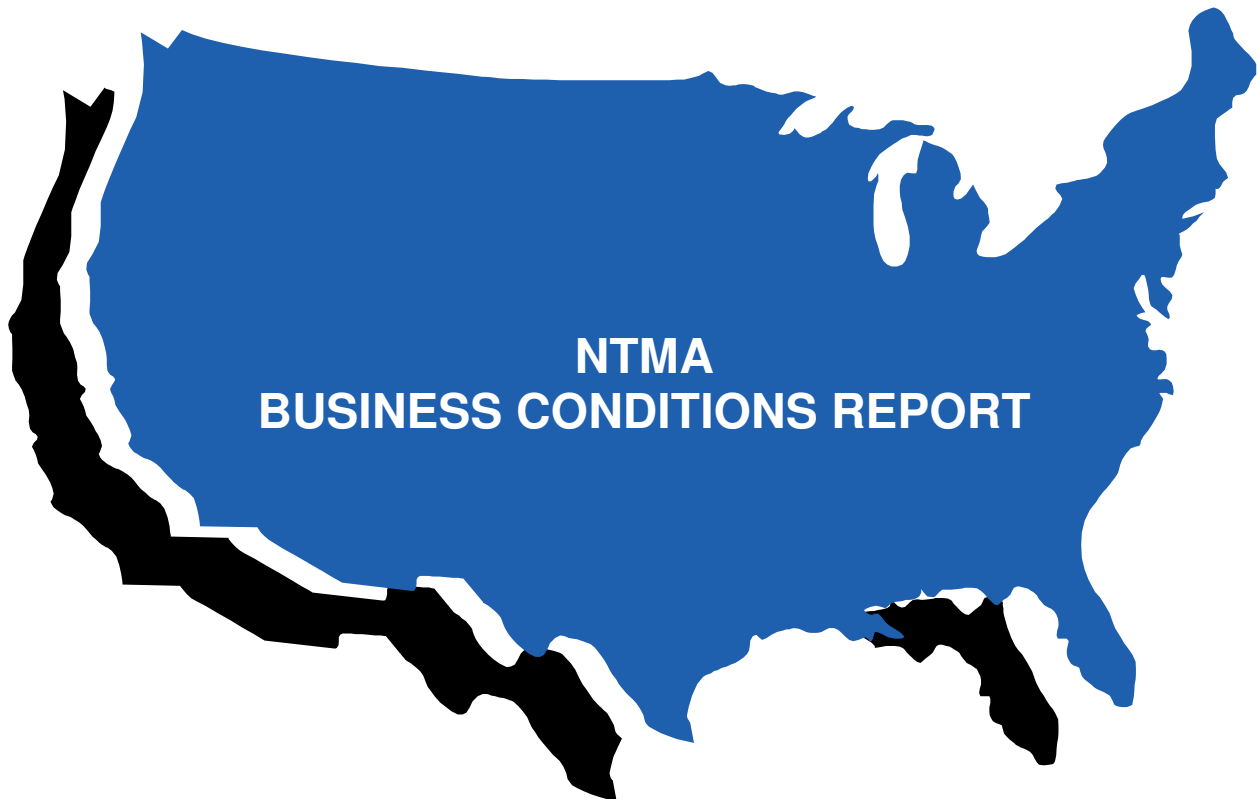




**NATIONAL TOOLING AND
MACHINING ASSOCIATION**



**Prepared August 2022
(for the period ending June 30, 2022)**

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



September 12, 2022

Dear NTMA Members,

Enclosed you will find the latest Business Condition Survey reviewing the first six months of the year and the outlook for the last six months of this year. I want to thank all those who participated because, as you know, the more the participation the greater the information. In a time where data is king, I encourage all NTMA members to participate in all surveys and company updates so that we can provide you with the best of information and opportunities.

As the VOICE of the contract manufacturing community, your involvement is paramount.

Sincerely,

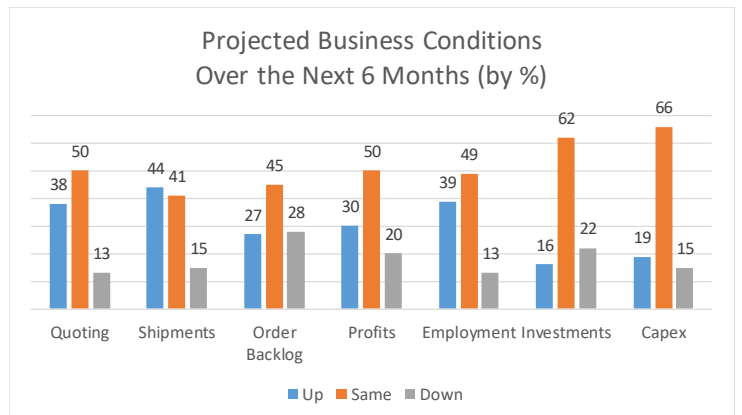
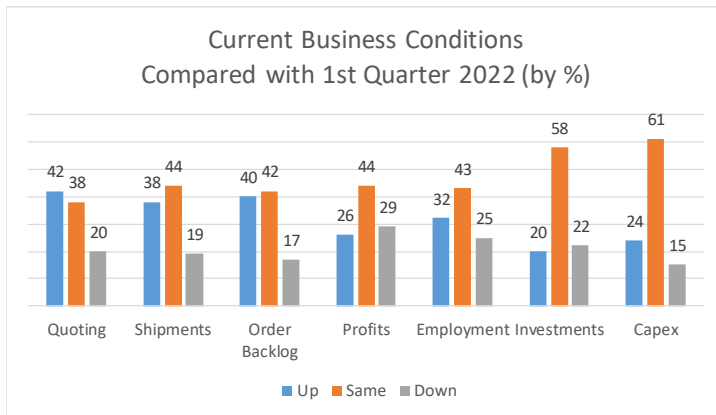
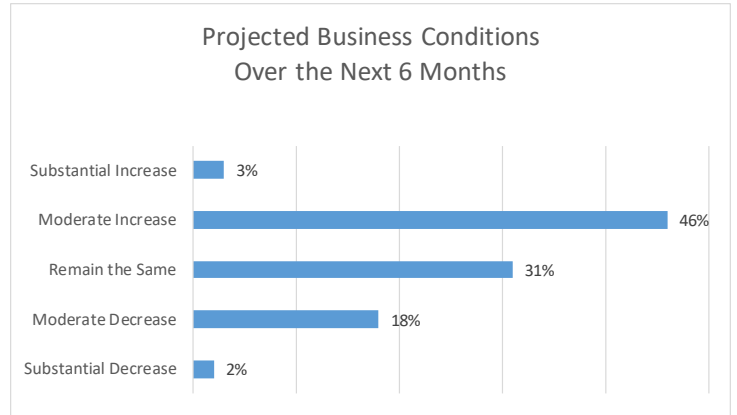
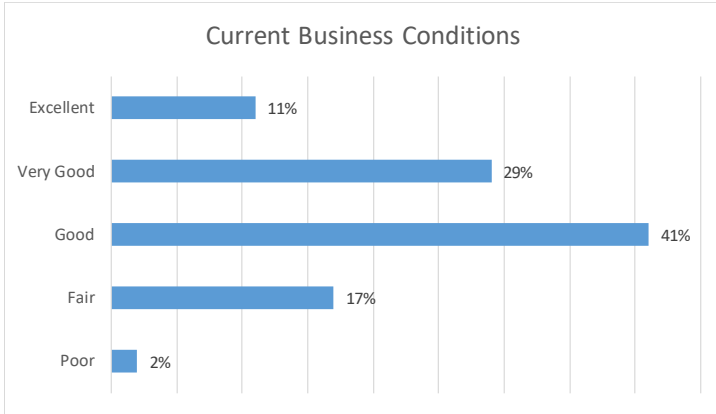
A handwritten signature in black ink, appearing to read "Roger Atkins", written in a cursive style.

Roger Atkins
President



June 2022 NTMA Business Conditions Report

Based on responses from 144 NTMA member companies.



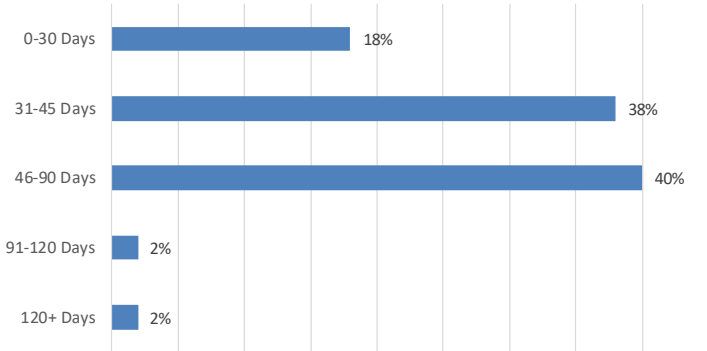
Total employees on December 31, 2021: 8,100

Total employees on June 30, 2022: 8,332

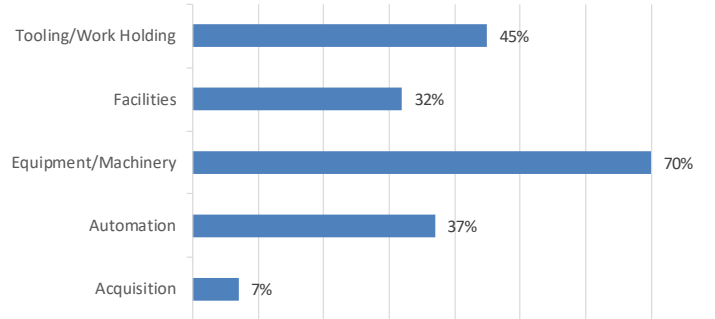
Current Average Workweek per Skilled Employee (hours per week): 44 hours

Current Backlog on Books (Average): 19 weeks

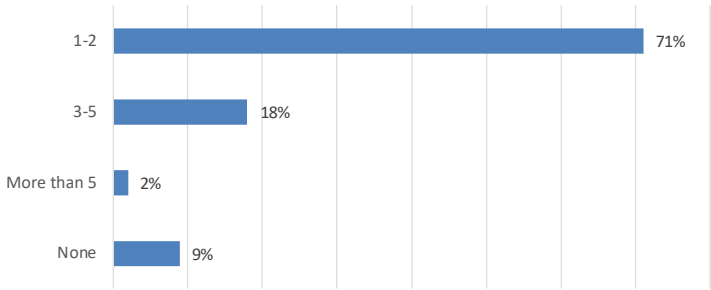
Current Accounts Receivables "Days Outstanding"



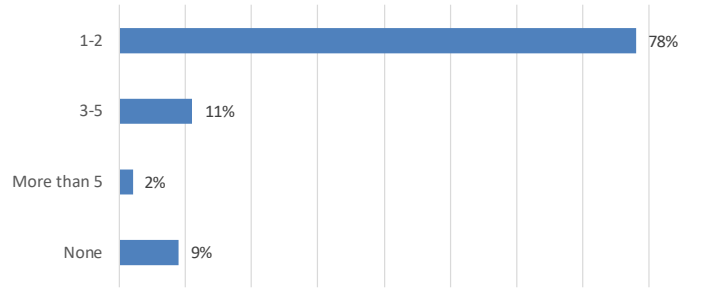
Planned areas of Capex over the next 6 months (by % of total respondents)



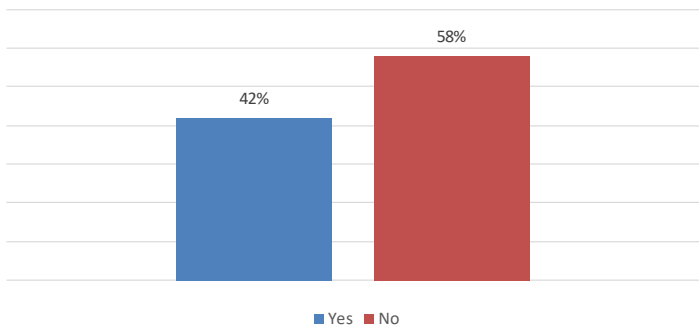
How many pieces of equipment did you purchase in the 6 months of the year? (by % of total respondents)



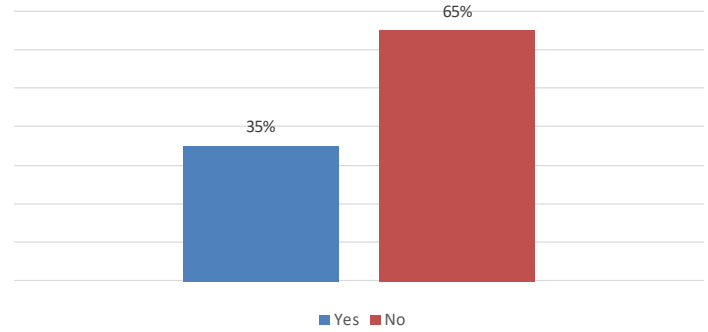
How many pieces of equipment do you plan to purchase in the next 6 months? (% of total respondents)



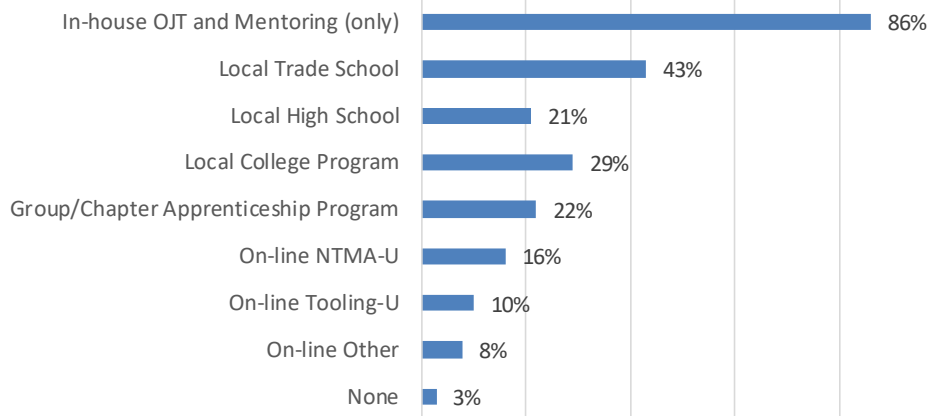
Do you plan to purchase any automation equipment in the next 6 months?



Have you purchased any automation equipment in the first 6 months of the year?



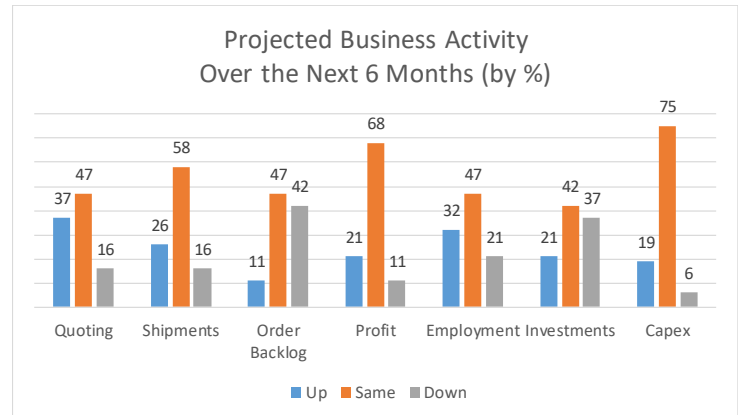
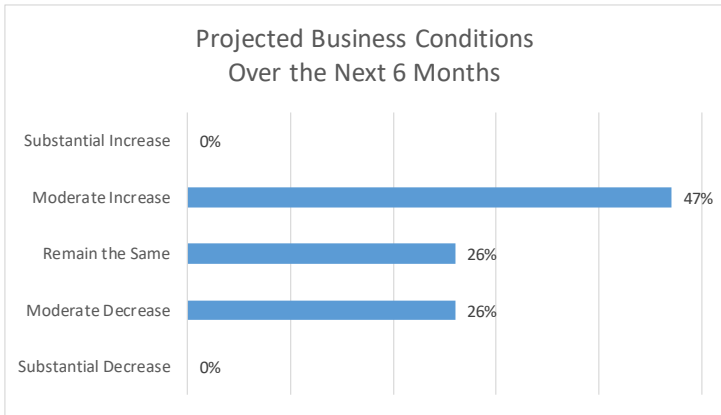
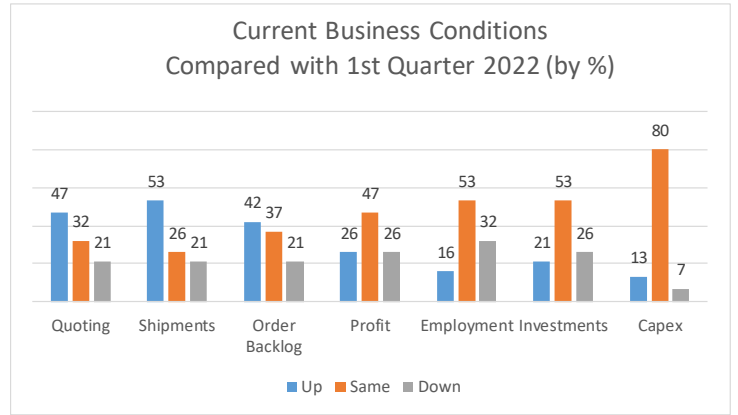
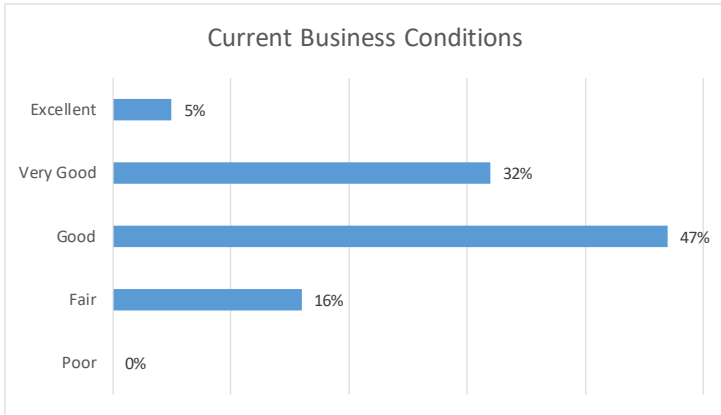
Based on current training needs, what training tools are you currently using?



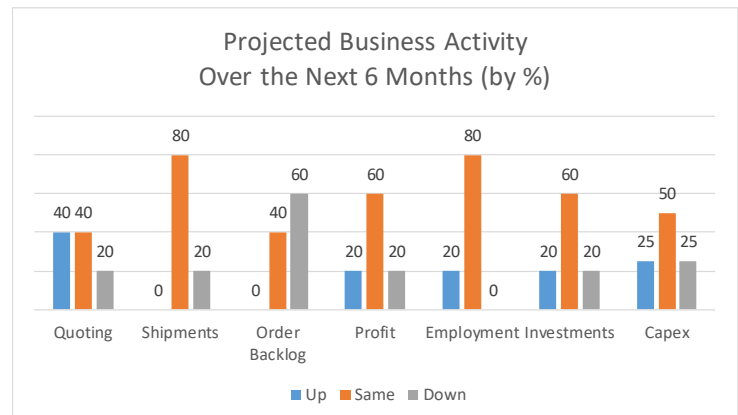
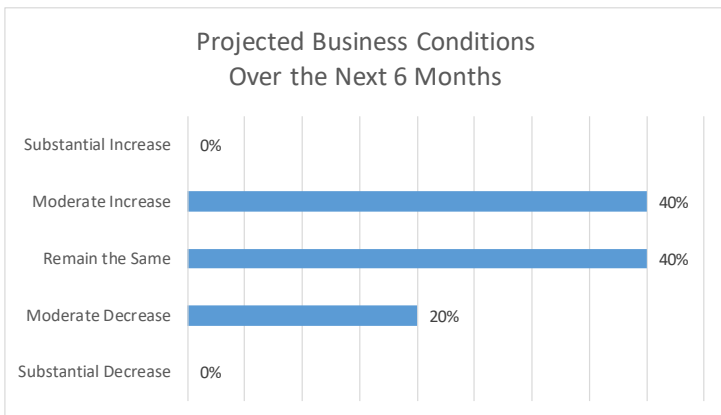
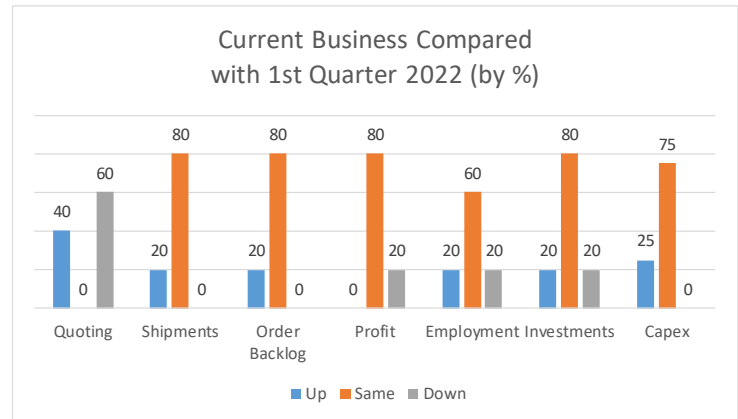
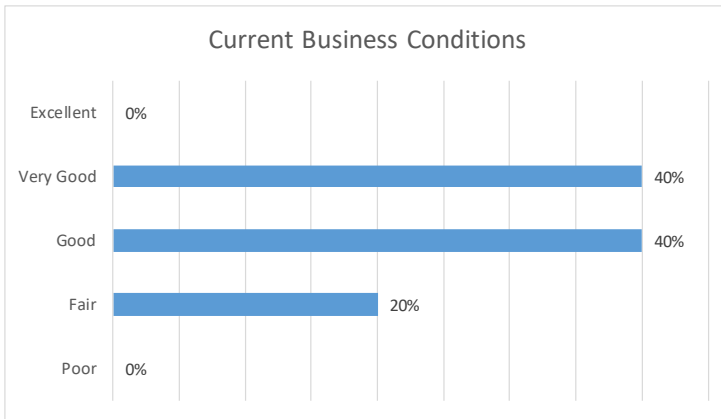
Ranking of your TOP Five concerns/challenges, with 1 being your greatest concern/challenge.

	Number of Responses Per Concern					Total Votes Across All Options
	#1 Concern	#2 Concern	#3 Concern	#4 Concern	#5 Concern	
Employee Recruitment	60	26	15	8	9	118
Inflation	33	32	16	20	18	119
Employee Retention	24	21	20	24	14	103
Raw Material Availability	21	31	29	17	8	106
Recession	19	26	19	15	15	94
Training Future Work Force	16	15	10	12	21	74
Supply Chain (other than raw material)	10	21	24	20	18	93
Training Incumbent Workers	9	12	8	18	7	54
Fuel Prices	5	8	18	16	17	64
Global Conflict	4	8	18	10	9	49
Tariffs	2	3	13	7	13	38

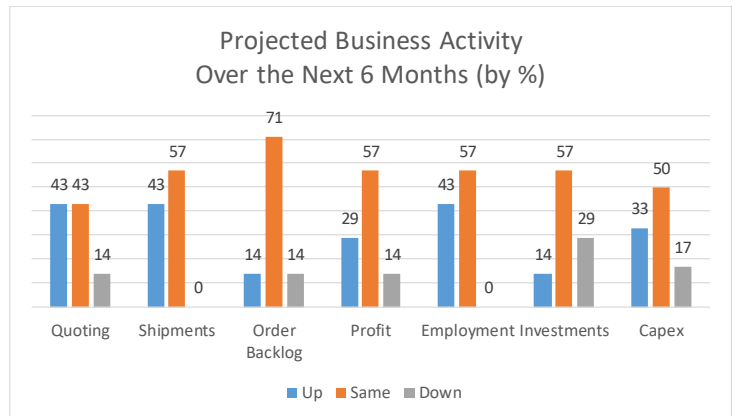
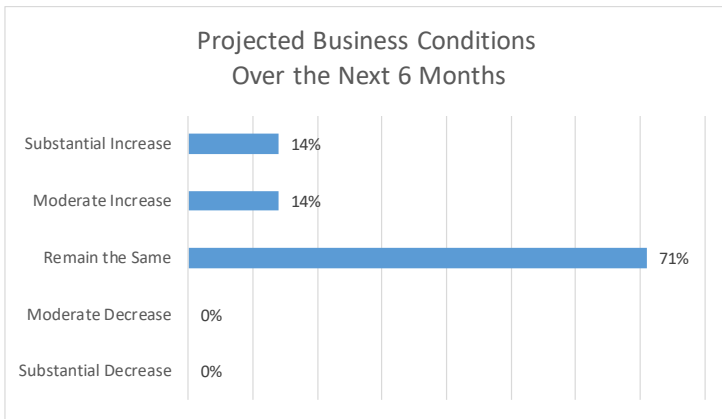
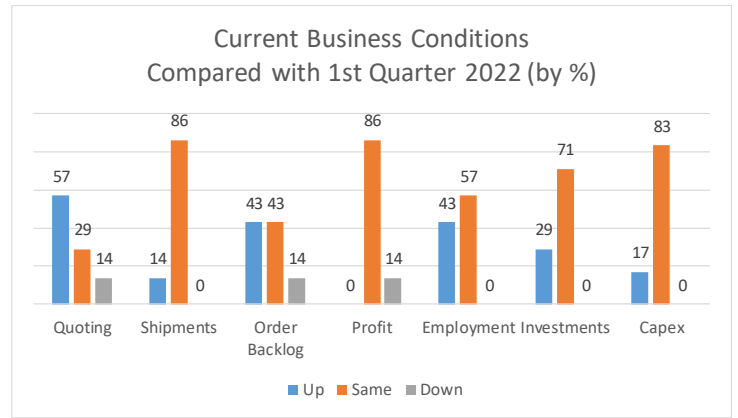
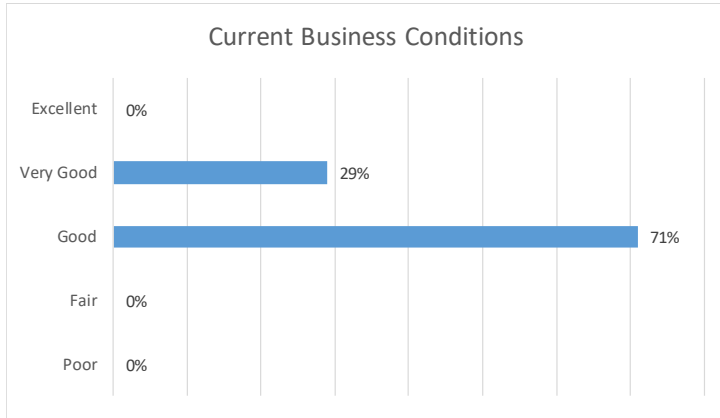
Business Conditions by Industry Sector Tools, Die & Fixtures (19 responses)



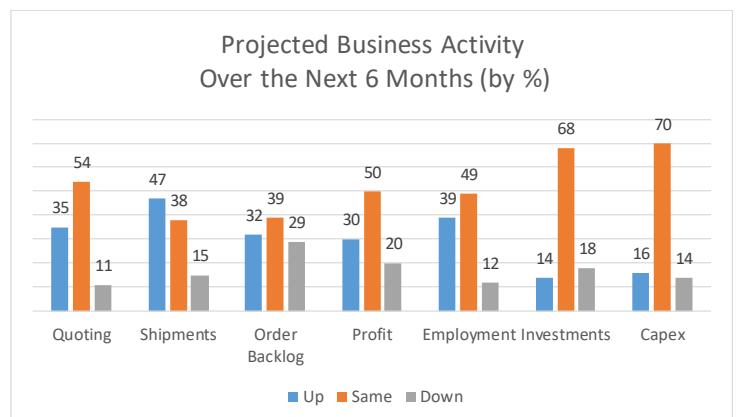
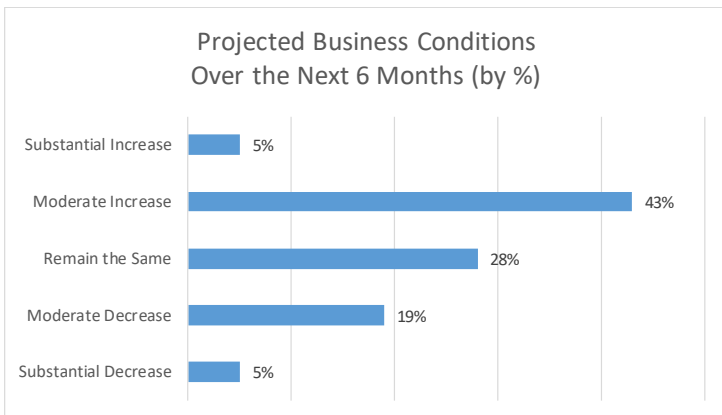
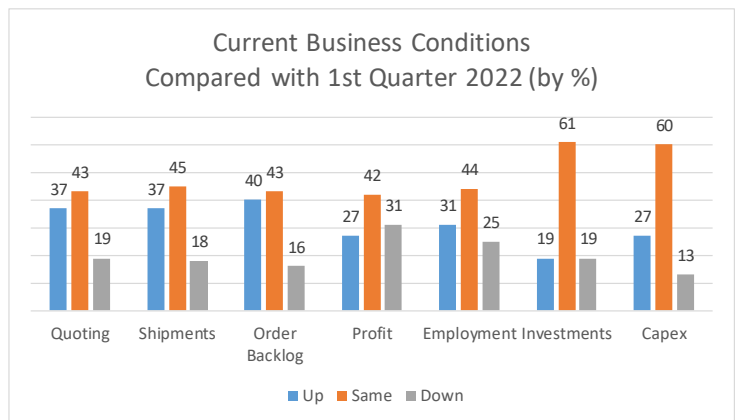
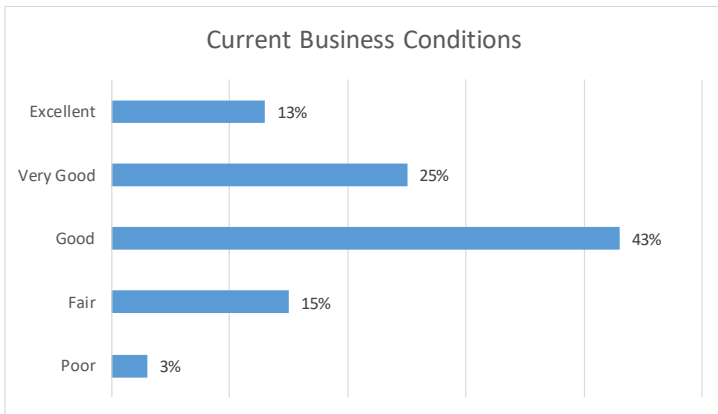
Molds (5 responses)



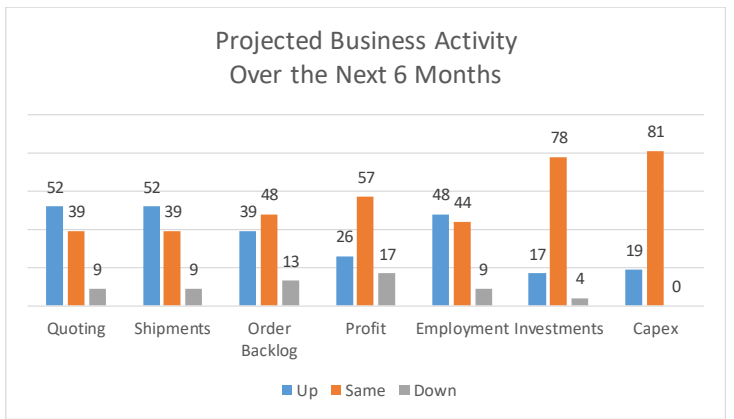
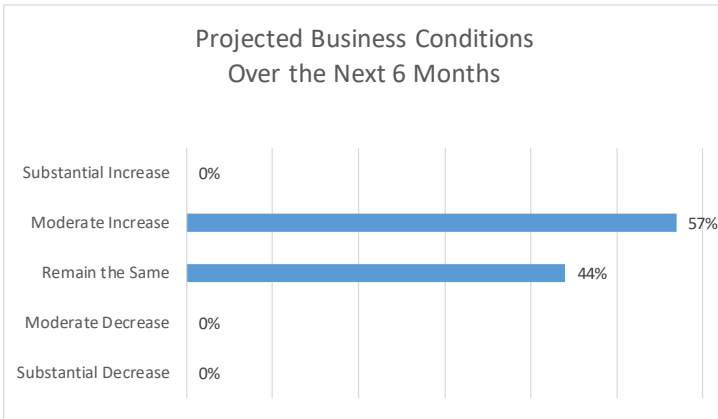
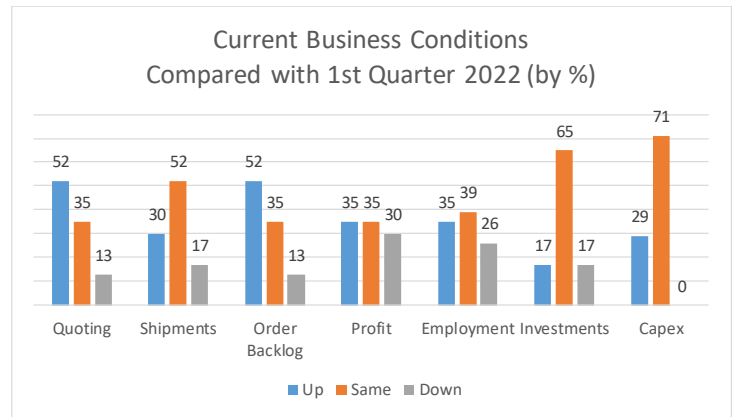
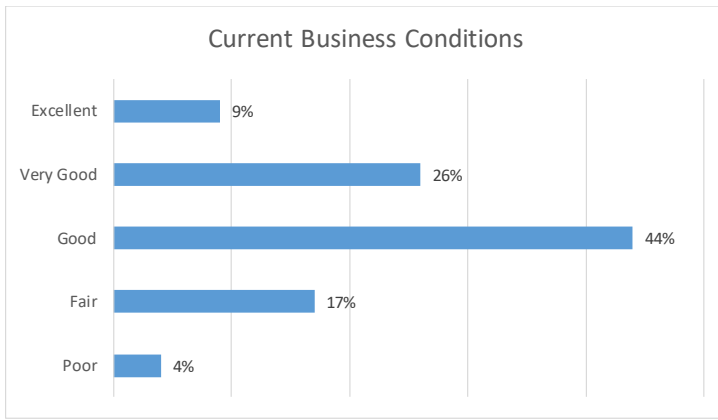
Special Machines (7 responses)



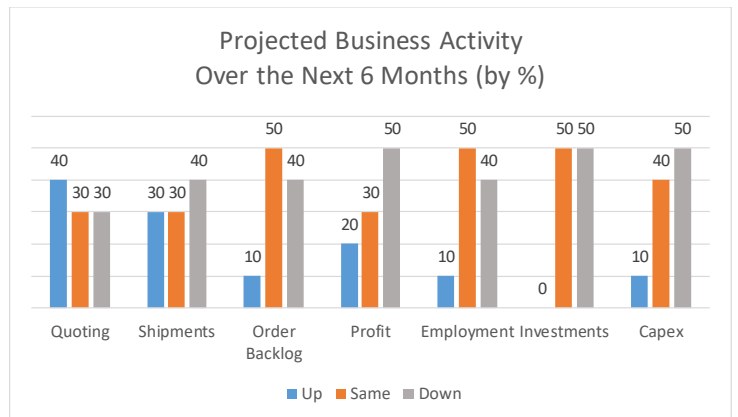
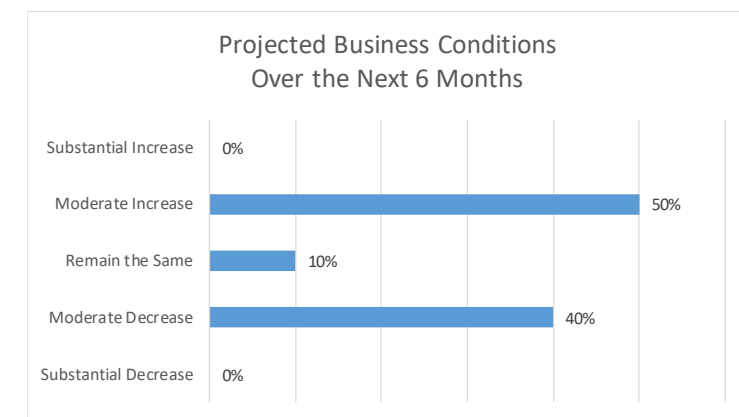
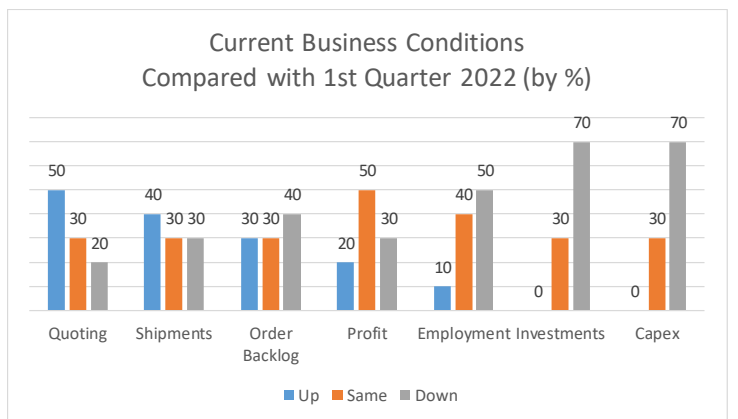
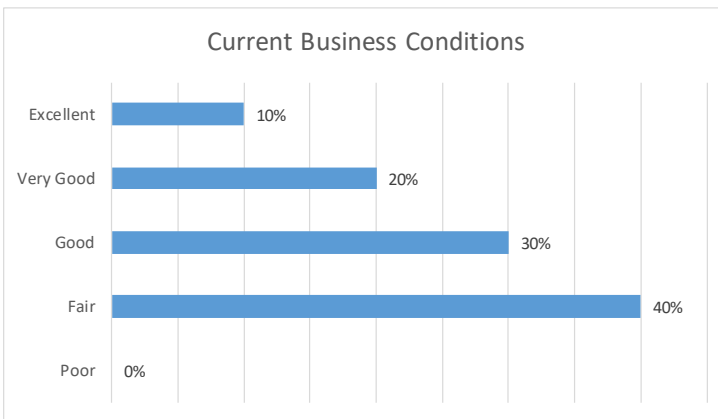
Precision Machining excluding Aerospace (67 responses)



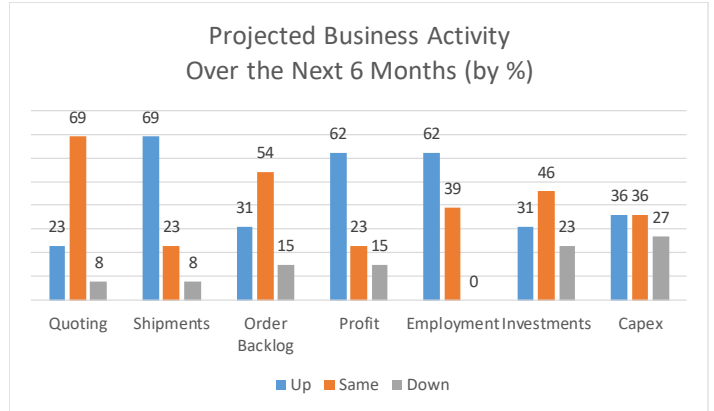
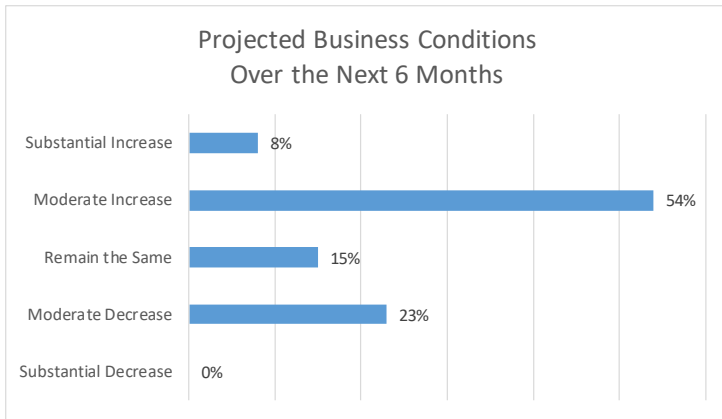
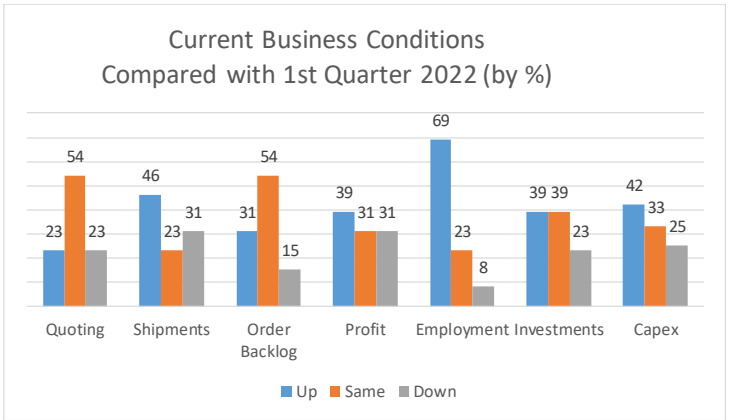
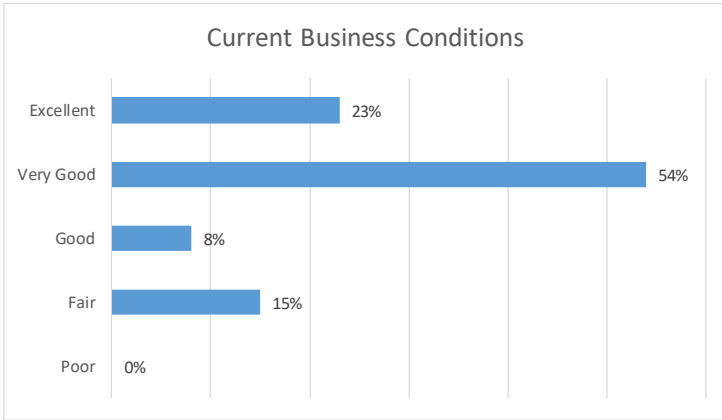
Aerospace Machining & Fabrication (23 responses)



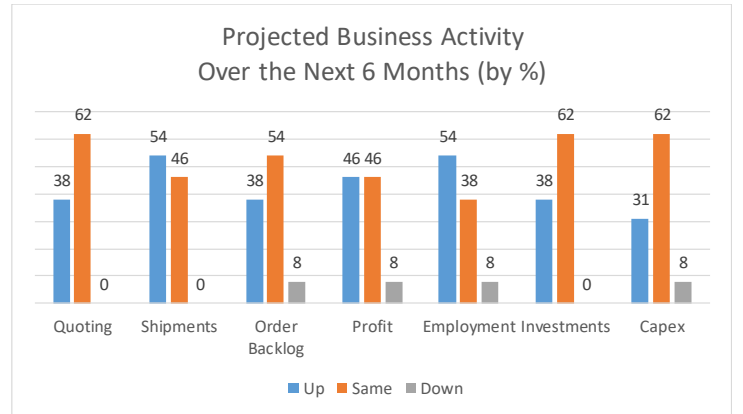
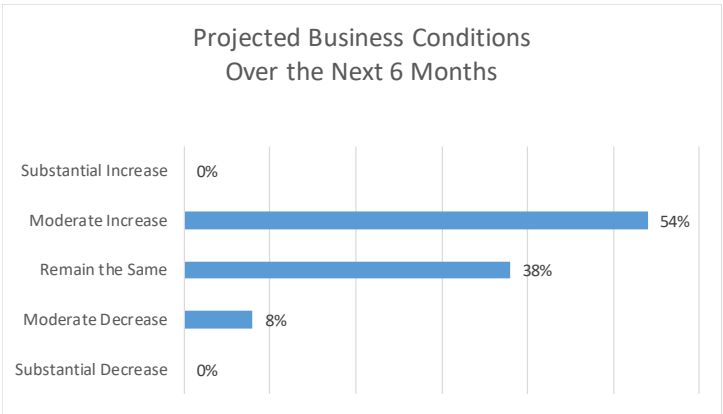
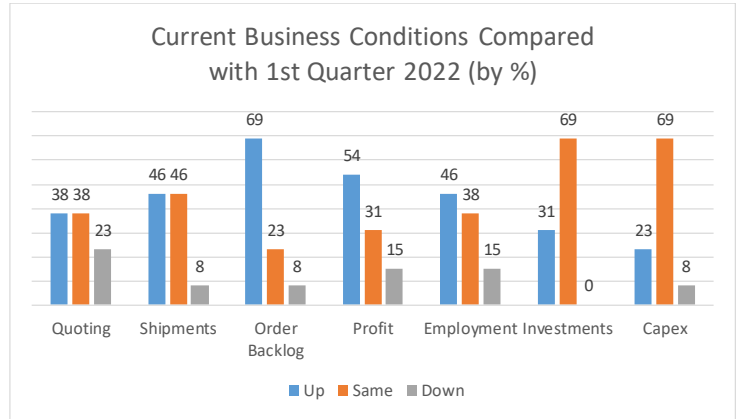
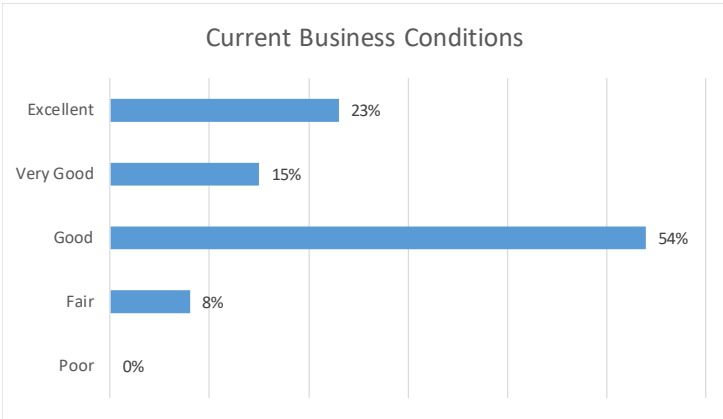
Metal Fabrication & Stamping (10 response)



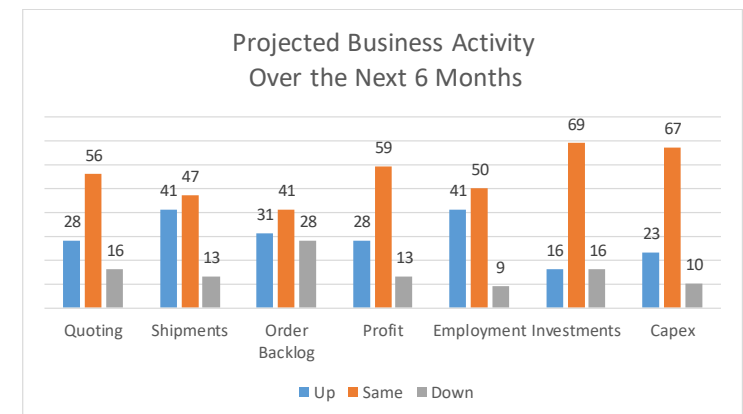
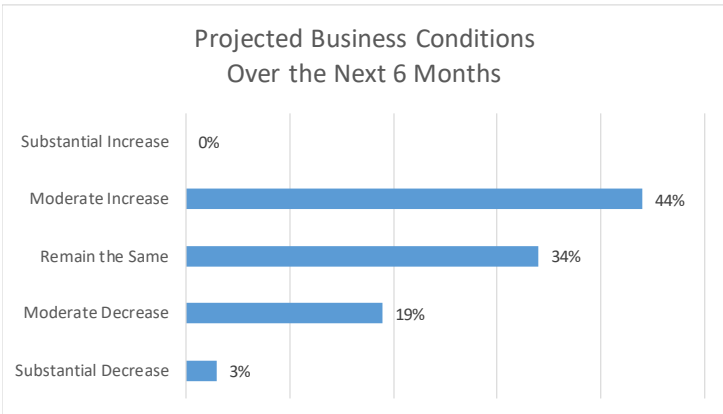
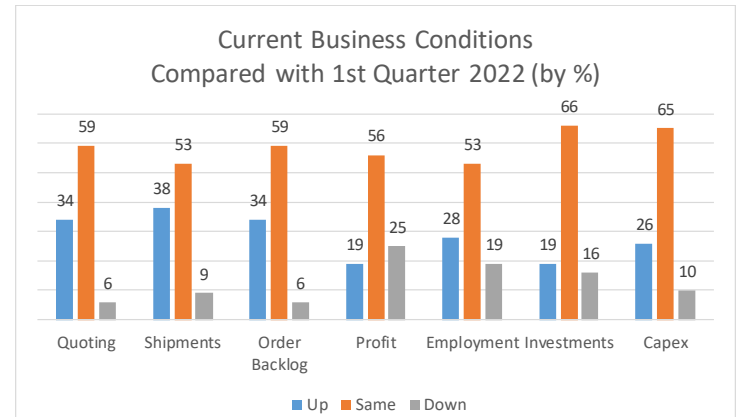
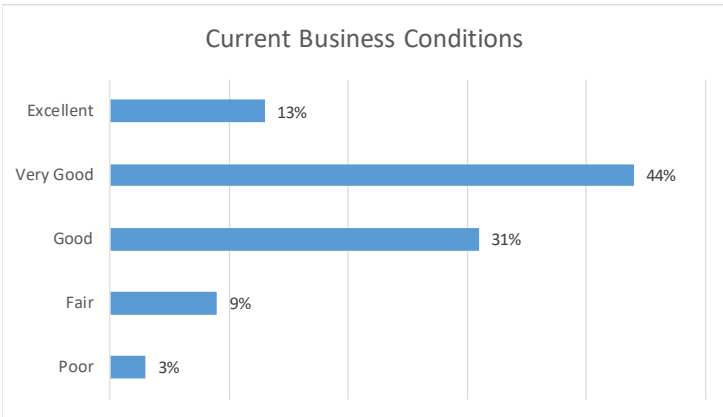
Medical Machining (13 responses)



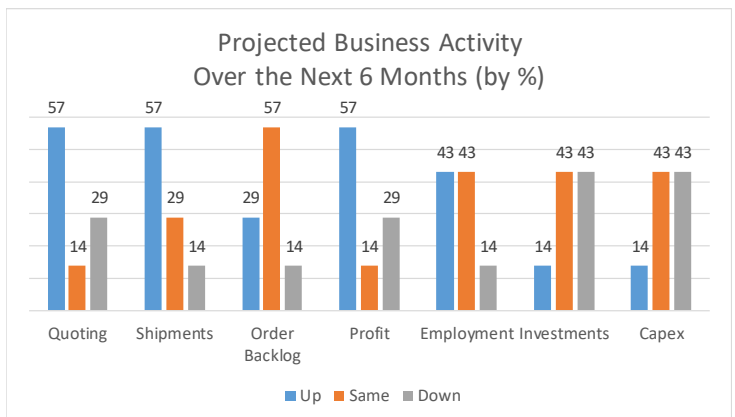
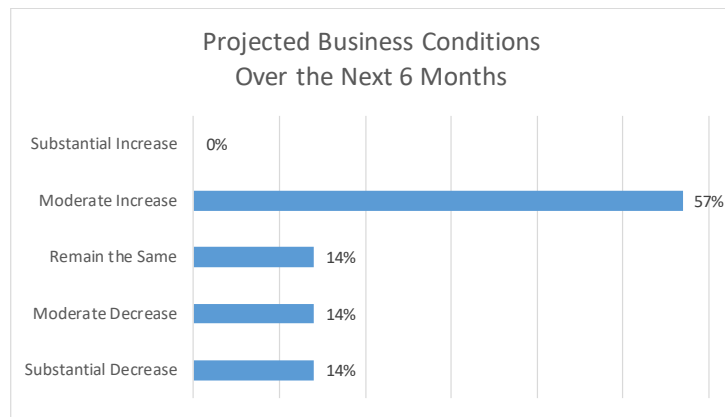
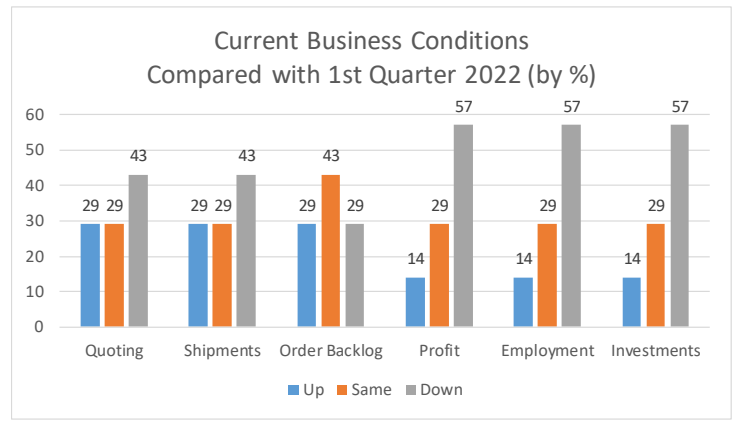
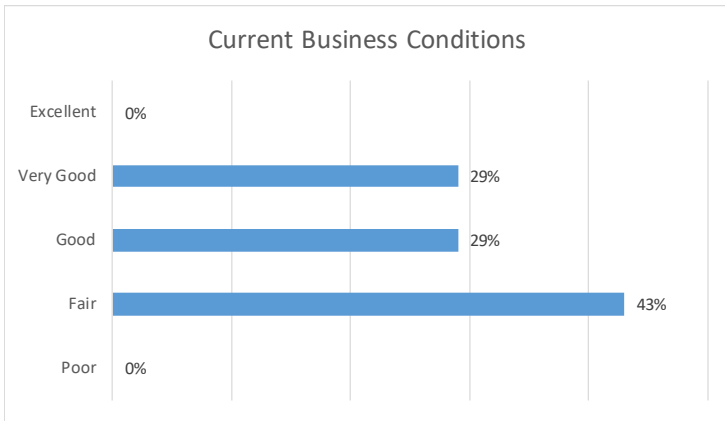
BUSINESS CONDITIONS by Geographic Region NEW ENGLAND (ME, VT, RI, NH, MA, CT) – 13 responses



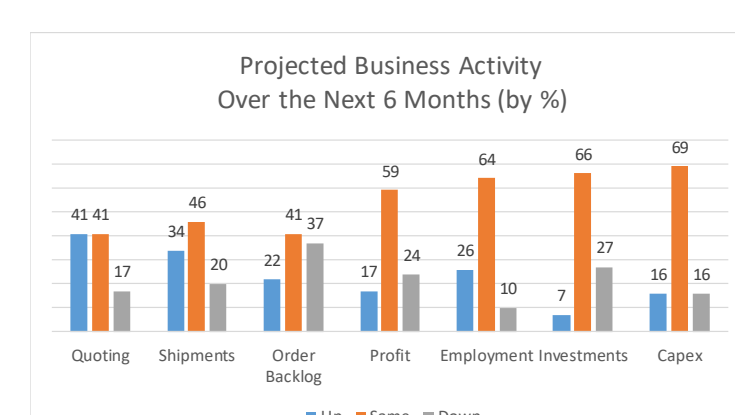
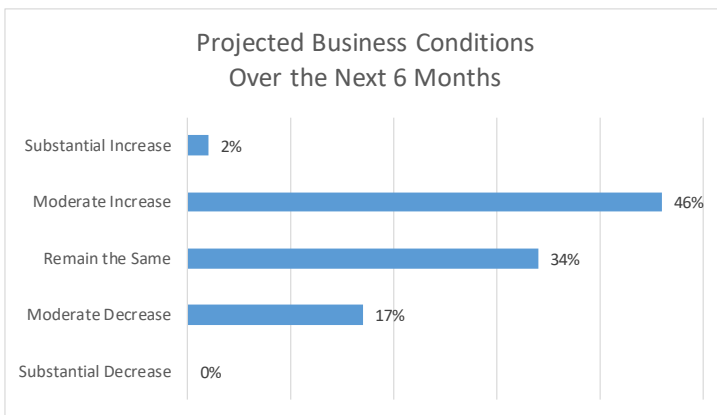
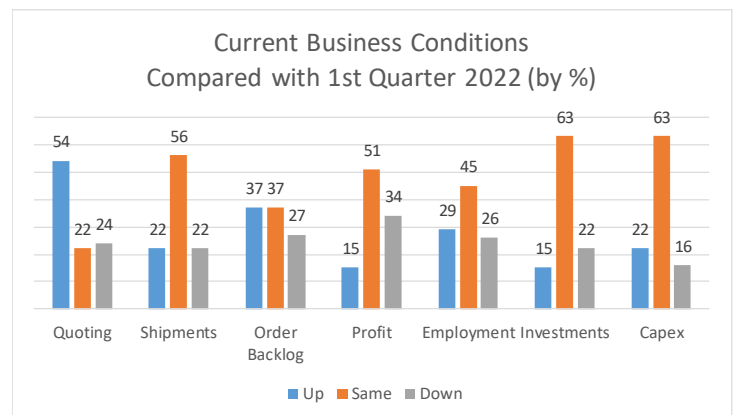
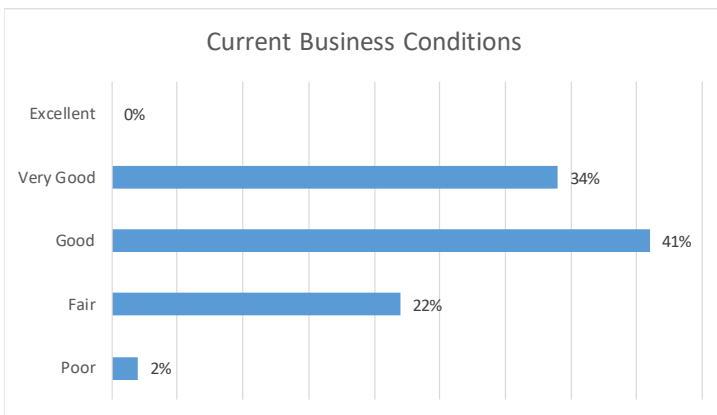
NORTHEASTERN CENTRAL (DC, NY, PA, NJ, DE, MD, WV, VA) – 32 responses



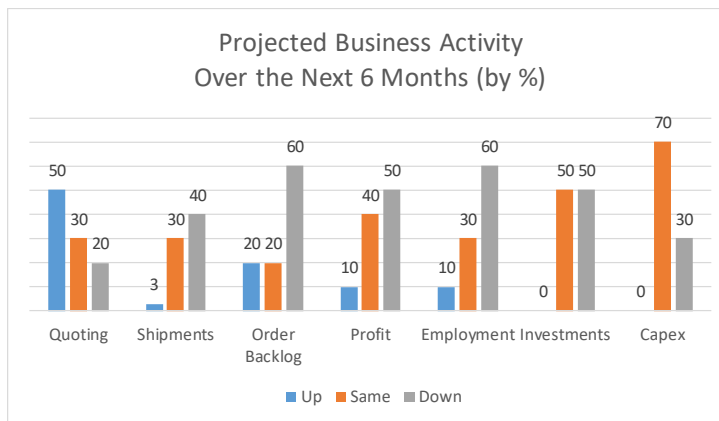
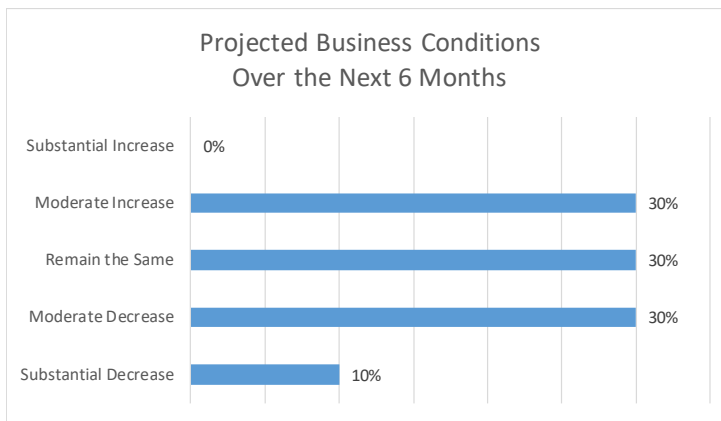
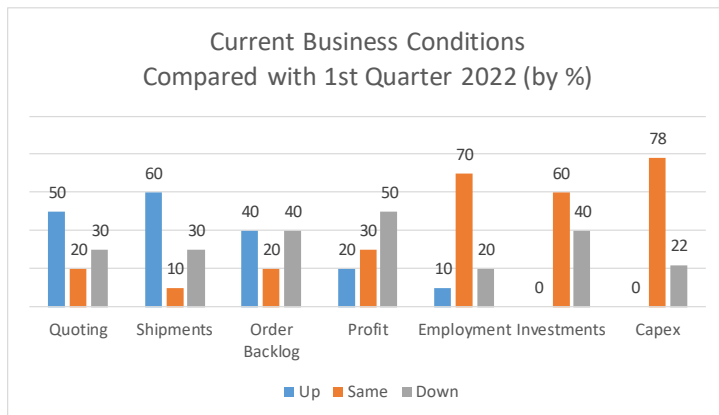
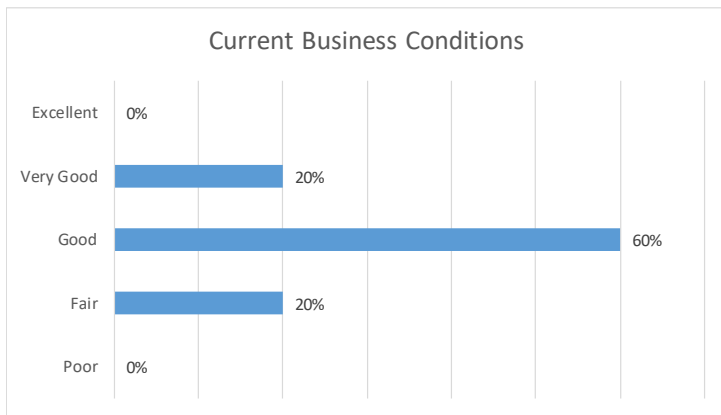
SOUTHEASTERN (FL, KY, NC, SC, TN, GA, AL MS) – 7 responses



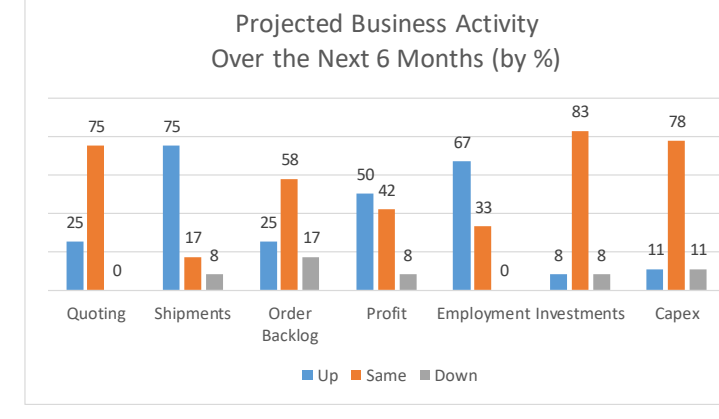
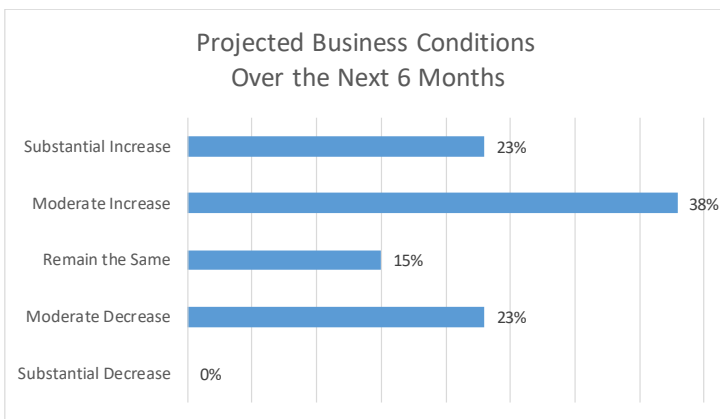
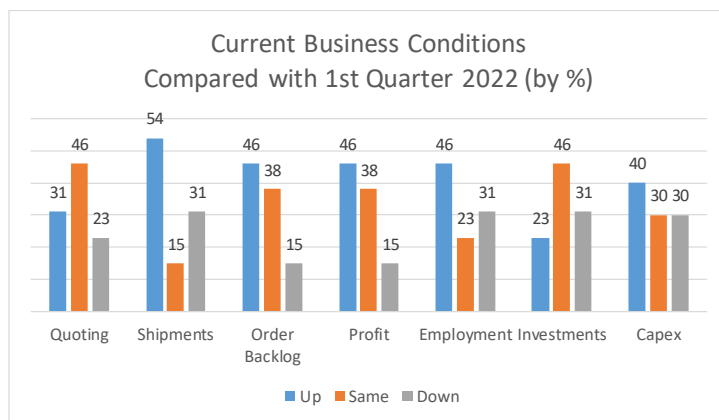
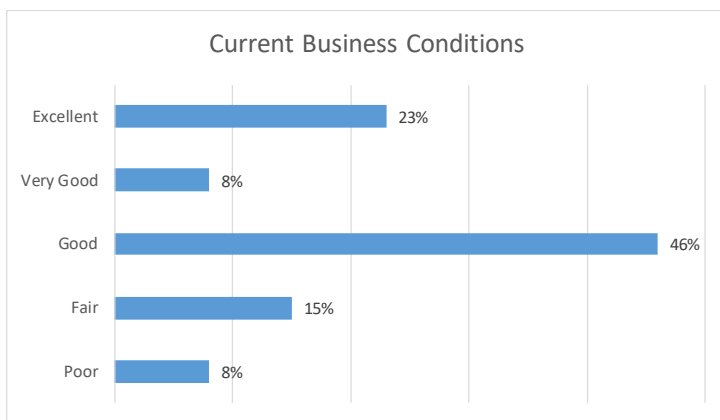
NORTH CENTRAL (OH, MI, IL, IN, SD, WI) – 41 responses



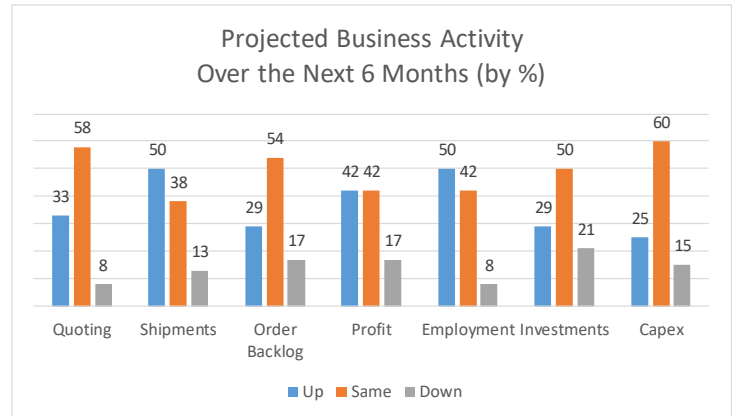
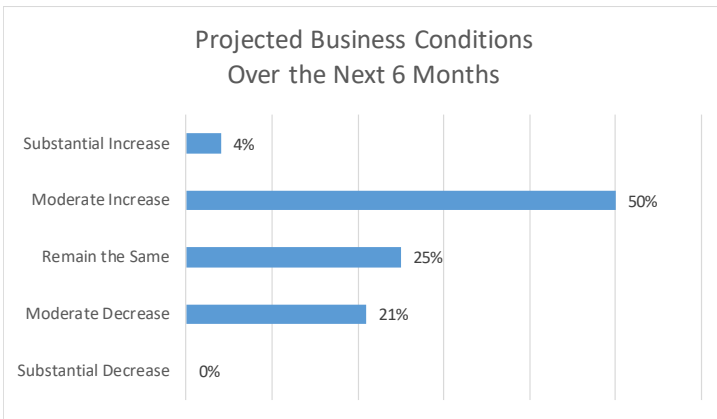
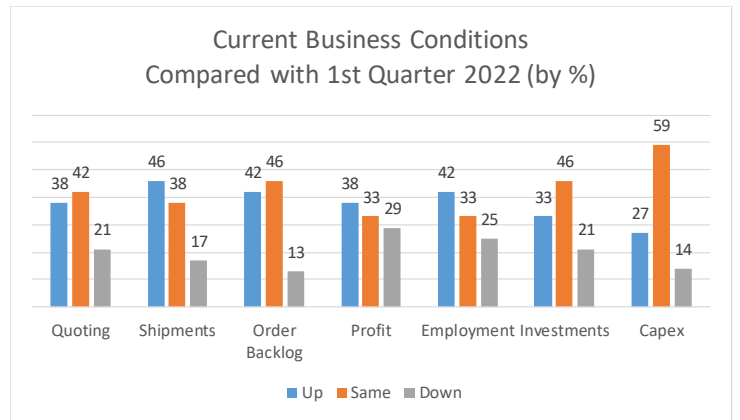
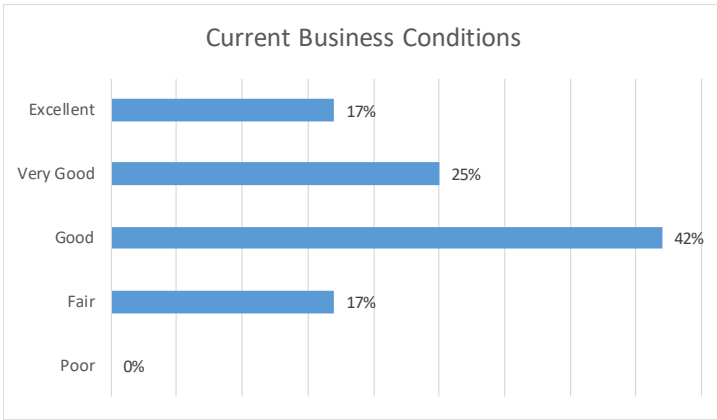
CENTRAL (IA, MO NE, KS, MN) – 10 responses



CENTRAL SOUTHWEST (AR, LA, OK, TX, NM, CO) – 13 responses



GREATER PACIFIC SOUTHWEST (CA, NV, AZ, UT) – 24 responses



GREATER NORTHWEST (ID, WA, OR) – 4 responses

