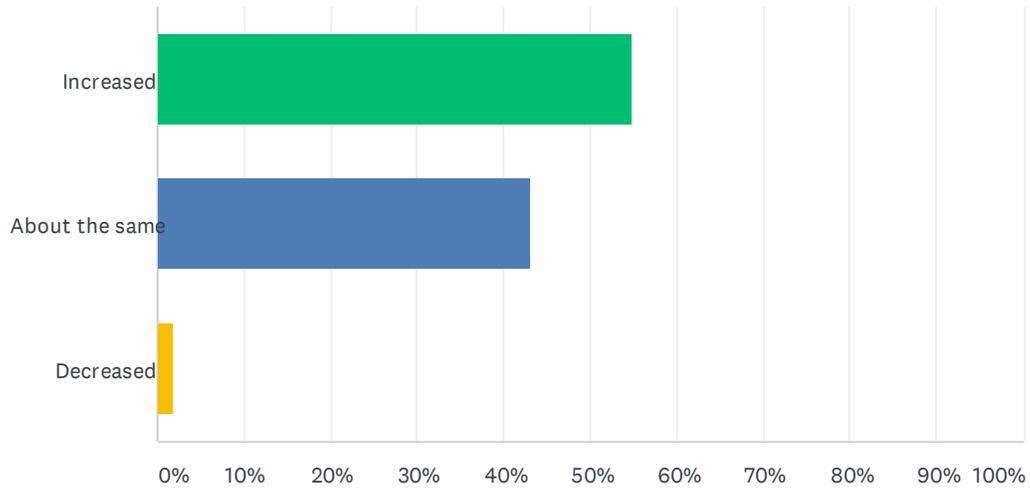


Q1 How have your company's sales trended over the last 90 days?

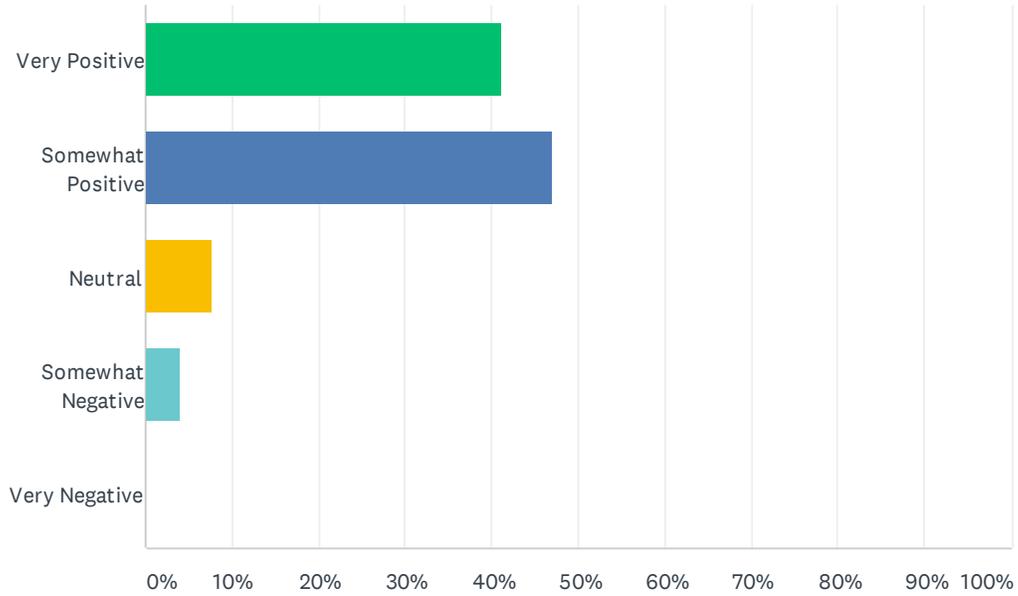
Answered: 51 Skipped: 1



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

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

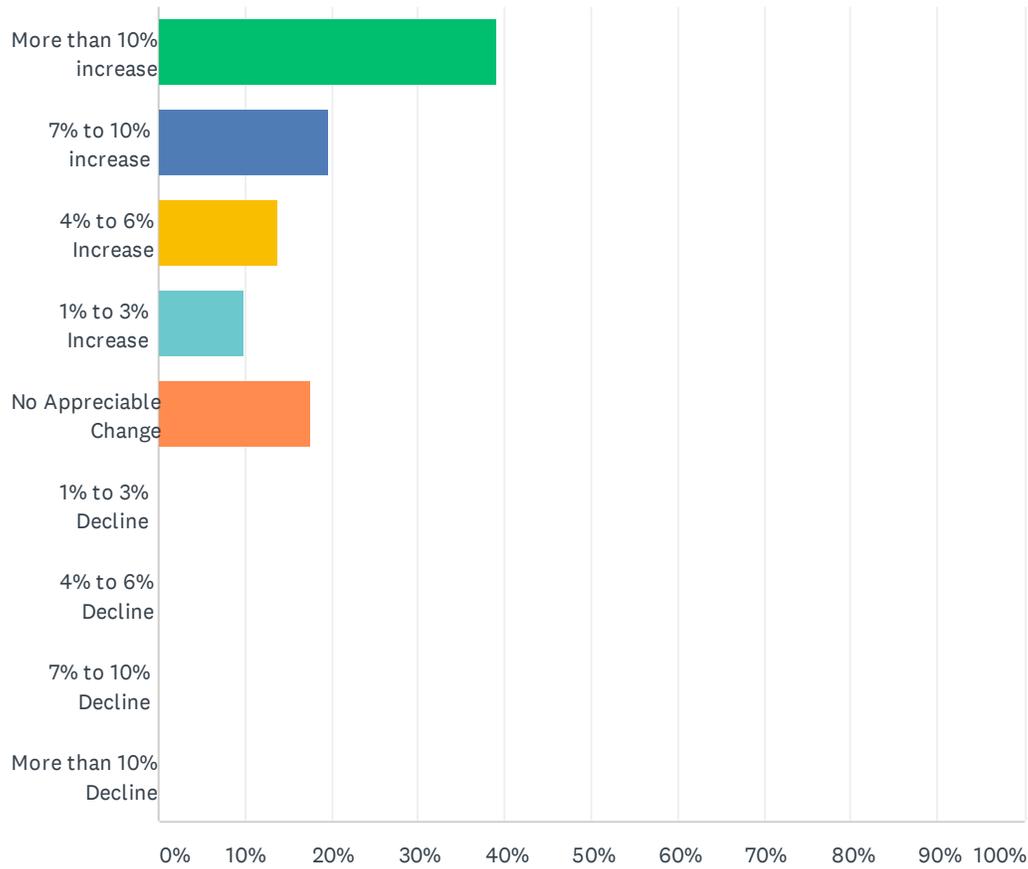
Answered: 51 Skipped: 1



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
TOTAL		51

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

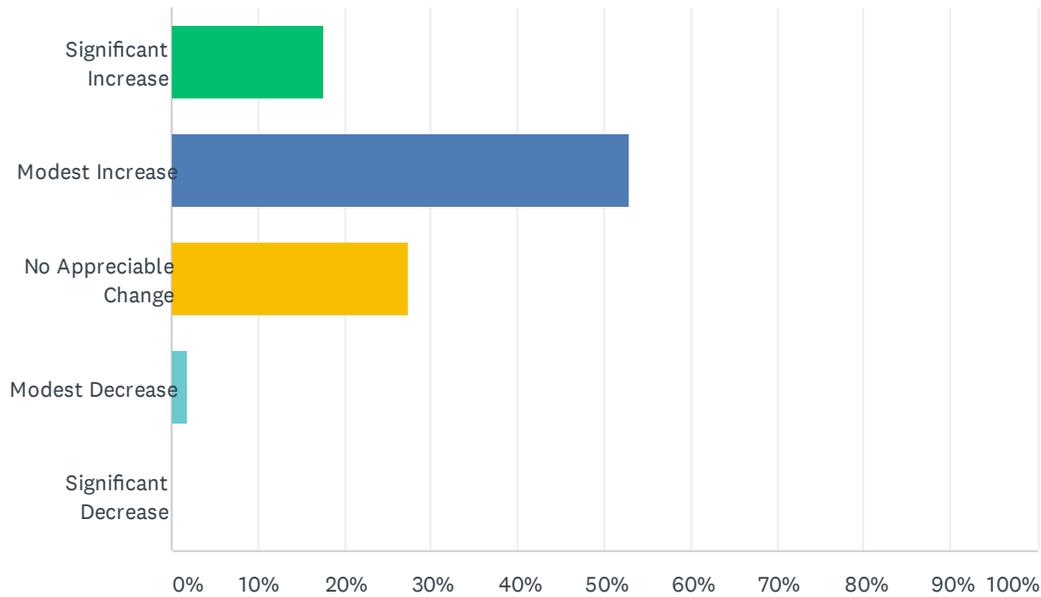
Answered: 51 Skipped: 1



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
TOTAL		51

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

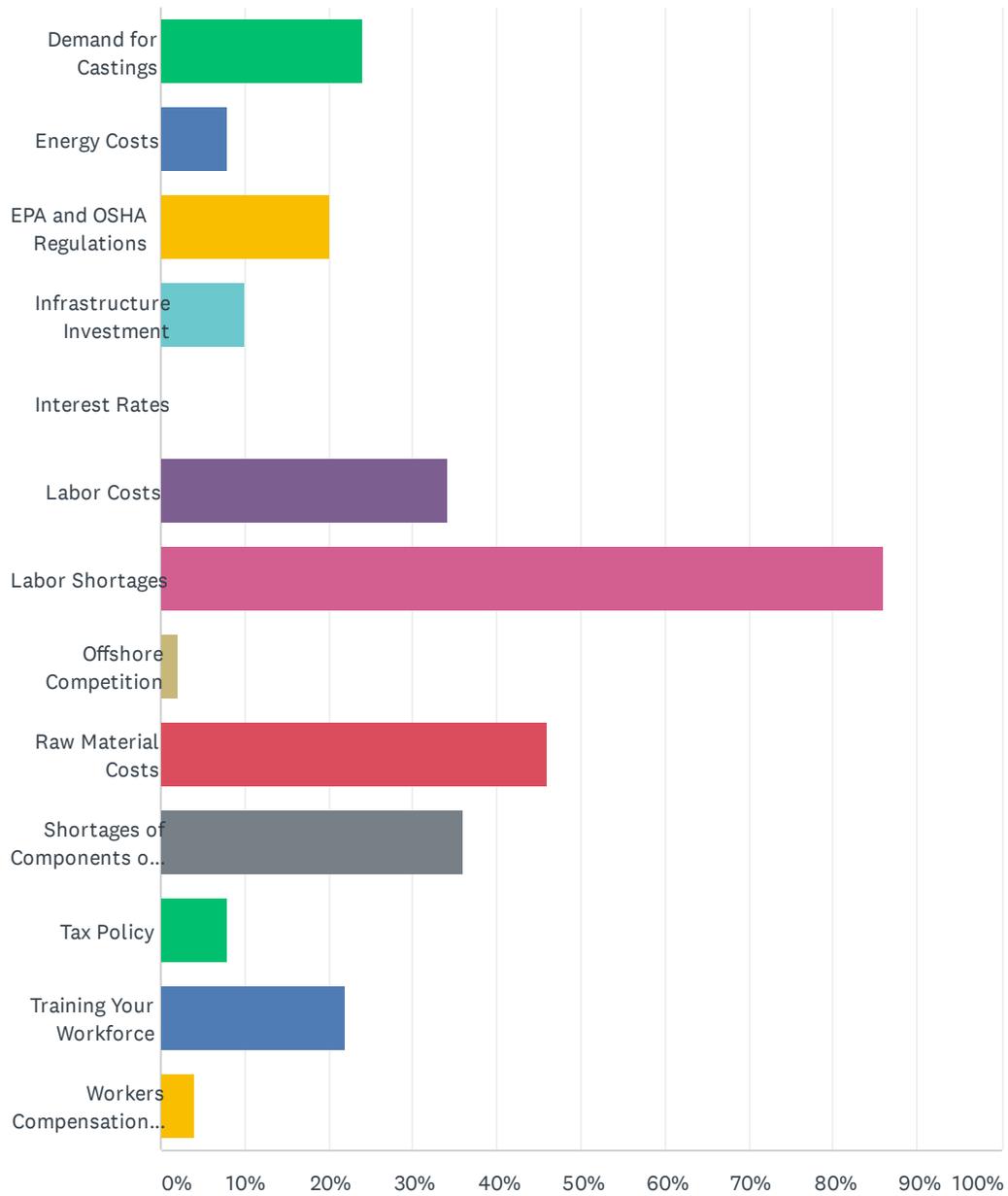
Answered: 51 Skipped: 1



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
TOTAL		51

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

Answered: 50 Skipped: 2

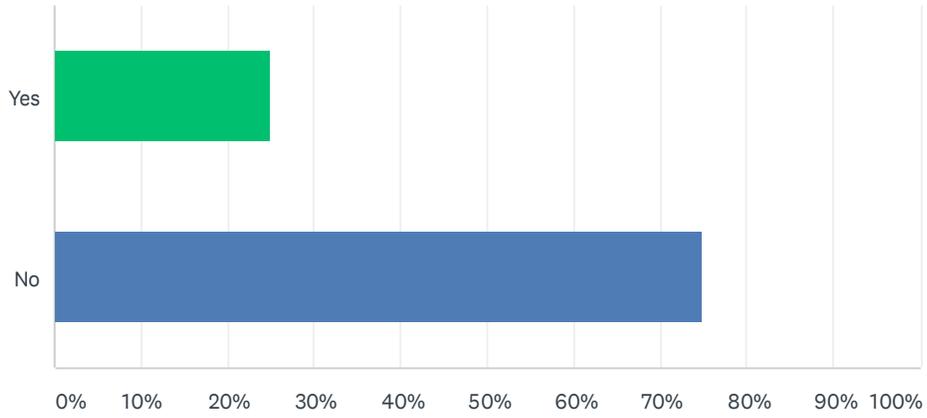


September 2021 Metalcasters Quarterly Outlook Survey

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?

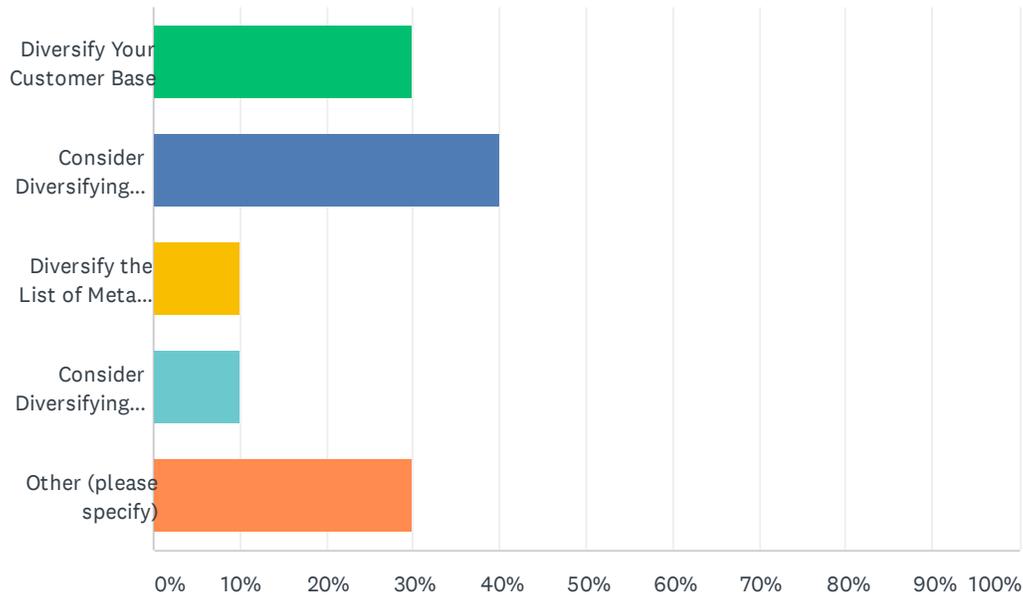
Answered: 52 Skipped: 0



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

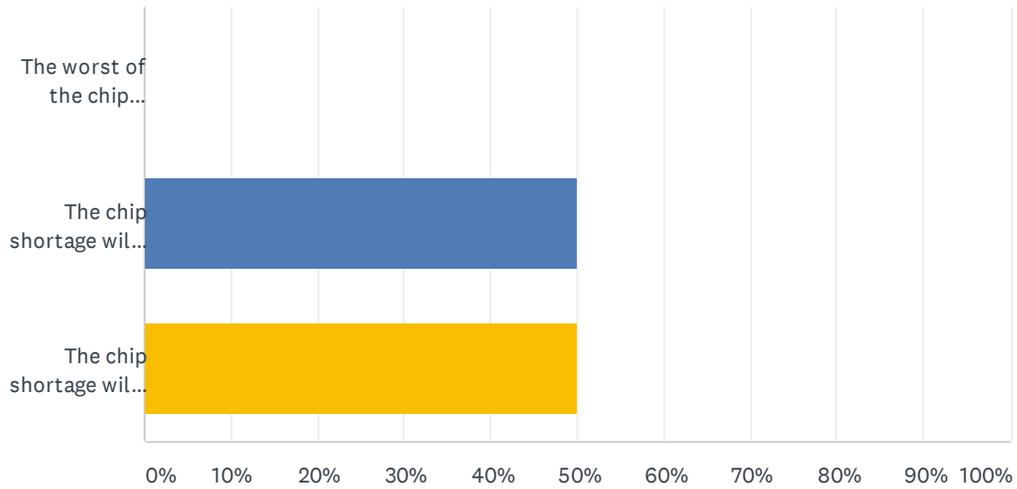


ANSWER CHOICES	RESPONSES
Diversify Your Customer Base	30.00% 3
Consider Diversifying Your Customer Base	40.00% 4
Diversify the List of Metals You Pour	10.00% 1
Consider Diversifying the List of Metals You Pour	10.00% 1
Other (please specify)	30.00% 3
Total Respondents: 10	

#	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?

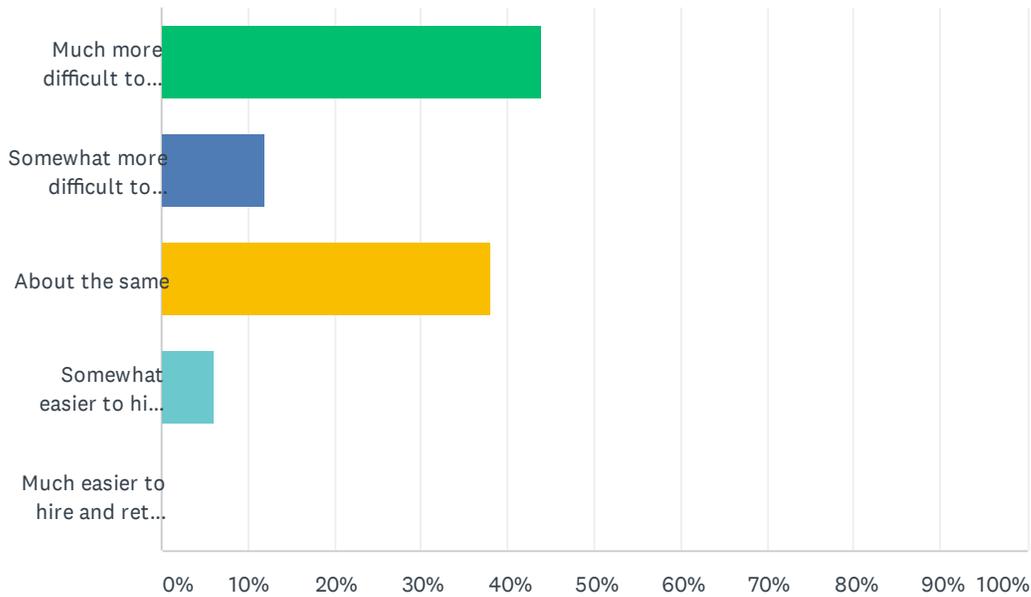
Answered: 10 Skipped: 42



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
TOTAL		10

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
TOTAL		50

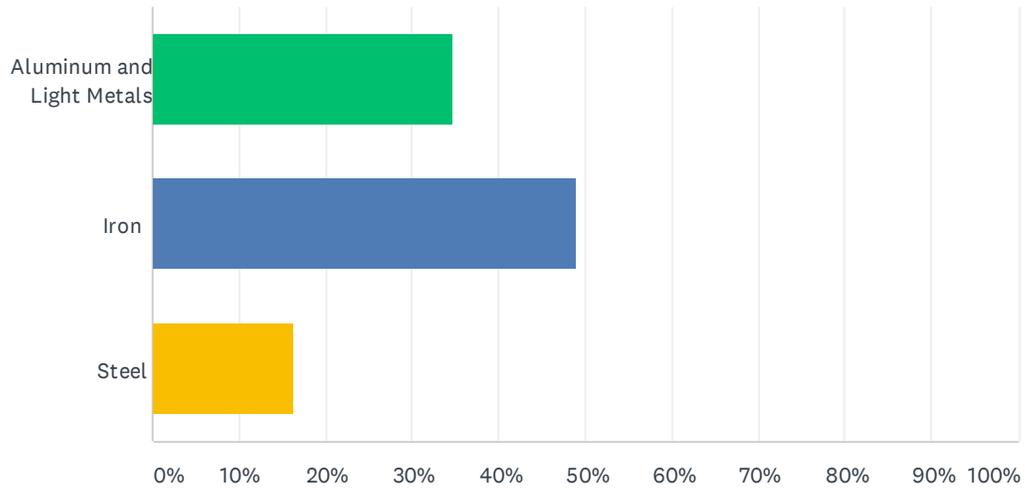
Q10 Thinking about your workers, is there any particular type of training that you feel would be helpful but is difficult to source? If yes, please specify below.

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
TOTAL		49

Q12 Has anything changed recently within your business to significantly impact your responses above?

Answered: 30 Skipped: 22

#	RESPONSES	DATE
1	No	9/3/2021 4:43 AM
2	No	9/2/2021 5:20 PM
3	No	9/2/2021 4:58 PM
4	No	9/2/2021 2:51 PM
5	no	9/2/2021 1:14 PM
6	No	9/2/2021 10:35 AM
7	Continue issue of finding employees that want to work.	9/1/2021 1:50 PM
8	No	9/1/2021 7:27 AM
9	No	8/31/2021 11:11 PM
10	Wage increases. Covid.	8/31/2021 3:51 PM
11	Taking on commercial work which is growing. Captive work remains flat.	8/31/2021 3:06 PM
12	Not really	8/31/2021 12:12 PM
13	sept 4 where in Pa weeks 27 thru 78 disappear as well as \$300/ week supplemental. In Pa 550,000 expected to be taken off uc rolls	8/31/2021 11:58 AM
14	no	8/31/2021 11:43 AM
15	n/a	8/31/2021 10:54 AM
16	We are as busy as we have ever been, but no employees to get castings molded, poured, and out the door.	8/31/2021 10:48 AM
17	labor shortage is the biggest obstacle	8/31/2021 10:40 AM
18	higher demand	8/31/2021 10:37 AM
19	No	8/31/2021 10:31 AM
20	Casting demand has skyrocketed	8/31/2021 9:58 AM
21	The unavailable outside work force.	8/31/2021 9:55 AM
22	no	8/31/2021 9:48 AM
23	Can't hire employees so I as an owner is working the floor everyday	8/31/2021 9:46 AM
24	Cost labor and raw materials.	8/31/2021 9:45 AM
25	no	8/31/2021 9:43 AM
26	no	8/31/2021 9:42 AM
27	No	8/31/2021 9:41 AM
28	Purchase orders from existing customers has increased by 1.5X	8/31/2021 9:38 AM
29	No	8/31/2021 9:37 AM
30	no	8/31/2021 9:36 AM

Q13 Would you like to receive a summary of the survey results? If so, provide name and email address below.

Answered: 38 Skipped: 14

#	RESPONSES	DATE
1	Jim Onders jonders@generalaluminum.com	9/3/2021 1:34 PM
2	Yes Jim Kundratic, Buck Company. Jim.Kundratic@buckcompany.com	9/3/2021 4:43 AM
3	Thanks	9/2/2021 5:20 PM
4	Tyler Eck tyler.eck@eckindustries.com	9/2/2021 4:58 PM
5	Sean Betty sean.betty@voestalpine.com	9/2/2021 3:15 PM
6	mark bielecki mbielecki@beckermetalworks.com	9/2/2021 1:14 PM
7	Gireesh Rao grao@sigmaelectric.com	9/2/2021 12:55 PM
8	John Hill jhill@amstedrail.com	9/2/2021 10:35 AM
9	Yes	9/2/2021 9:03 AM
10	Gregg Farrar gregg.farrar@farrarusa.com	9/1/2021 1:50 PM
11	Yes please. Paola Davila paola.davila@pok.com.mx	9/1/2021 1:26 PM
12	Eric Wozniak ewozniak@hilerindustries.com	9/1/2021 7:27 AM
13	E.J. Kubick EJ.Kubick@MetalTek.com	8/31/2021 7:35 PM
14	Eric R Meyers Ermeyers@ociw.com	8/31/2021 4:30 PM
15	yes	8/31/2021 3:51 PM
16	John Schuster john.schuster@emerson.com	8/31/2021 3:06 PM
17	rodrigo.calderon@questum.com	8/31/2021 12:12 PM
18	timbrowncpa@hotmail.com	8/31/2021 11:58 AM
19	Sid Tankersley sid@americanfoamcast.com	8/31/2021 11:43 AM
20	Sam Bohanan sbohanan@websterchain.com	8/31/2021 10:54 AM
21	stynan@northfieldfoundry.com	8/31/2021 10:48 AM
22	Stan Bass stan@fwaf.com	8/31/2021 10:40 AM
23	Joe Benson exjab@excal-inc.com	8/31/2021 10:31 AM
24	Matt Meyer matthew.meyer@kohler.com	8/31/2021 10:28 AM
25	Thomas O'Heher toheher@jwaltermiller.com	8/31/2021 9:58 AM
26	No	8/31/2021 9:55 AM
27	Jack Rice jrice@texaloy.com	8/31/2021 9:54 AM
28	Chad Moder chad@dpfoundry.com	8/31/2021 9:48 AM
29	Alan Brink abrink@springcity.com	8/31/2021 9:47 AM
30	chuck@rimerinc.com	8/31/2021 9:46 AM
31	Yes. rvpeas@mgifinc.com	8/31/2021 9:45 AM

September 2021 Metalcasters Quarterly Outlook Survey

32	Mark Bielecki mbielecki@beckermetalworks.com	8/31/2021 9:43 AM
33	Gabriel Trujillo gabrielt@prohimsa.com	8/31/2021 9:41 AM
34	oliver.johnson@teintl.com	8/31/2021 9:41 AM
35	arenkey@vprocesscasting.com	8/31/2021 9:38 AM
36	Sahil Bhimani sahil@drmetals.com	8/31/2021 9:37 AM
37	Yes. John Nish john.nish@wellmandynamics.com	8/31/2021 9:37 AM
38	shane leroux - shane.leroux@centuryfoundry.com	8/31/2021 9:36 AM