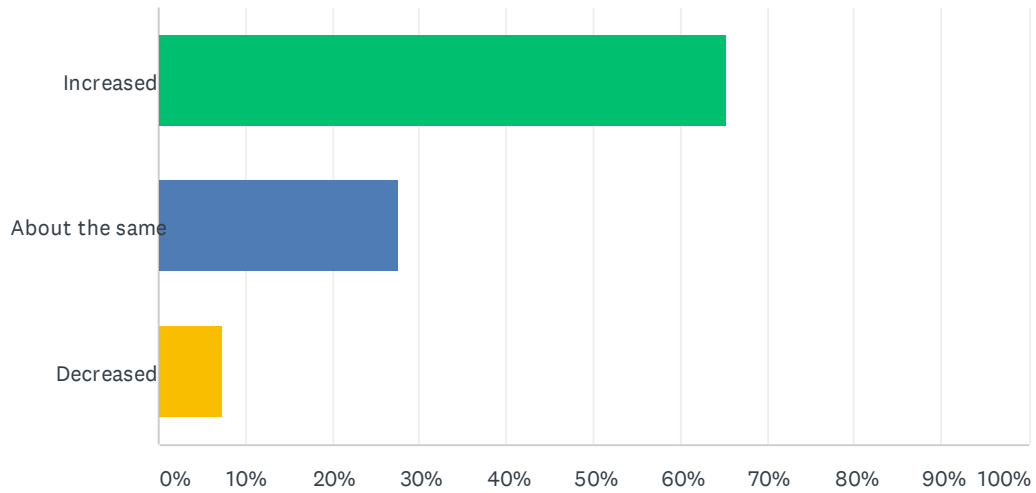


# Q1 How have your company's sales trended over the last 90 days?

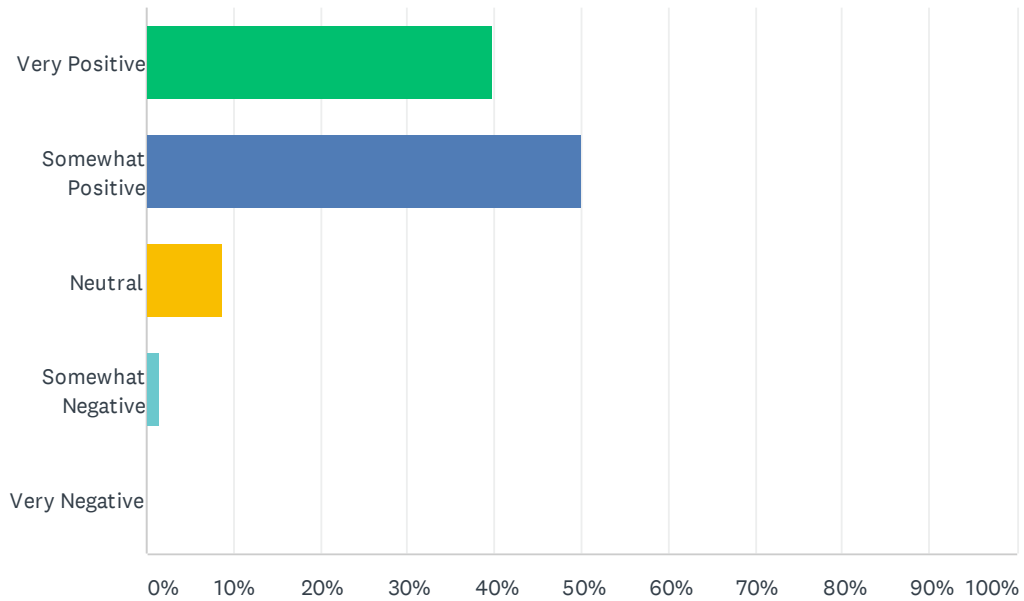
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES
Increased	65.22% 45
About the same	27.54% 19
Decreased	7.25% 5
TOTAL	69

## Q2 What is your business outlook for the next 12 months?

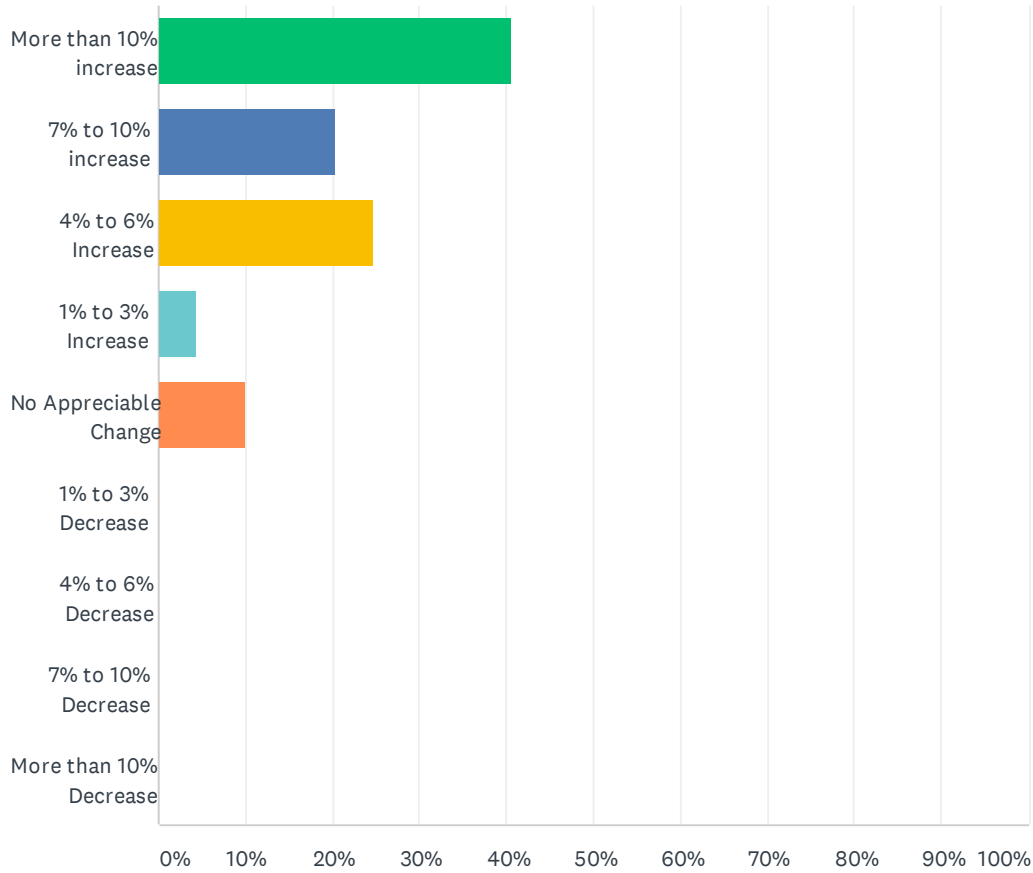
Answered: 68 Skipped: 1



ANSWER CHOICES	RESPONSES	
Very Positive	39.71%	27
Somewhat Positive	50.00%	34
Neutral	8.82%	6
Somewhat Negative	1.47%	1
Very Negative	0.00%	0
<b>TOTAL</b>		<b>68</b>

### Q3 What are your sales projections for the next 12 months?

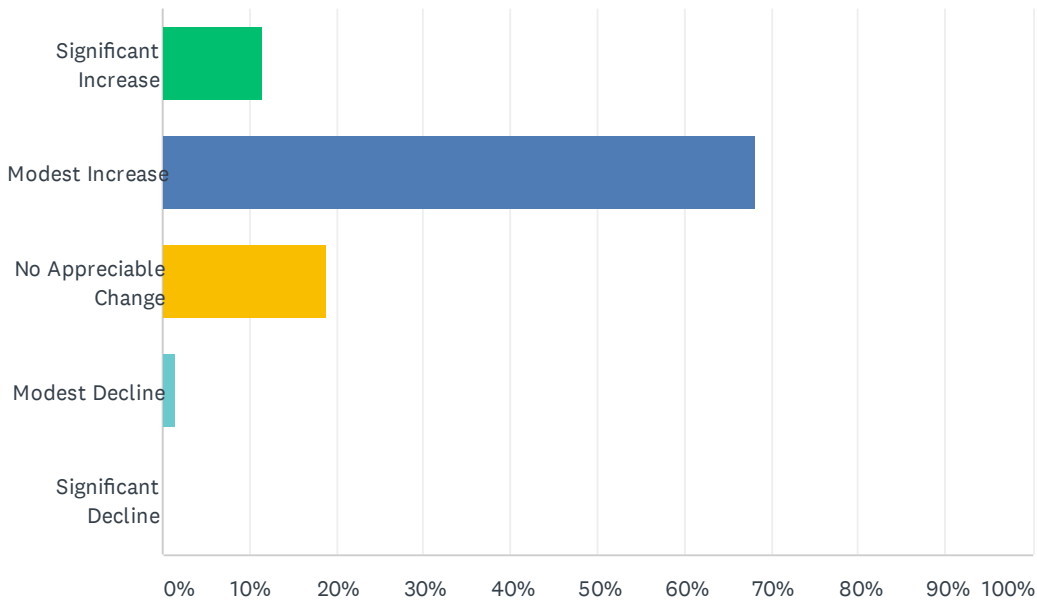
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES	
More than 10% increase	40.58%	28
7% to 10% increase	20.29%	14
4% to 6% Increase	24.64%	17
1% to 3% Increase	4.35%	3
No Appreciable Change	10.14%	7
1% to 3% Decrease	0.00%	0
4% to 6% Decrease	0.00%	0
7% to 10% Decrease	0.00%	0
More than 10% Decrease	0.00%	0
<b>TOTAL</b>		<b>69</b>

## Q4 How do you expect the number of full-time employees in your facility to change over the next 12 months?

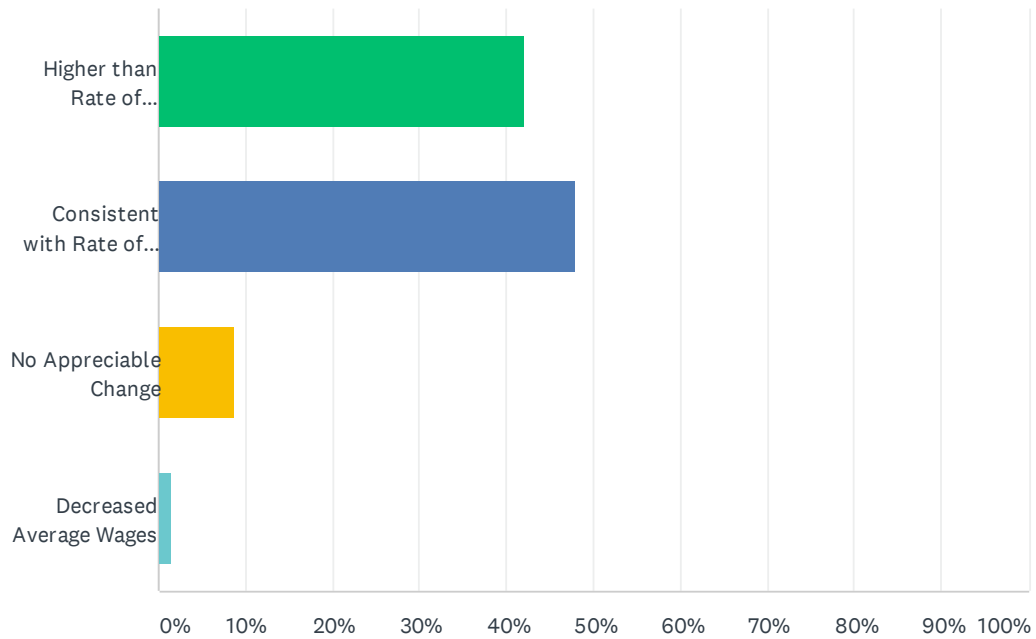
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES
Significant Increase	11.59% 8
Modest Increase	68.12% 47
No Appreciable Change	18.84% 13
Modest Decline	1.45% 1
Significant Decline	0.00% 0
TOTAL	69

## Q5 What are your expectations for employees' average wages over the next 12 months?

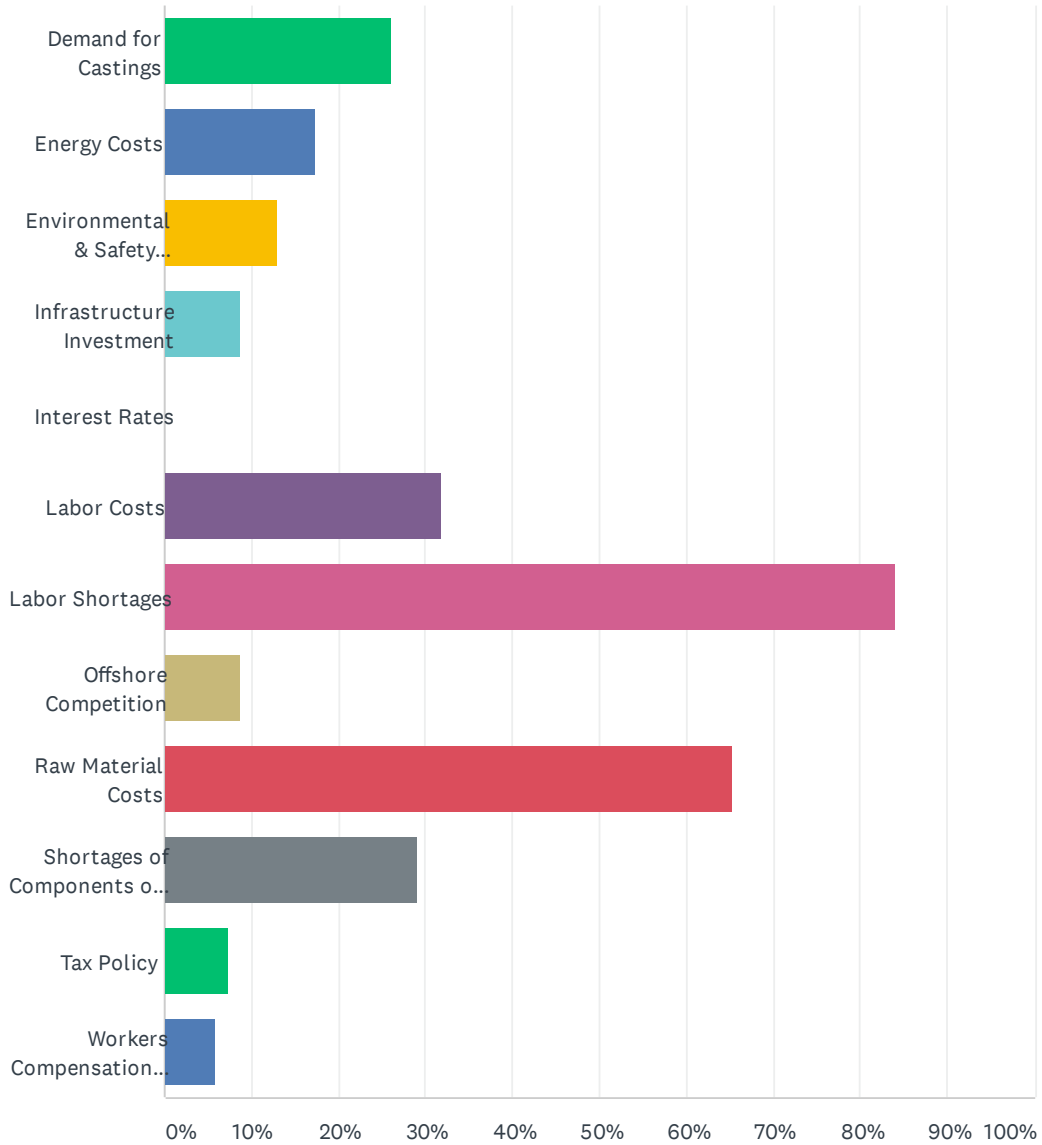
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES	
Higher than Rate of Inflation	42.03%	29
Consistent with Rate of Inflation	47.83%	33
No Appreciable Change	8.70%	6
Decreased Average Wages	1.45%	1
<b>TOTAL</b>		<b>69</b>

## Q6 Which of these issues are the top 3 concerns or priorities for your company at this time?

Answered: 69 Skipped: 0

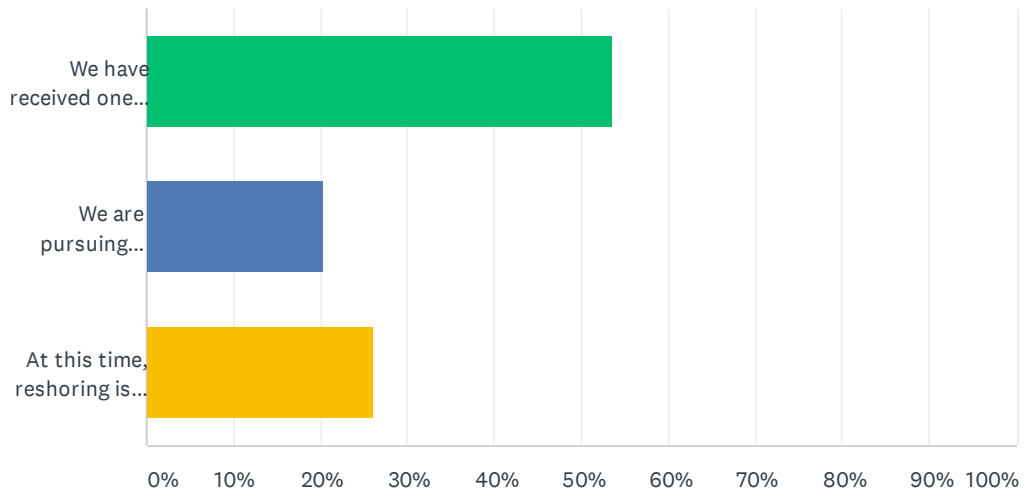


## June 2021 Metalcasters Quarterly Outlook Survey

ANSWER CHOICES	RESPONSES	
Demand for Castings	26.09%	18
Energy Costs	17.39%	12
Environmental & Safety Regulations	13.04%	9
Infrastructure Investment	8.70%	6
Interest Rates	0.00%	0
Labor Costs	31.88%	22
Labor Shortages	84.06%	58
Offshore Competition	8.70%	6
Raw Material Costs	65.22%	45
Shortages of Components or Supplies	28.99%	20
Tax Policy	7.25%	5
Workers Compensation Costs	5.80%	4
Total Respondents: 69		

## Q7 In the last 12 months, which best describes your experience with reshoring?

Answered: 69 Skipped: 0

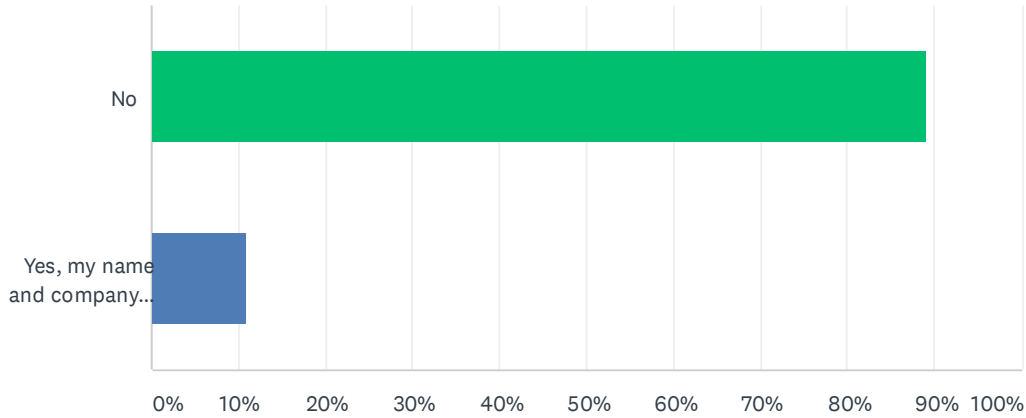


ANSWER CHOICES	RESPONSES	
We have received one or more orders for castings that the customer would previously have sourced offshore.	53.62%	37
We are pursuing reshoring but have not secured any such orders in the past 12 months.	20.29%	14
At this time, reshoring is not a part of our business attraction plan.	26.09%	18
<b>TOTAL</b>		<b>69</b>



**Q8 Are you willing to share some information about your reshoring success for an article promoting the foundry industry? Not necessary to name customers, just general information.**

Answered: 37 Skipped: 32



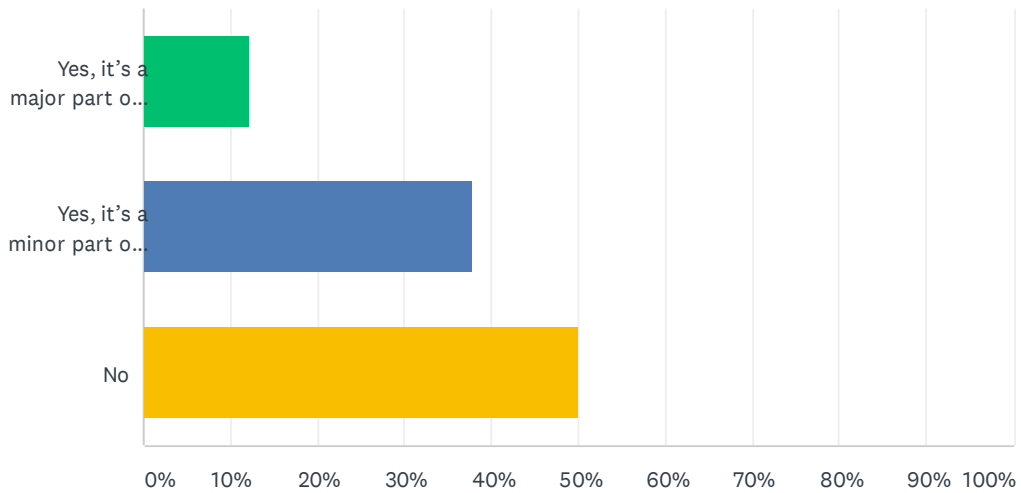
ANSWER CHOICES	RESPONSES	
No	89.19%	33
Yes, my name and company name are:	10.81%	4
Total Respondents: 37		

**Q9 What are the component or supply shortages (other than workers) that are of most concern at this time?**

Answered: 21 Skipped: 48

## Q10 Does your company supply the U.S. military, either directly or indirectly?

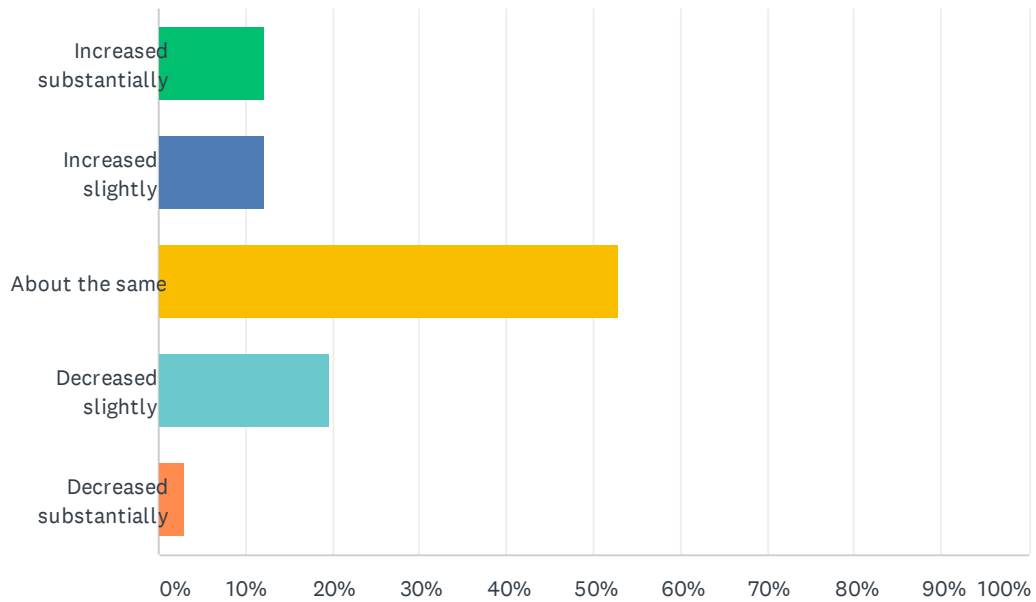
Answered: 66 Skipped: 3



ANSWER CHOICES		RESPONSES	
Yes, it's a major part of our business		12.12%	8
Yes, it's a minor part of our business		37.88%	25
No		50.00%	33
TOTAL			66

## Q11 Compared to five years ago, how do you rate the threat of offshore competition to your metalcasting operations?

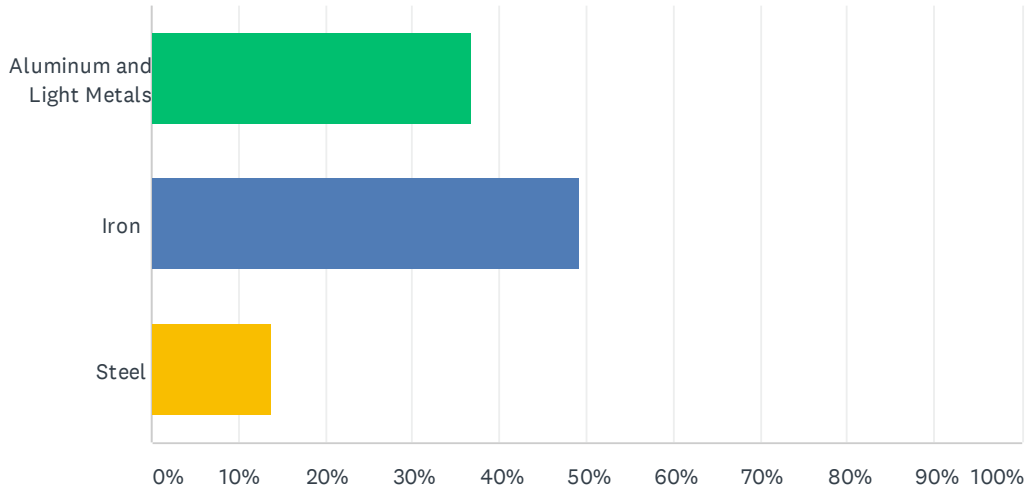
Answered: 66 Skipped: 3



ANSWER CHOICES	RESPONSES
Increased substantially	12.12% 8
Increased slightly	12.12% 8
About the same	53.03% 35
Decreased slightly	19.70% 13
Decreased substantially	3.03% 2
TOTAL	66

## Q12 What is the primary metal poured at your foundry?

Answered: 65 Skipped: 4



ANSWER CHOICES	RESPONSES	
Aluminum and Light Metals	36.92%	24
Iron	49.23%	32
Steel	13.85%	9
TOTAL		65

**Q13 Has anything changed recently within your business to significantly impact your responses above?**

Answered: 49 Skipped: 20

Q14 Thank you for completing the survey. If you would like us to email you the final results, please share your name and email address here.

Answered: 31 Skipped: 38