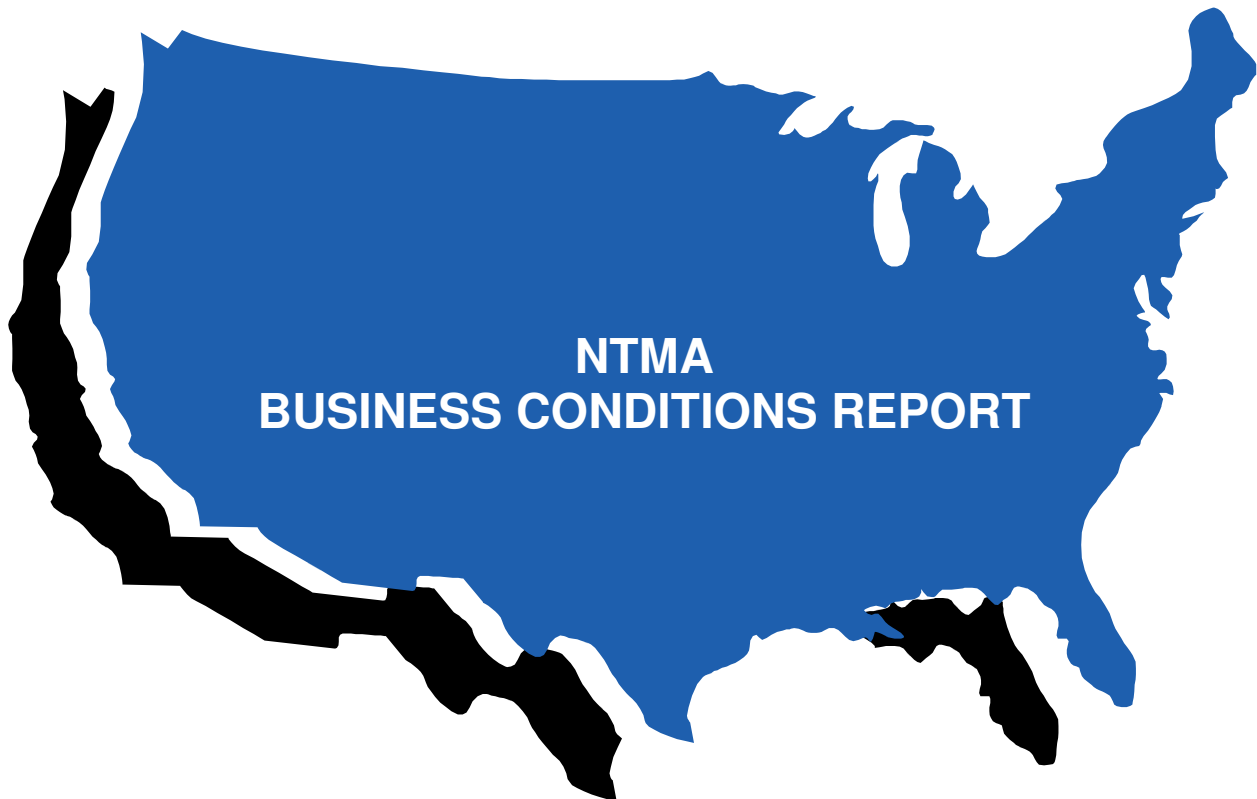




NATIONAL TOOLING AND
MACHINING ASSOCIATION



**Prepared February 2023
(for the period ending December 31, 2022)**

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



February 10, 2023

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,

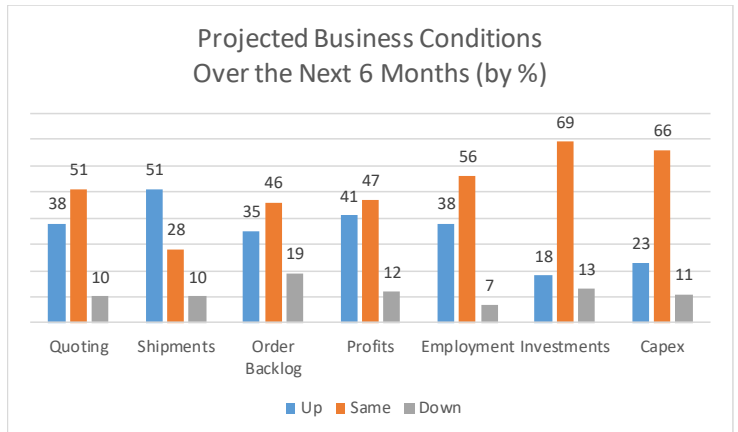
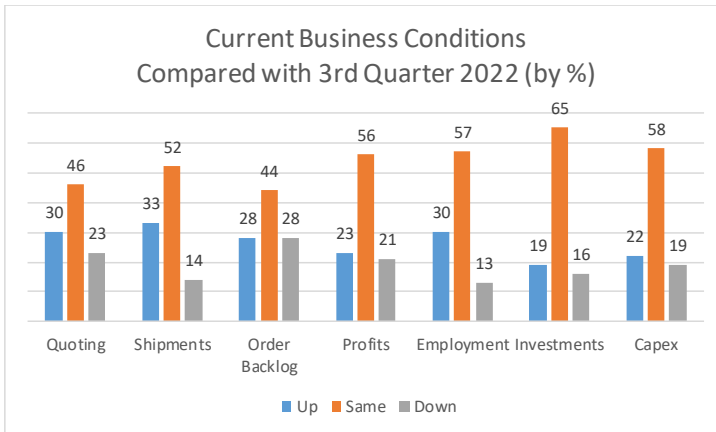
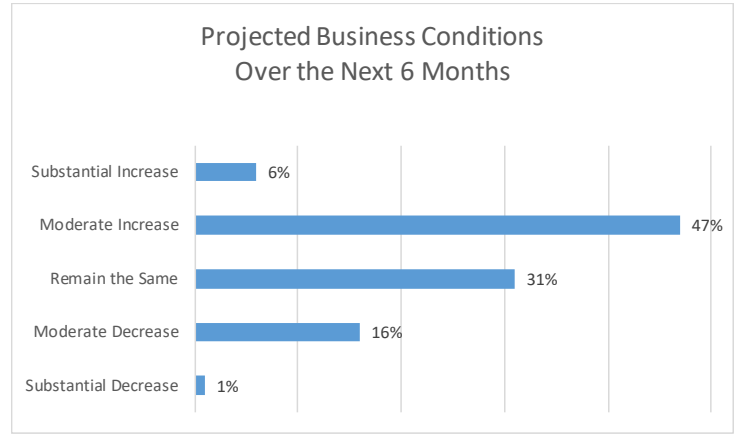
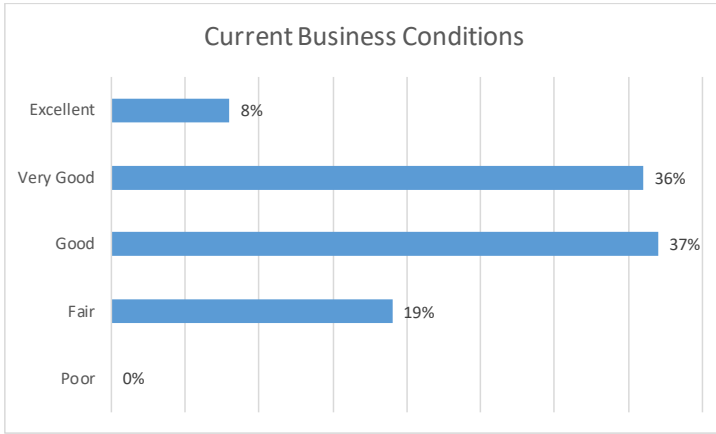
A handwritten signature in black ink, appearing to read "Roger Atkins", written in a cursive style.

Roger Atkins
President



December 2022 NTMA Business Conditions Report

Based on responses from 149 NTMA member companies.



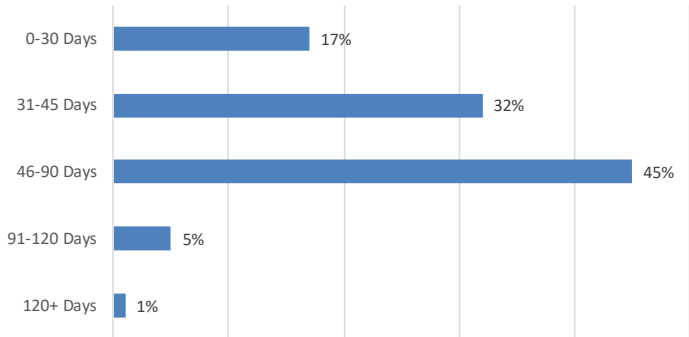
Total employees on June 30, 2022: 7,903

Total employees on December 31, 2022: 8,056

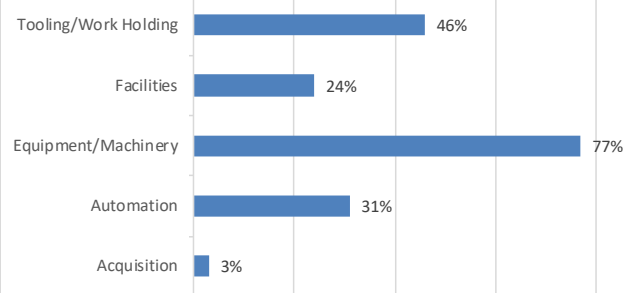
Current Average Workweek per Skilled Employee (hours per week): 44 hours

Current Backlog on Books (Average): 17 weeks

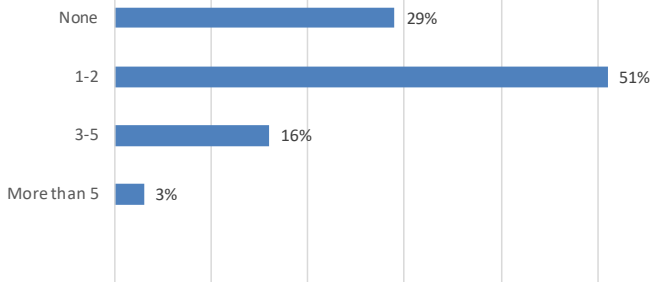
Current Accounts Receivables "Days Outstanding"



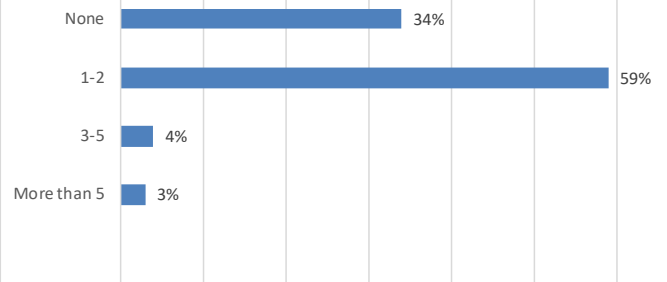
Planned areas of Capex over the next 6 months (by % of total respondents)



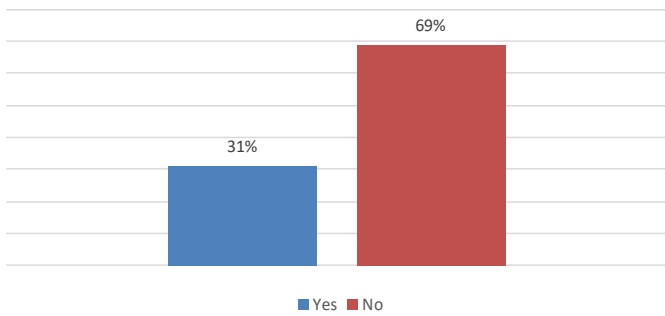
How many pieces of equipment did you purchase in the last 6 months of 2022? (by % of total respondents)



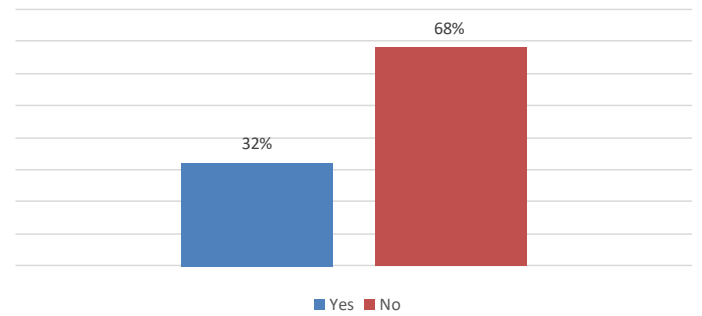
How many pieces of equipment do you plan to purchase in the first 6 months of 2023? (% of total respondents)

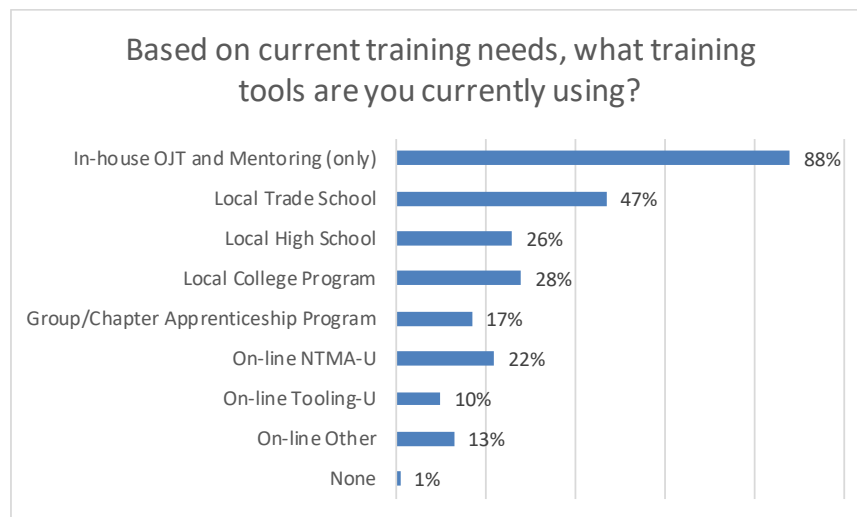


Did you purchased any automation equipment in the last 6 months of 2022?



Do you plan to purchase any automation equipment in the first 6 months of 2023?

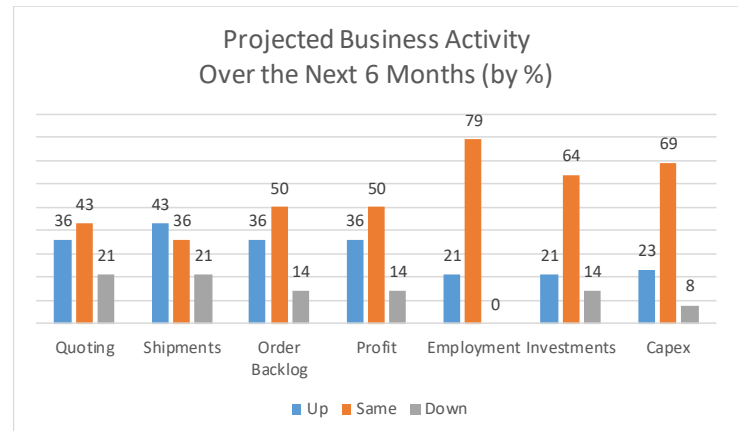
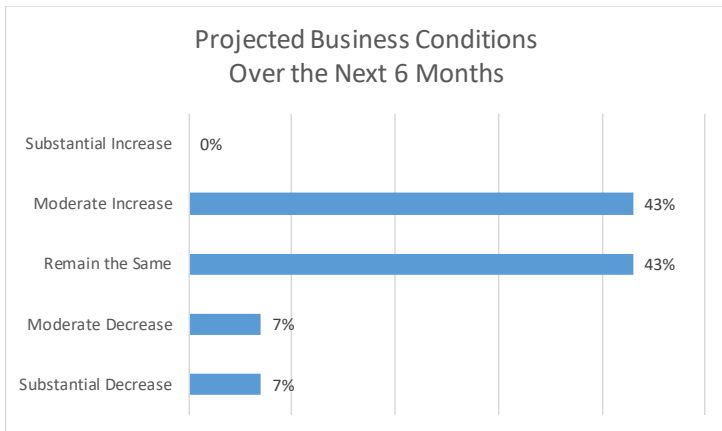
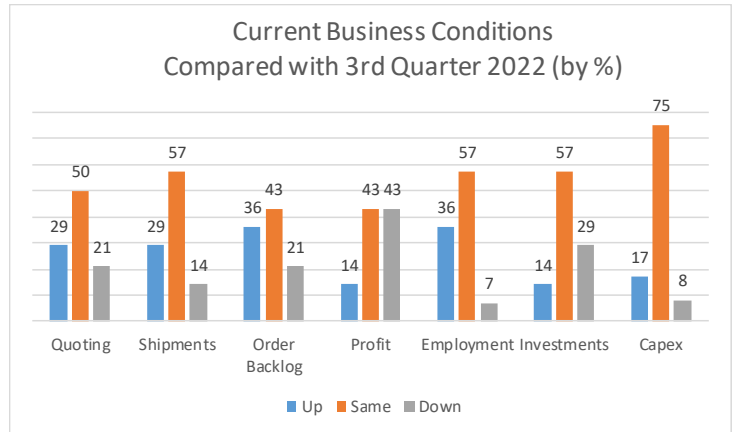
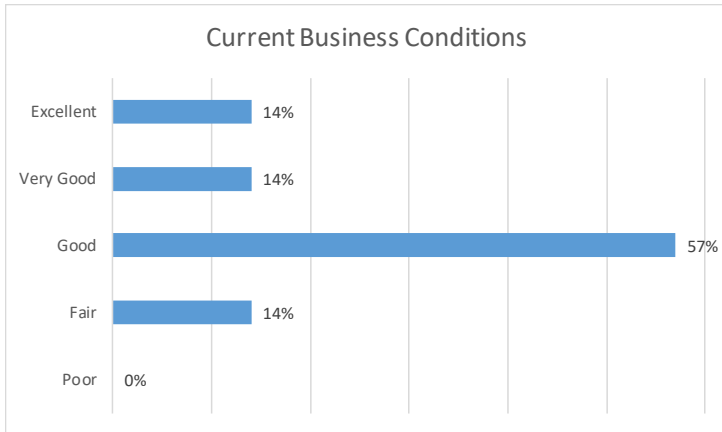




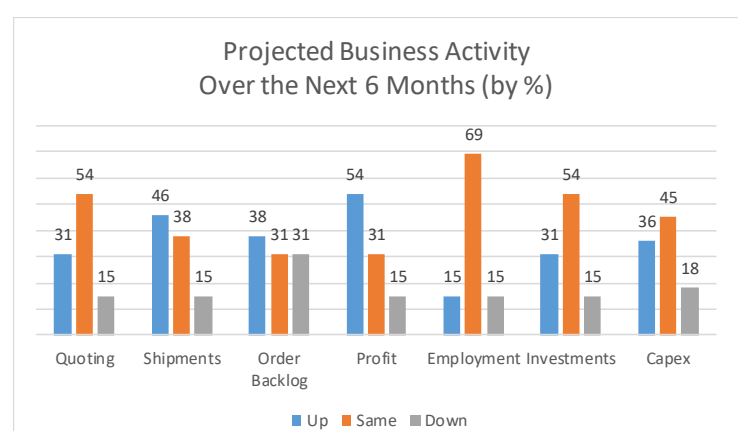
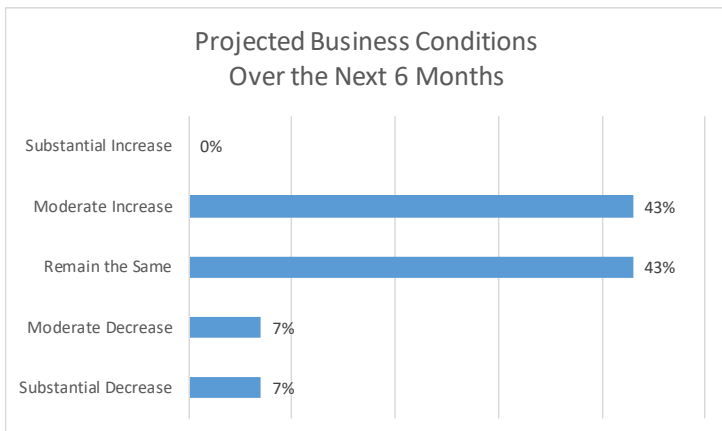
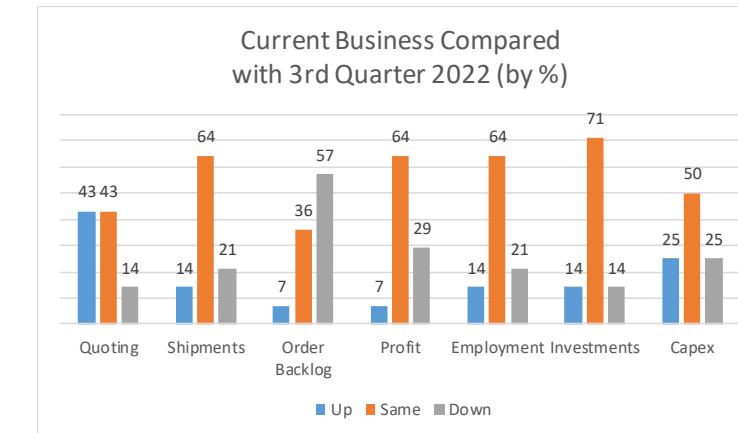
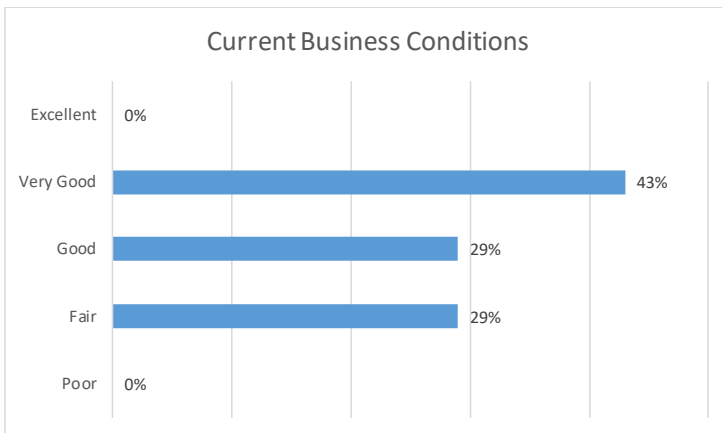
Ranking of your TOP Five concerns/challenges, with 1 being your greatest concern/challenge.

Concern/Challenge	Number of Responses Per Concern					Total Votes Across All Options
	#1 Concern	#2 Concern	#3 Concern	#4 Concern	#5 Concern	
Employee Recruitment	50	29	21	9	7	116
Recession	32	15	6	17	20	90
Inflation	27	32	29	20	14	122
Employee Retention	11	28	17	13	9	78
Raw Material Availability	9	16	22	21	13	81
Supply Chain (other than raw materials)	8	9	15	15	23	70
Training Incumbent Workers	4	2	3	13	7	29
Training Future Workers	3	10	18	18	22	71
Fuel Prices	0	0	7	6	9	22
Global conflict	0	2	4	5	9	20
Tariffs	0	1	0	0	1	2

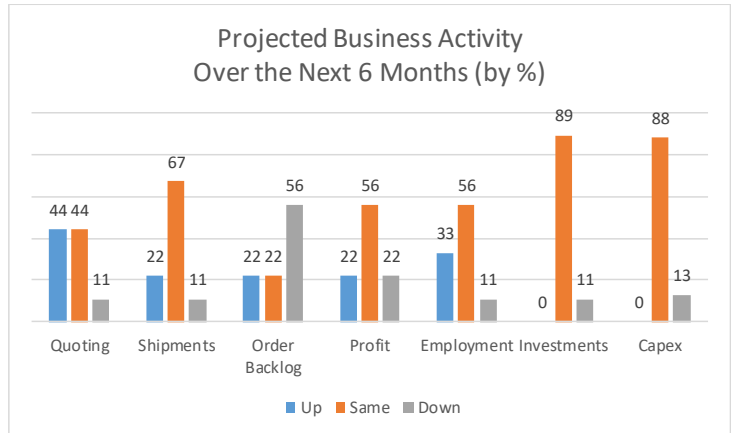
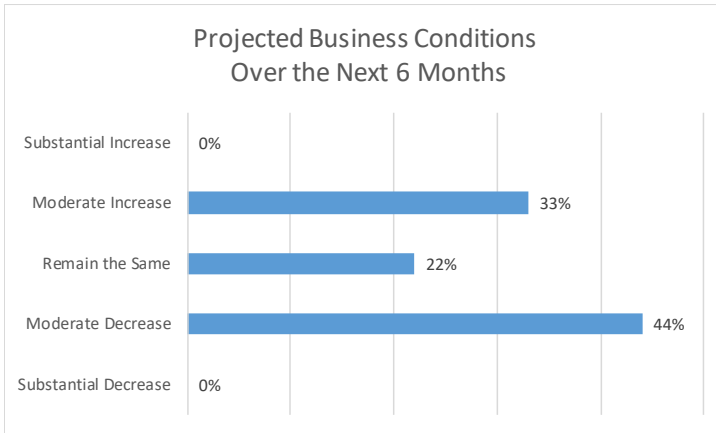
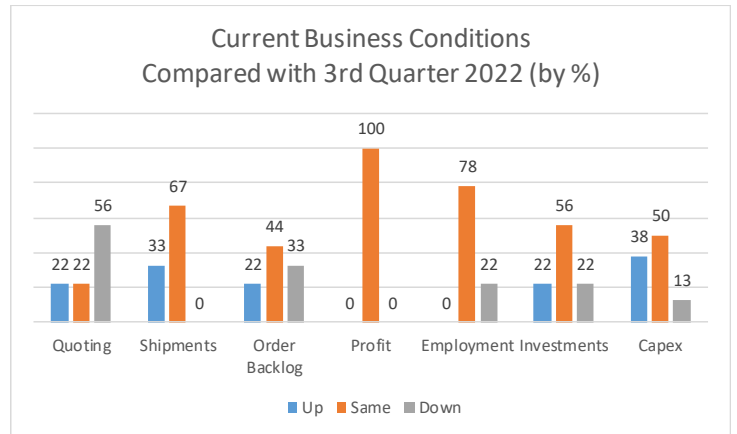
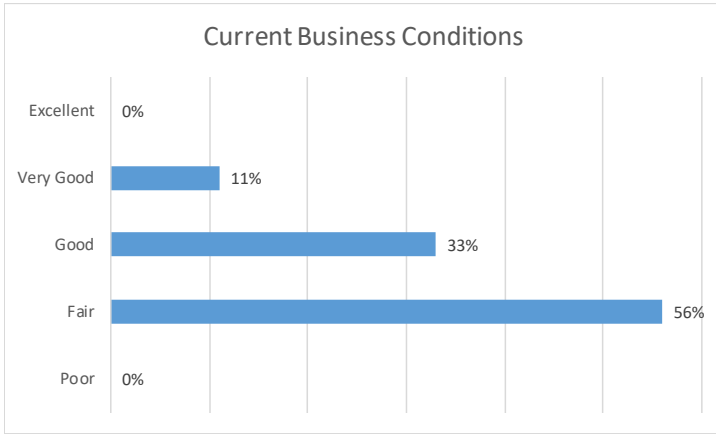
Business Conditions by Industry Sector Tools, Die & Fixtures (14 responses)



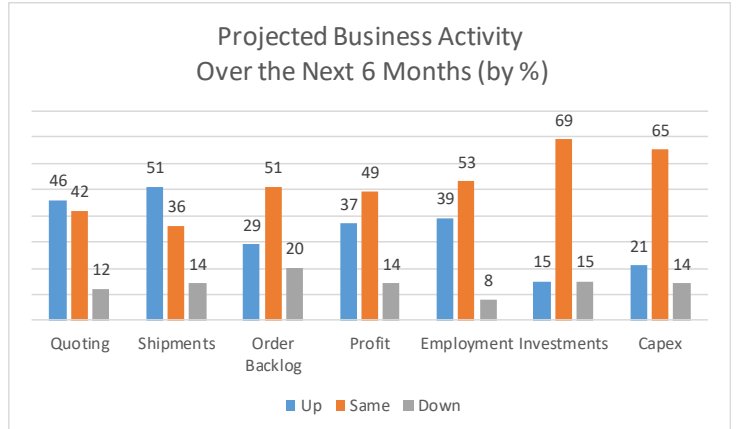
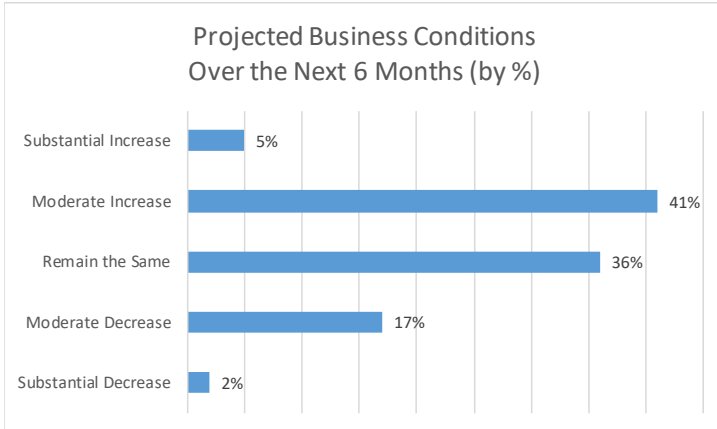
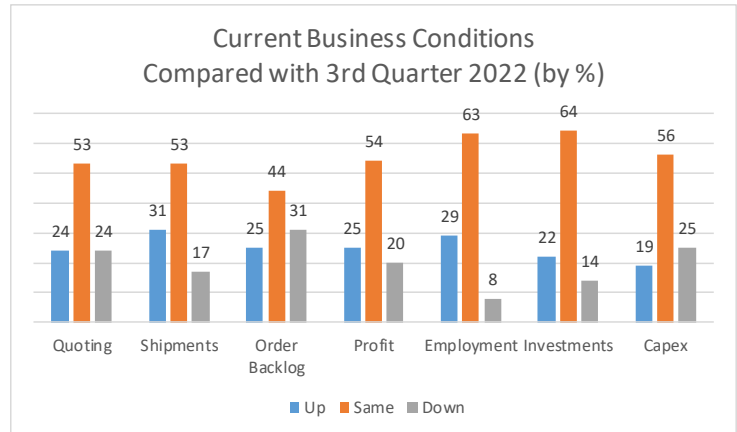
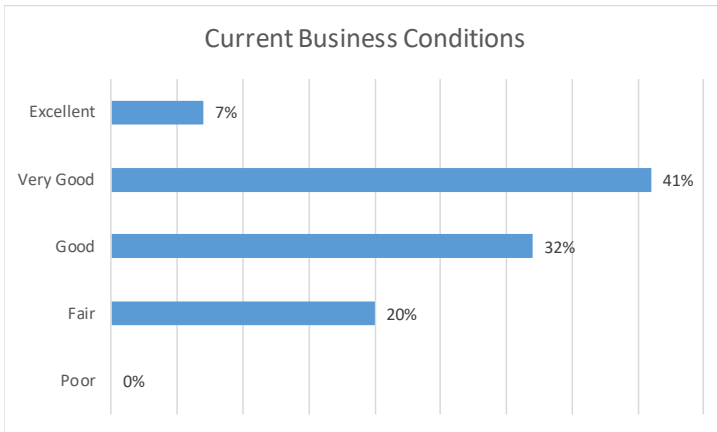
Molds (14 responses)



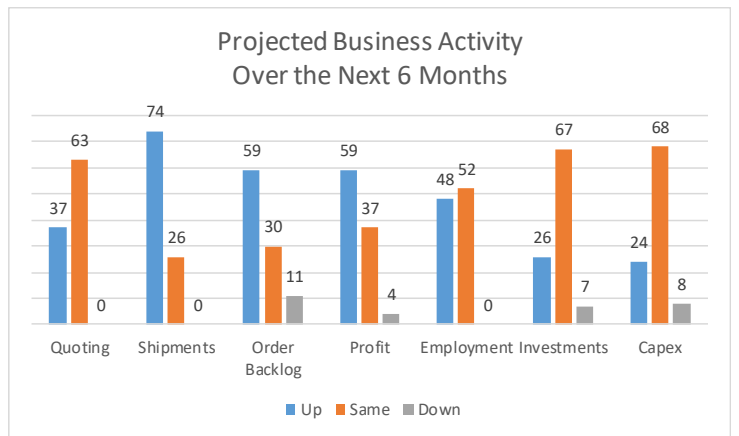
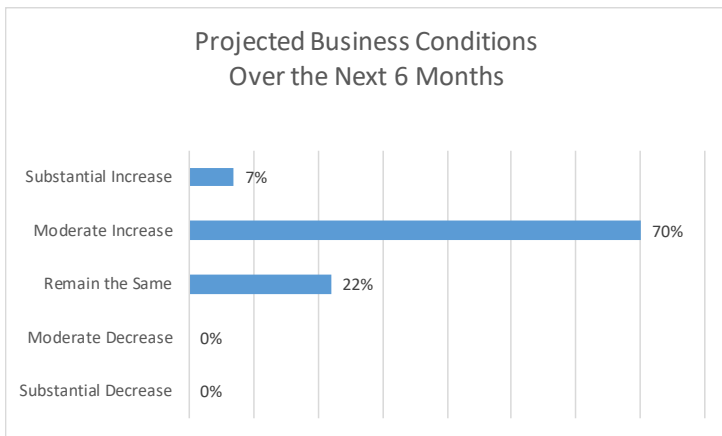
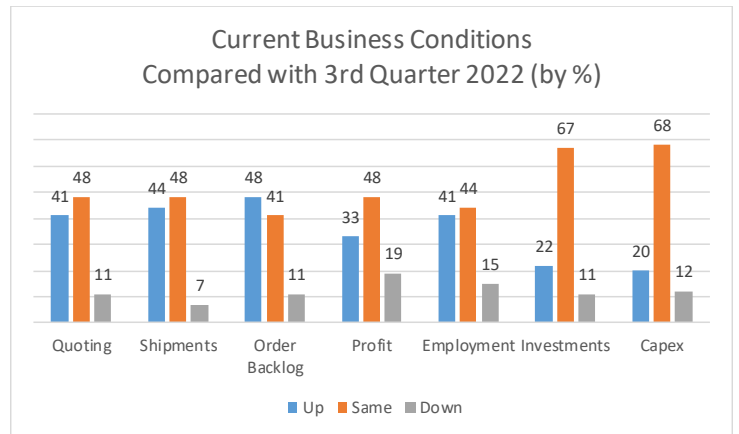
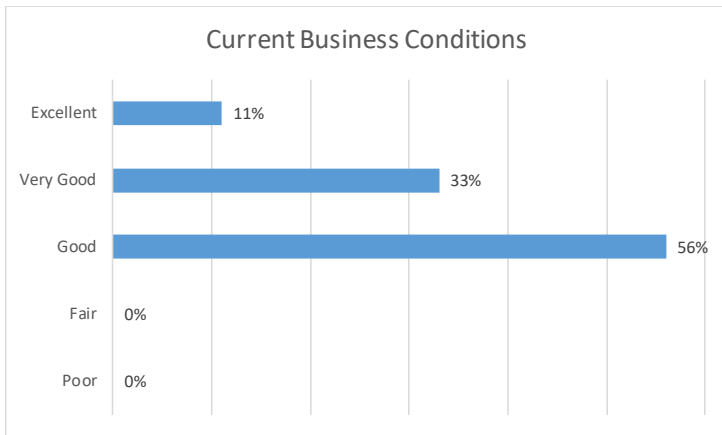
Special Machines (9 responses)



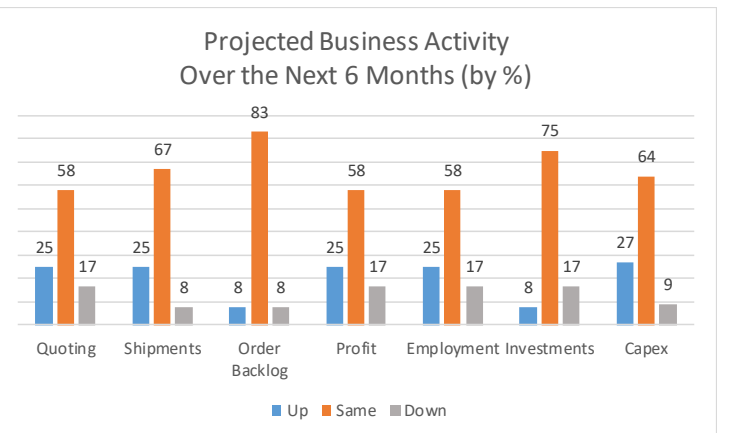
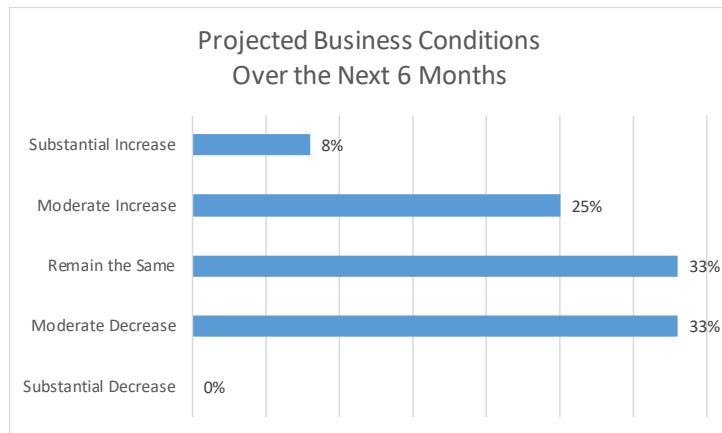
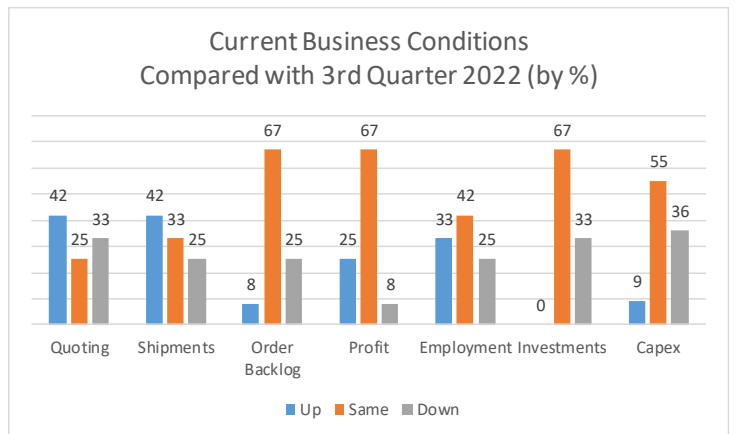
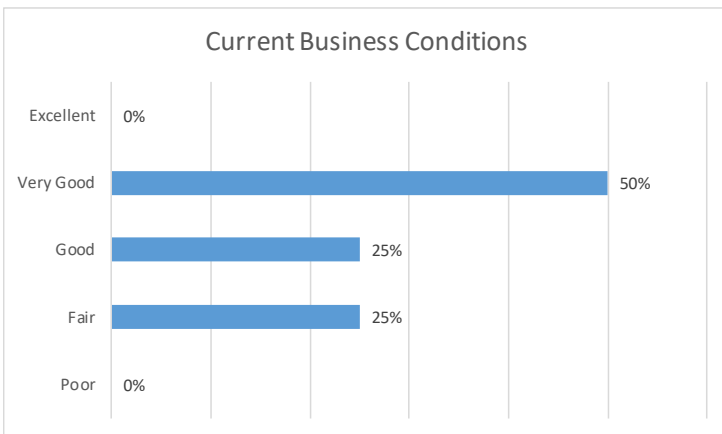
Precision Machining excluding Aerospace (59 responses)



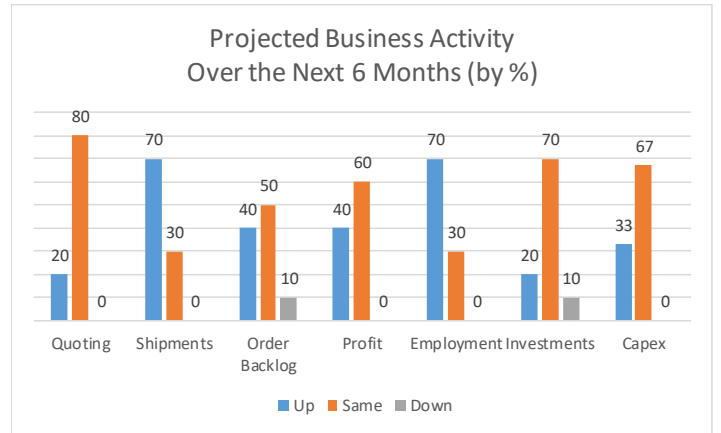
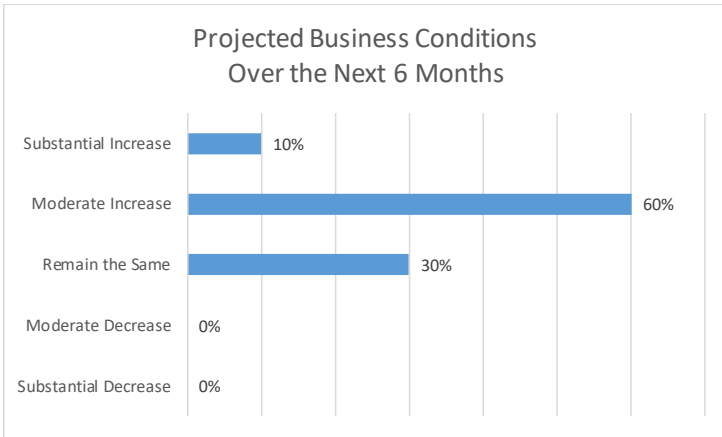
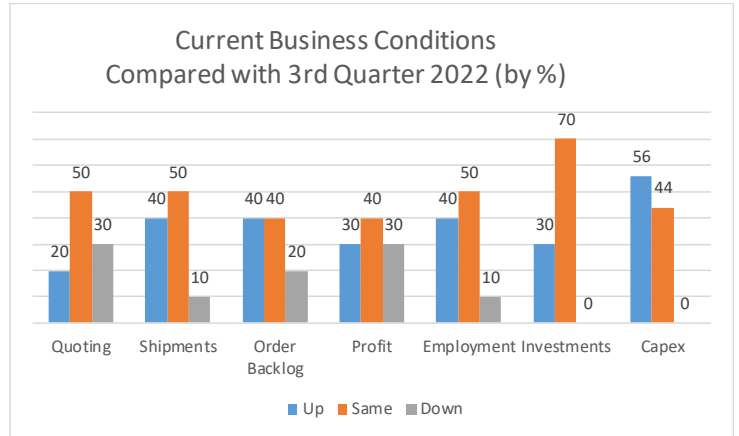
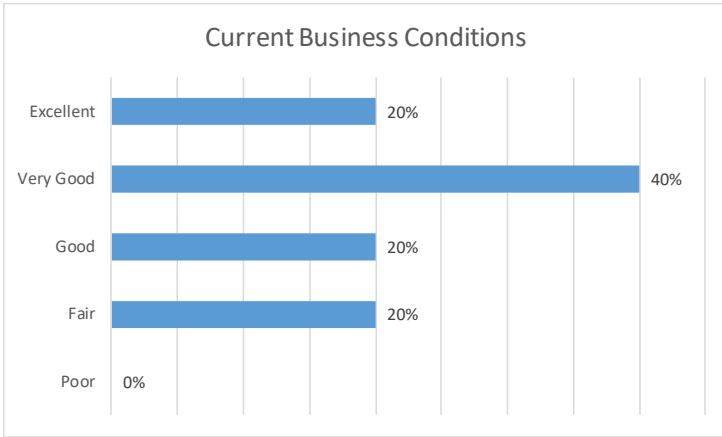
Aerospace Machining & Fabrication (27 responses)



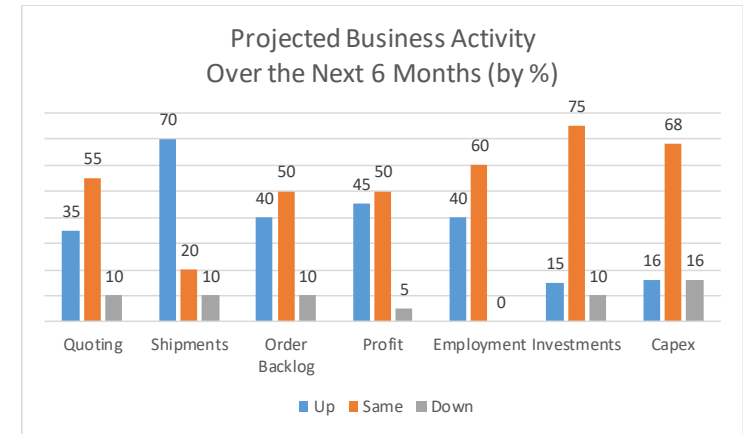
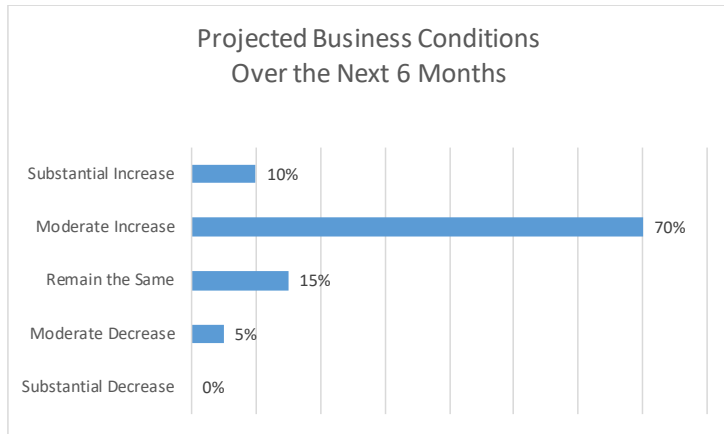
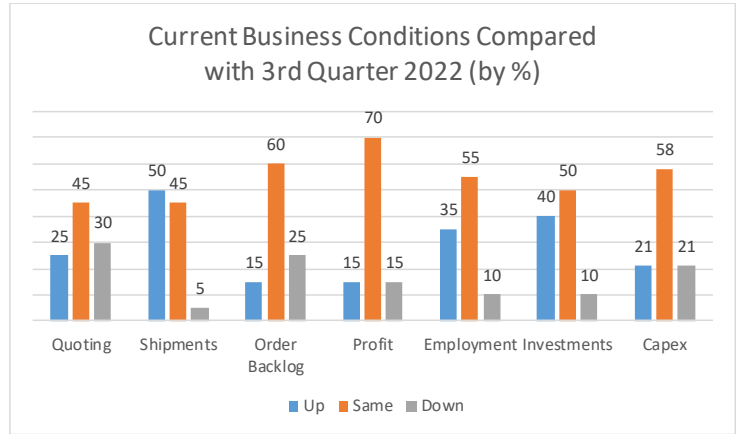
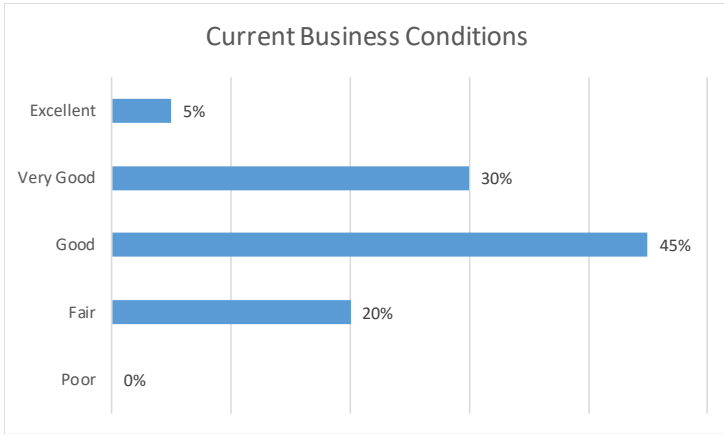
Metal Fabrication & Stamping (12 response)



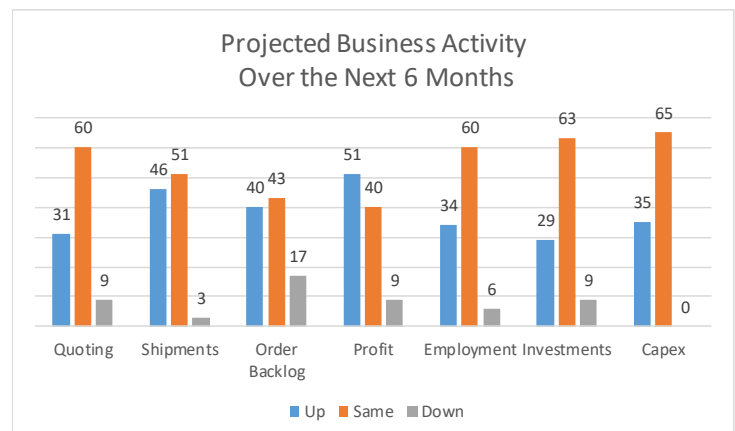
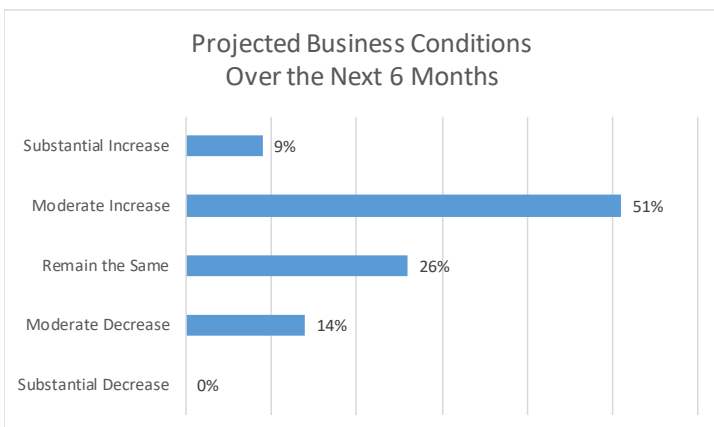
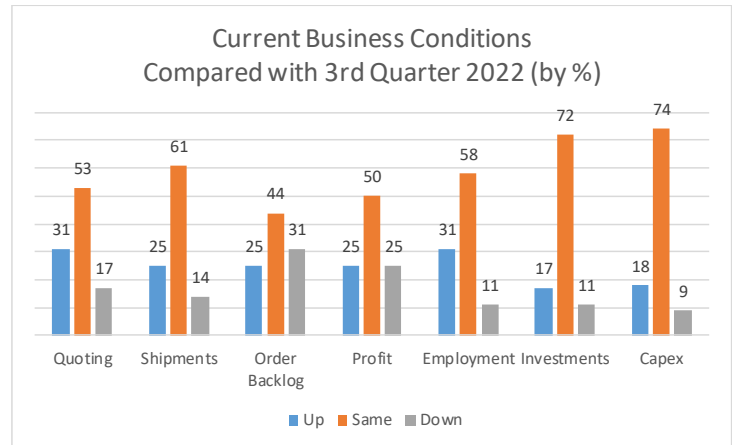
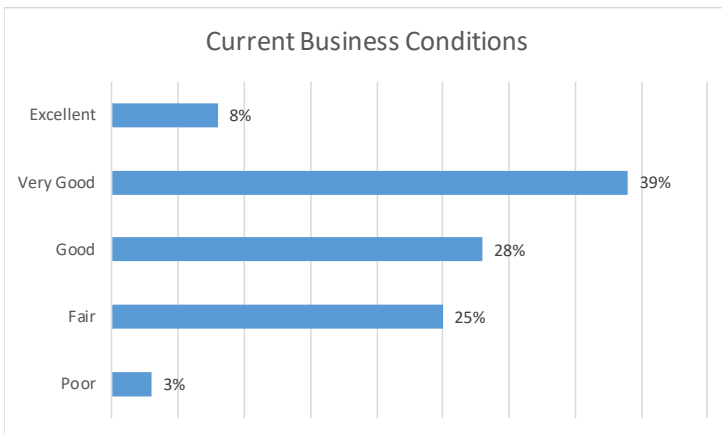
Medical Machining (10 responses)



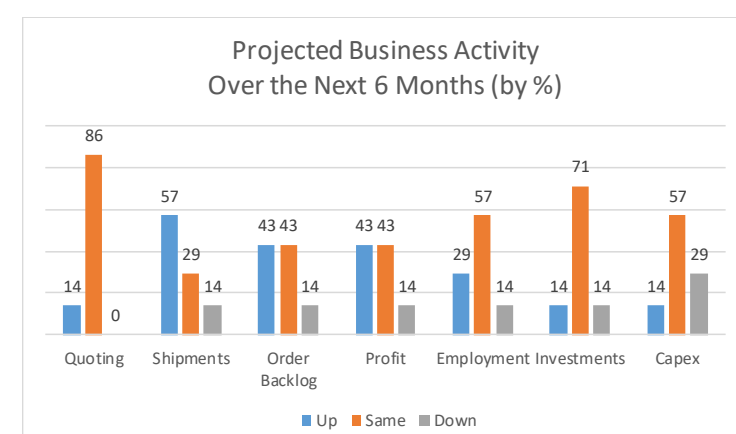
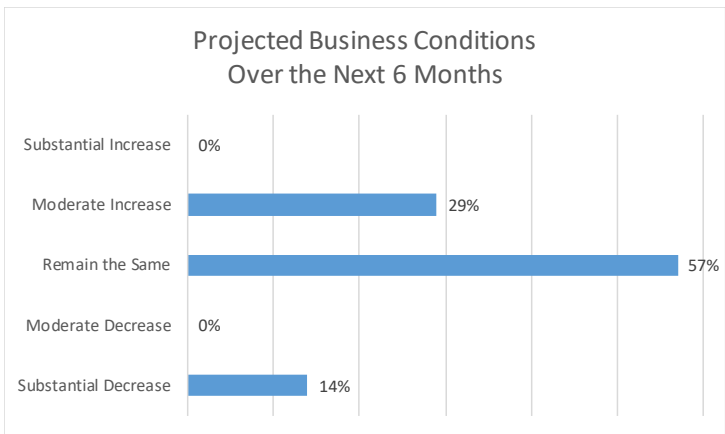
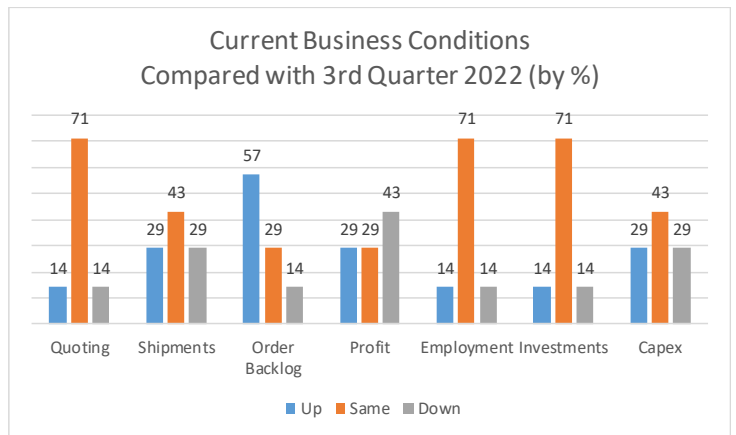
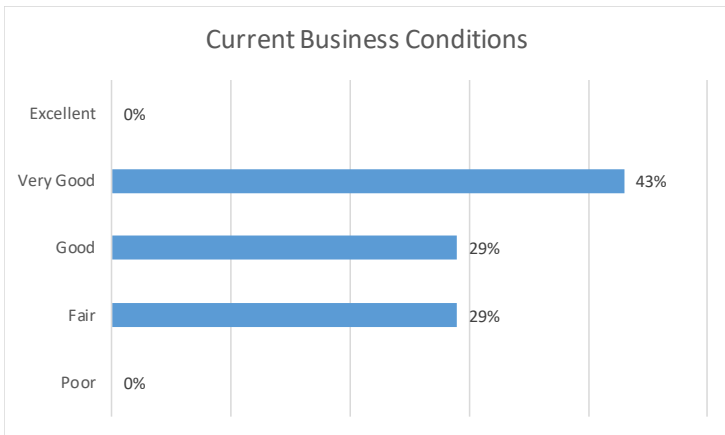
BUSINESS CONDITIONS by Geographic Region NEW ENGLAND (ME, VT, RI, NH, MA, CT) – 20 responses



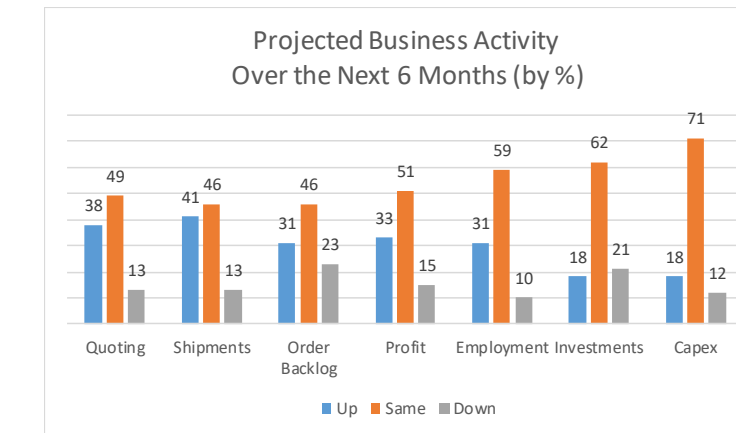
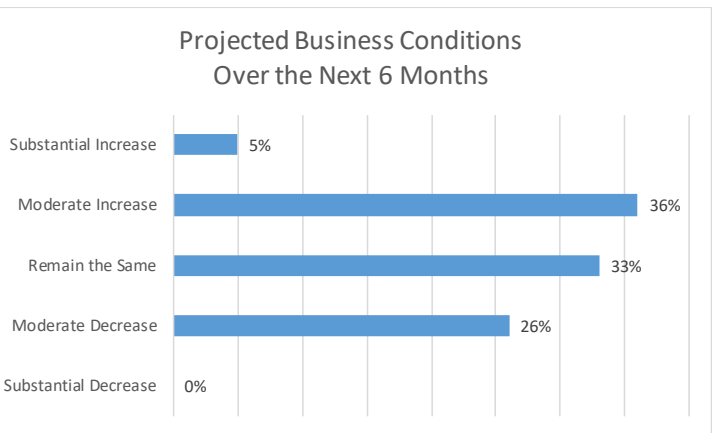
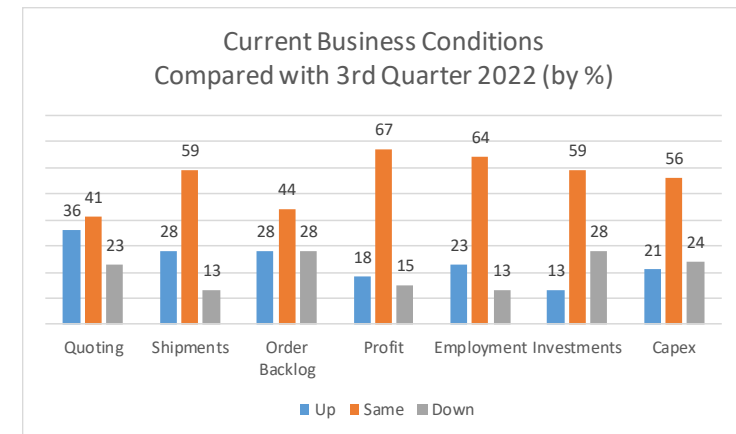
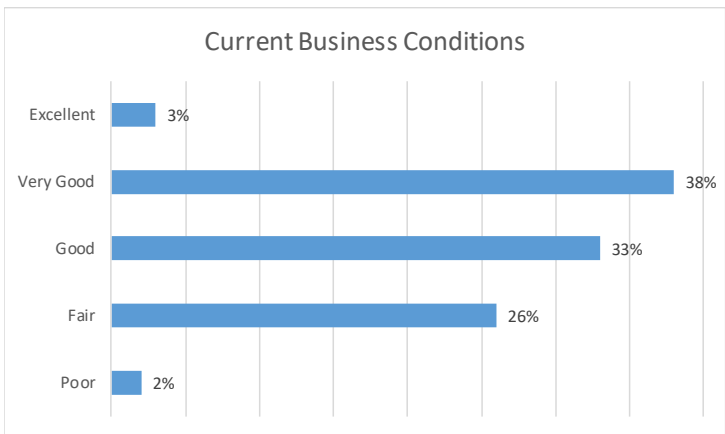
NORTHEASTERN CENTRAL (DC, NY, PA, NJ, DE, MD, WV, VA) – 36 responses



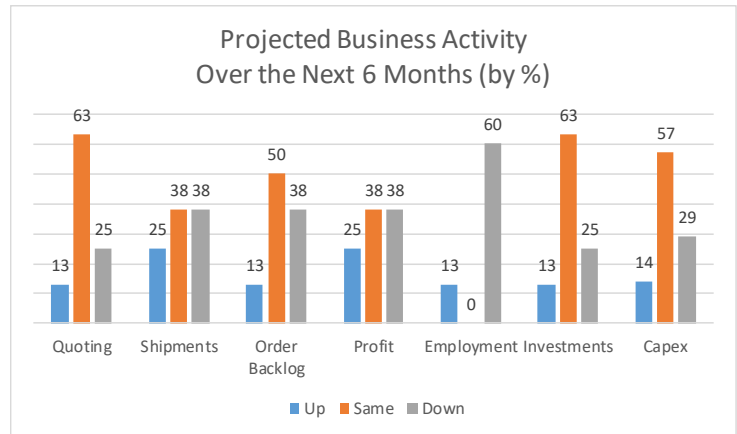
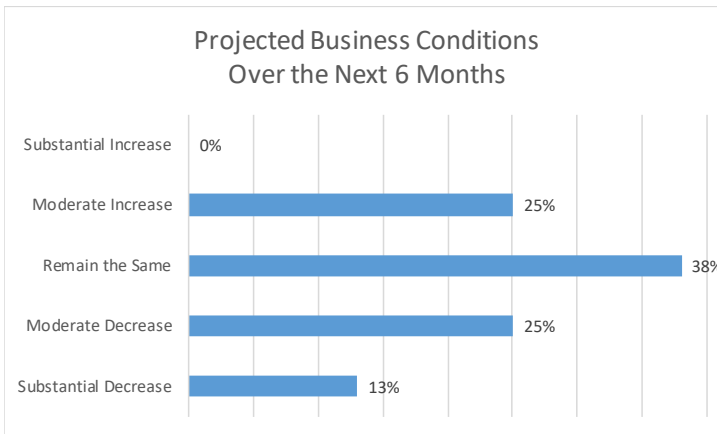
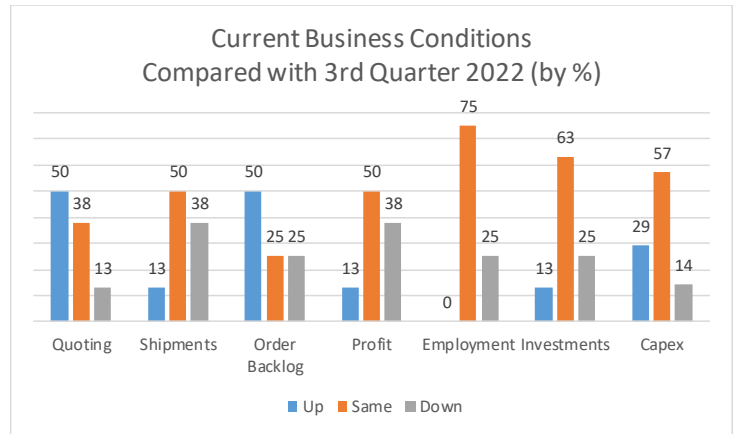
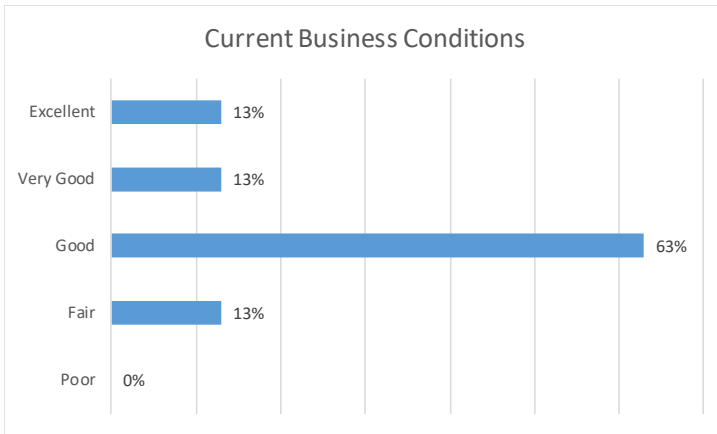
SOUTHEASTERN (FL, KY, NC, SC, TN, GA, AL MS) – 7 responses



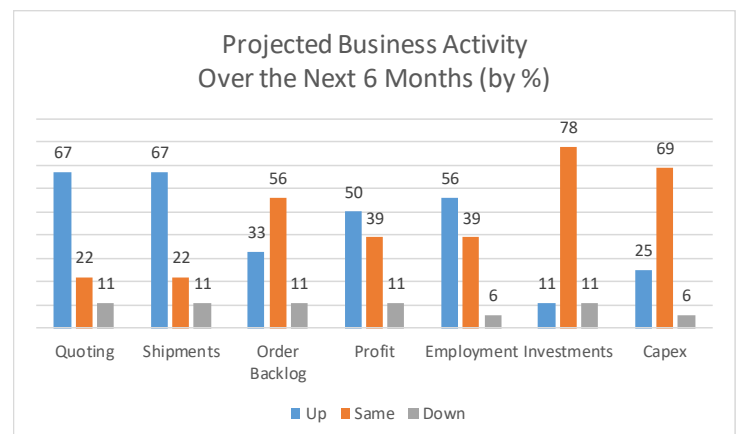
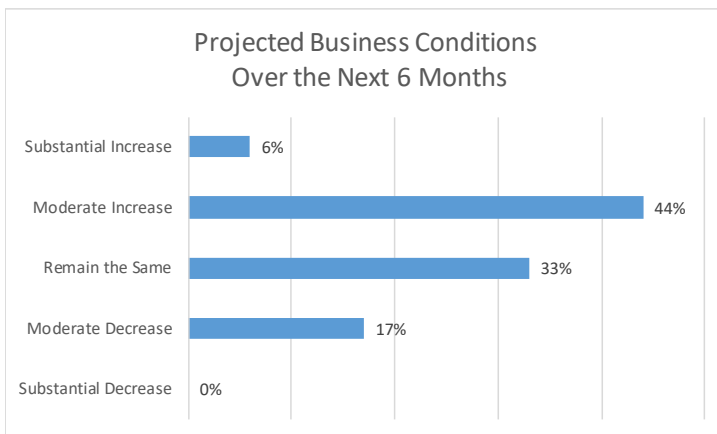
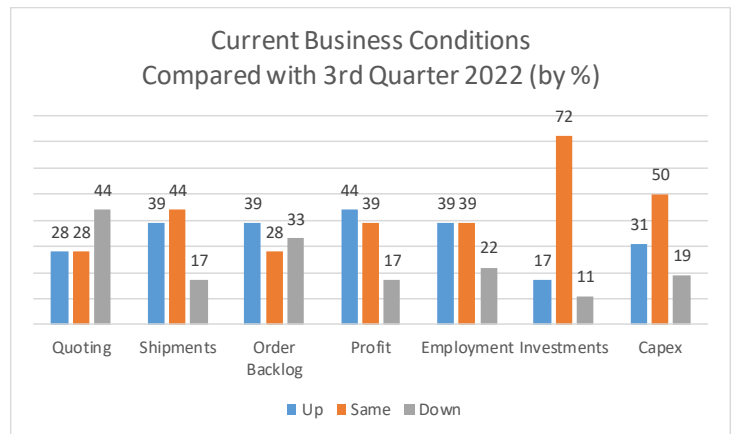
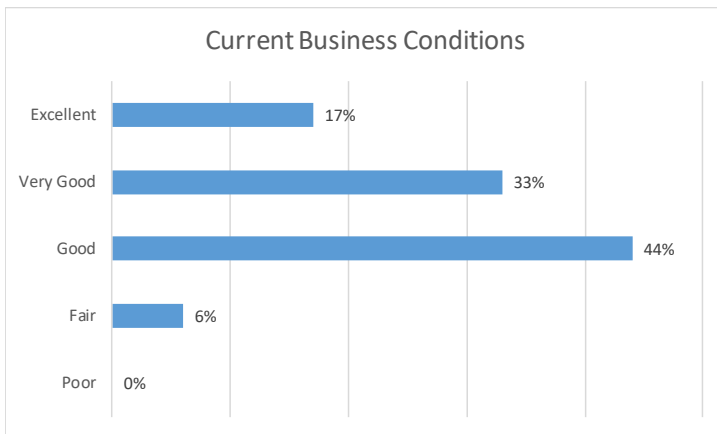
NORTH CENTRAL (OH, MI, IL, IN, SD, WI) – 39 responses



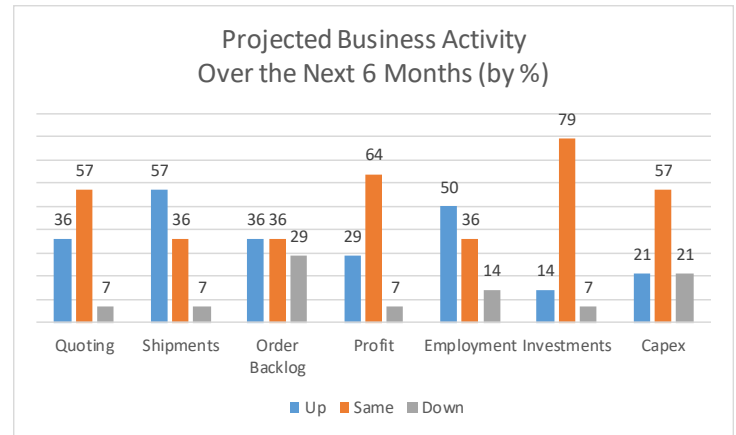
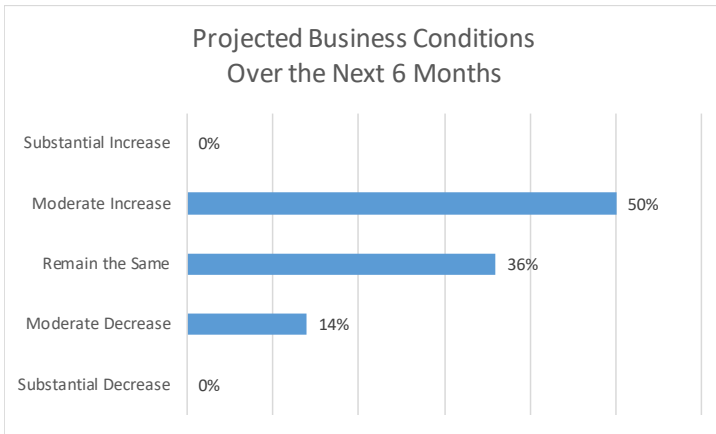
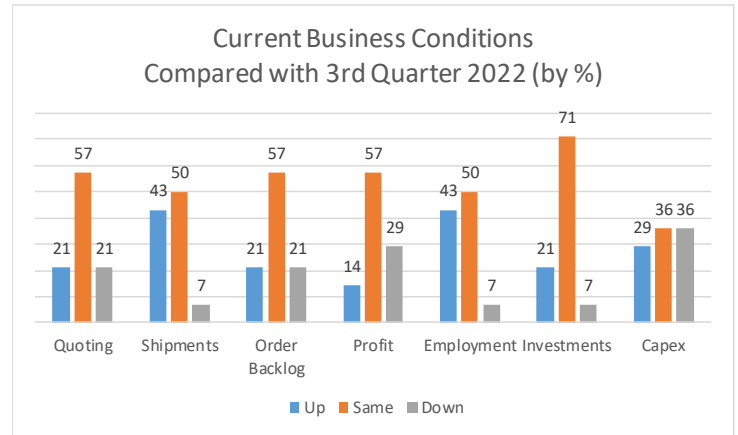
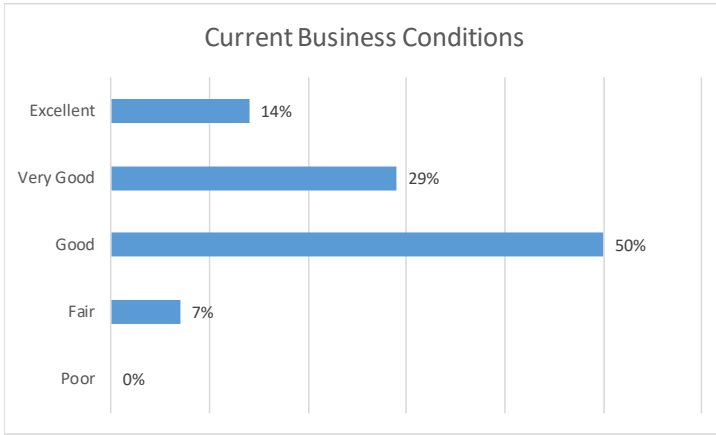
CENTRAL (IA, MO, NE, KS, MN) – 8 responses



CENTRAL SOUTHWEST (AR, LA, OK, TX, NM, CO) – 18 responses



GREATER PACIFIC SOUTHWEST (CA, NV, AZ, UT) – 14 responses



GREATER NORTHWEST (ID, WA, OR) – 3 responses

