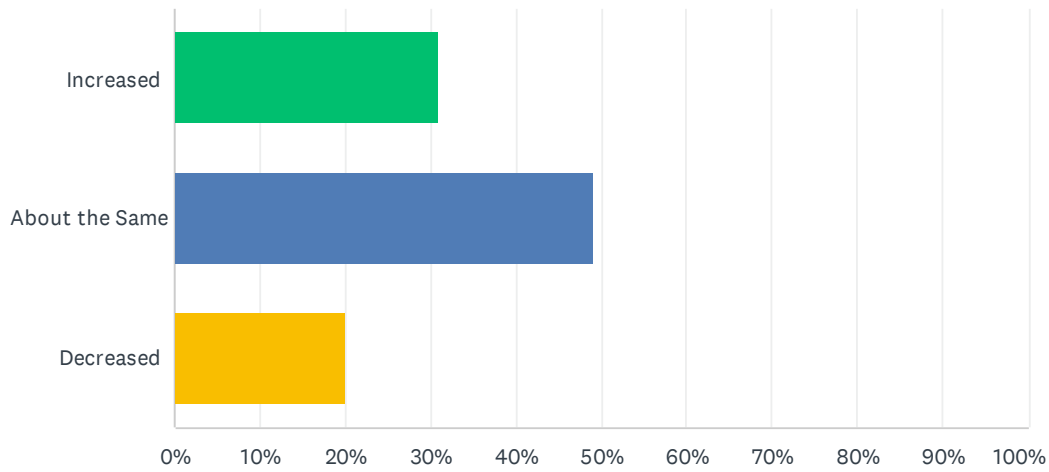


# Q1 How have your company's sales trended over the last 90 days?

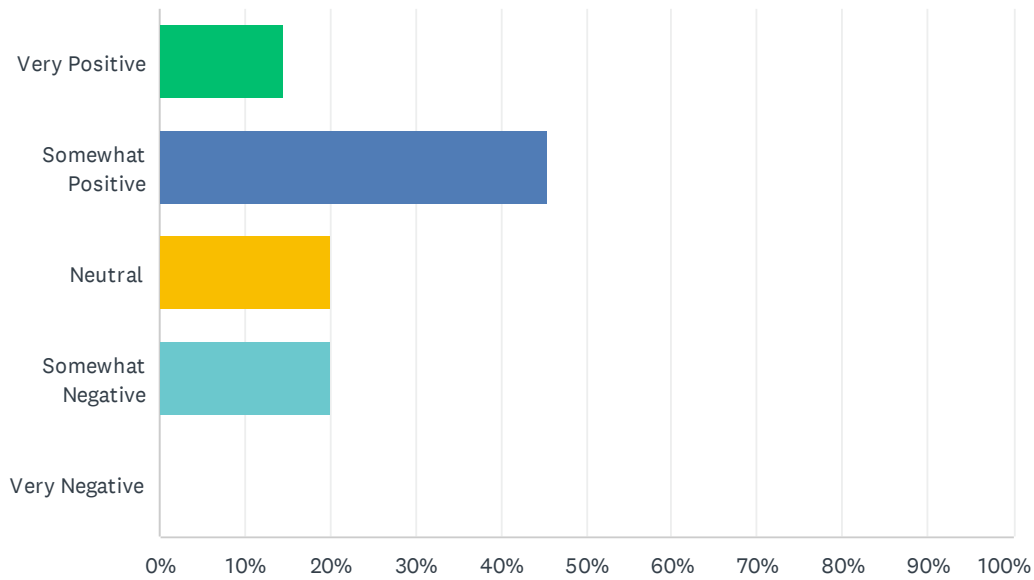
Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
Increased	30.91%	17
About the Same	49.09%	27
Decreased	20.00%	11
<b>TOTAL</b>		<b>55</b>

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

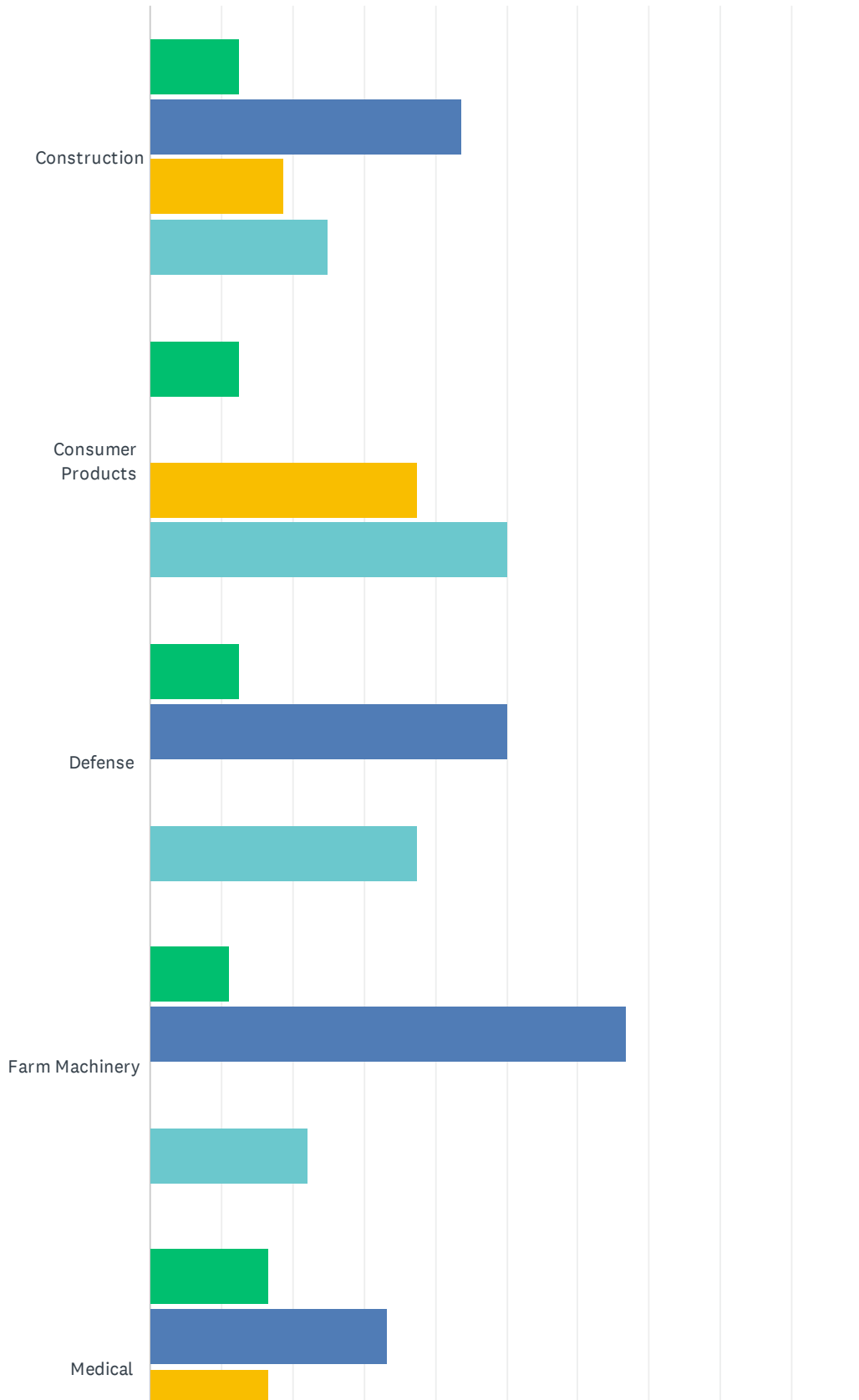
Answered: 55 Skipped: 0



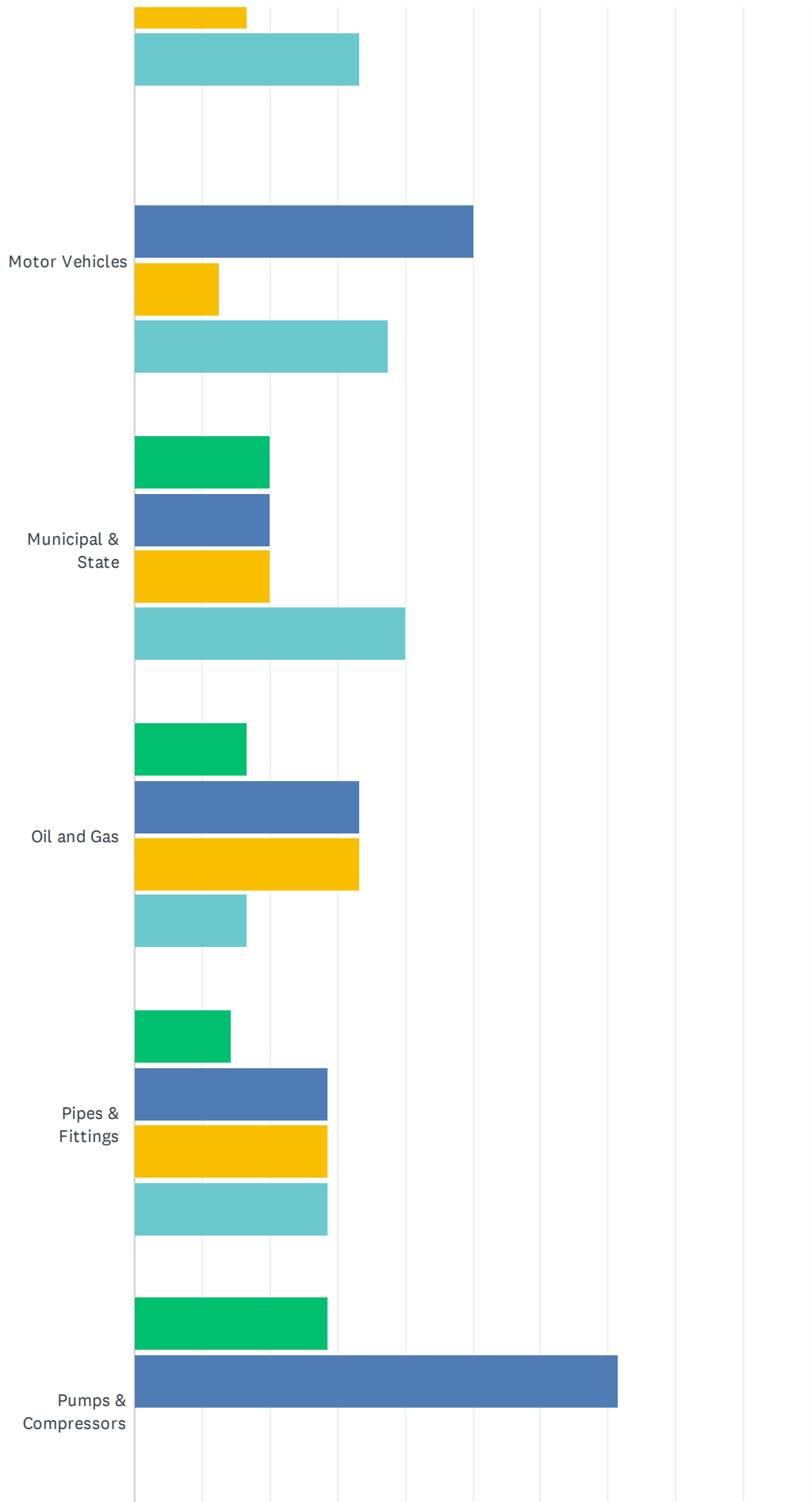
ANSWER CHOICES	RESPONSES	
Very Positive	14.55%	8
Somewhat Positive	45.45%	25
Neutral	20.00%	11
Somewhat Negative	20.00%	11
Very Negative	0.00%	0
<b>TOTAL</b>		<b>55</b>

### Q3 What trend are you seeing in the following categories?

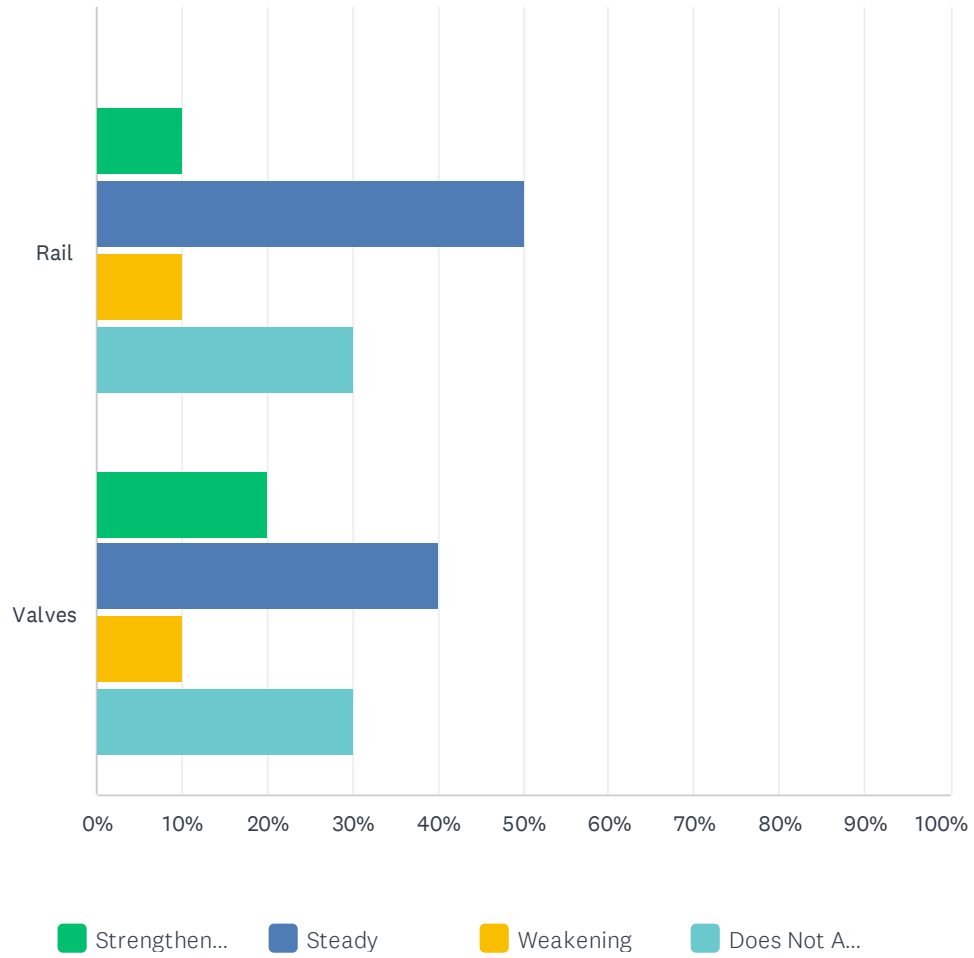
Answered: 55 Skipped: 0



# June 2023 Metalcasters Quarterly Outlook Survey



# June 2023 Metalcasters Quarterly Outlook Survey

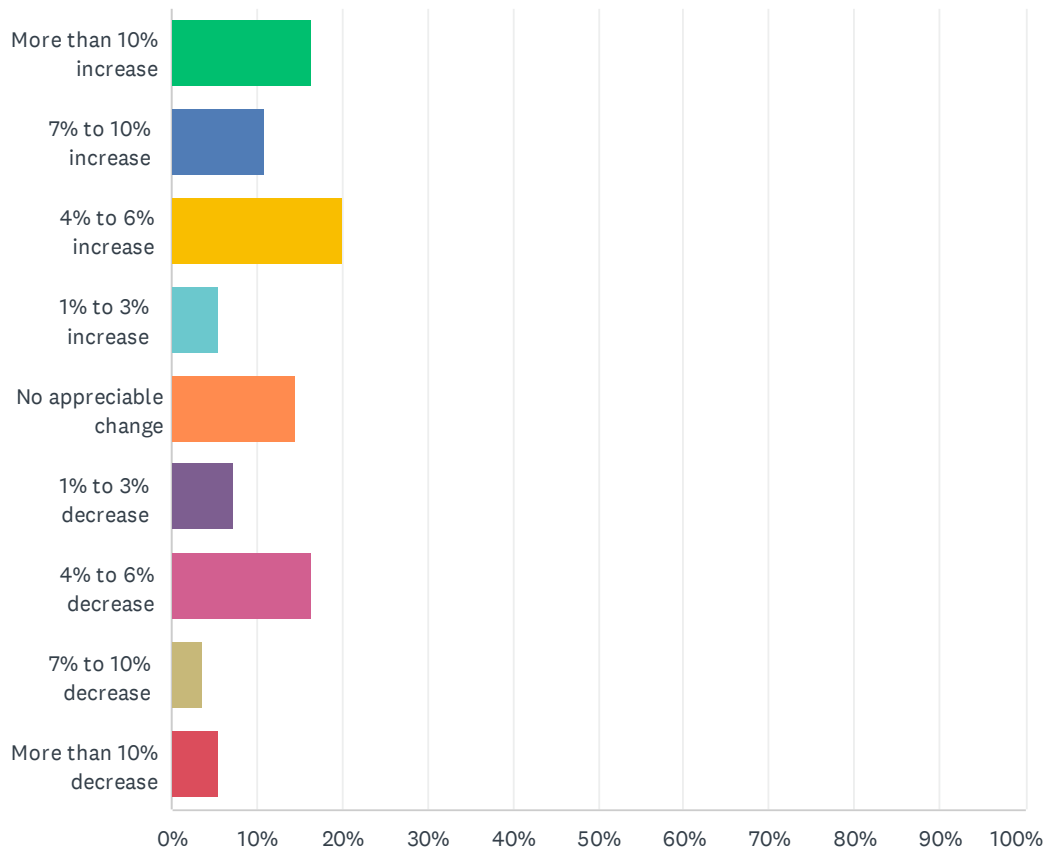


June 2023 Metalcasters Quarterly Outlook Survey

	STRENGTHENING	STEADY	WEAKENING	DOES NOT APPLY	TOTAL	WEIGHTED AVERAGE
Construction	12.50% 2	43.75% 7	18.75% 3	25.00% 4	16	2.56
Consumer Products	12.50% 1	0.00% 0	37.50% 3	50.00% 4	8	3.25
Defense	12.50% 1	50.00% 4	0.00% 0	37.50% 3	8	2.63
Farm Machinery	11.11% 1	66.67% 6	0.00% 0	22.22% 2	9	2.33
Medical	16.67% 1	33.33% 2	16.67% 1	33.33% 2	6	2.67
Motor Vehicles	0.00% 0	50.00% 4	12.50% 1	37.50% 3	8	2.88
Municipal & State	20.00% 2	20.00% 2	20.00% 2	40.00% 4	10	2.80
Oil and Gas	16.67% 2	33.33% 4	33.33% 4	16.67% 2	12	2.50
Pipes & Fittings	14.29% 1	28.57% 2	28.57% 2	28.57% 2	7	2.71
Pumps & Compressors	28.57% 2	71.43% 5	0.00% 0	0.00% 0	7	1.71
Rail	10.00% 1	50.00% 5	10.00% 1	30.00% 3	10	2.60
Valves	20.00% 4	40.00% 8	10.00% 2	30.00% 6	20	2.50

## Q4 What are your foundry's sales projections for the next 12 months?

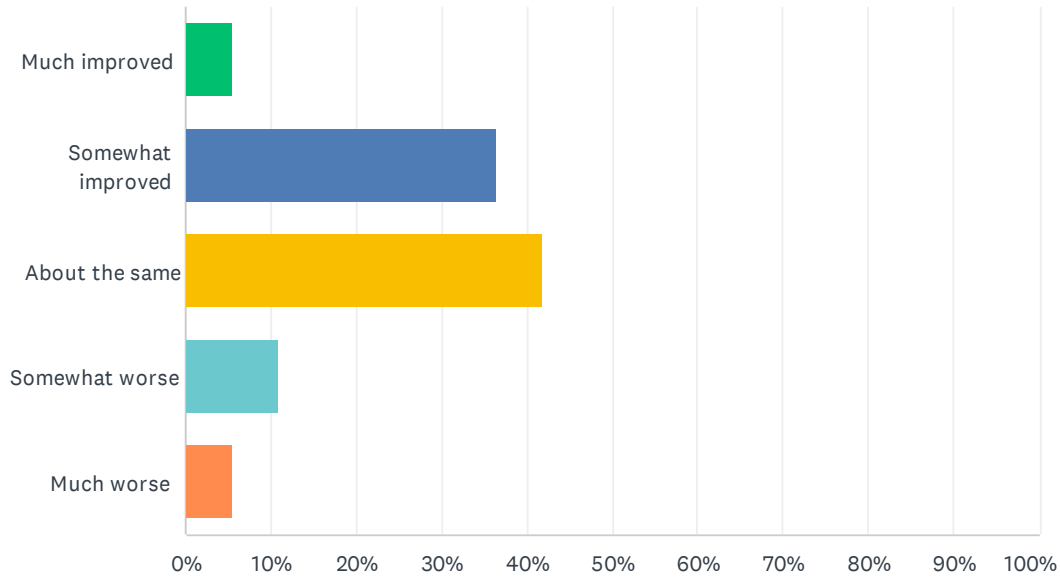
Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
More than 10% increase	16.36%	9
7% to 10% increase	10.91%	6
4% to 6% increase	20.00%	11
1% to 3% increase	5.45%	3
No appreciable change	14.55%	8
1% to 3% decrease	7.27%	4
4% to 6% decrease	16.36%	9
7% to 10% decrease	3.64%	2
More than 10% decrease	5.45%	3
<b>TOTAL</b>		<b>55</b>

## Q5 Compared to six months ago, would you say the availability of workers at your foundry is:

Answered: 55 Skipped: 0

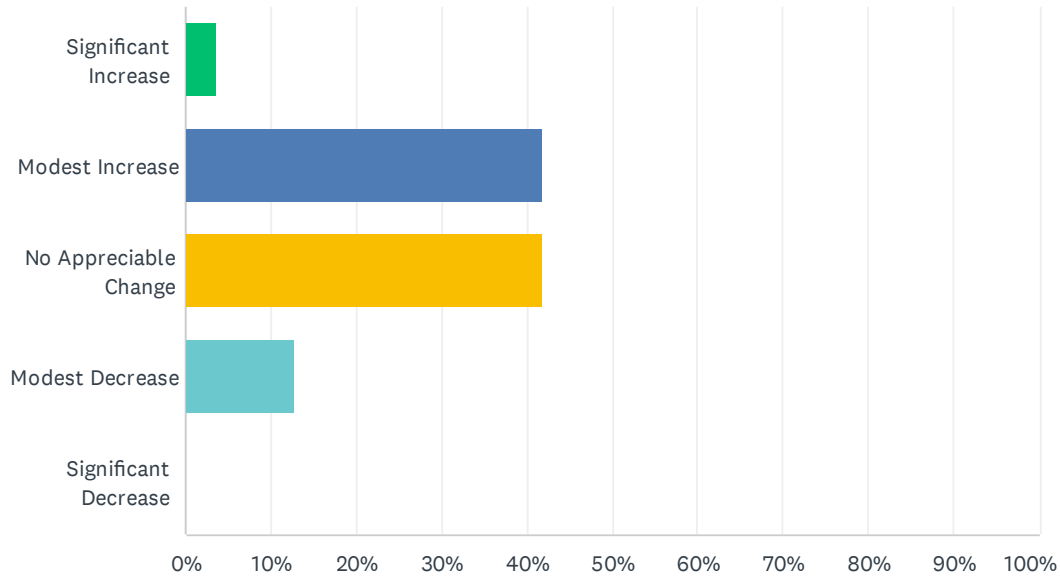


ANSWER CHOICES	RESPONSES	
Much improved	5.45%	3
Somewhat improved	36.36%	20
About the same	41.82%	23
Somewhat worse	10.91%	6
Much worse	5.45%	3
<b>TOTAL</b>		<b>55</b>



## Q6 How do you expect the number of full-time employees in your facility to change over the next 12 months?

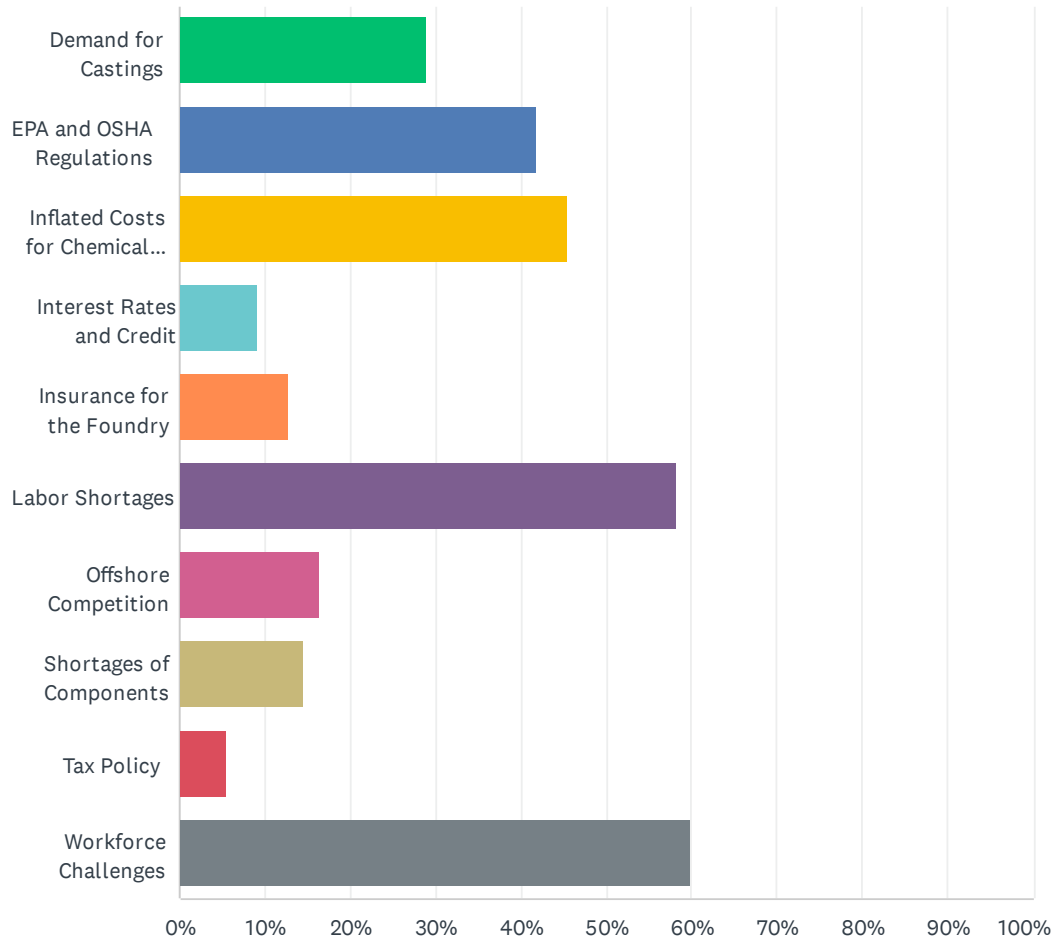
Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
Significant Increase	3.64%	2
Modest Increase	41.82%	23
No Appreciable Change	41.82%	23
Modest Decrease	12.73%	7
Significant Decrease	0.00%	0
<b>TOTAL</b>		<b>55</b>

## Q7 Which of these issues are the top 3 concerns or priorities for your company at this time?

Answered: 55 Skipped: 0

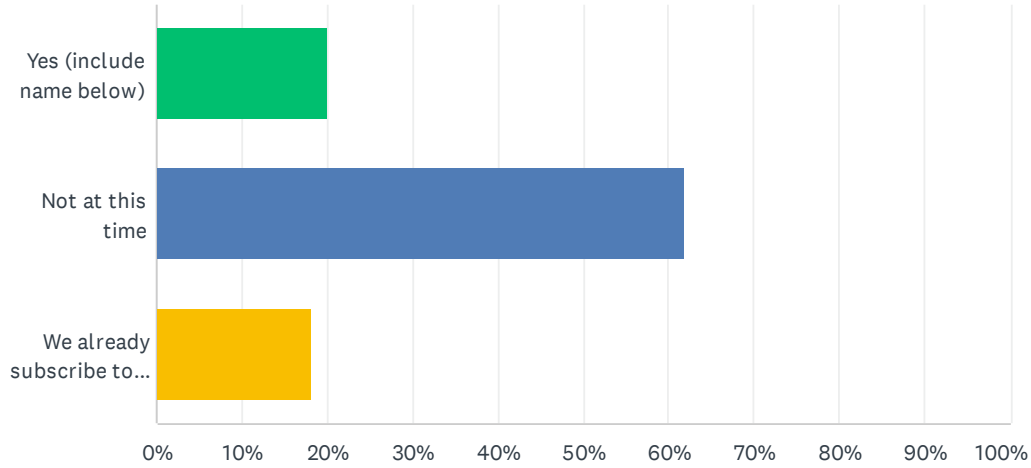


## June 2023 Metalcasters Quarterly Outlook Survey

ANSWER CHOICES	RESPONSES	
Demand for Castings	29.09%	16
EPA and OSHA Regulations	41.82%	23
Inflated Costs for Chemicals, Materials, and Energy	45.45%	25
Interest Rates and Credit	9.09%	5
Insurance for the Foundry	12.73%	7
Labor Shortages	58.18%	32
Offshore Competition	16.36%	9
Shortages of Components	14.55%	8
Tax Policy	5.45%	3
Workforce Challenges	60.00%	33
Total Respondents: 55		

## Q8 The AFS Institute has seen a 40% increase in Foundry E-Learning foundry-wide subscriptions in the past 12 months. Would you like more information about Foundry E-Learning?

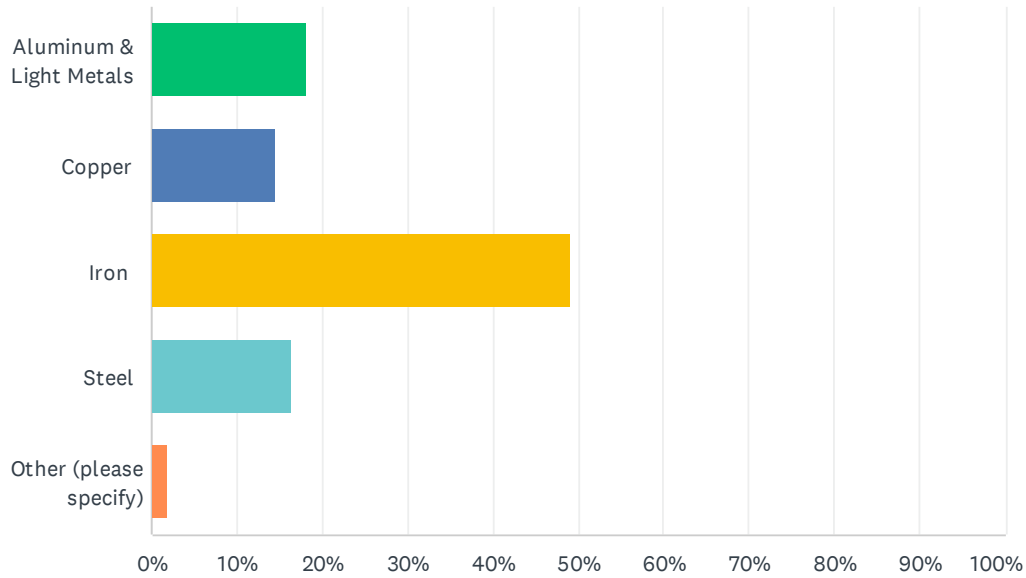
Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes (include name below)	20.00%	11
Not at this time	61.82%	34
We already subscribe to Foundry E-Learning	18.18%	10
<b>TOTAL</b>		<b>55</b>

## Q9 What is the primary metal poured at your foundry?

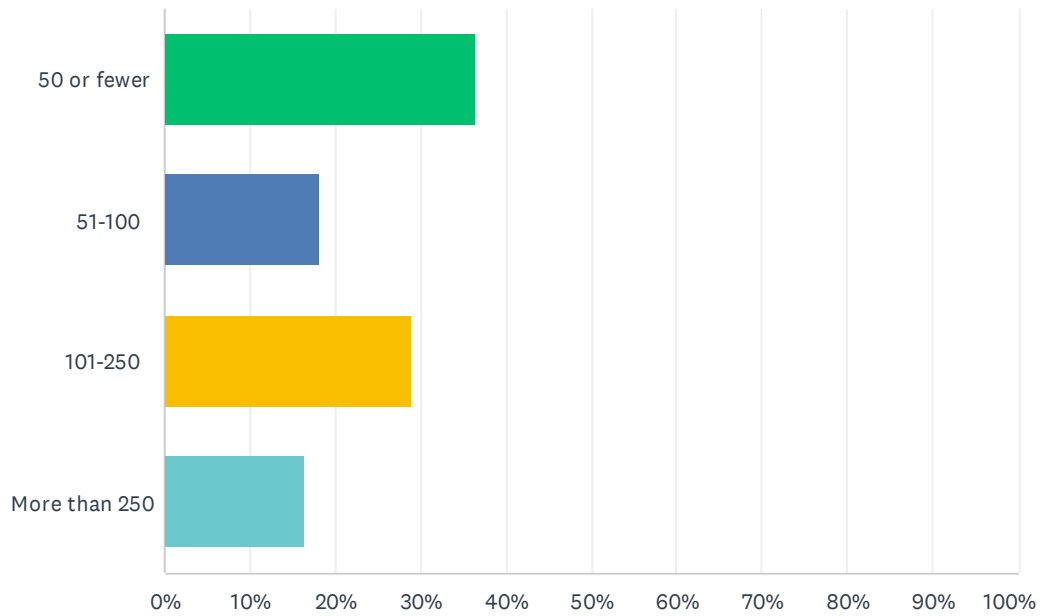
Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
Aluminum & Light Metals	18.18%	10
Copper	14.55%	8
Iron	49.09%	27
Steel	16.36%	9
Other (please specify)	1.82%	1
<b>TOTAL</b>		<b>55</b>

## Q10 What is the employment count at your foundry?

Answered: 55 Skipped: 0



ANSWER CHOICES	RESPONSES	
50 or fewer	36.36%	20
51-100	18.18%	10
101-250	29.09%	16
More than 250	16.36%	9
TOTAL		55