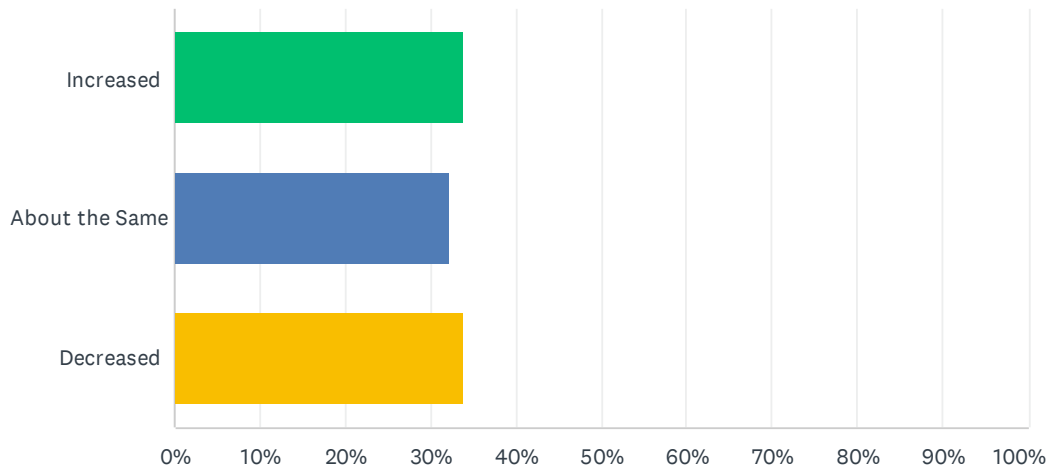


Q1 How have your company's sales trended over the last 90 days?

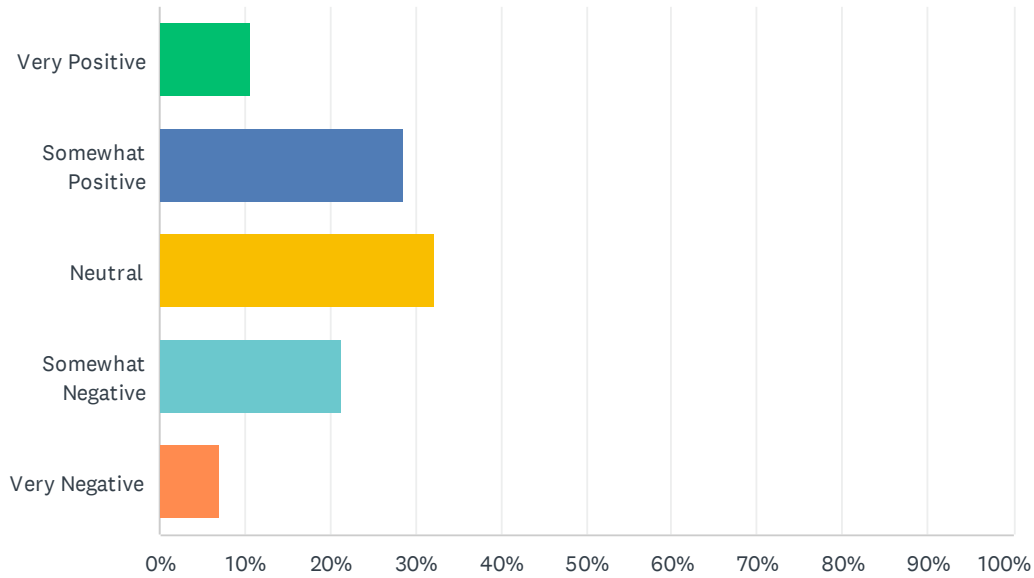
Answered: 56 Skipped: 0



ANSWER CHOICES	RESPONSES
Increased	33.93% 19
About the Same	32.14% 18
Decreased	33.93% 19
TOTAL	56

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

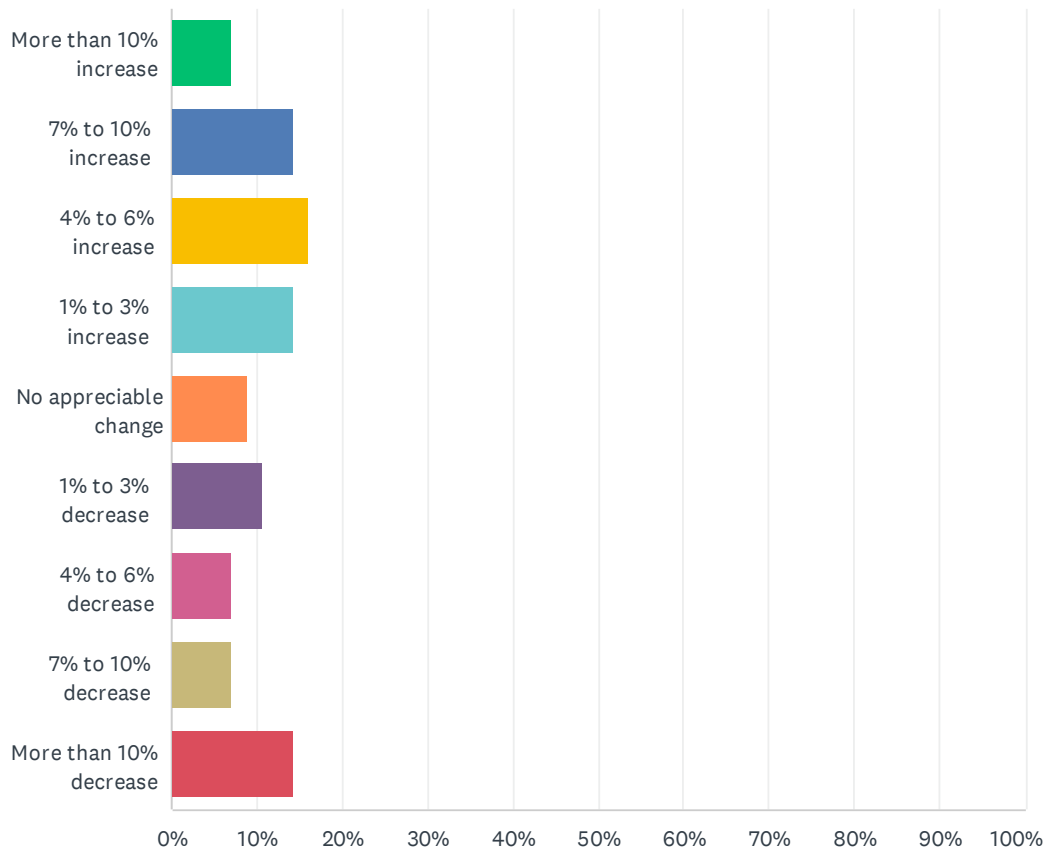
Answered: 56 Skipped: 0



ANSWER CHOICES	RESPONSES	
Very Positive	10.71%	6
Somewhat Positive	28.57%	16
Neutral	32.14%	18
Somewhat Negative	21.43%	12
Very Negative	7.14%	4
TOTAL		56

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

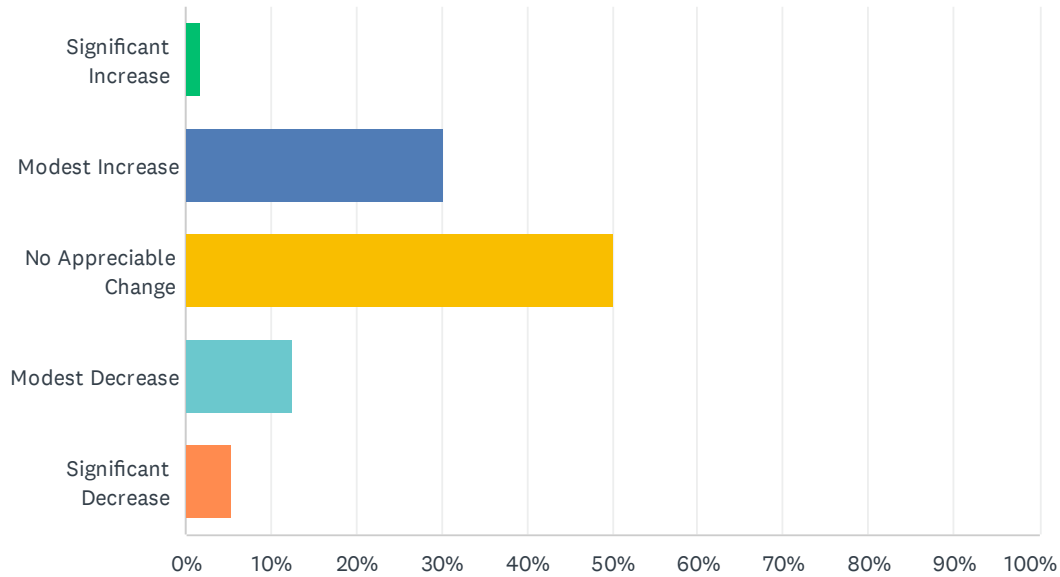
Answered: 56 Skipped: 0



ANSWER CHOICES	RESPONSES	
More than 10% increase	7.14%	4
7% to 10% increase	14.29%	8
4% to 6% increase	16.07%	9
1% to 3% increase	14.29%	8
No appreciable change	8.93%	5
1% to 3% decrease	10.71%	6
4% to 6% decrease	7.14%	4
7% to 10% decrease	7.14%	4
More than 10% decrease	14.29%	8
TOTAL		56

Q5 How do you expect the number of full-time employees in your facility to change over the next 12 months?

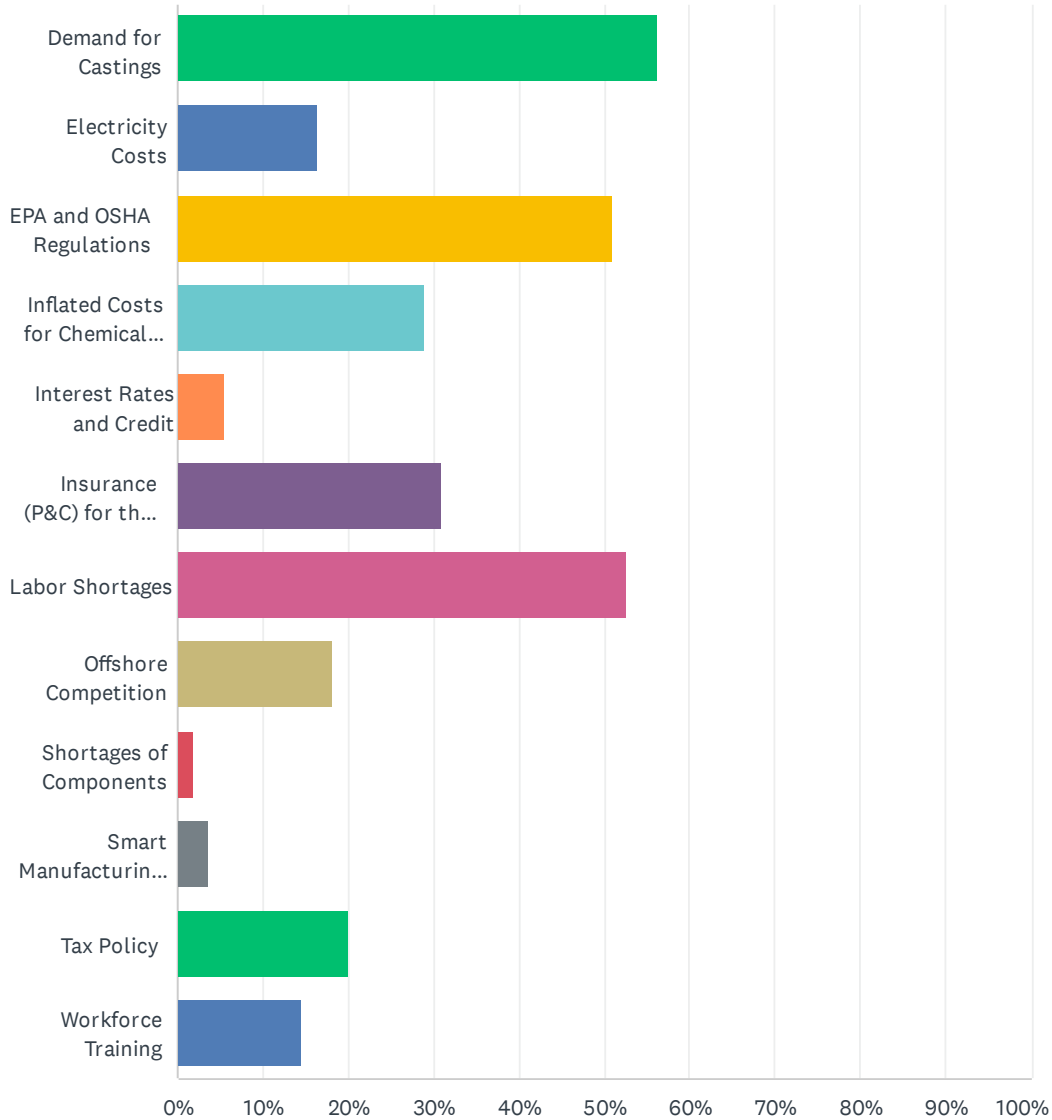
Answered: 56 Skipped: 0



ANSWER CHOICES	RESPONSES
Significant Increase	1.79% 1
Modest Increase	30.36% 17
No Appreciable Change	50.00% 28
Modest Decrease	12.50% 7
Significant Decrease	5.36% 3
TOTAL	56

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

Answered: 55 Skipped: 1

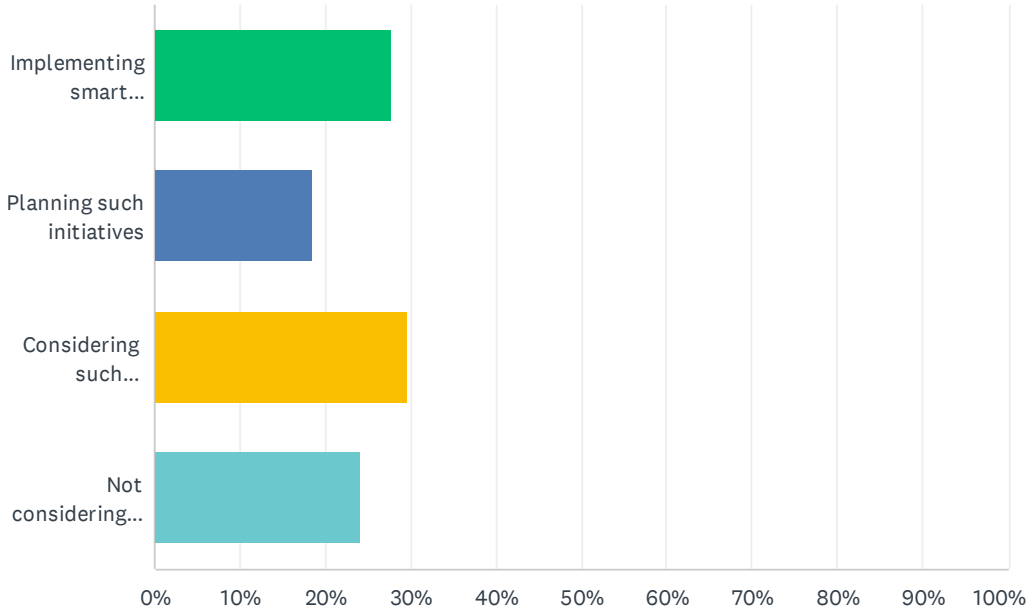


March 2024 Metalcasters Quarterly Outlook Survey

ANSWER CHOICES	RESPONSES	
Demand for Castings	56.36%	31
Electricity Costs	16.36%	9
EPA and OSHA Regulations	50.91%	28
Inflated Costs for Chemicals, Materials, and Fuel	29.09%	16
Interest Rates and Credit	5.45%	3
Insurance (P&C) for the Foundry	30.91%	17
Labor Shortages	52.73%	29
Offshore Competition	18.18%	10
Shortages of Components	1.82%	1
Smart Manufacturing & Industry 4.0	3.64%	2
Tax Policy	20.00%	11
Workforce Training	14.55%	8
Total Respondents: 55		

Q7 Which best describes the state of smart manufacturing initiatives at your foundry?

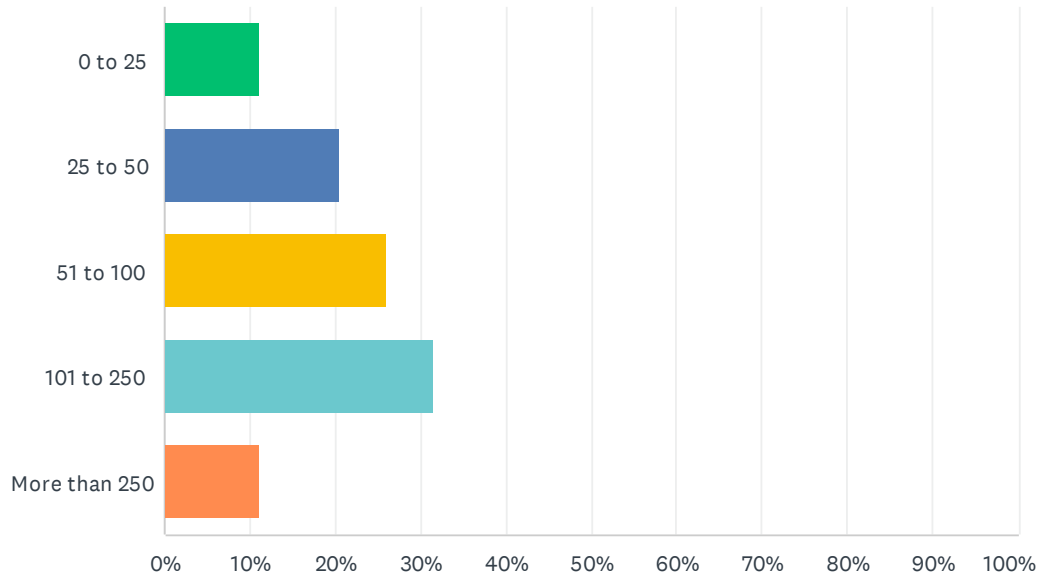
Answered: 54 Skipped: 2



ANSWER CHOICES	RESPONSES	
Implementing smart manufacturing initiatives now	27.78%	15
Planning such initiatives	18.52%	10
Considering such initiatives	29.63%	16
Not considering such initiatives	24.07%	13
TOTAL		54

Q8 How many employees work at your facility?

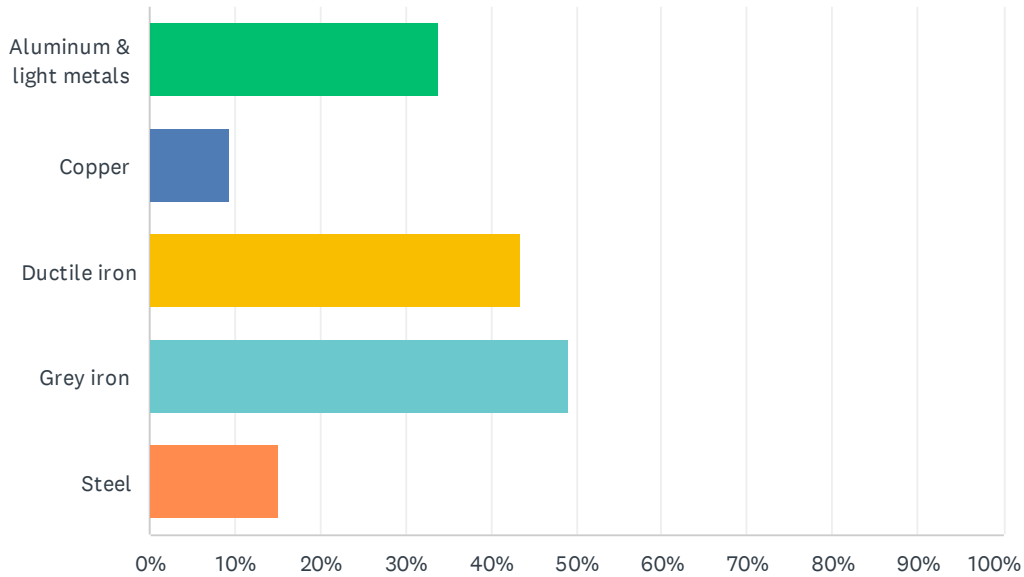
Answered: 54 Skipped: 2



ANSWER CHOICES	RESPONSES
0 to 25	11.11% 6
25 to 50	20.37% 11
51 to 100	25.93% 14
101 to 250	31.48% 17
More than 250	11.11% 6
TOTAL	54

Q9 What is the primary metal(s) poured at your foundry (check all that apply)

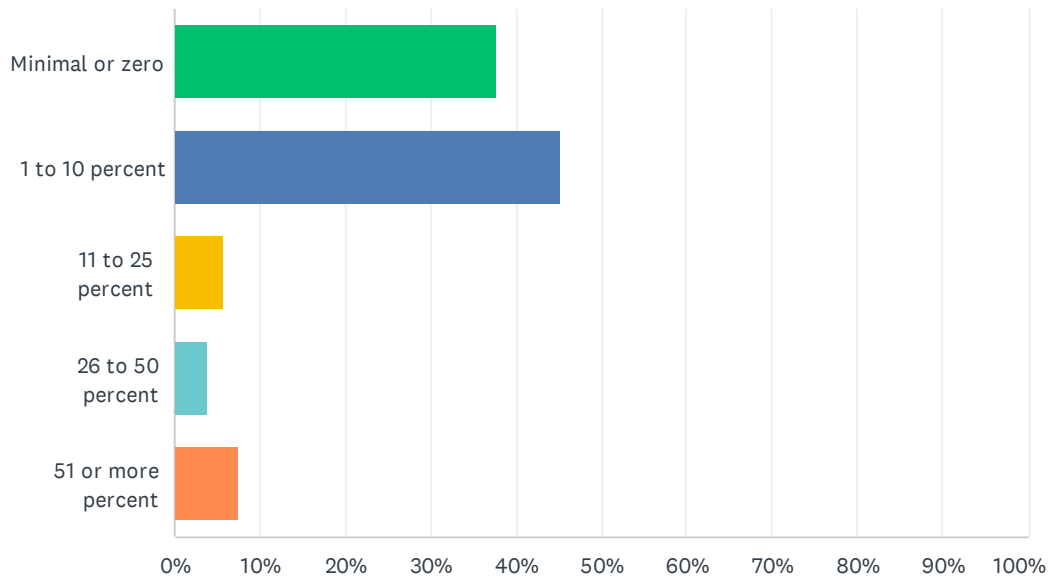
Answered: 53 Skipped: 3



ANSWER CHOICES	RESPONSES	
Aluminum & light metals	33.96%	18
Copper	9.43%	5
Ductile iron	43.40%	23
Grey iron	49.06%	26
Steel	15.09%	8
Total Respondents: 53		

Q11 How significant a part of your foundry's sales are exports?

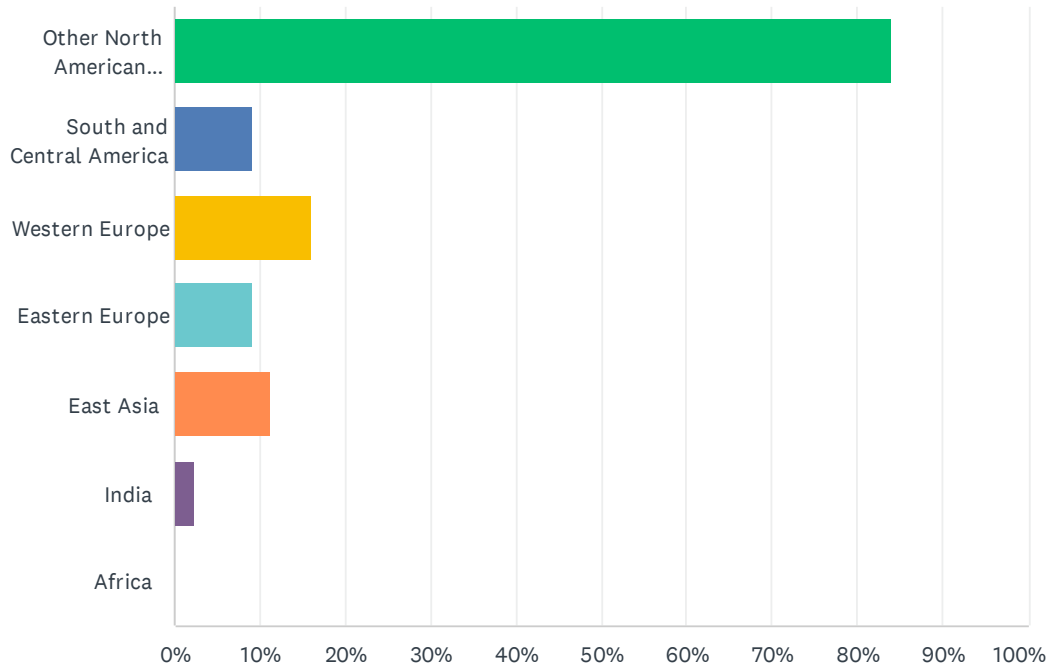
Answered: 53 Skipped: 3



ANSWER CHOICES	RESPONSES	
Minimal or zero	37.74%	20
1 to 10 percent	45.28%	24
11 to 25 percent	5.66%	3
26 to 50 percent	3.77%	2
51 or more percent	7.55%	4
Total Respondents: 53		

Q12 Which of the following markets, if any, do you export castings to?

Answered: 44 Skipped: 12



ANSWER CHOICES	RESPONSES	
Other North American countries	84.09%	37
South and Central America	9.09%	4
Western Europe	15.91%	7
Eastern Europe	9.09%	4
East Asia	11.36%	5
India	2.27%	1
Africa	0.00%	0
Total Respondents: 44		