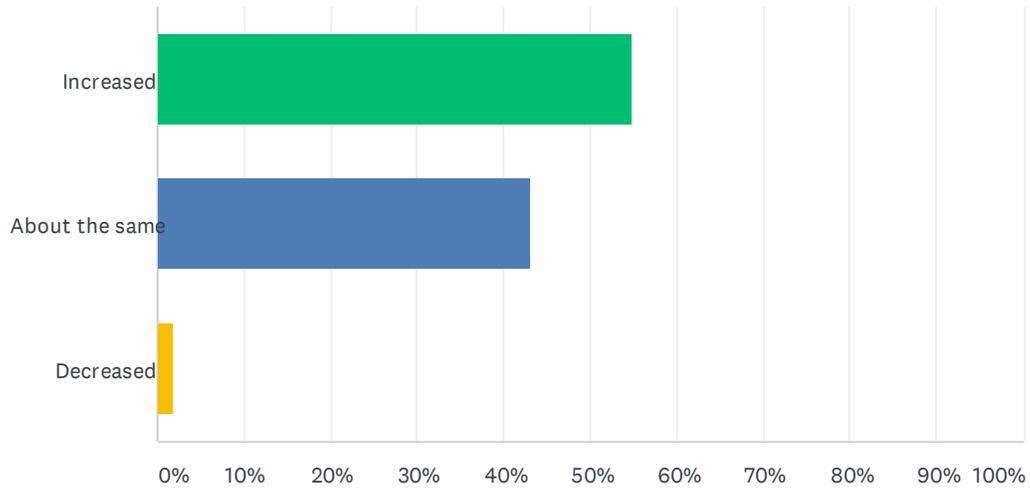


# Q1 How have your company's sales trended over the last 90 days?

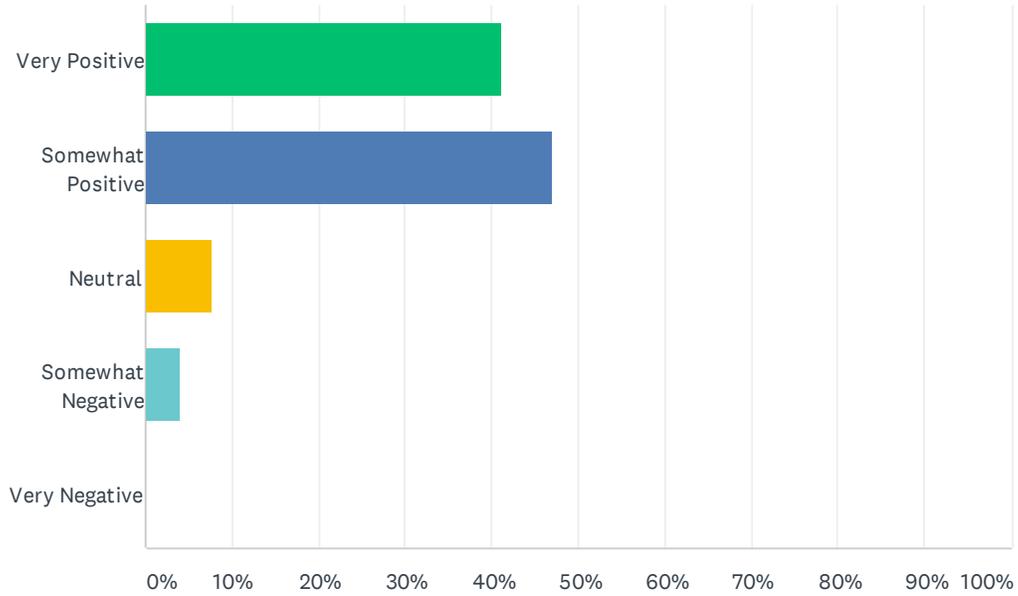
Answered: 51 Skipped: 1



ANSWER CHOICES	RESPONSES	
Increased	54.90%	28
About the same	43.14%	22
Decreased	1.96%	1
<b>TOTAL</b>		<b>51</b>

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

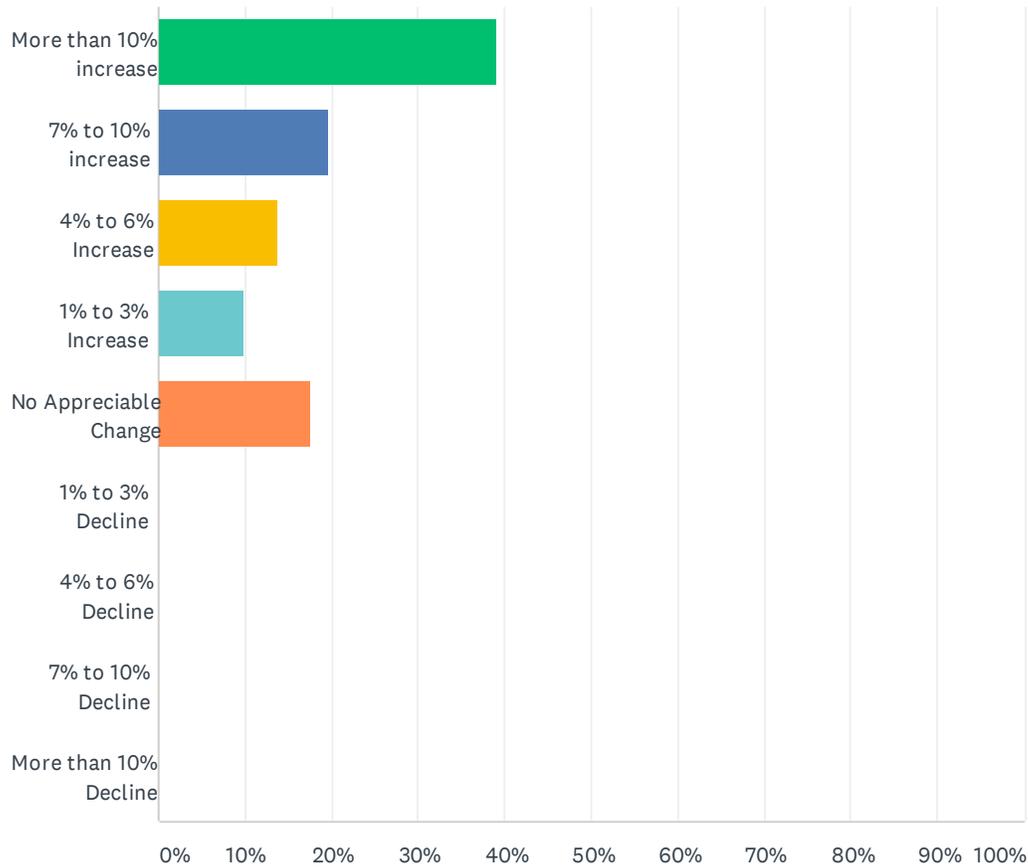
Answered: 51 Skipped: 1



ANSWER CHOICES	RESPONSES	
Very Positive	41.18%	21
Somewhat Positive	47.06%	24
Neutral	7.84%	4
Somewhat Negative	3.92%	2
Very Negative	0.00%	0
<b>TOTAL</b>		<b>51</b>

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

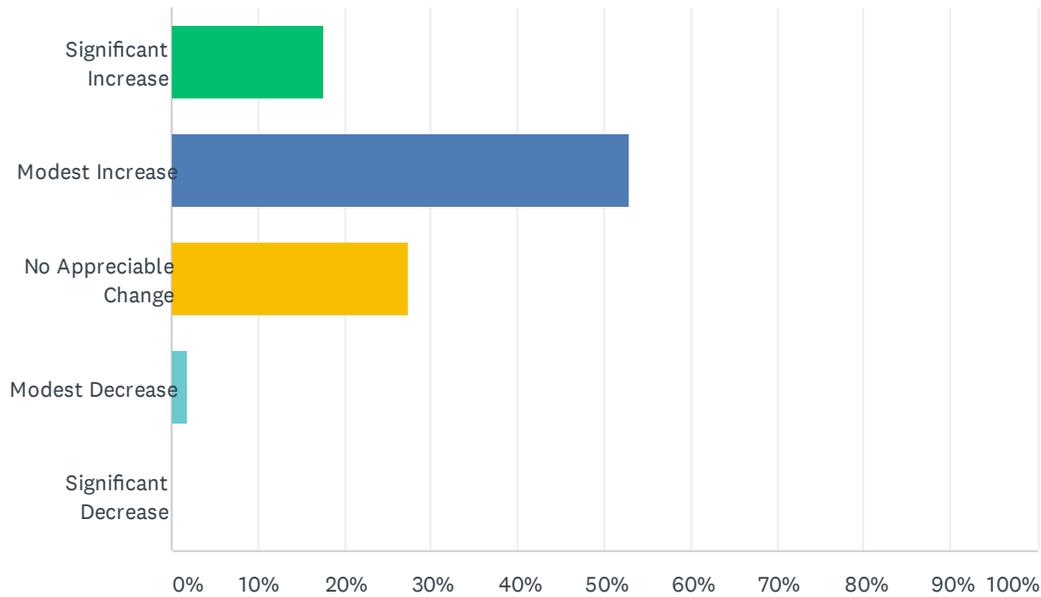
Answered: 51 Skipped: 1



ANSWER CHOICES	RESPONSES	
More than 10% increase	39.22%	20
7% to 10% increase	19.61%	10
4% to 6% Increase	13.73%	7
1% to 3% Increase	9.80%	5
No Appreciable Change	17.65%	9
1% to 3% Decline	0.00%	0
4% to 6% Decline	0.00%	0
7% to 10% Decline	0.00%	0
More than 10% Decline	0.00%	0
<b>TOTAL</b>		<b>51</b>

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

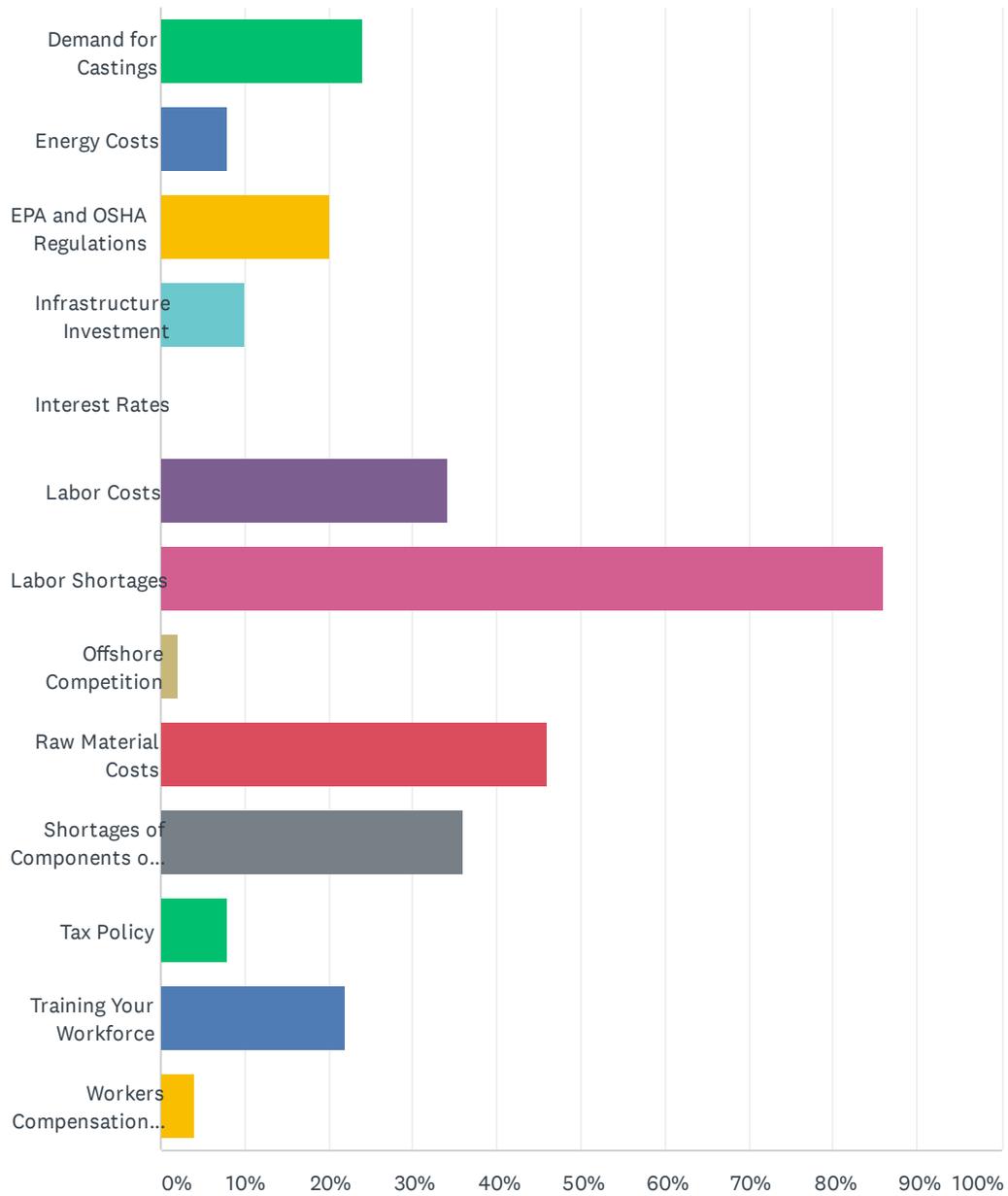
Answered: 51 Skipped: 1



ANSWER CHOICES	RESPONSES	
Significant Increase	17.65%	9
Modest Increase	52.94%	27
No Appreciable Change	27.45%	14
Modest Decrease	1.96%	1
Significant Decrease	0.00%	0
<b>TOTAL</b>		<b>51</b>

### Q5 Which of these issues are the top 3 concerns or priorities for your company at this time?

Answered: 50 Skipped: 2

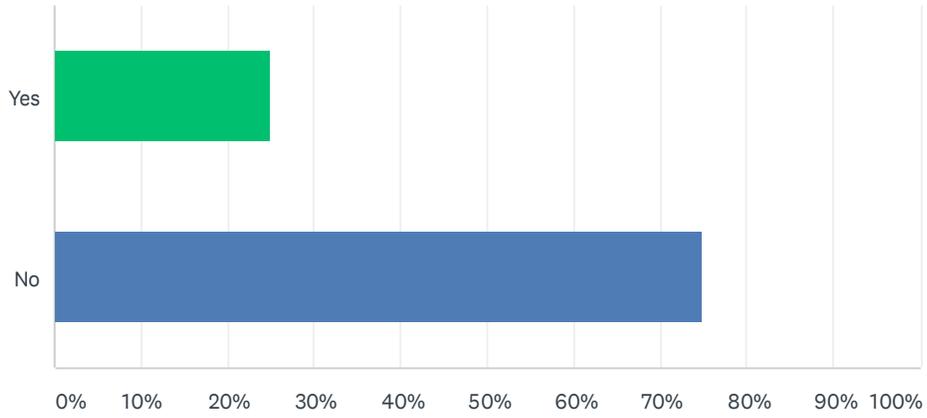


September 2021 Metalcasters Quarterly Outlook Survey

ANSWER CHOICES	RESPONSES	
Demand for Castings	24.00%	12
Energy Costs	8.00%	4
EPA and OSHA Regulations	20.00%	10
Infrastructure Investment	10.00%	5
Interest Rates	0.00%	0
Labor Costs	34.00%	17
Labor Shortages	86.00%	43
Offshore Competition	2.00%	1
Raw Material Costs	46.00%	23
Shortages of Components or Supplies	36.00%	18
Tax Policy	8.00%	4
Training Your Workforce	22.00%	11
Workers Compensation Costs	4.00%	2
Total Respondents: 50		

## Q6 Does your foundry directly or indirectly supply the motor vehicle industry?

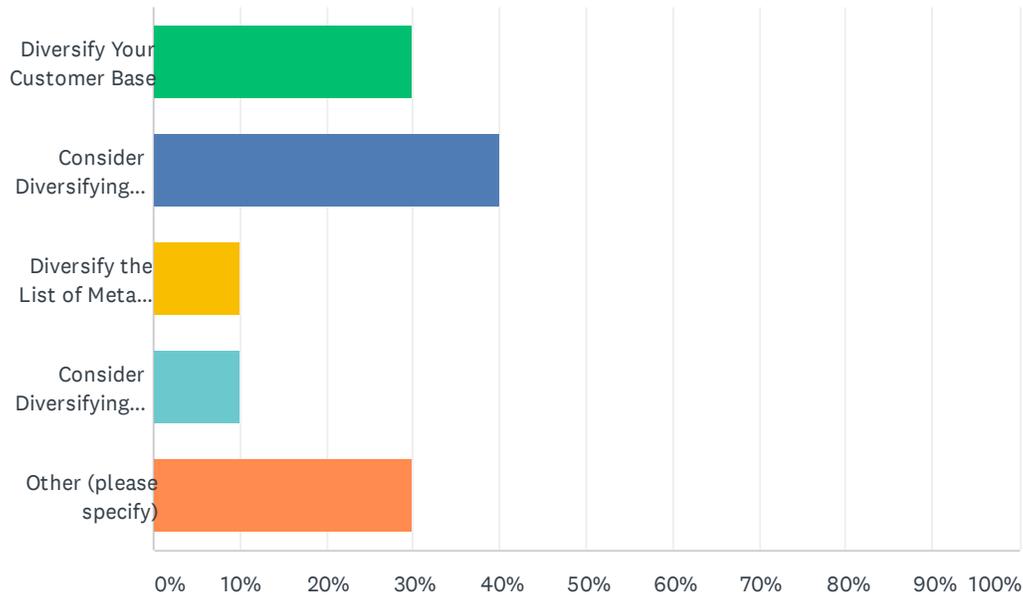
Answered: 52 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	25.00%	13
No	75.00%	39
TOTAL		52

## Q7 Has the anticipated shift from internal combustion engines to electrification led your company to take any of the following steps (check all that apply)

Answered: 10 Skipped: 42

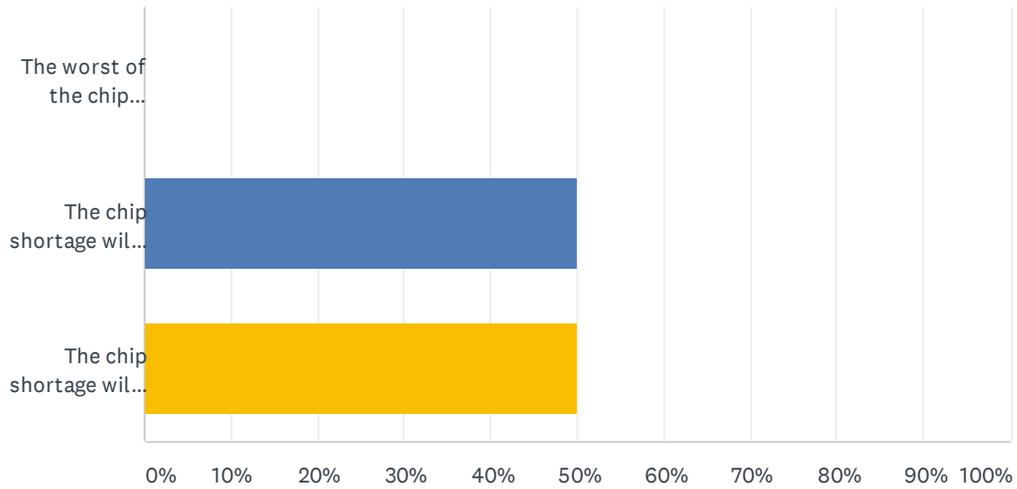


ANSWER CHOICES	RESPONSES
Diversify Your Customer Base	30.00% 3
Consider Diversifying Your Customer Base	40.00% 4
Diversify the List of Metals You Pour	10.00% 1
Consider Diversifying the List of Metals You Pour	10.00% 1
Other (please specify)	30.00% 3
Total Respondents: 10	

#	OTHER (PLEASE SPECIFY)	DATE
1	alert to this threat	9/1/2021 11:16 AM
2	not applicable	9/1/2021 7:12 AM
3	No current discernable effect	8/31/2021 10:52 AM

## Q8 Which best describes your view of the chip shortage?

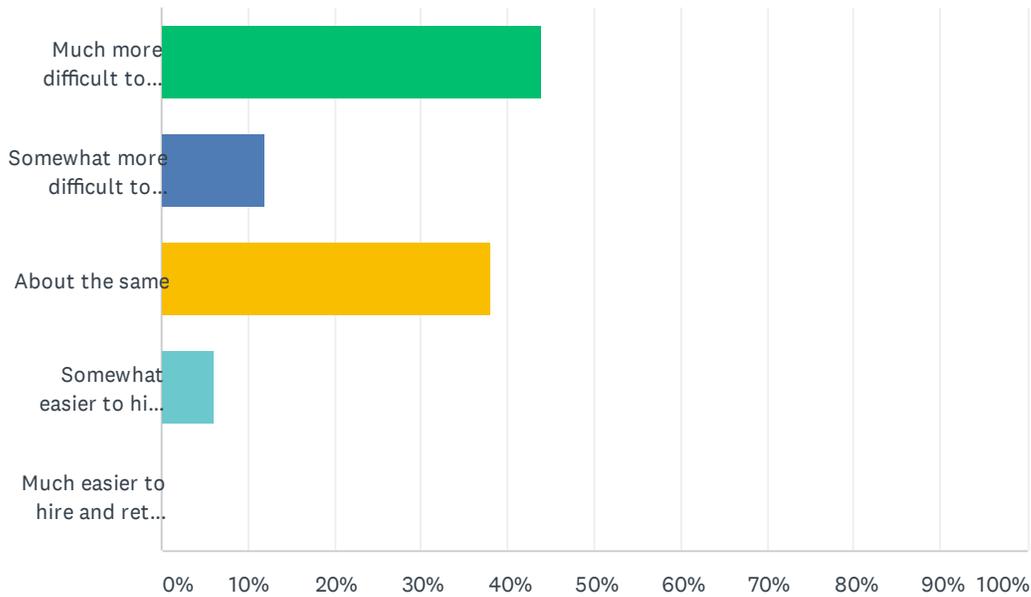
Answered: 10 Skipped: 42



ANSWER CHOICES	RESPONSES	
The worst of the chip shortage is behind us.	0.00%	0
The chip shortage will continue the rest of this year, but improve in 2022.	50.00%	5
The chip shortage will continue well into 2022.	50.00%	5
<b>TOTAL</b>		<b>10</b>

## Q9 Which statement best describes your ability to hire and retain workers compared to 3 months ago?

Answered: 50 Skipped: 2



ANSWER CHOICES	RESPONSES	
Much more difficult to hire and retain than 3 months ago	44.00%	22
Somewhat more difficult to hire and retain than 3 months ago	12.00%	6
About the same	38.00%	19
Somewhat easier to hire and retain than 3 months ago	6.00%	3
Much easier to hire and retain than 3 months ago	0.00%	0
<b>TOTAL</b>		<b>50</b>

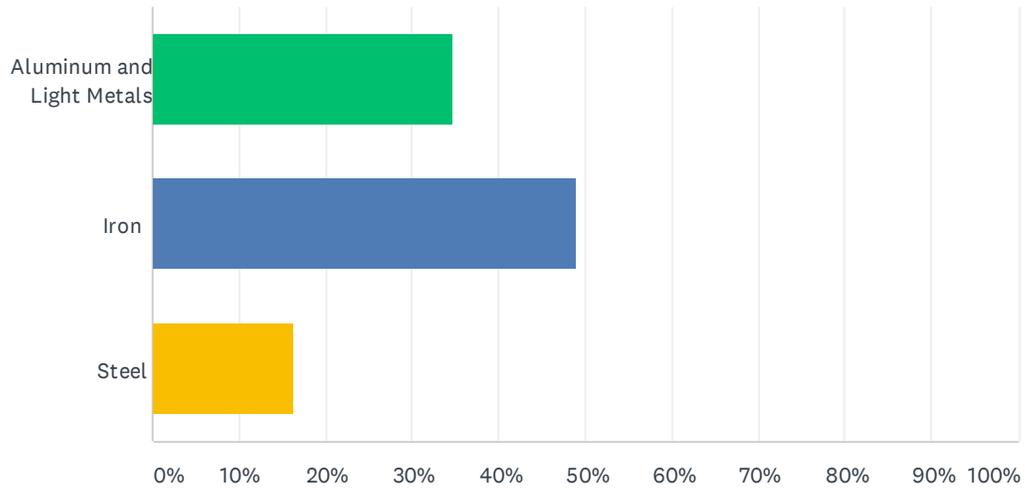
**Q10 Thinking about your workers, is there any particular type of training that you feel would be helpful but is difficult to source? If yes, please specify below.**

Answered: 27 Skipped: 25

#	RESPONSES	DATE
1	Teaching our employees foundry 101 is the most needed training.	9/3/2021 4:43 AM
2	Coming to work five days per week	9/2/2021 5:20 PM
3	GD&T training for dimensional inspection personnel.	9/2/2021 4:58 PM
4	the three R's, work ethic	9/2/2021 1:14 PM
5	industrial mechanics	9/2/2021 10:35 AM
6	Electric melt	9/2/2021 9:03 AM
7	Training isn't the issue.	9/1/2021 1:50 PM
8	Maintenance training	9/1/2021 1:26 PM
9	Not at this time.	9/1/2021 7:27 AM
10	Volume of basic training and lack of skill trades.	8/31/2021 3:06 PM
11	Maintenance technicians, Manual pouring	8/31/2021 12:12 PM
12	plc programming	8/31/2021 11:58 AM
13	maintenance workers	8/31/2021 11:43 AM
14	n/a	8/31/2021 10:54 AM
15	all training is done in house	8/31/2021 10:40 AM
16	any experience would help	8/31/2021 10:37 AM
17	I think the missing link in the lack of available workforce is the basic idea that people need a job, and are willing and capable to show up daily.	8/31/2021 10:31 AM
18	No	8/31/2021 9:58 AM
19	No	8/31/2021 9:55 AM
20	no	8/31/2021 9:48 AM
21	Teach them how to come to work everyday and stay off their cell phones	8/31/2021 9:46 AM
22	No	8/31/2021 9:45 AM
23	The three R's, work ethic	8/31/2021 9:43 AM
24	na	8/31/2021 9:42 AM
25	Technical trainng	8/31/2021 9:41 AM
26	Character	8/31/2021 9:38 AM
27	how to show up for work daily and on time	8/31/2021 9:36 AM

## Q11 What is the primary metal poured at your foundry?

Answered: 49 Skipped: 3



ANSWER CHOICES	RESPONSES	
Aluminum and Light Metals	34.69%	17
Iron	48.98%	24
Steel	16.33%	8
<b>TOTAL</b>		<b>49</b>