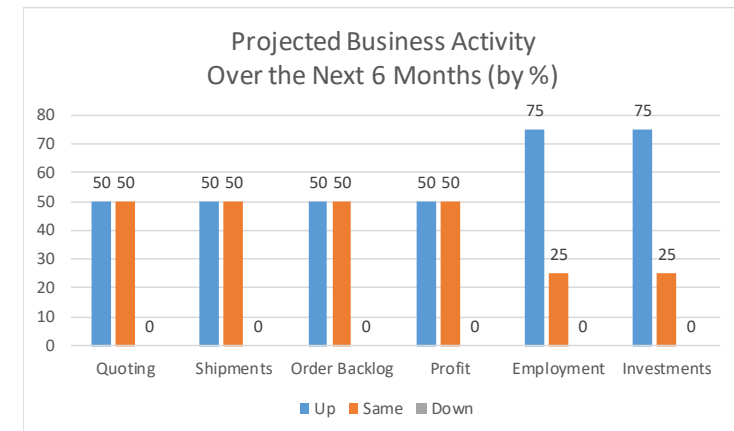
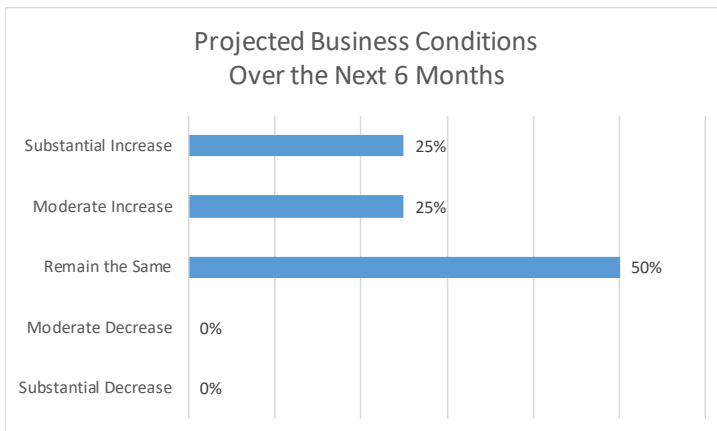
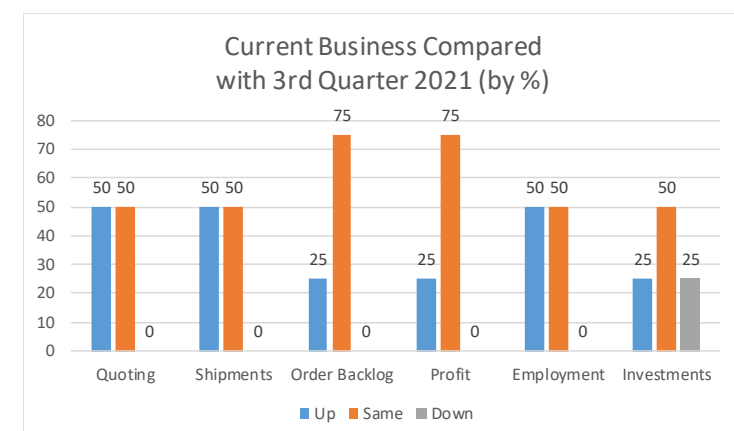
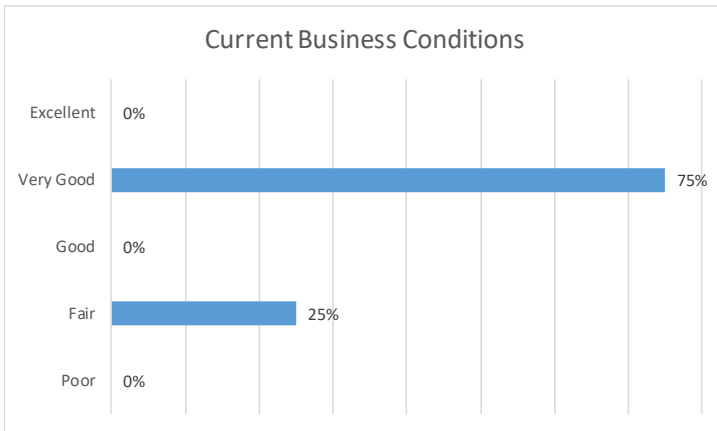
Below are the responses to "Other."

Air Bags for Shoes	Industrial Products
Consumer Goods Equipment	Instrumentation, High Tech
Defense	Instrumentation, Hydraulic
Defense (non-aerospace)	Machine Builders
Energy	Off Highway Transportation Parts
Firearms Manufacturing	Optics
Fall Protection	Plastic Molding
Flooring	Plumbing
General Manufacturing	Printing
Government	Recreation
Hydraulics	Semiconductor (3)
Industrial B-to-B	Small Arms & Telecom
Industrial fabrication	Tire and Rubber
Industrial Laser Components	Weapons

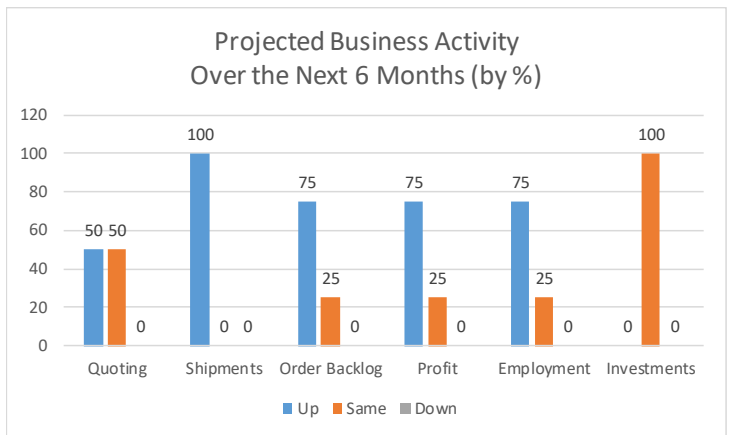
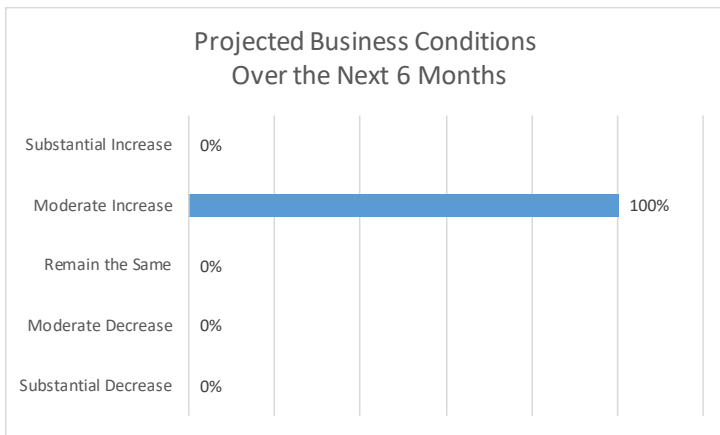
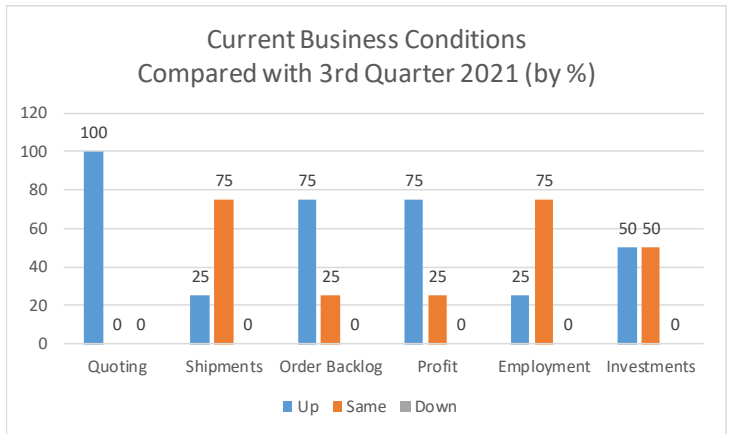
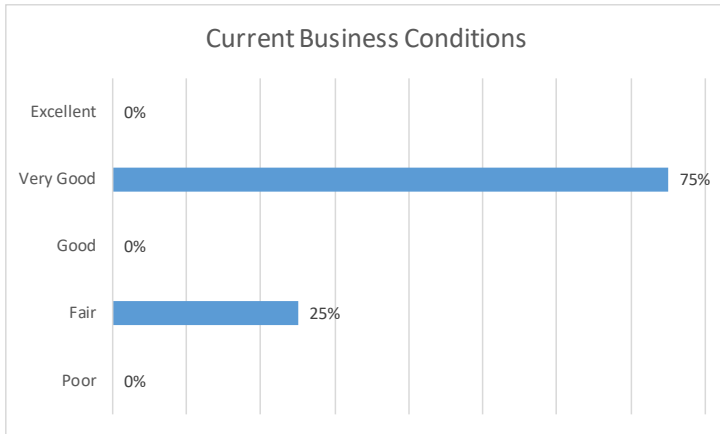
## Business Conditions by Industry Sector Tools, Die & Fixtures (9 responses)



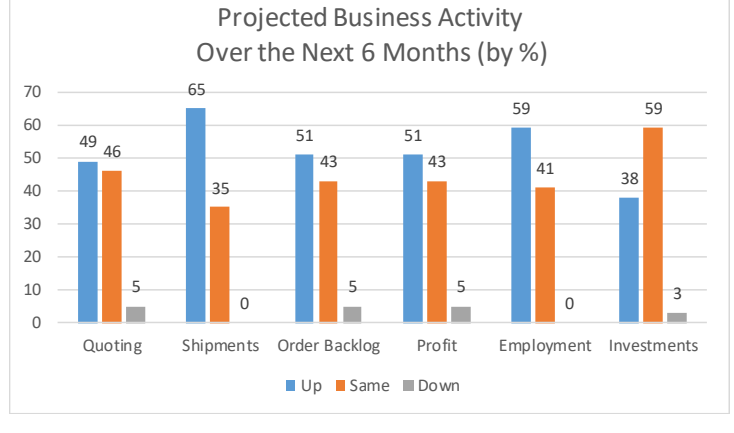
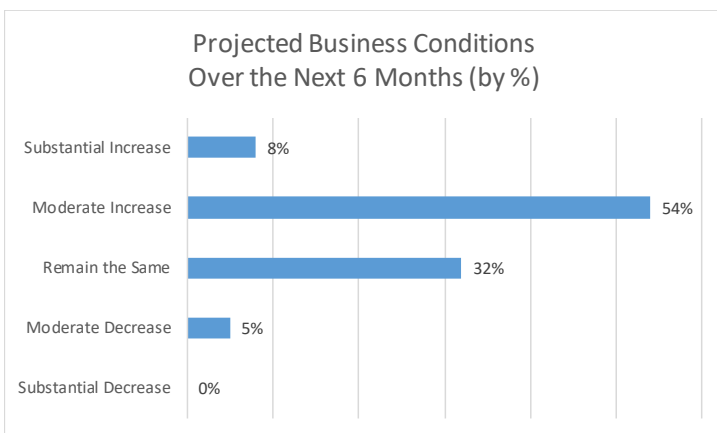
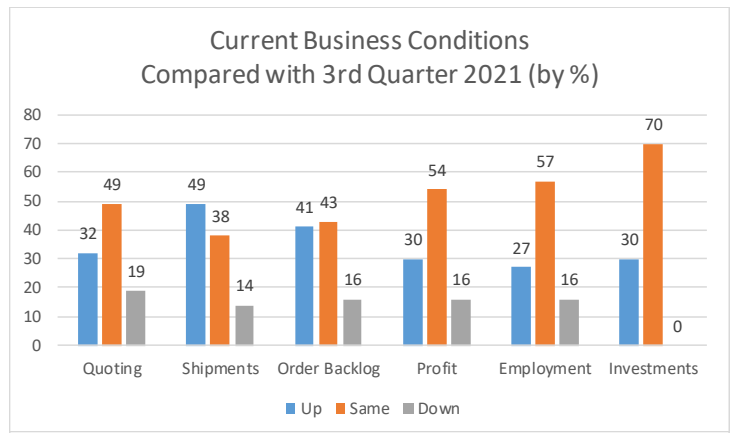
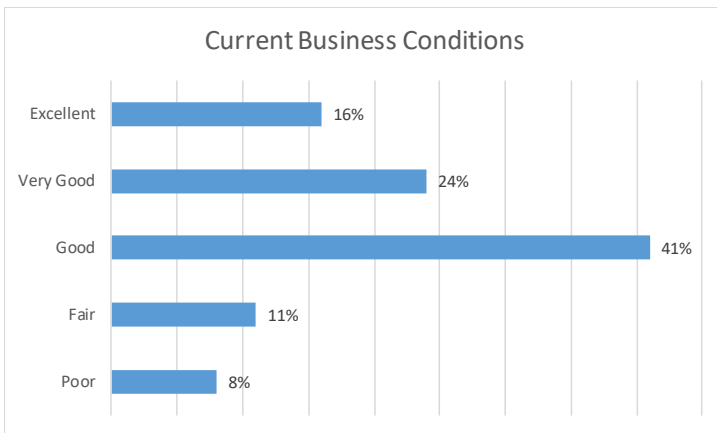
## Molds (4 responses)



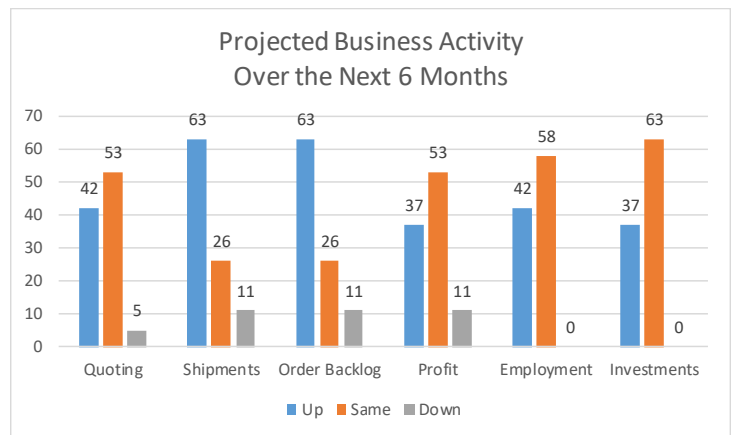
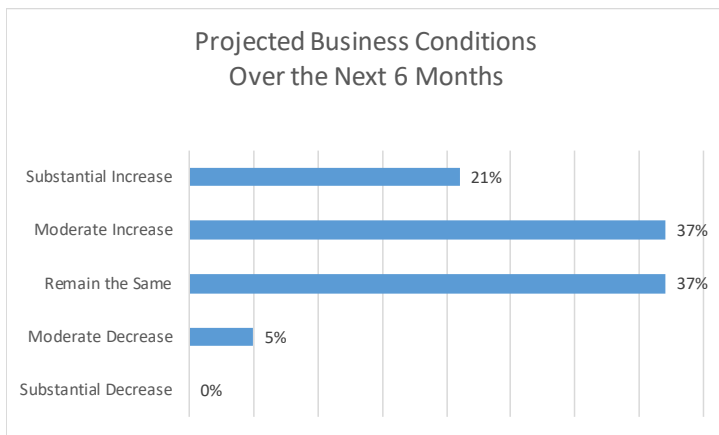
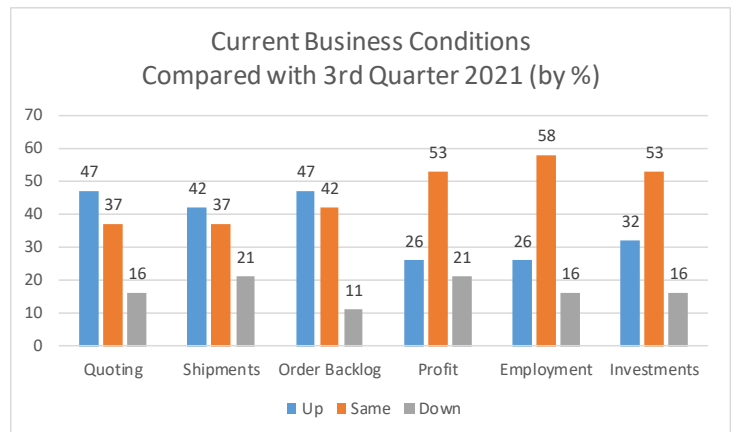
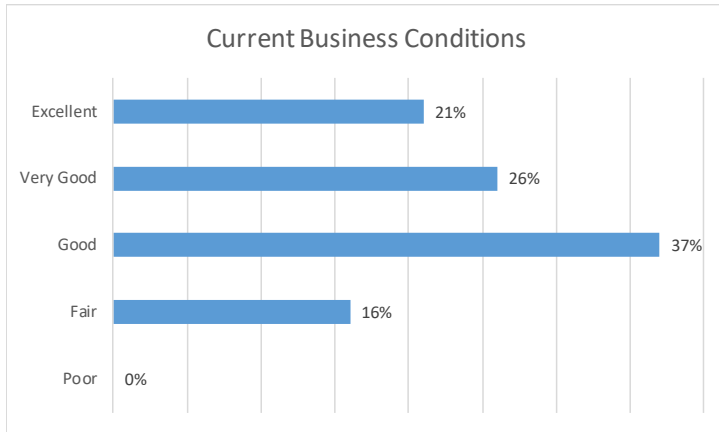
## Special Machines (4 response)



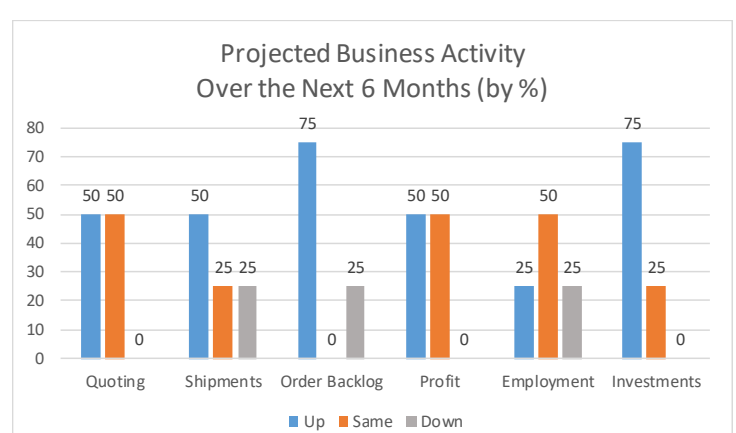
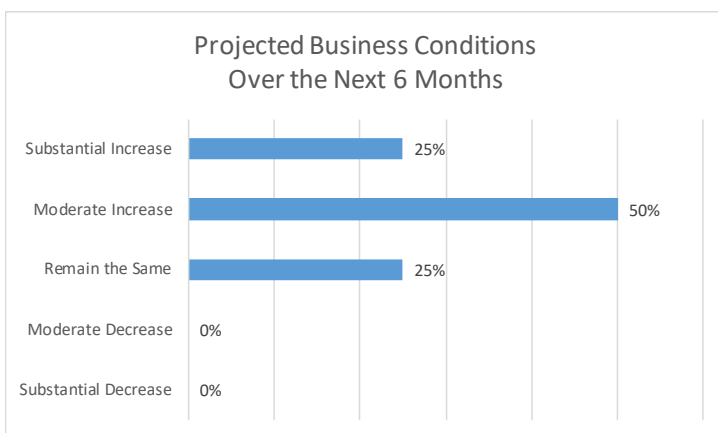
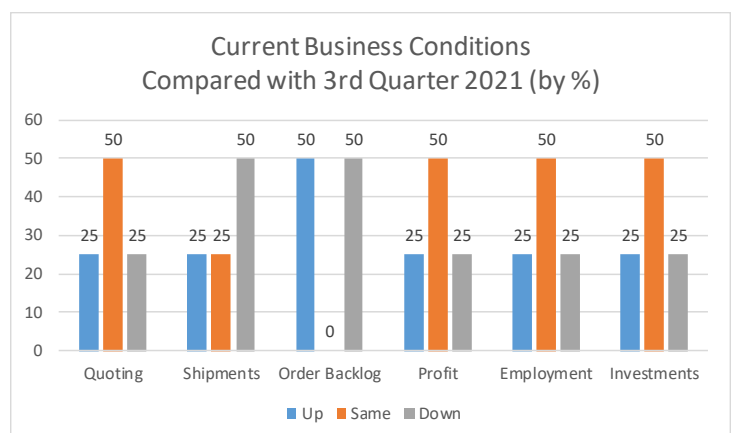
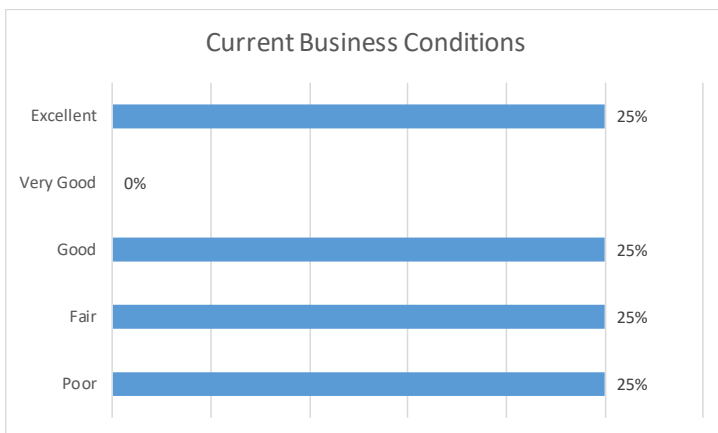
## Precision Machining excluding Aerospace (37 responses)



## Aerospace Machining & Fabrication (19 responses)

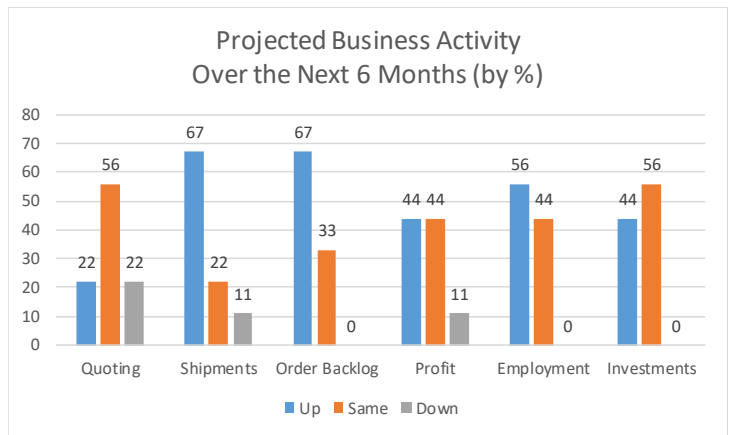
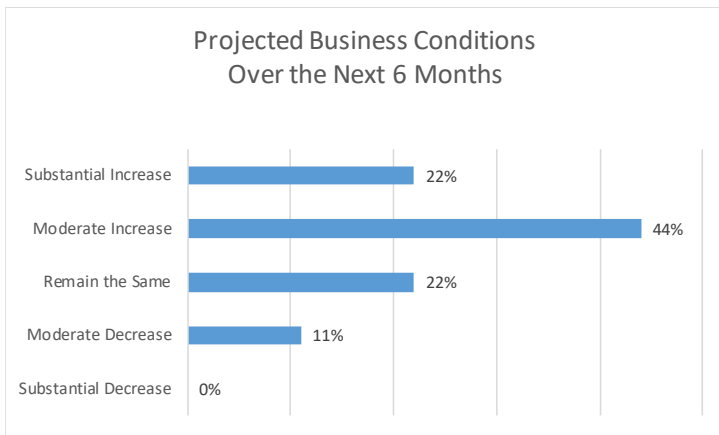
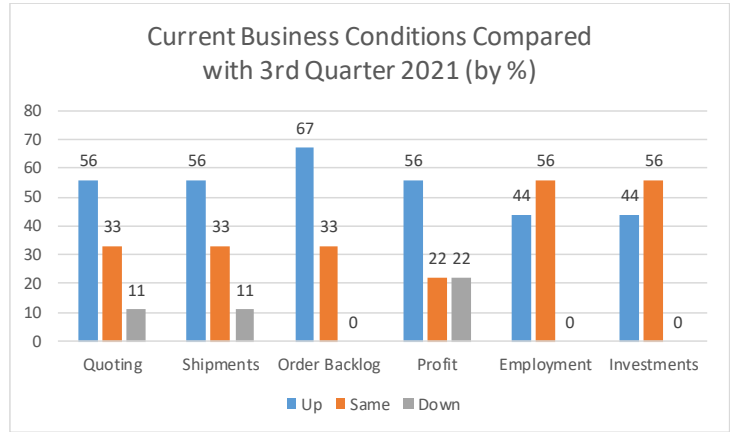
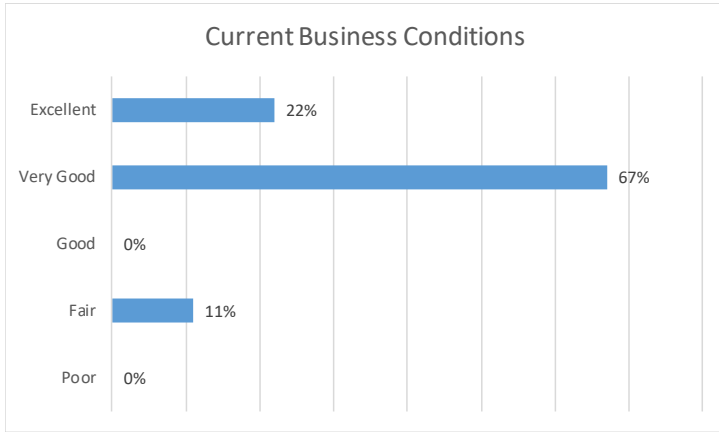


## Metal Fabrication & Stamping (4 response)

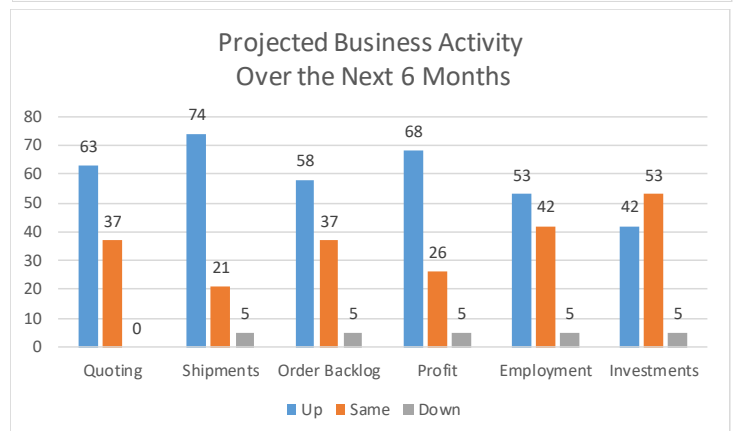
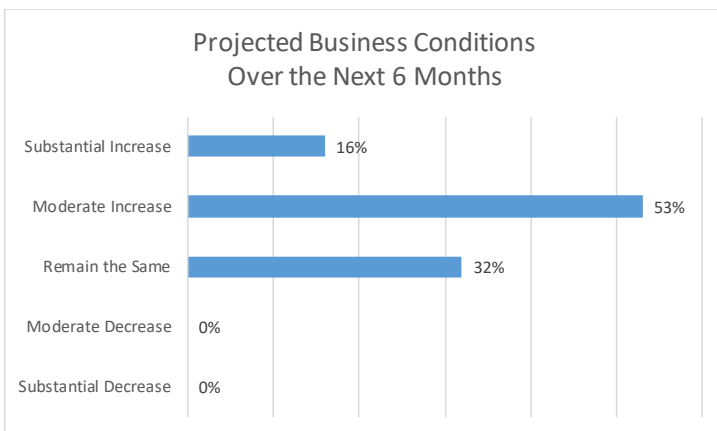
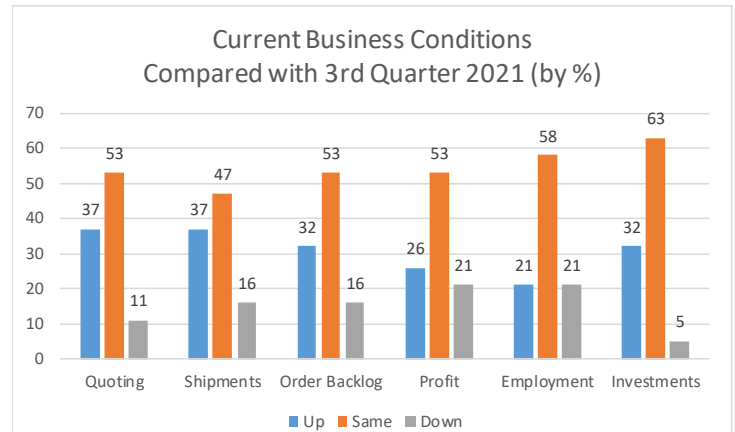
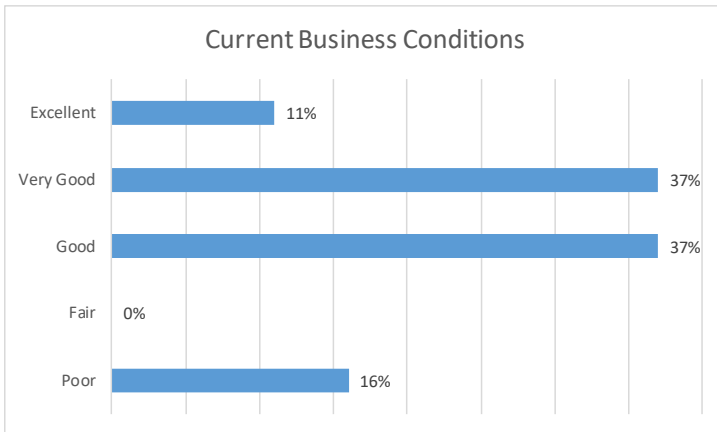




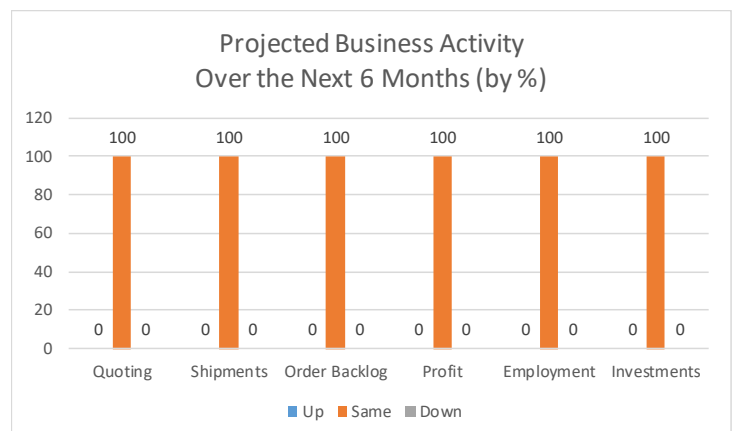
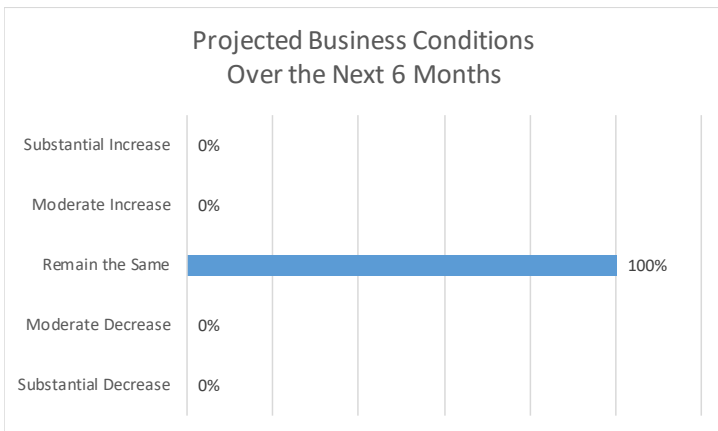
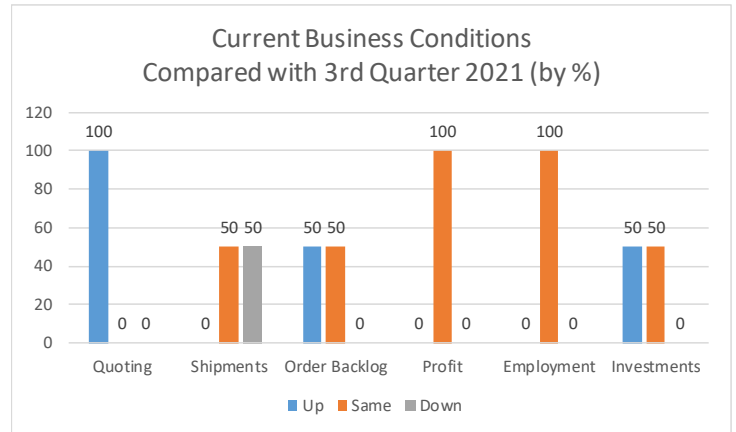
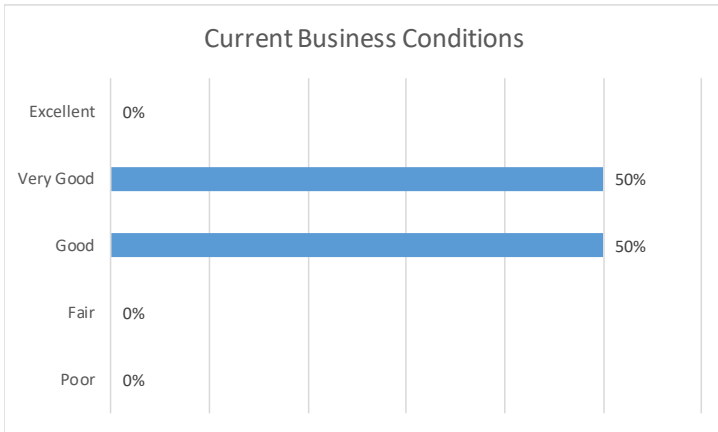
## BUSINESS CONDITIONS by Geographic Region NEW ENGLAND (ME, VT, RI, NH, MA, CT) – 9 responses



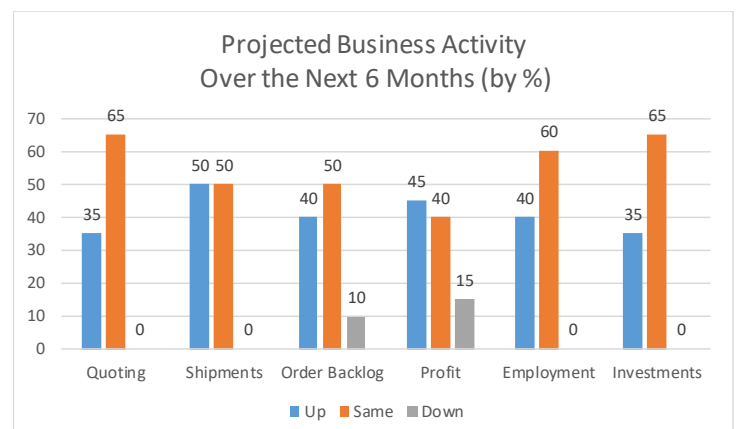
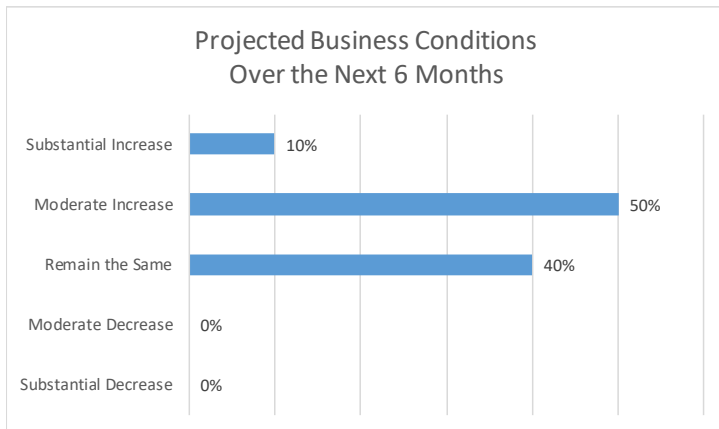
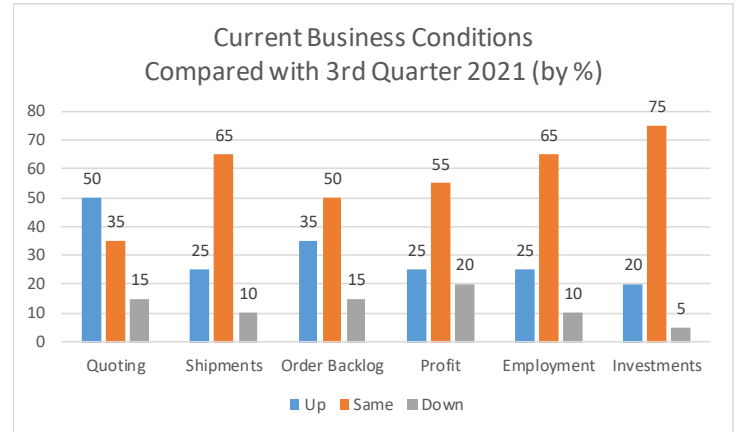
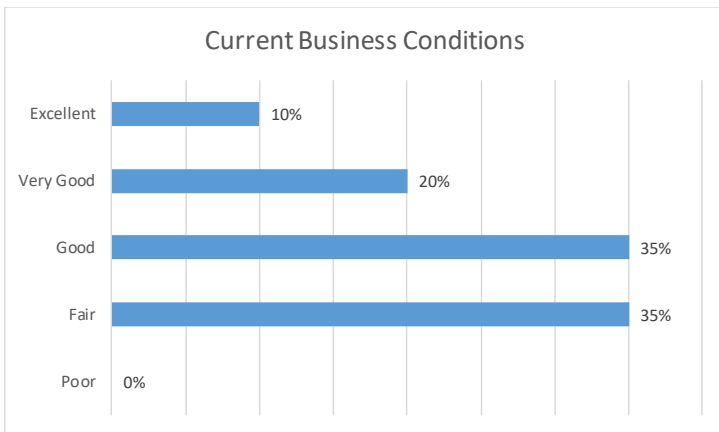
## NORTHEASTERN CENTRAL (DC, NY, PA, NJ, DE, MD, WV, VA) – 19 responses



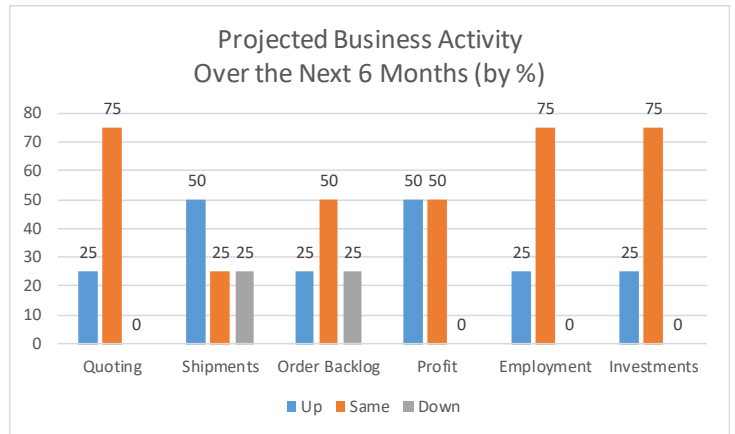
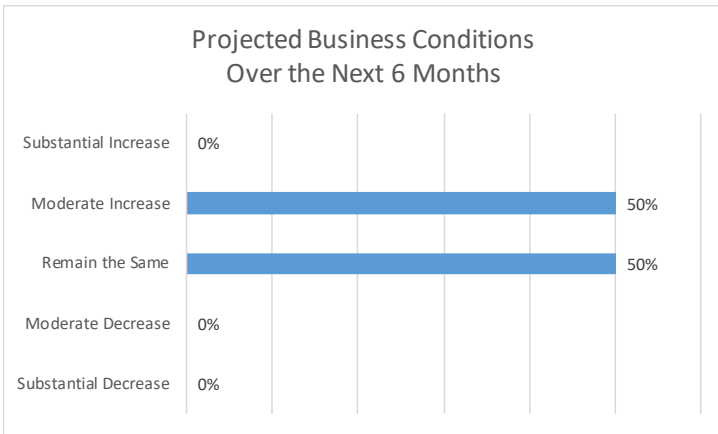
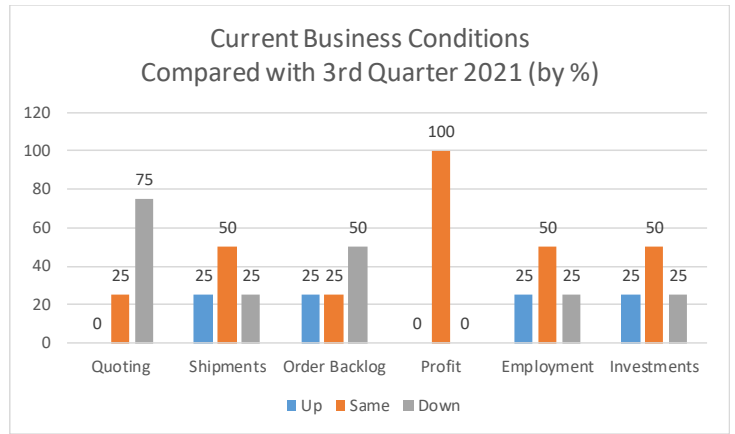
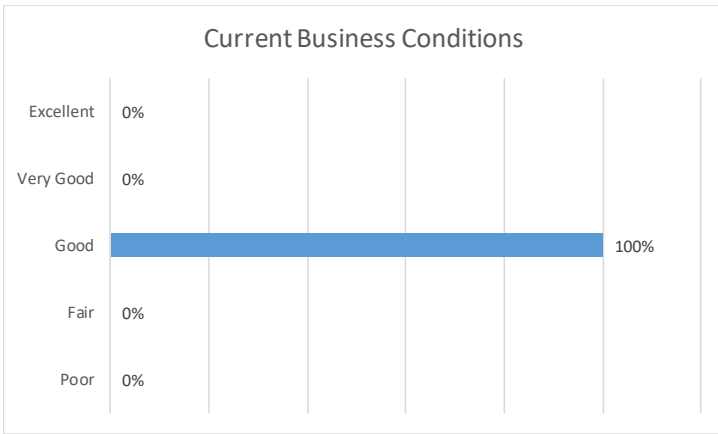
## SOUTHEASTERN (FL, KY, NC, SC, TN, GA, AL MS) – 2 responses



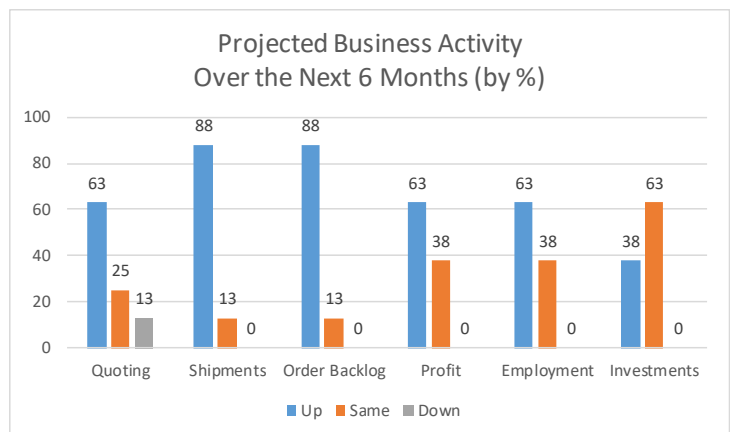
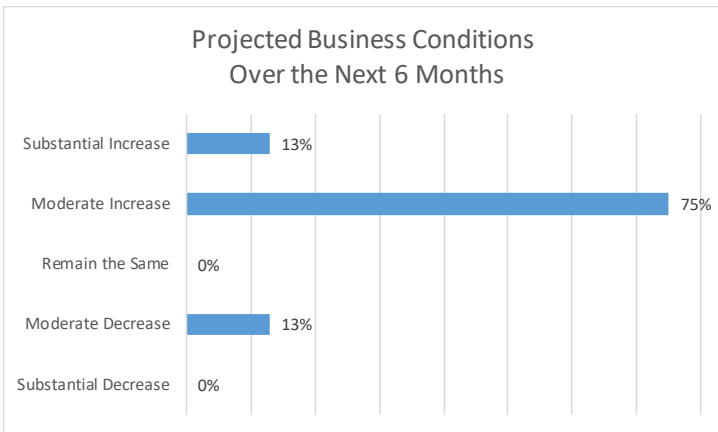
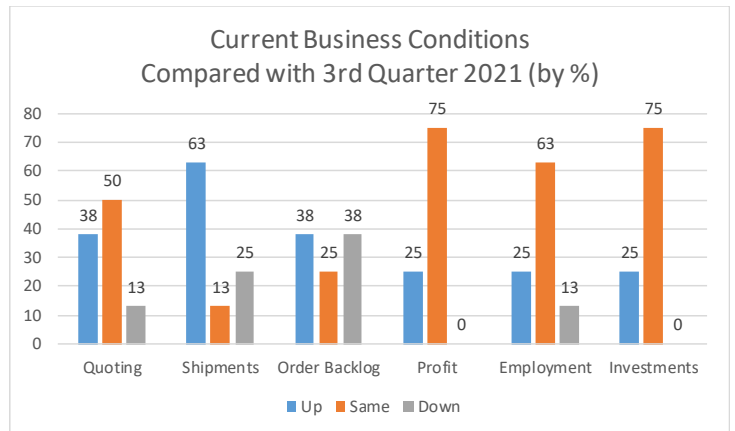
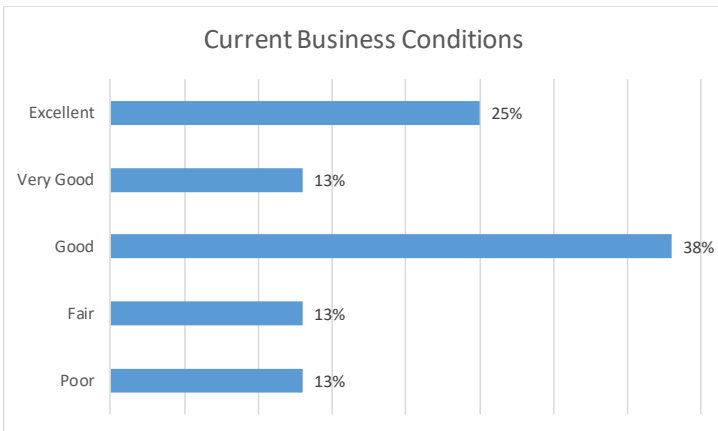
## NORTH CENTRAL (OH, MI, IL, IN, WI) – 20 responses



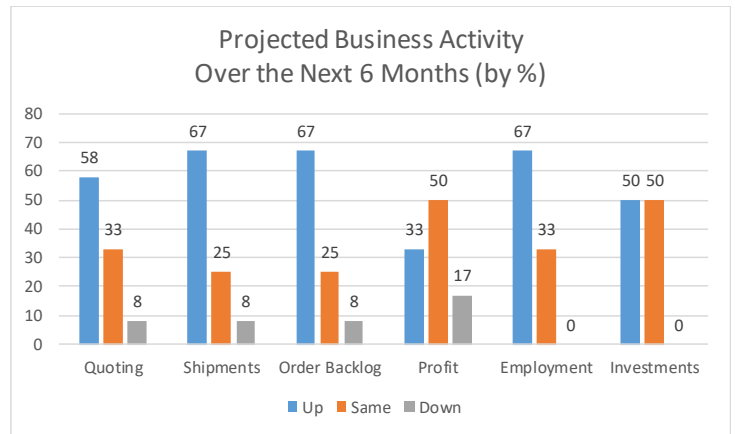
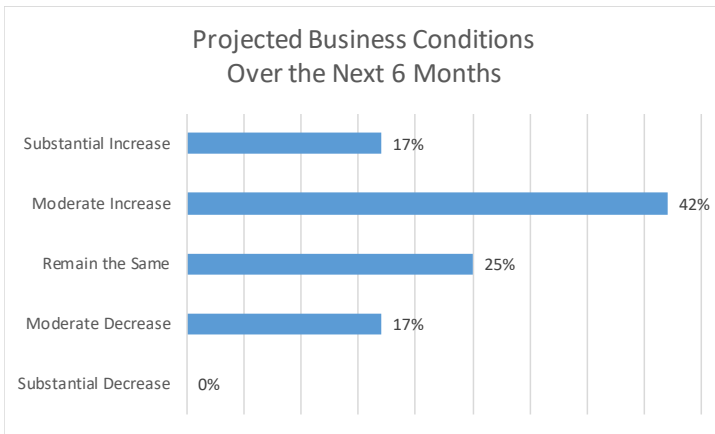
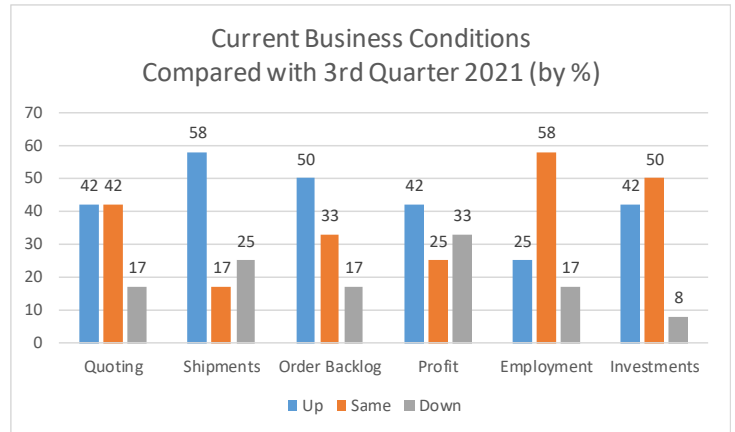
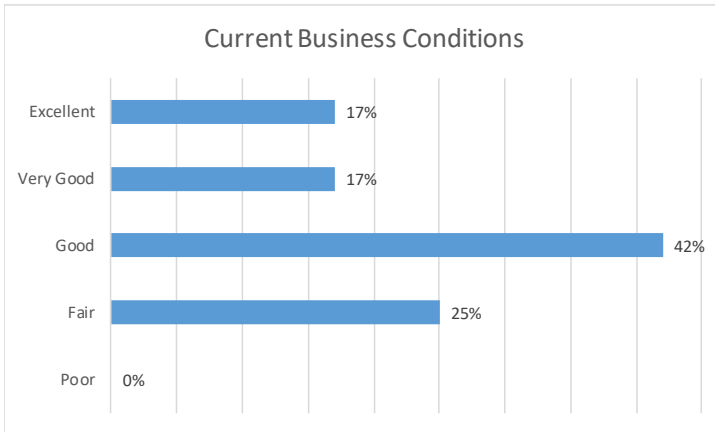
## CENTRAL (IA, MO NE, KS, MN) – 4 responses



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



## GREATER PACIFIC SOUTHWEST (CA, NV, AZ, UT) – 12 responses



## GREATER NORTHWEST (ID, WA, OR) – 3 response

