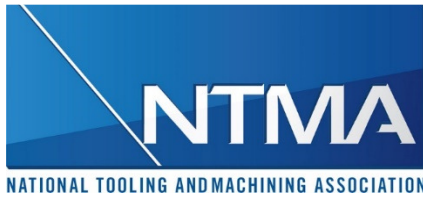


NTMA Business Conditions Report



Prepared August 2023
(for the period ending June 30, 2023)

- **Overall Survey Results**
- **Results by Industry Segment**
- **Results by Geographic Region**
- **New questions / new statistics**



**EST. 1943
CELEBRATING
80 YEARS!**

August, 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,

Roger Atkins

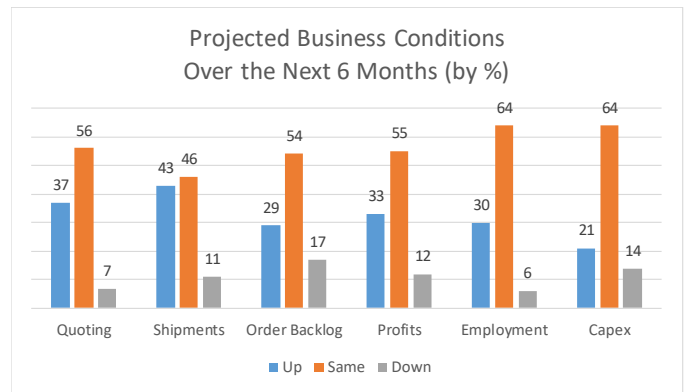
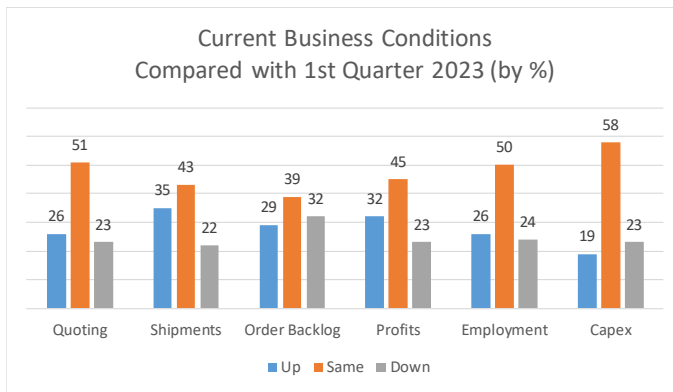
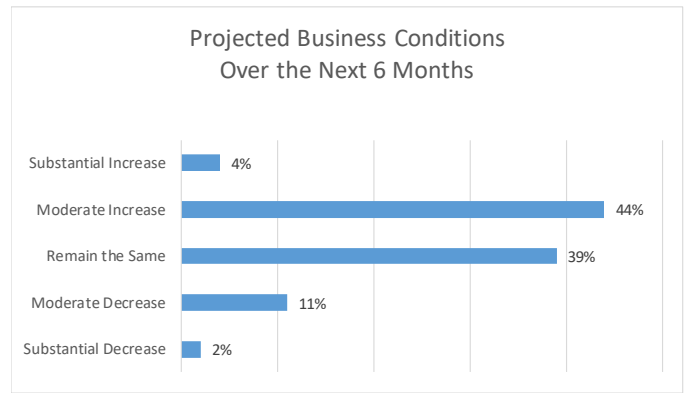
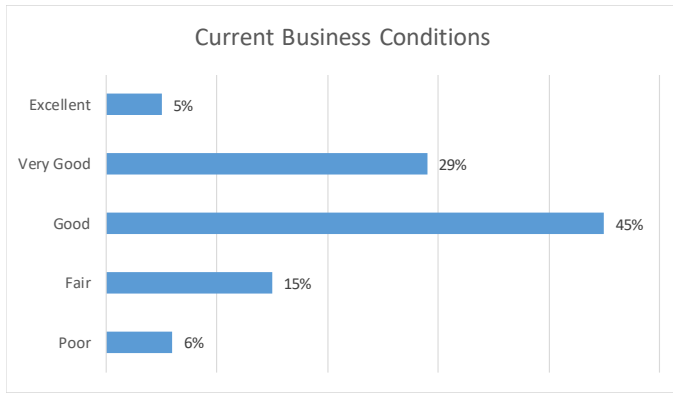
President



June 2023 NTMA Business Conditions Report

Based on responses from 141 NTMA Member companies.

NATIONAL TOOLING AND
MACHINING ASSOCIATION



Total employees on December 31, 2022: 6,482

Total employees on June 30, 2023: 6,631

Current Average Workweek per Skilled Employee (hours per week): 43 hours

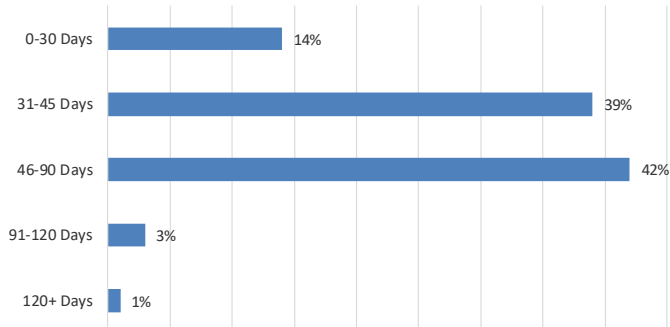
Current Backlog on Books (Average): 19 Weeks

Since January 2022, have you seen an increase in booked orders in any of the following?

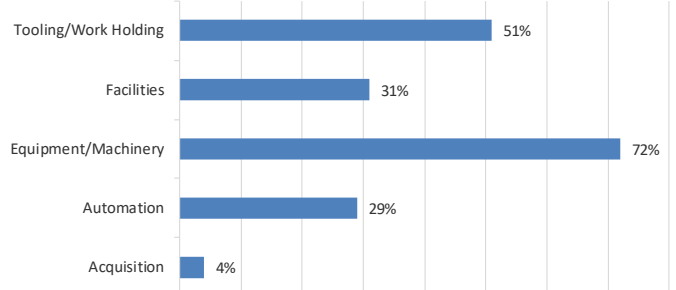
| Responses | % | Percentage of total respondents |
|------------------------|-----|---------------------------------|
| Nuclear | 22% | |
| Semiconductors | 44% | |
| Solar Energy | 21% | |
| Hydro Power | 14% | |
| Wind Energy (onshore) | 7% | |
| Wind Energy (offshore) | 5% | |

Because multiple answers per participant are possible, the total percentage may exceed 100%.

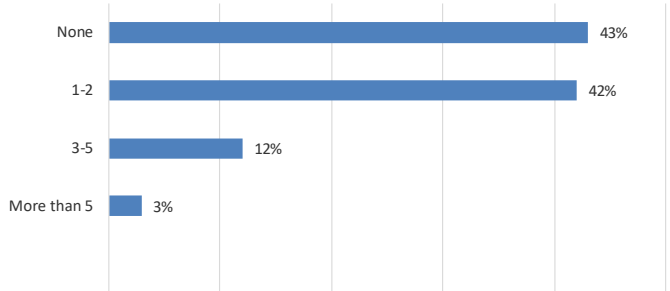
Current Accounts Receivables "Days Outstanding"



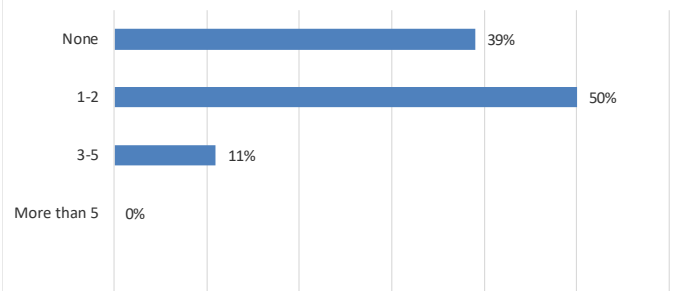
Planned areas of Capex over the next 6 months (by % of total respondents)



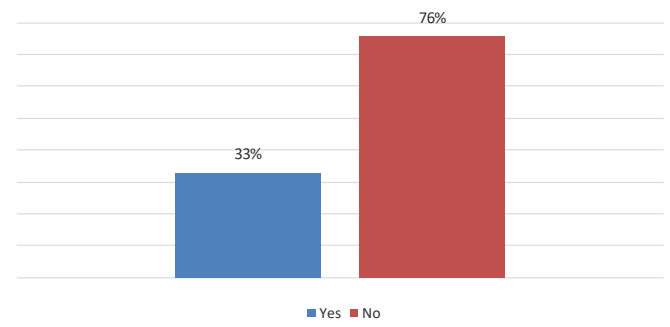
How many pieces of equipment did you purchase in the first 6 months of 2023? (by % of total respondents)



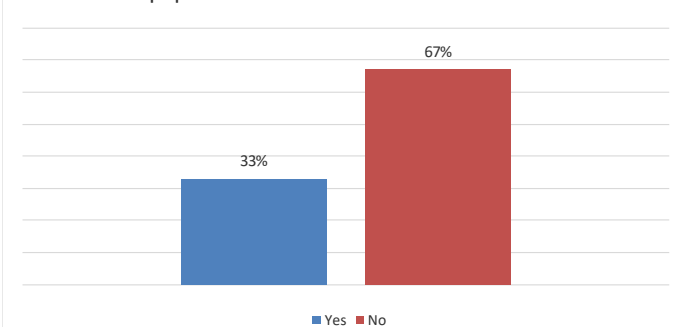
How many pieces of equipment do you plan to purchase in the last 6 months of 2023? (% of total respondents)



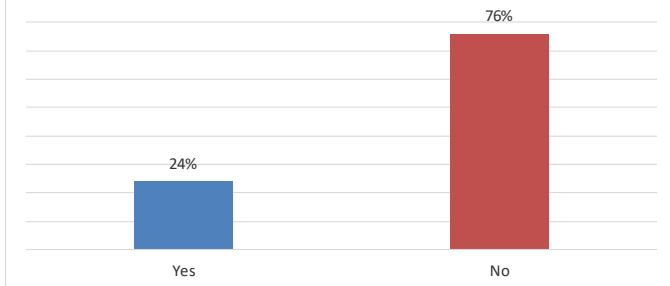
Did you purchase any automation equipment in the first 6 months of 2023?



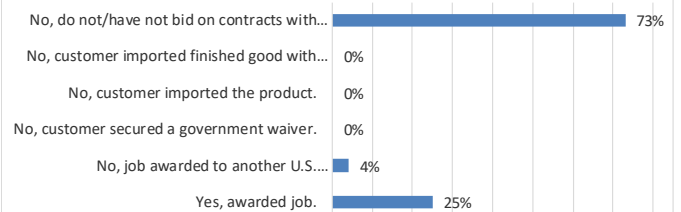
Do you plan to purchase any automation equipment in the last 6 months of 2023?



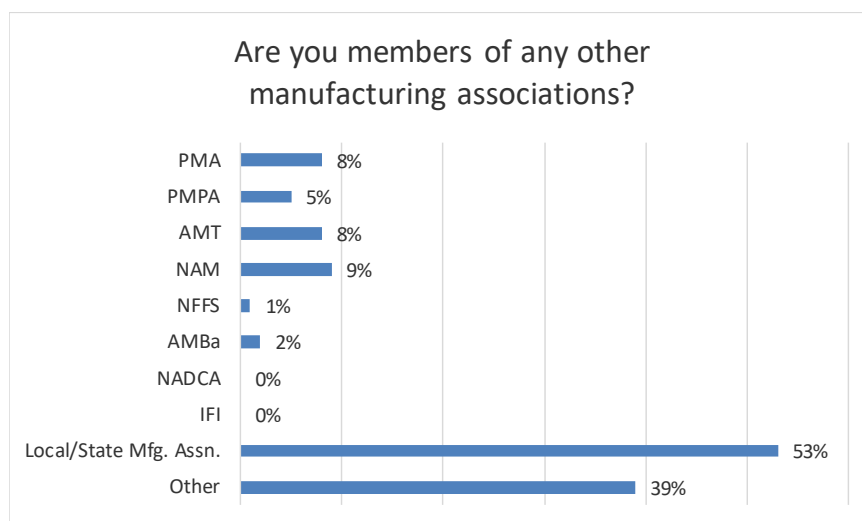
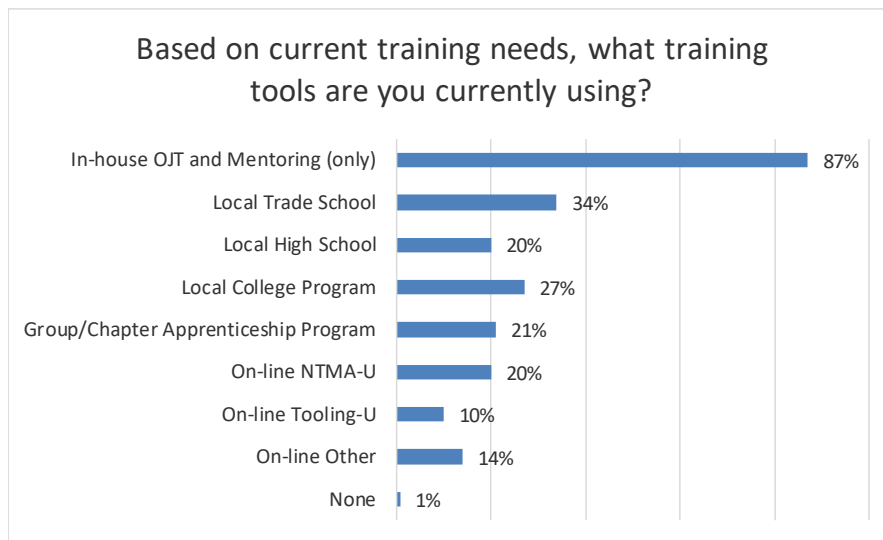
Has your company been involved in Reshoring Work that was previously sourced offshore or Foreign Direct Investment?



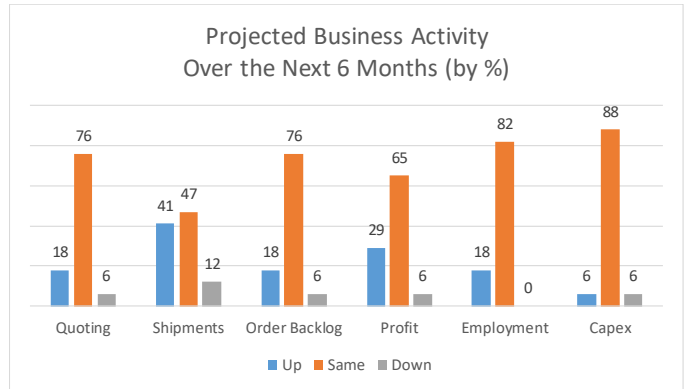
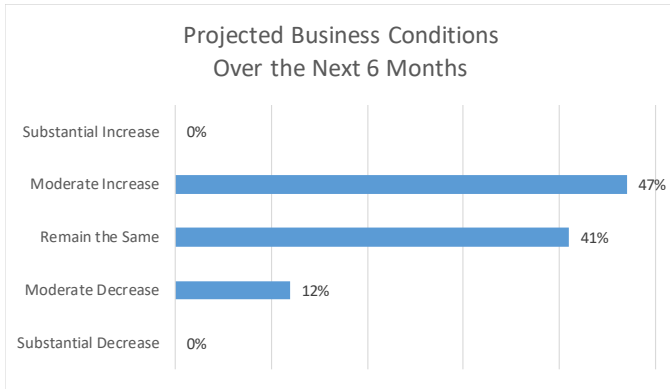
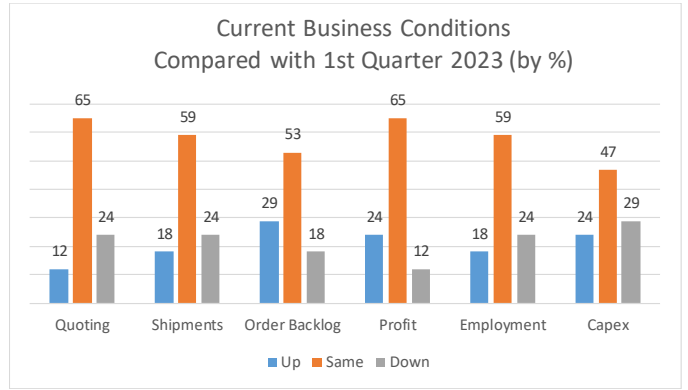
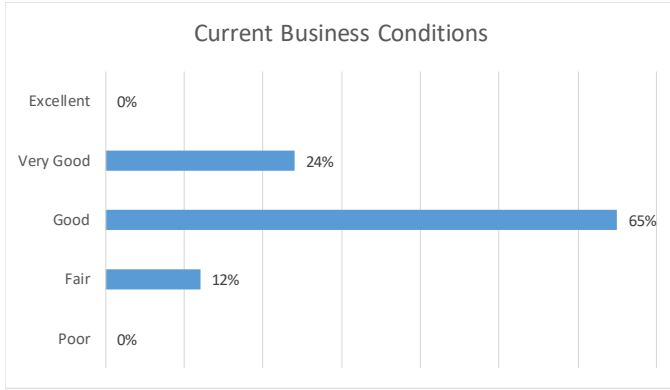
Have you bid on a job subject to U.S. Federal Government Buy American requirements for U.S. manufactured content?



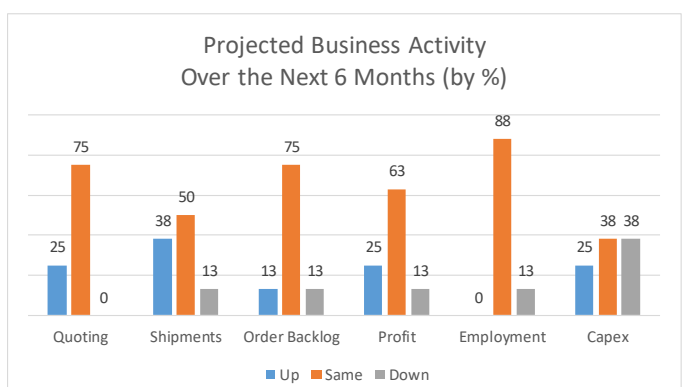
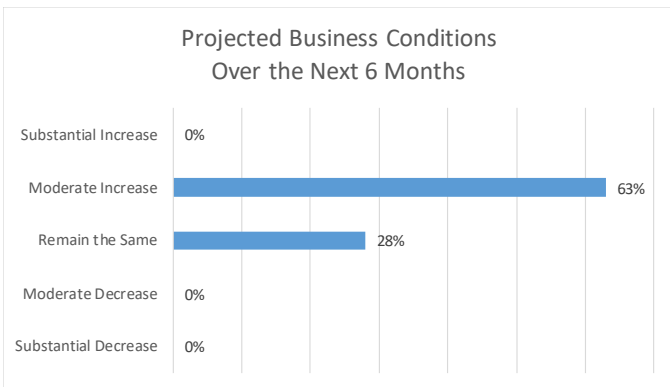
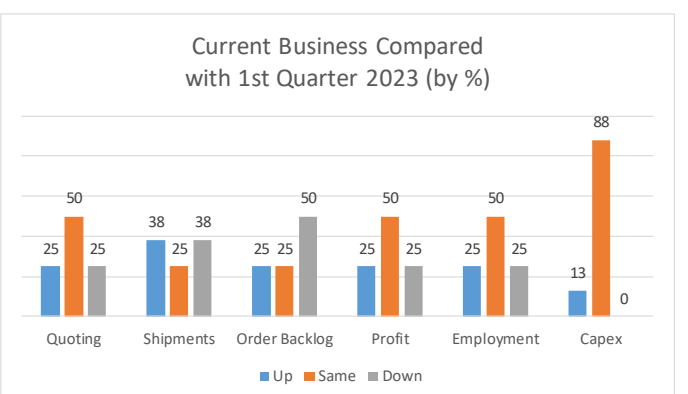
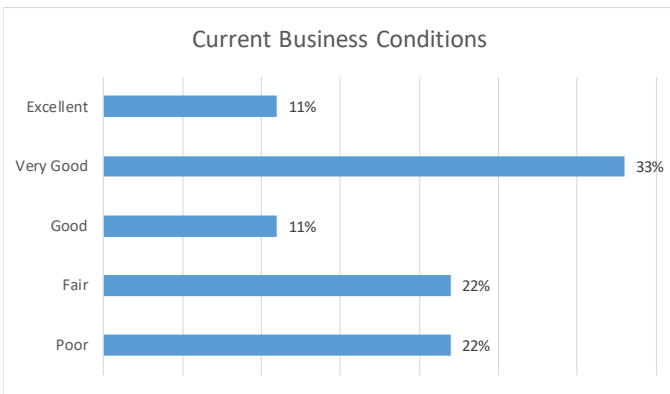
| Rank your TOP 5 Concerns/Challenges with #1 being your most pressing. | | | | | | | | |
|---|--------|--------|--------|--------|--------|----------------|-------------------------|--------------|
| Responses | Rank | | | | | Weighted Score | Relative Weighted Score | Overall Rank |
| | Rank 1 | Rank 2 | Rank 3 | Rank 4 | Rank 5 | | | |
| Employee Recruitment | 49 | 27 | 14 | 7 | 15 | 424 | 100 | 1 |
| Inflation | 16 | 25 | 29 | 17 | 9 | 310 | 73 | 2 |
| Employee Retention | 19 | 28 | 18 | 14 | 12 | 301 | 71 | 3 |
| Recession | 27 | 12 | 21 | 20 | 13 | 299 | 71 | 4 |
| Training Future Workforce | 9 | 11 | 11 | 17 | 25 | 181 | 43 | 5 |
| Raw Material Availability | 7 | 9 | 12 | 10 | 20 | 147 | 35 | 6 |
| Supply Chain (other than raw material) | 2 | 11 | 10 | 17 | 16 | 134 | 32 | 7 |
| Training Incumbent Workers | 5 | 7 | 10 | 14 | 8 | 119 | 28 | 8 |
| Global Conflict | 0 | 3 | 6 | 7 | 9 | 53 | 13 | 9 |
| Fuel Prices | 0 | 1 | 4 | 7 | 6 | 36 | 8 | 10 |
| Tariffs | 0 | 1 | 0 | 4 | 2 | 14 | 3 | 11 |
| Total Responses | | | | | | | | 135 |



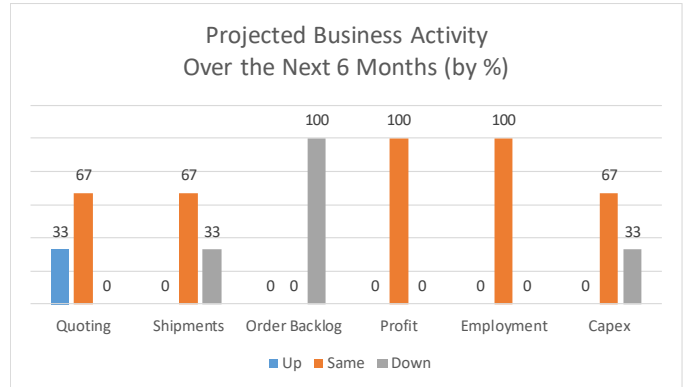
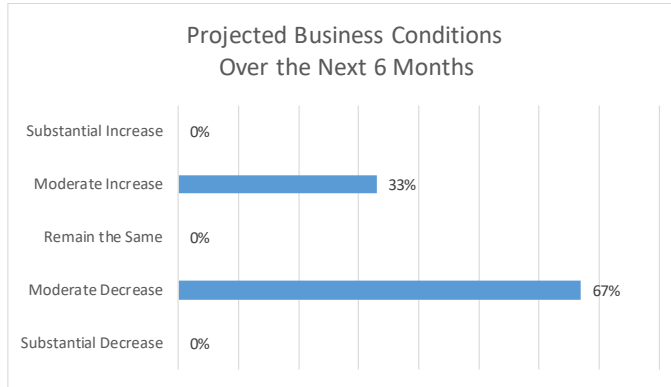
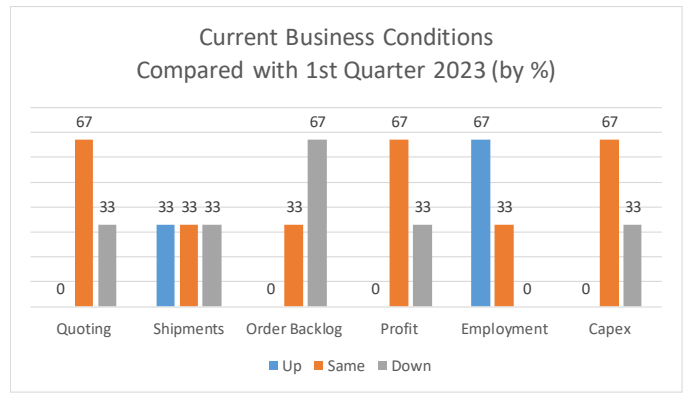
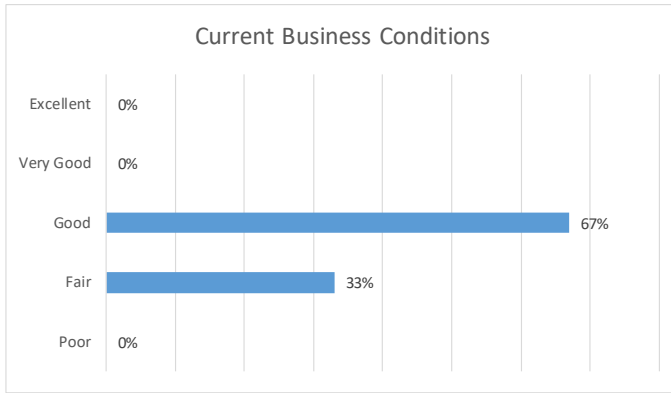
Business Conditions by Industry Sector Tools, Dies & Fixtures (17 responses)



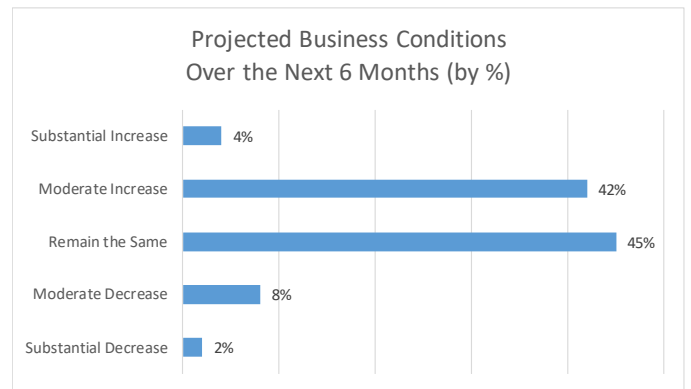
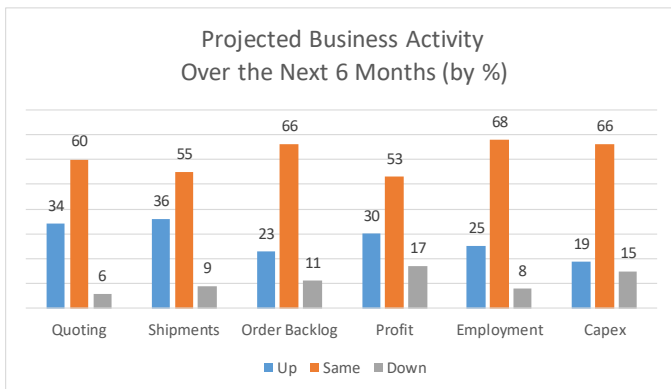
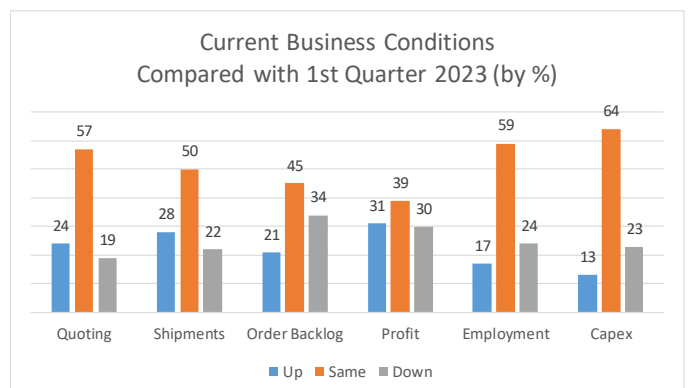
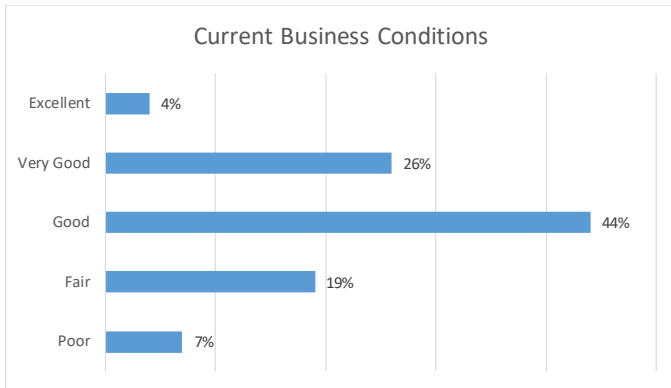
Molds (9 responses)



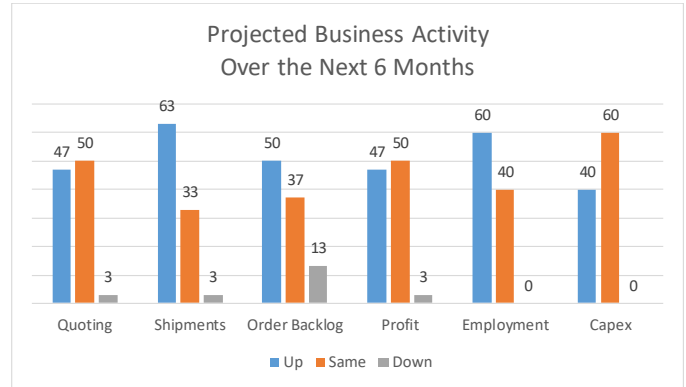
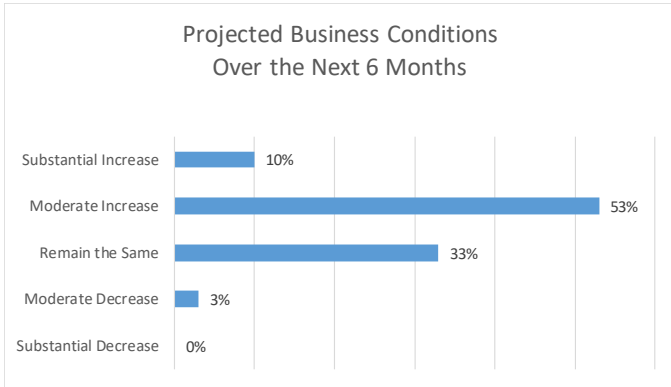
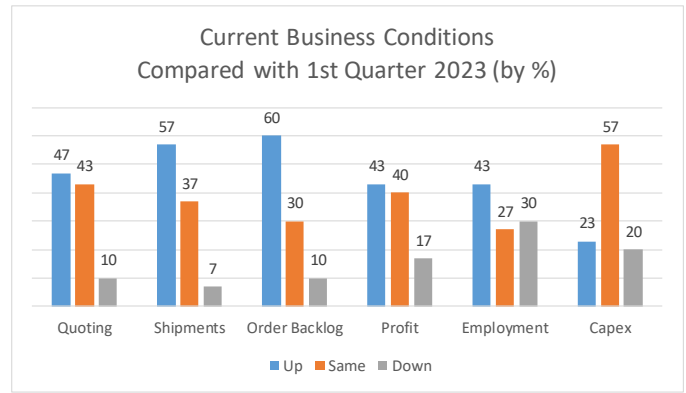
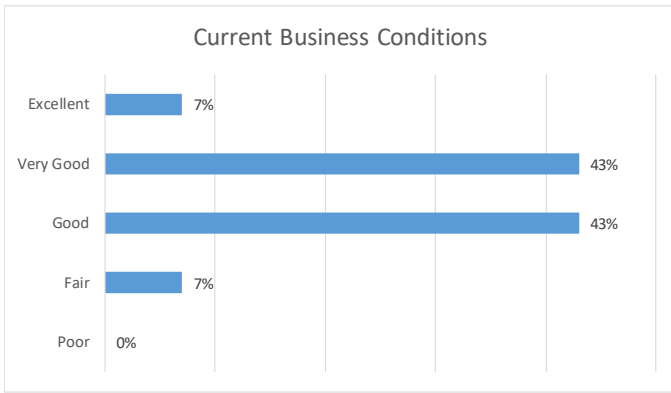
Special Machines (3 responses)



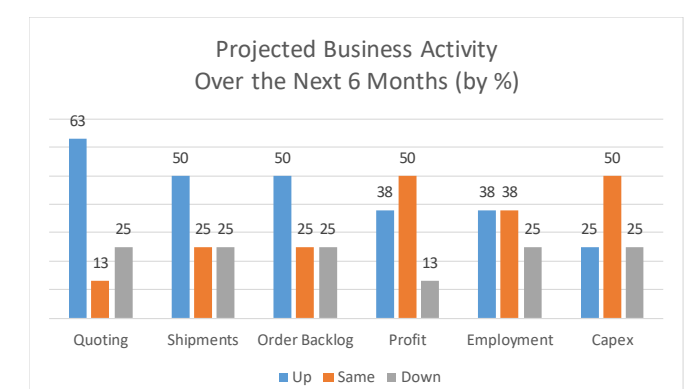
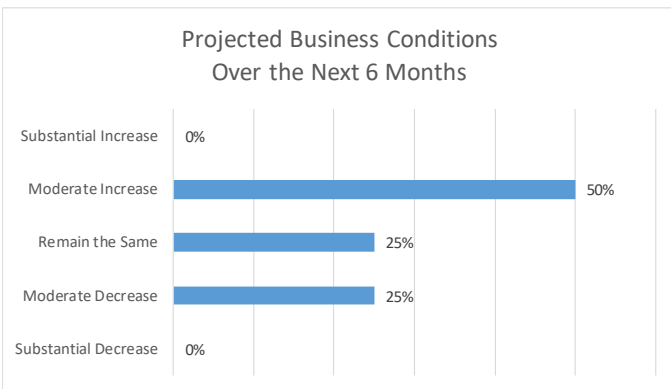
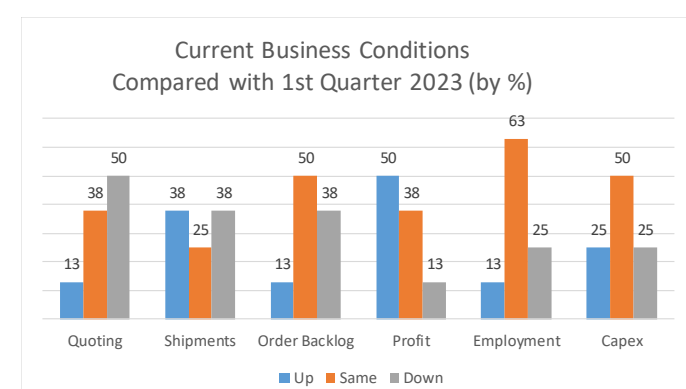
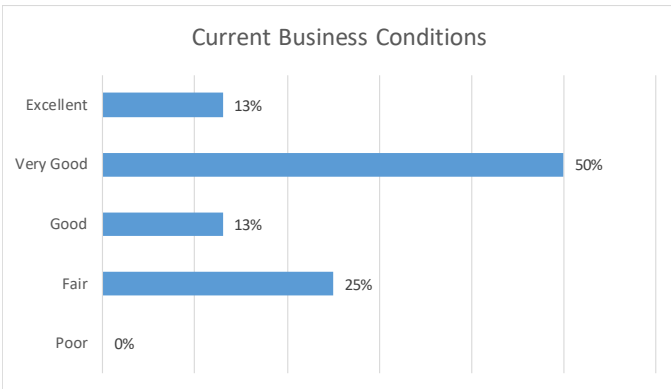
Precision Machining (excluding Aerospace & Medical) 54 responses



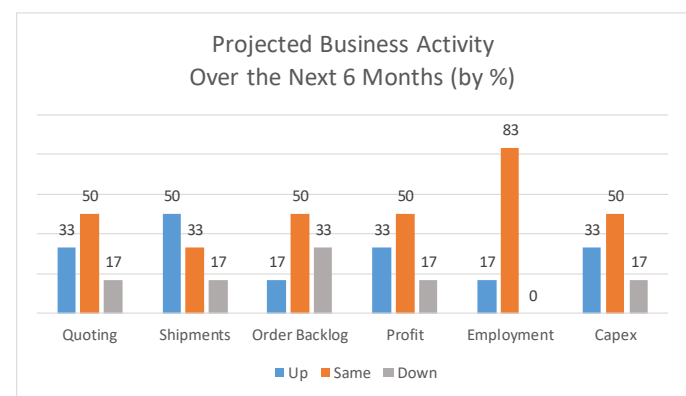
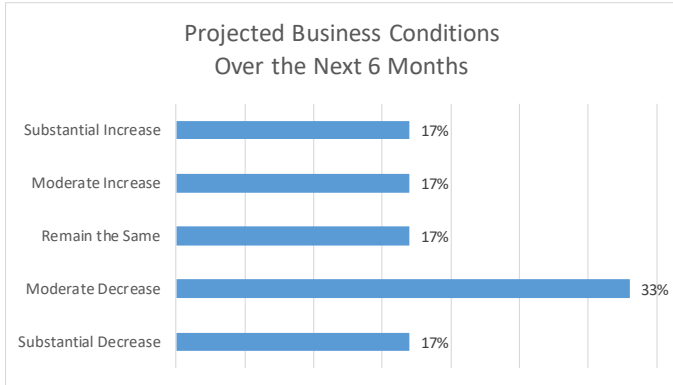
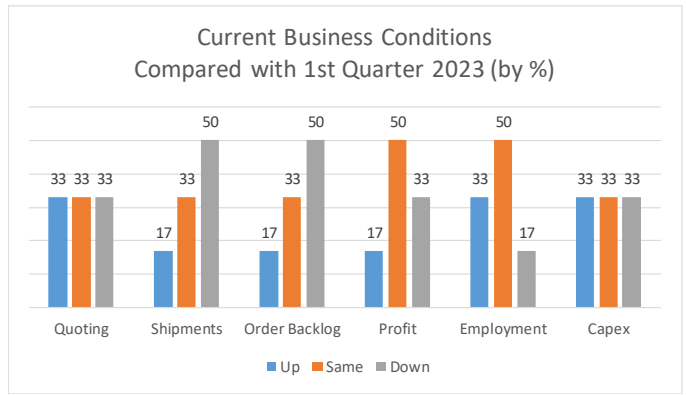
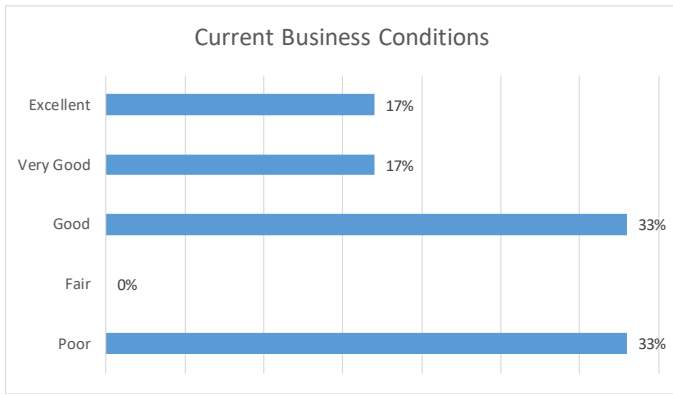
Aerospace Machining (30 responses)



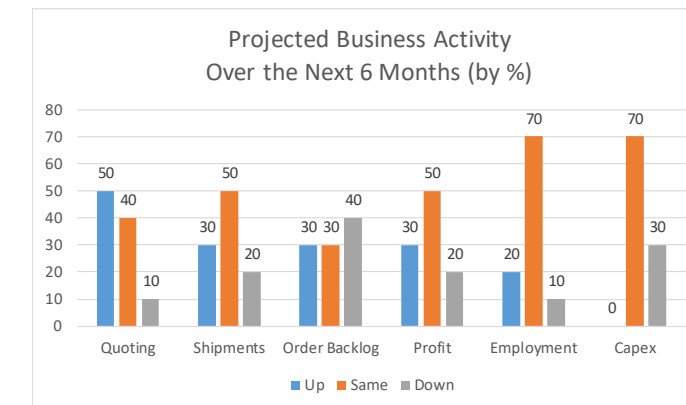
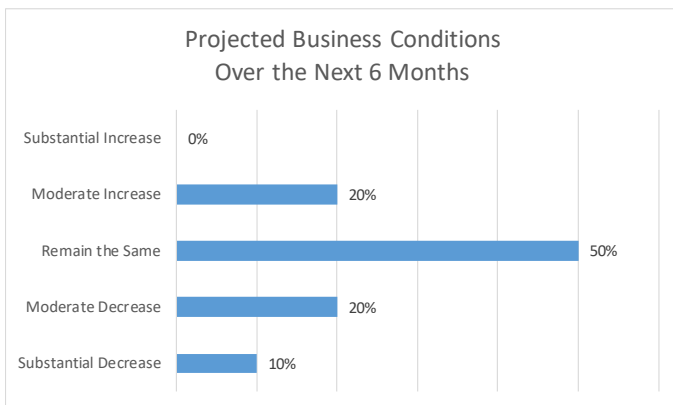
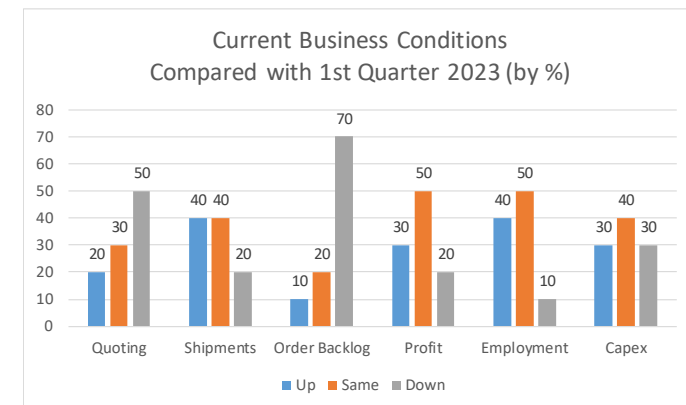
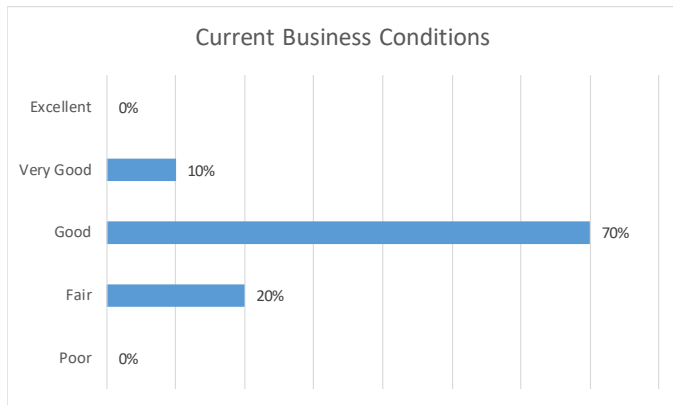
Medical Machining (8 responses)



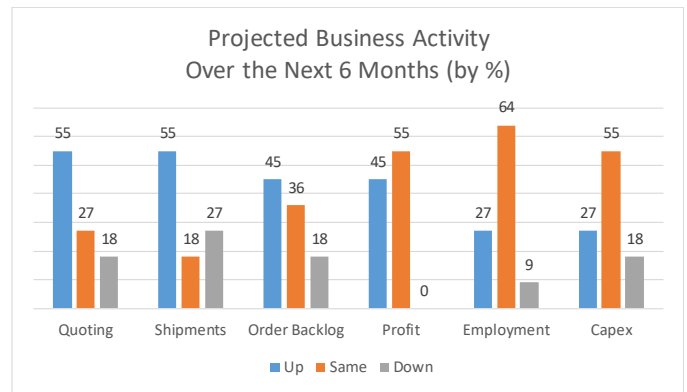
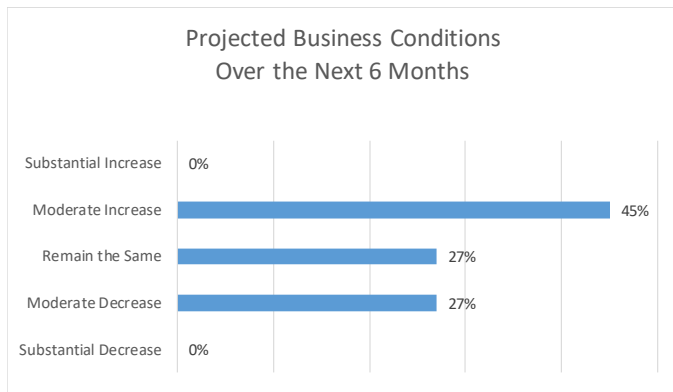
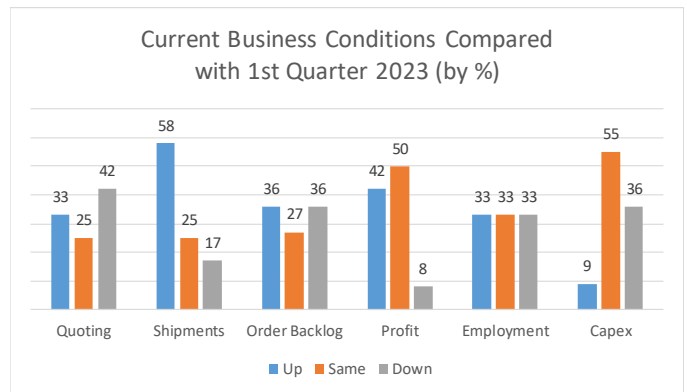
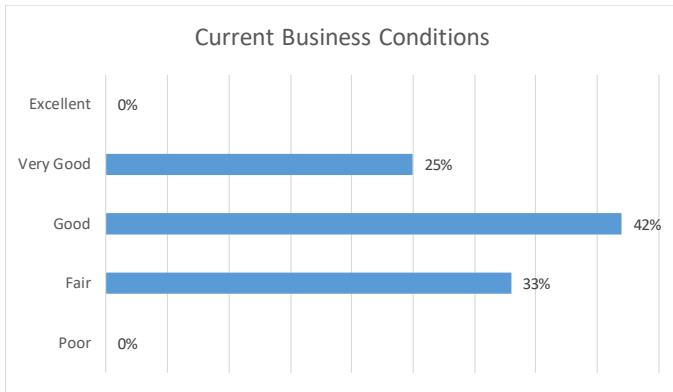
Metal Fabrication & Stamping (6 responses)



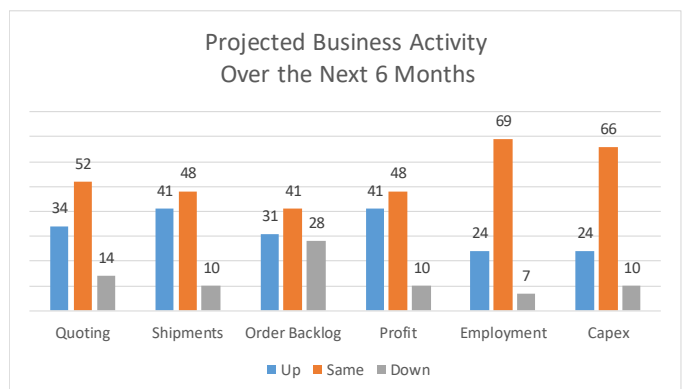
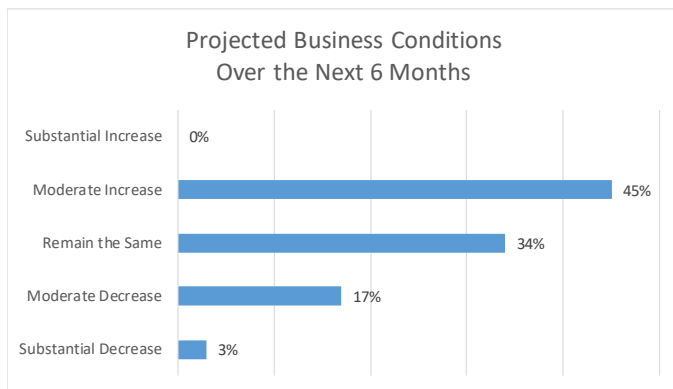
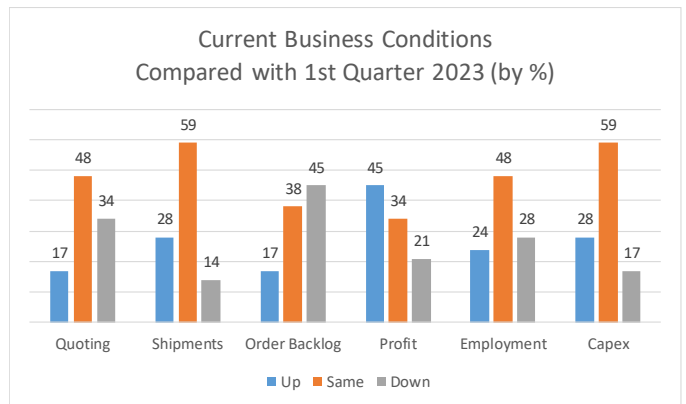
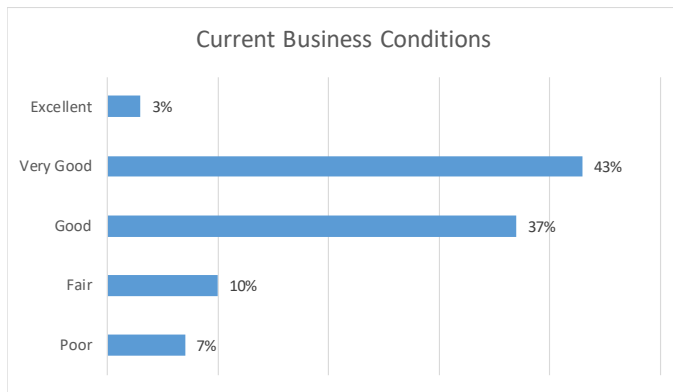
Other (Swiss, Grinding, EDM, Gun Drilling, Welding, Plating) – 10 responses



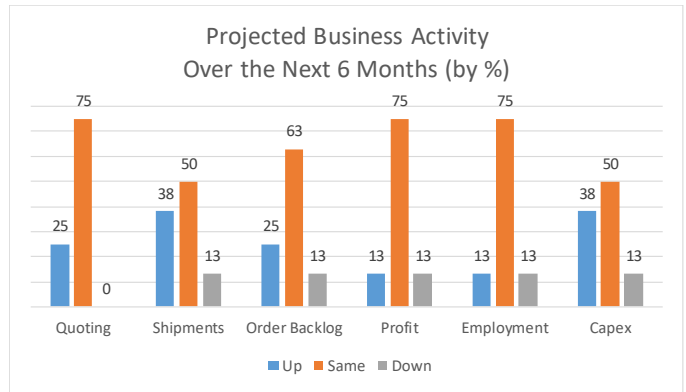
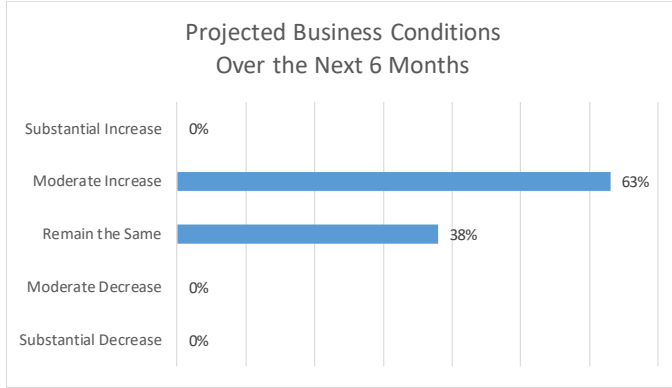
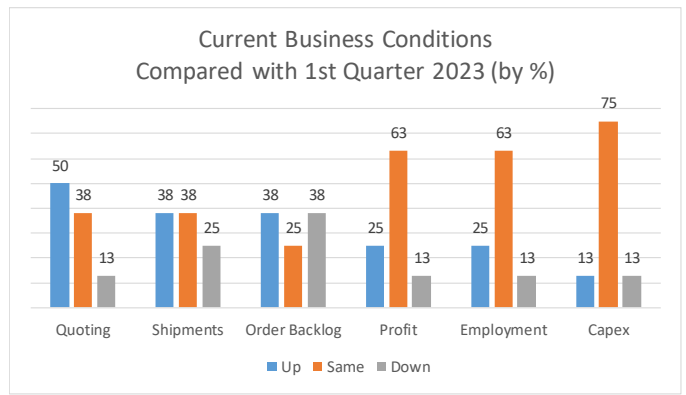
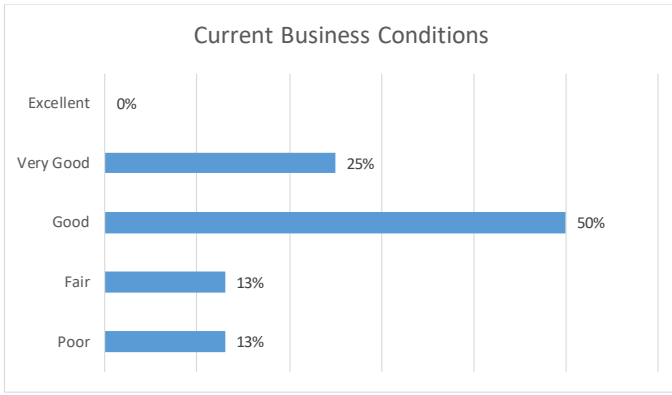
BUSINESS CONDITIONS by Geographic Region New England (ME, VT, RI, NH, MA, CT) - 12 responses



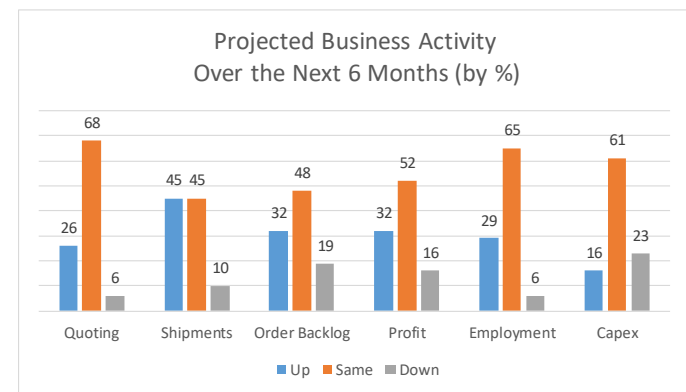
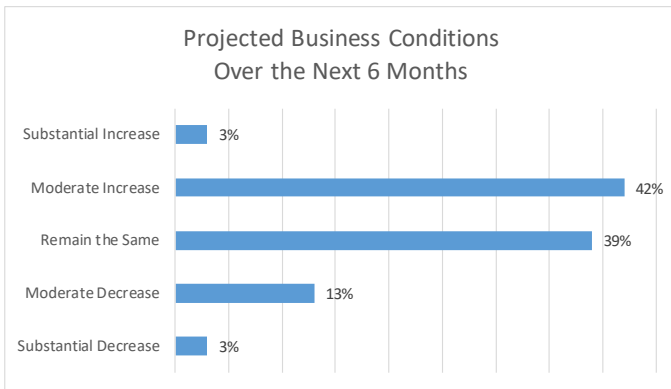
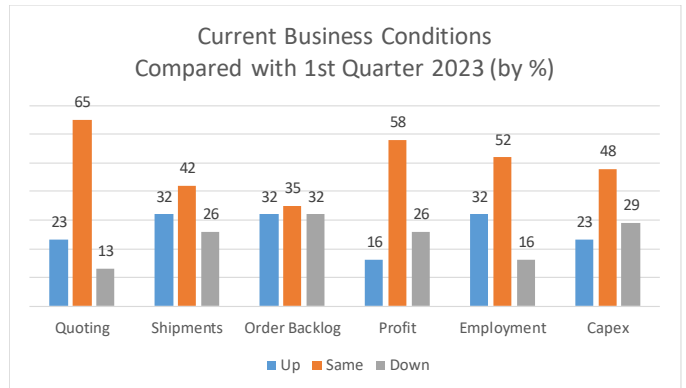
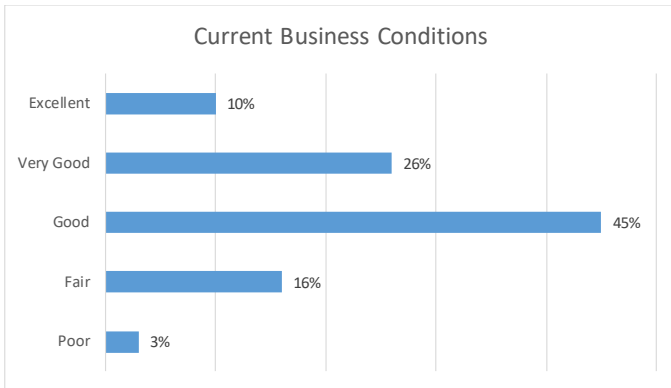
Northeastern Central (NY, PA, NJ, DE, MD, WV, VA) - 30 responses



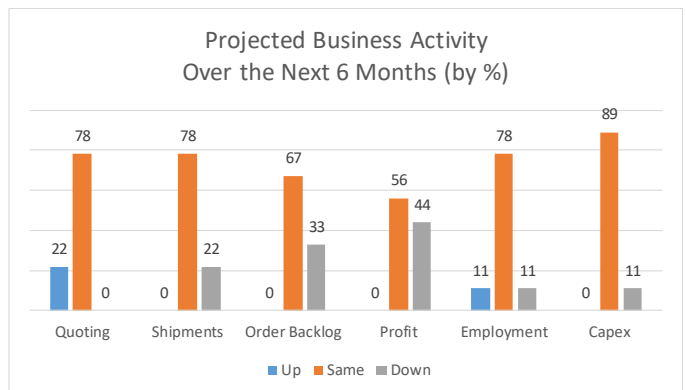
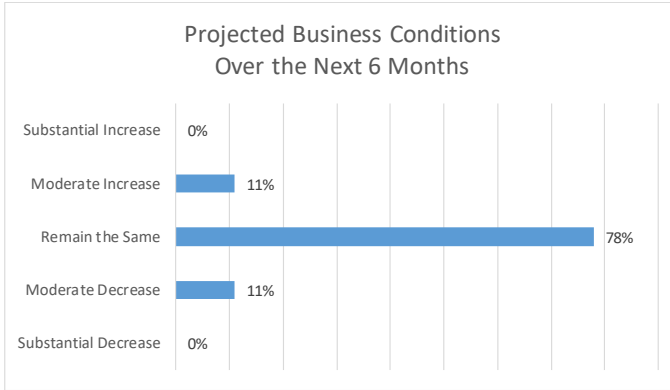
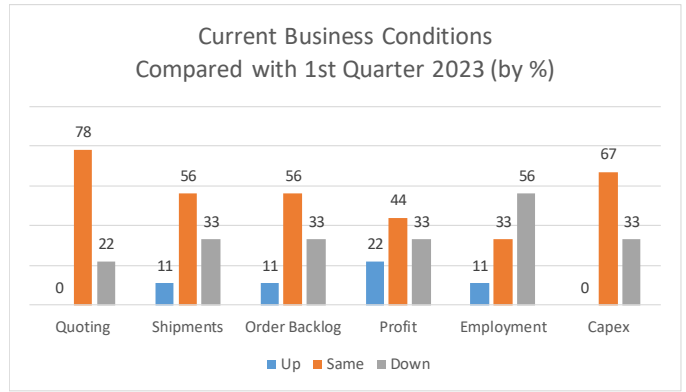
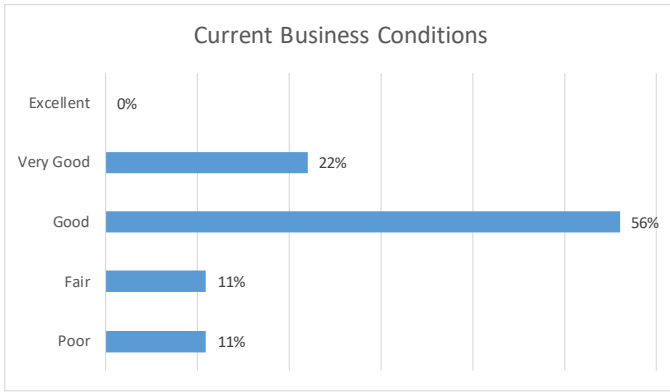
Southeastern (FL, KY, NC, SC, TN, GA, AL, MS) - 8 responses



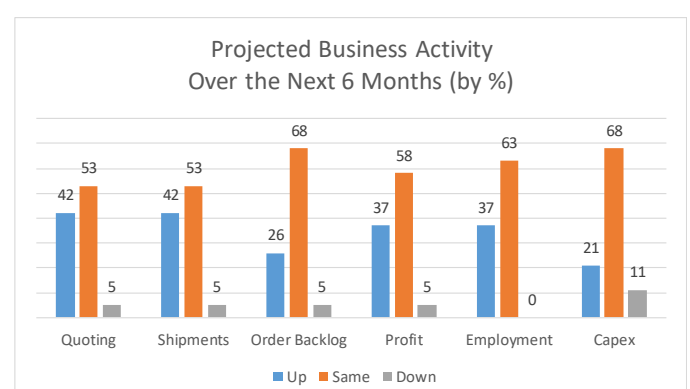
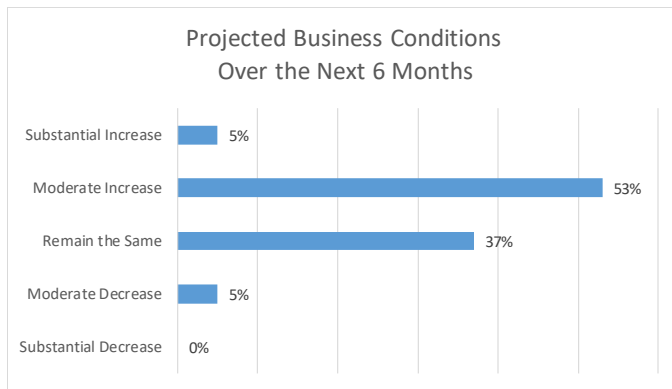
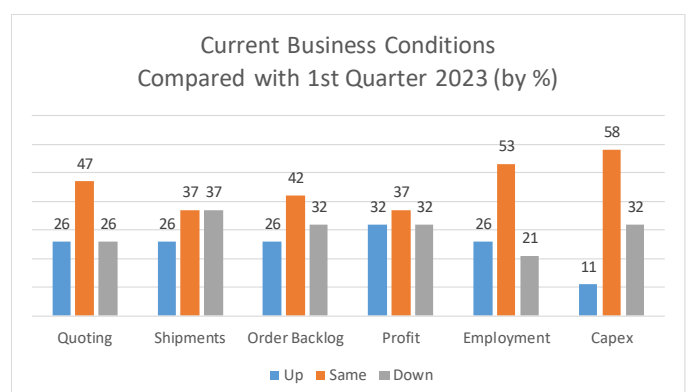
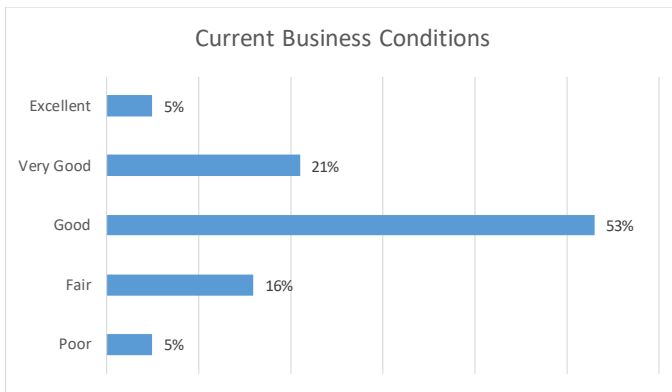
North Central (OH, MI, IL, IN, WI) - 31 responses



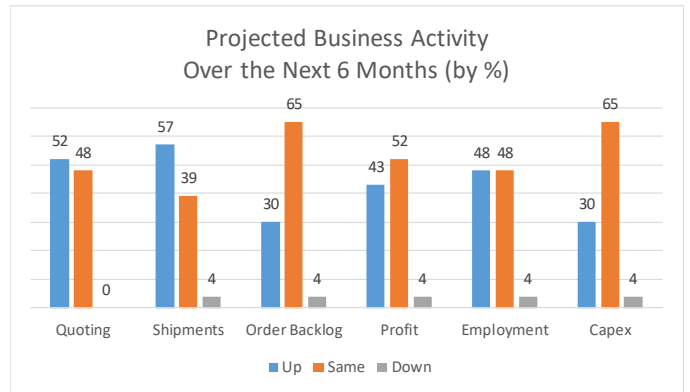
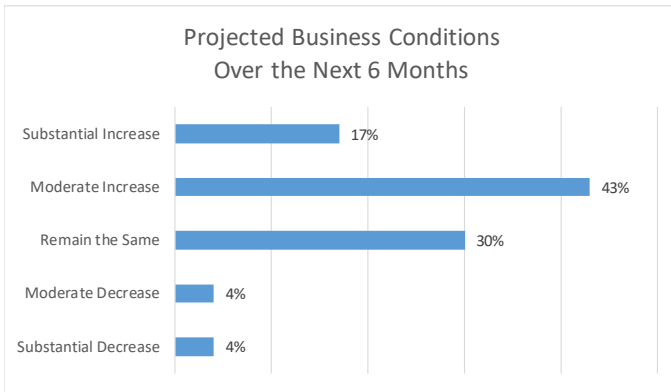
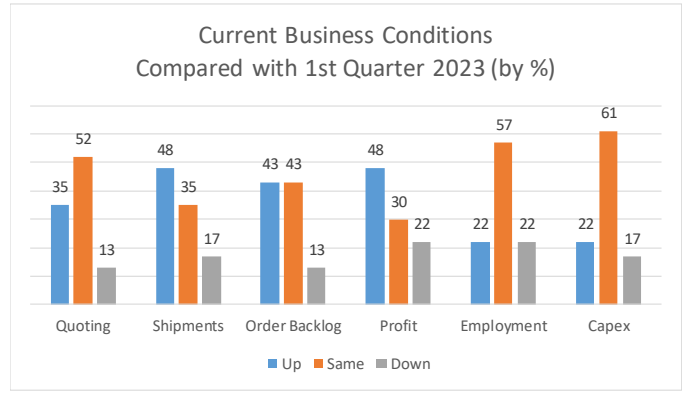
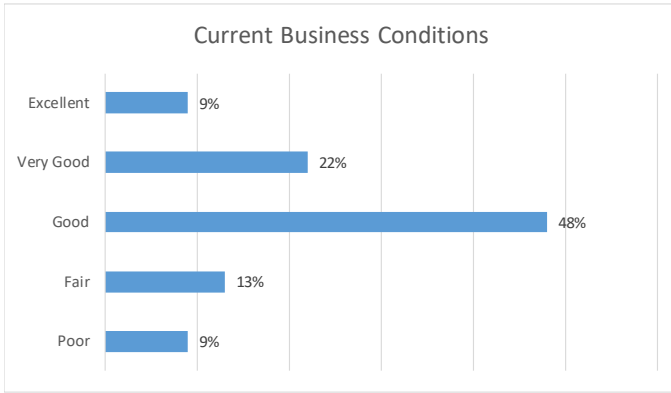
Central (IA, MO, NE, KS, MN) - 9 responses



Central Southwest (AR, LA, OK, TX, NM, CO) - 19 responses



Greater Pacific Southwest (CA, NV, AZ, UT) - 23 Responses



Greater Northwest (ID, WA, OR, ND, SD, MT, WY) 5 responses

