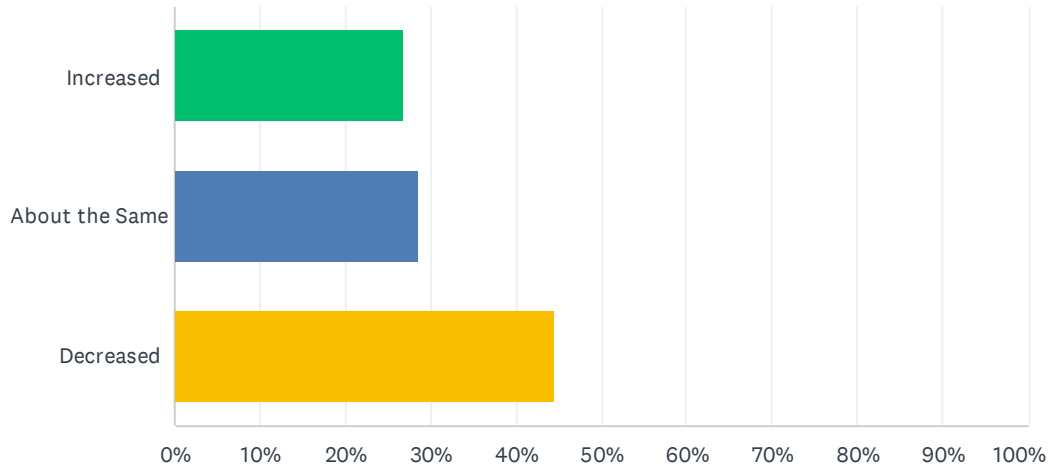


Q1 How have your company's sales trended over the last 90 days?

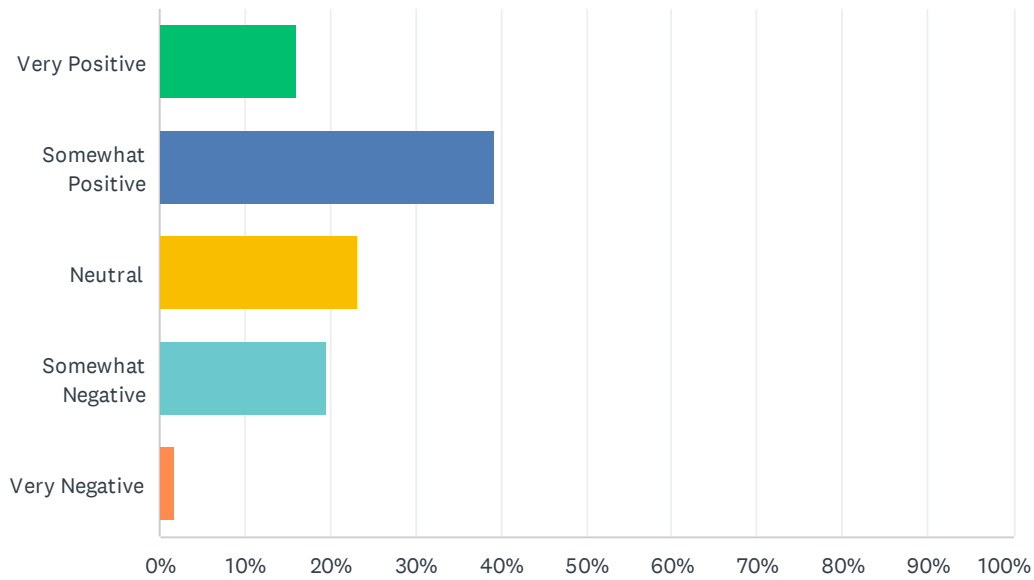
Answered: 56 Skipped: 1



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| Increased | 26.79% | 15 |
| About the Same | 28.57% | 16 |
| Decreased | 44.64% | 25 |
| TOTAL | | 56 |

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

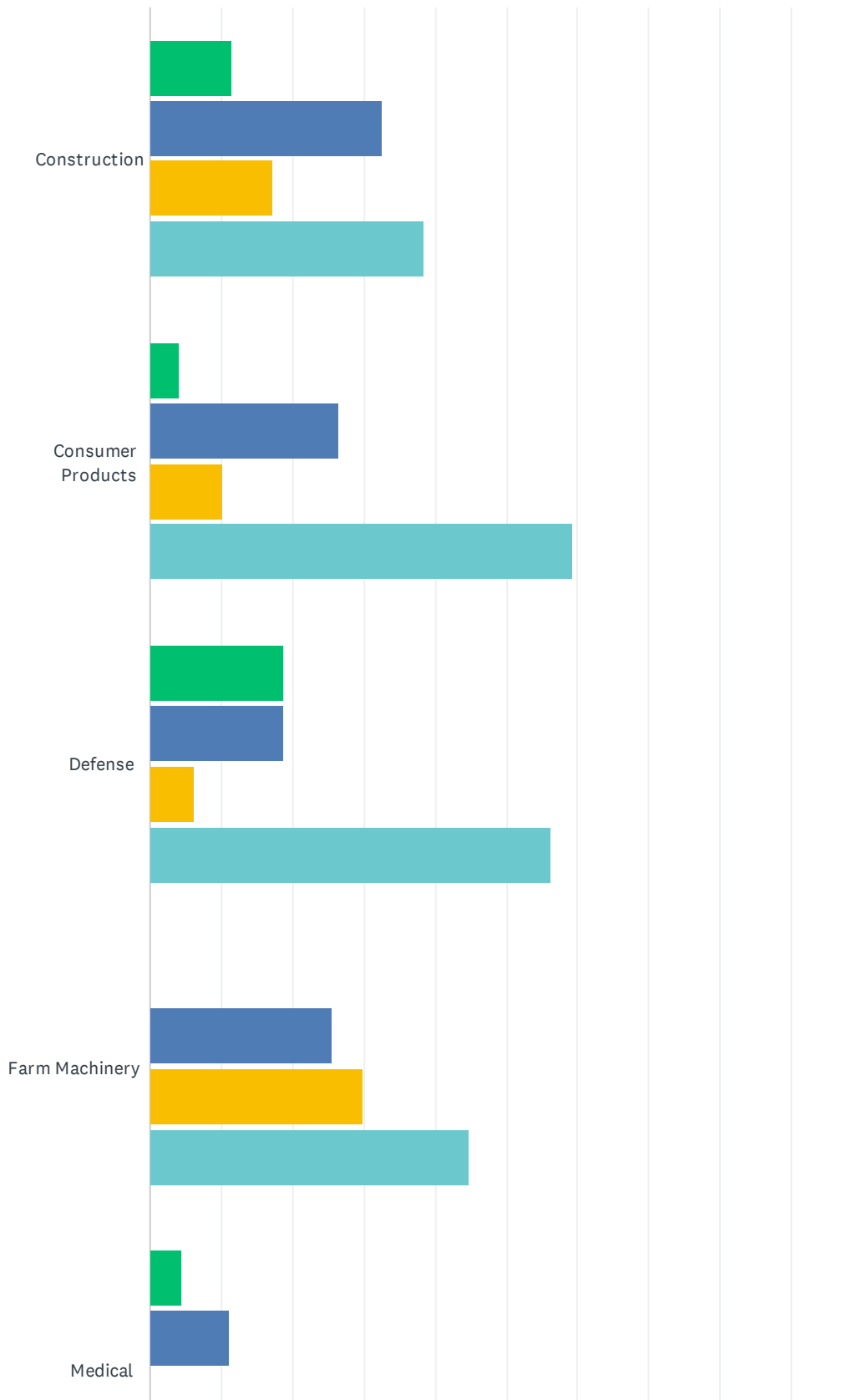
Answered: 56 Skipped: 1



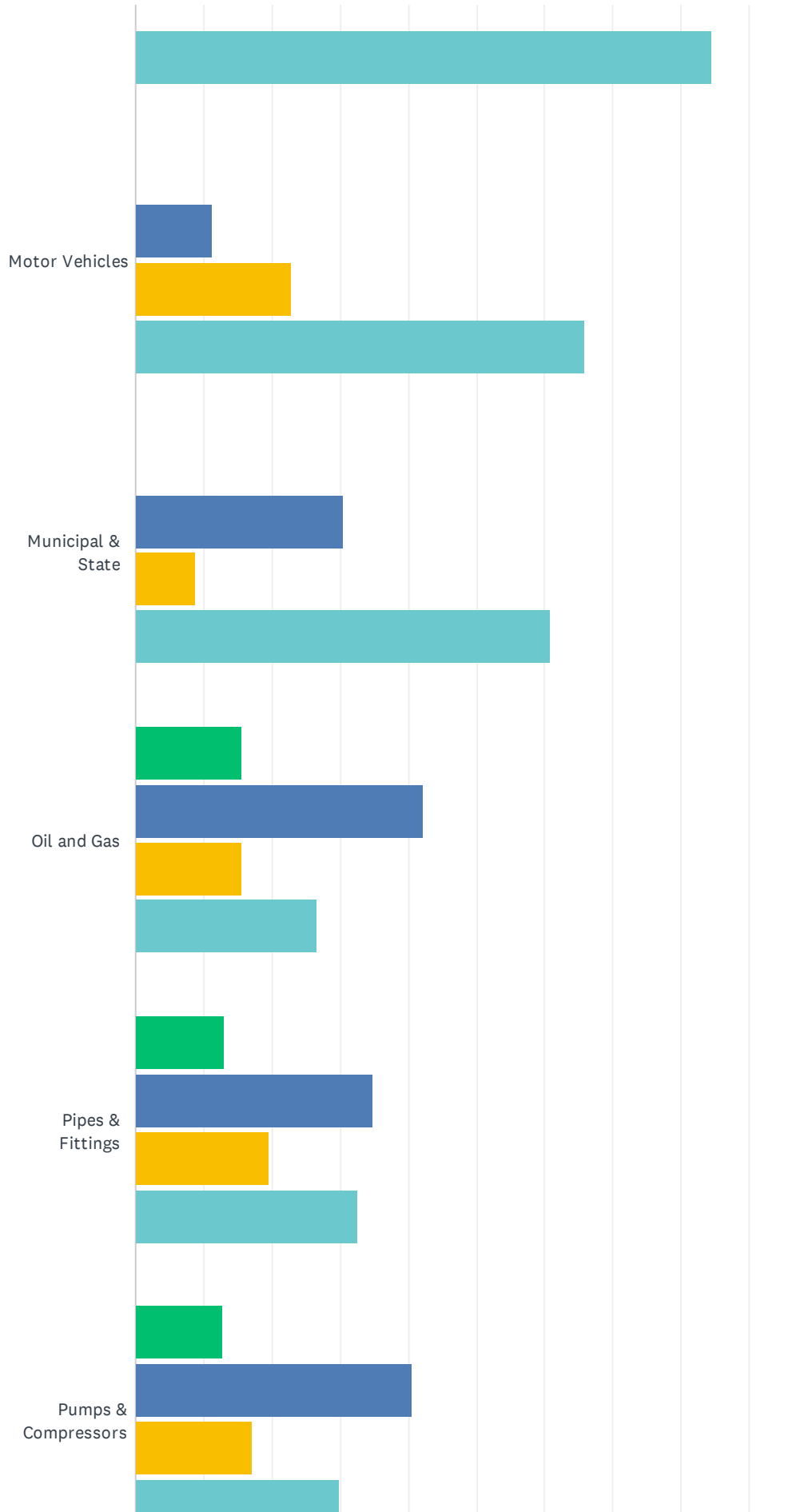
| ANSWER CHOICES | RESPONSES | |
|-------------------|-----------|-----------|
| Very Positive | 16.07% | 9 |
| Somewhat Positive | 39.29% | 22 |
| Neutral | 23.21% | 13 |
| Somewhat Negative | 19.64% | 11 |
| Very Negative | 1.79% | 1 |
| TOTAL | | 56 |

Q3 What trend are you seeing in the following categories?

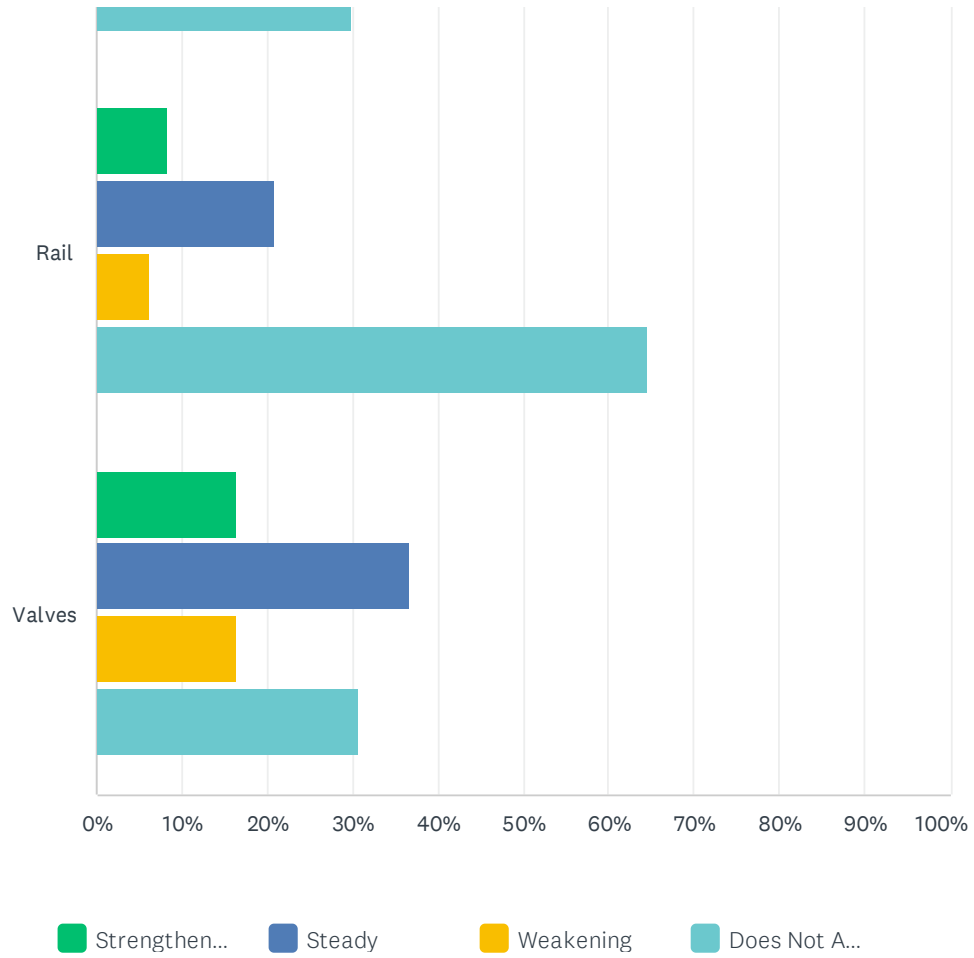
Answered: 55 Skipped: 2



November 2023 Metalcasters Quarterly Outlook Survey



November 2023 Metalcasters Quarterly Outlook Survey

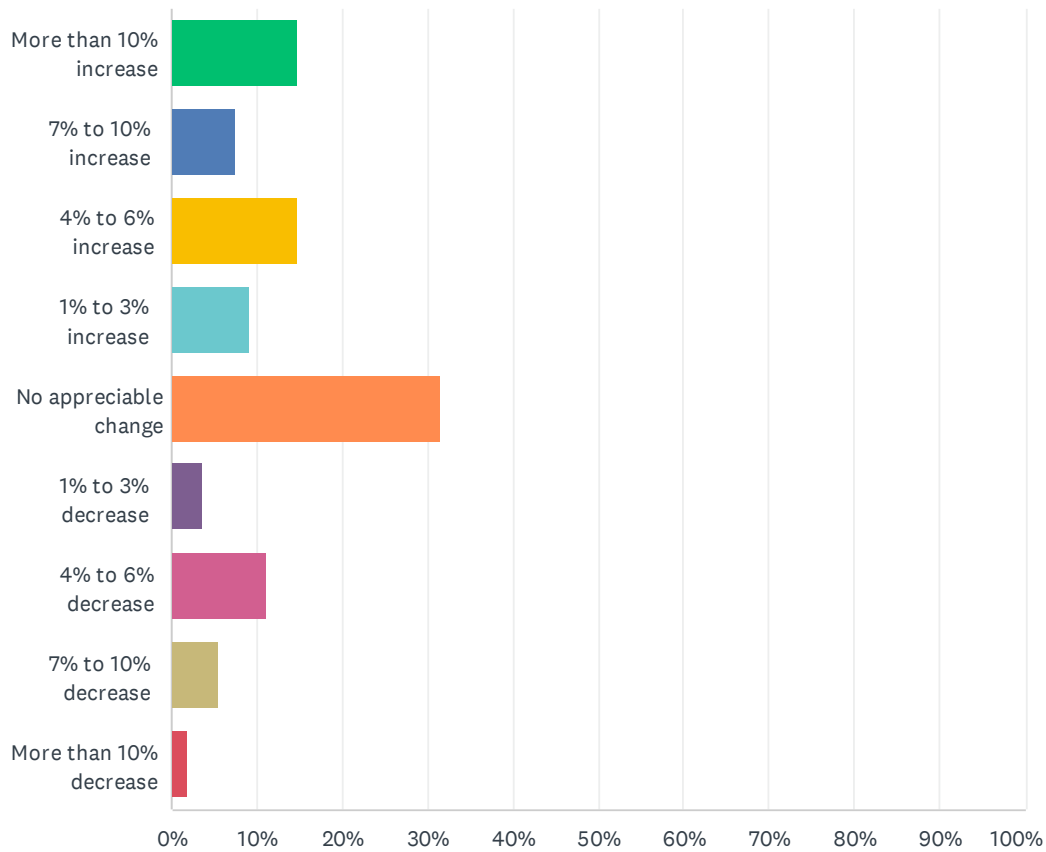


November 2023 Metalcasters Quarterly Outlook Survey

| | STRENGTHENING | STEADY | WEAKENING | DOES NOT APPLY | TOTAL | WEIGHTED AVERAGE |
|---------------------|---------------|--------------|--------------|----------------|-------|------------------|
| Construction | 11.54% 6 | 32.69% 17 | 17.31% 9 | 38.46% 20 | 52 | 2.83 |
| Consumer Products | 4.08% 2 | 26.53% 13 | 10.20% 5 | 59.18% 29 | 49 | 3.24 |
| Defense | 18.75% 9 | 18.75% 9 | 6.25% 3 | 56.25% 27 | 48 | 3.00 |
| Farm Machinery | 0.00% 0 | 25.53% 12 | 29.79% 14 | 44.68% 21 | 47 | 3.19 |
| Medical | 4.44% 2 | 11.11% 5 | 0.00% 0 | 84.44% 38 | 45 | 3.64 |
| Motor Vehicles | 0.00% 0 | 11.36% 5 | 22.73% 10 | 65.91% 29 | 44 | 3.55 |
| Municipal & State | 0.00% 0 | 30.43% 14 | 8.70% 4 | 60.87% 28 | 46 | 3.30 |
| Oil and Gas | 15.56% 7 | 42.22% 19 | 15.56% 7 | 26.67% 12 | 45 | 2.53 |
| Pipes & Fittings | 13.04% 6 | 34.78% 16 | 19.57% 9 | 32.61% 15 | 46 | 2.72 |
| Pumps & Compressors | 12.77% 6 | 40.43% 19 | 17.02% 8 | 29.79% 14 | 47 | 2.64 |
| Rail | 8.33% 4 | 20.83% 10 | 6.25% 3 | 64.58% 31 | 48 | 3.27 |
| Valves | 16.33% 8 | 36.73% 18 | 16.33% 8 | 30.61% 15 | 49 | 2.61 |

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

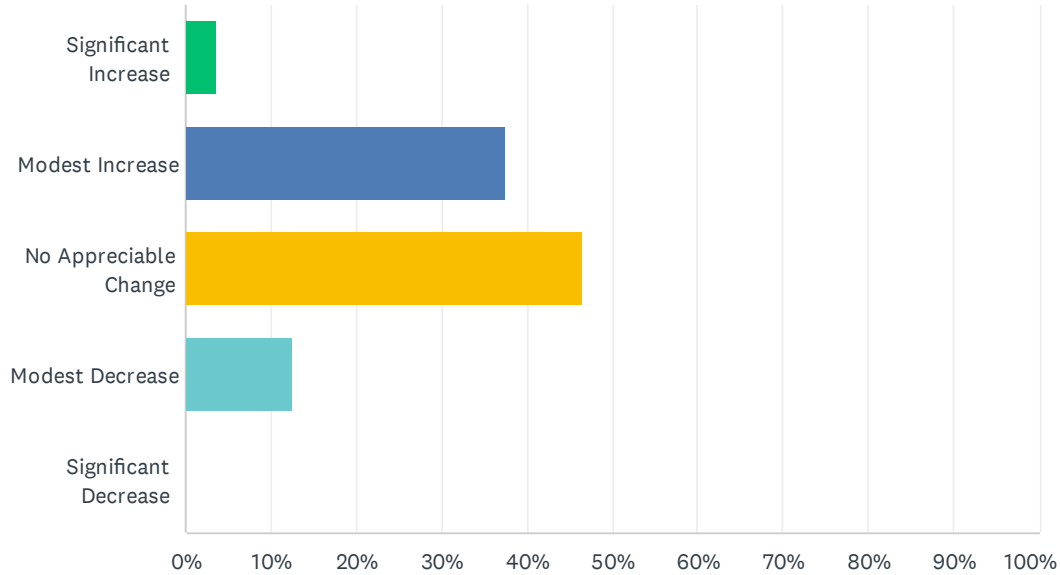
Answered: 54 Skipped: 3



| ANSWER CHOICES | RESPONSES | |
|------------------------|-----------|-----------|
| More than 10% increase | 14.81% | 8 |
| 7% to 10% increase | 7.41% | 4 |
| 4% to 6% increase | 14.81% | 8 |
| 1% to 3% increase | 9.26% | 5 |
| No appreciable change | 31.48% | 17 |
| 1% to 3% decrease | 3.70% | 2 |
| 4% to 6% decrease | 11.11% | 6 |
| 7% to 10% decrease | 5.56% | 3 |
| More than 10% decrease | 1.85% | 1 |
| TOTAL | | 54 |

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

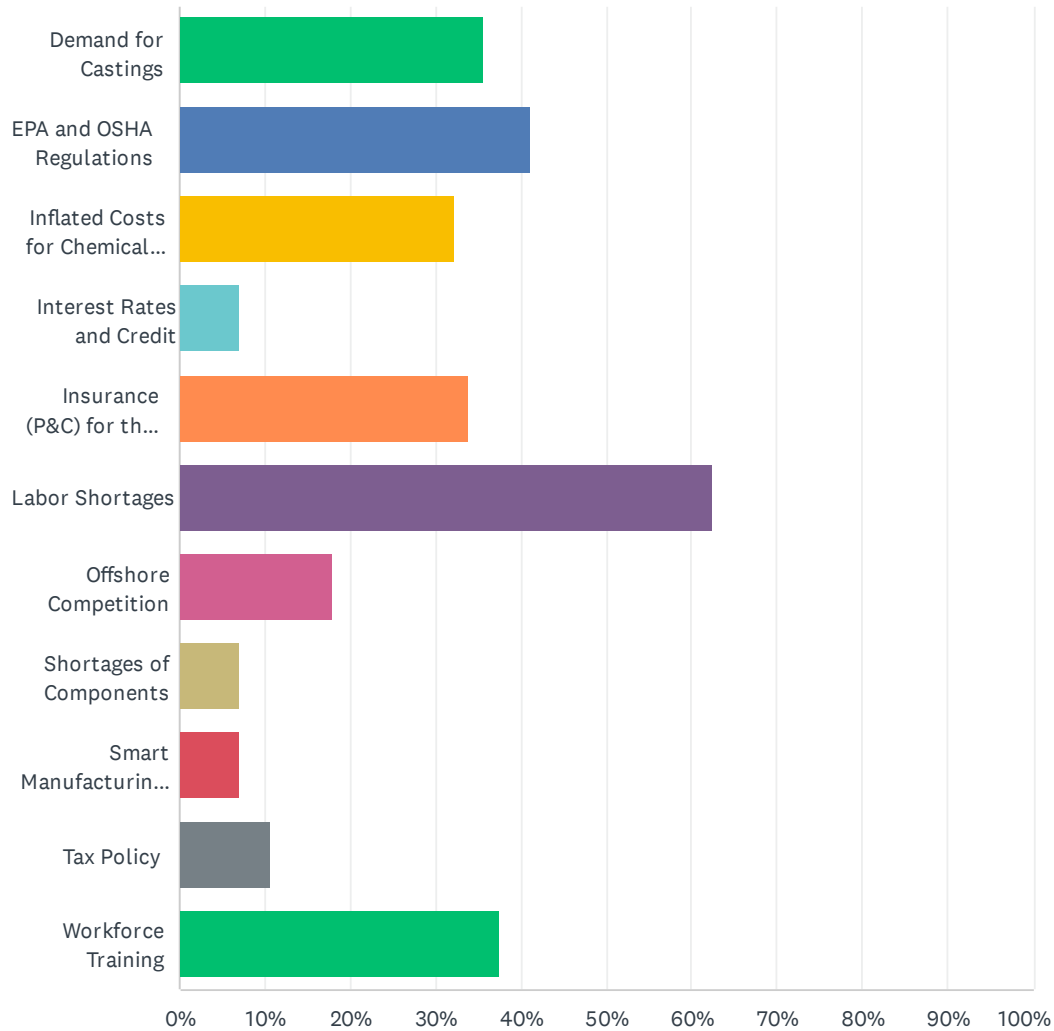
Answered: 56 Skipped: 1



| ANSWER CHOICES | RESPONSES | |
|-----------------------|-----------|-----------|
| Significant Increase | 3.57% | 2 |
| Modest Increase | 37.50% | 21 |
| No Appreciable Change | 46.43% | 26 |
| Modest Decrease | 12.50% | 7 |
| Significant Decrease | 0.00% | 0 |
| TOTAL | | 56 |

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

Answered: 56 Skipped: 1

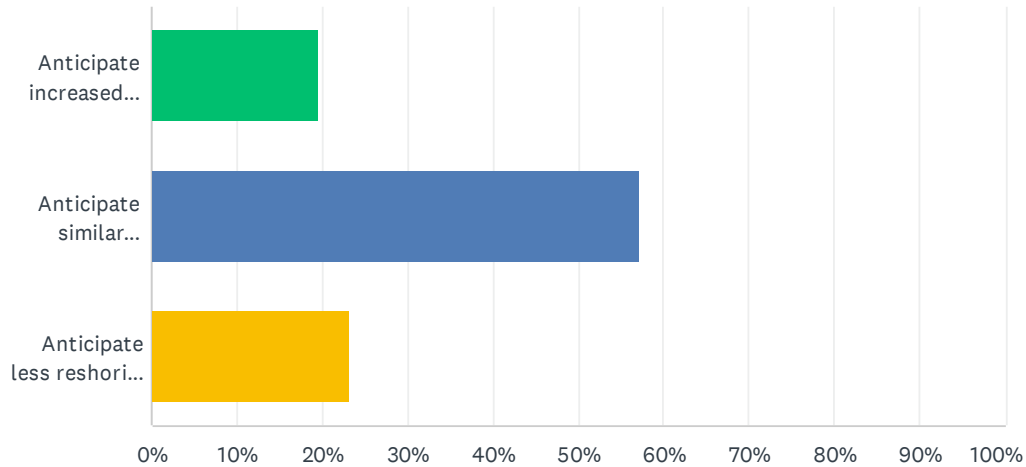


November 2023 Metalcasters Quarterly Outlook Survey

| ANSWER CHOICES | RESPONSES | |
|---|-----------|----|
| Demand for Castings | 35.71% | 20 |
| EPA and OSHA Regulations | 41.07% | 23 |
| Inflated Costs for Chemicals, Materials, and Fuel | 32.14% | 18 |
| Interest Rates and Credit | 7.14% | 4 |
| Insurance (P&C) for the Foundry | 33.93% | 19 |
| Labor Shortages | 62.50% | 35 |
| Offshore Competition | 17.86% | 10 |
| Shortages of Components | 7.14% | 4 |
| Smart Manufacturing & Industry 4.0 | 7.14% | 4 |
| Tax Policy | 10.71% | 6 |
| Workforce Training | 37.50% | 21 |
| Total Respondents: 56 | | |

Q7 Which best describes your expectations for reshoring for your foundry in 2024?

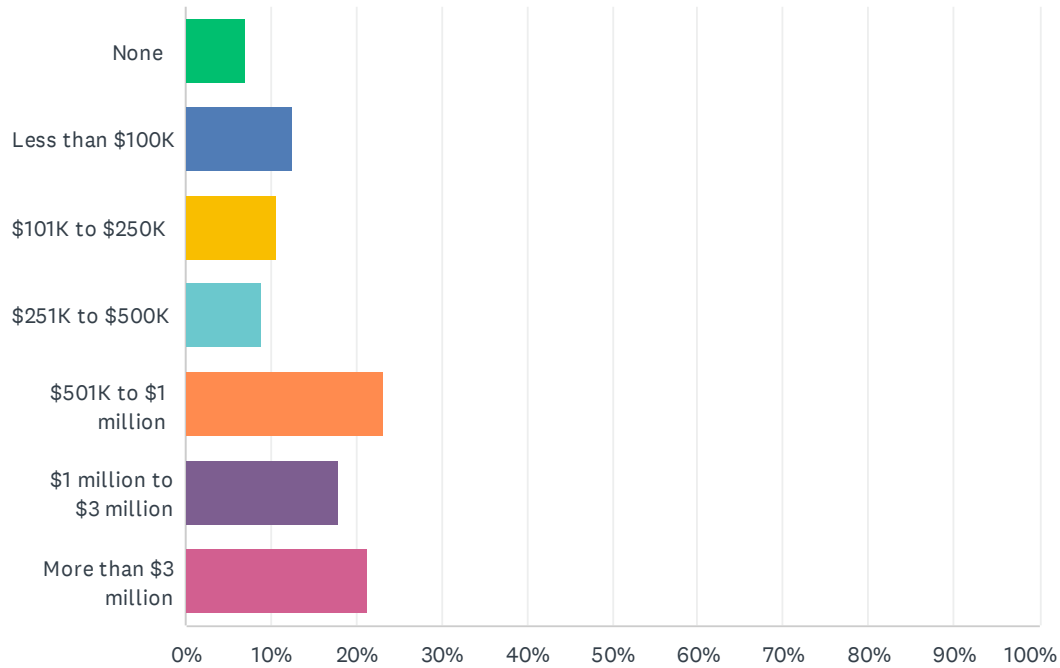
Answered: 56 Skipped: 1



| ANSWER CHOICES | RESPONSES | |
|---|-----------|----|
| Anticipate increased reshoring compared to 2023 | 19.64% | 11 |
| Anticipate similar reshoring | 57.14% | 32 |
| Anticipate less reshoring than in 2023 | 23.21% | 13 |
| TOTAL | | 56 |

Q8 Which best describes your foundry's plans for capital investments in 2024?

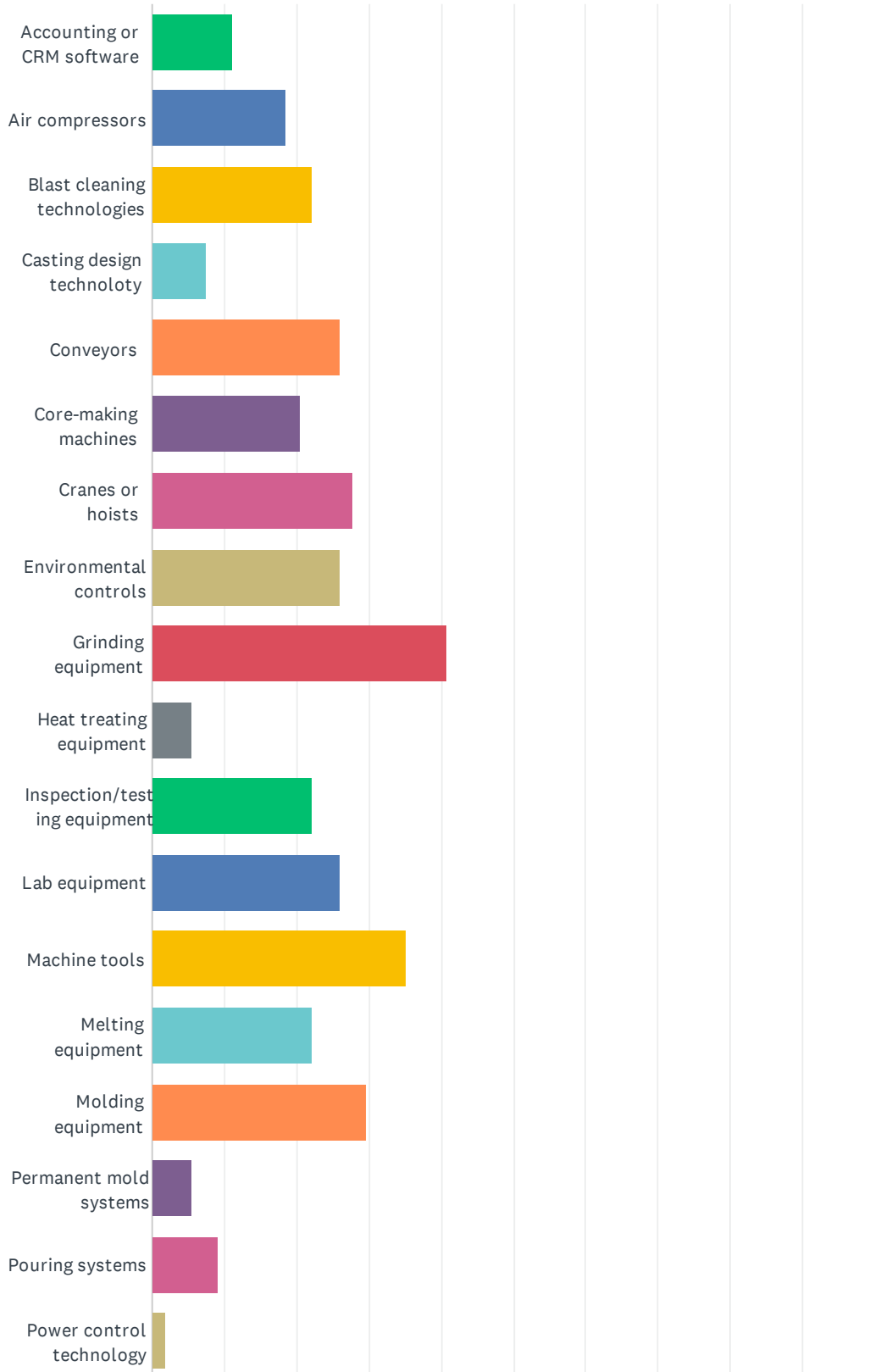
Answered: 56 Skipped: 1



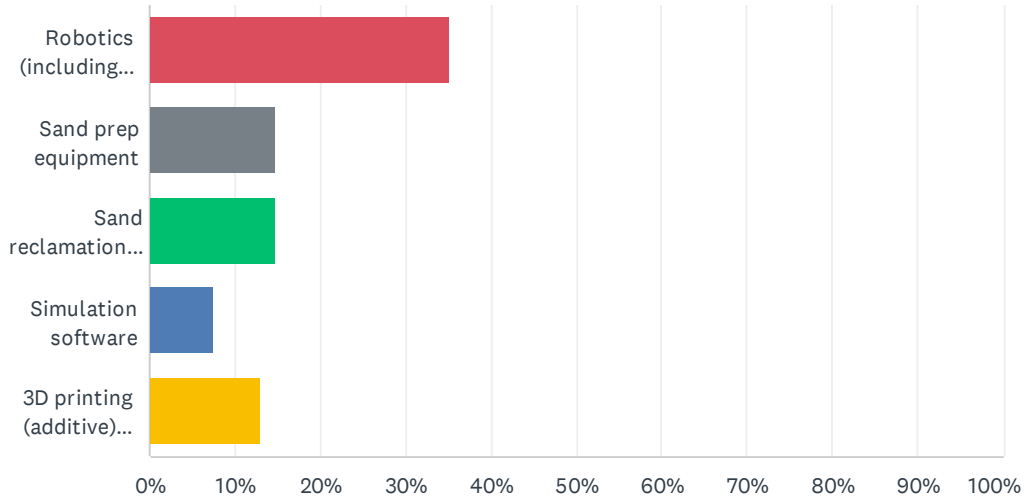
| ANSWER CHOICES | RESPONSES |
|----------------------------|-----------|
| None | 7.14% 4 |
| Less than \$100K | 12.50% 7 |
| \$101K to \$250K | 10.71% 6 |
| \$251K to \$500K | 8.93% 5 |
| \$501K to \$1 million | 23.21% 13 |
| \$1 million to \$3 million | 17.86% 10 |
| More than \$3 million | 21.43% 12 |
| Total Respondents: 56 | |

Q9 Which of the following does your foundry plan to purchase in the next 12 months?

Answered: 54 Skipped: 3



November 2023 Metalcasters Quarterly Outlook Survey

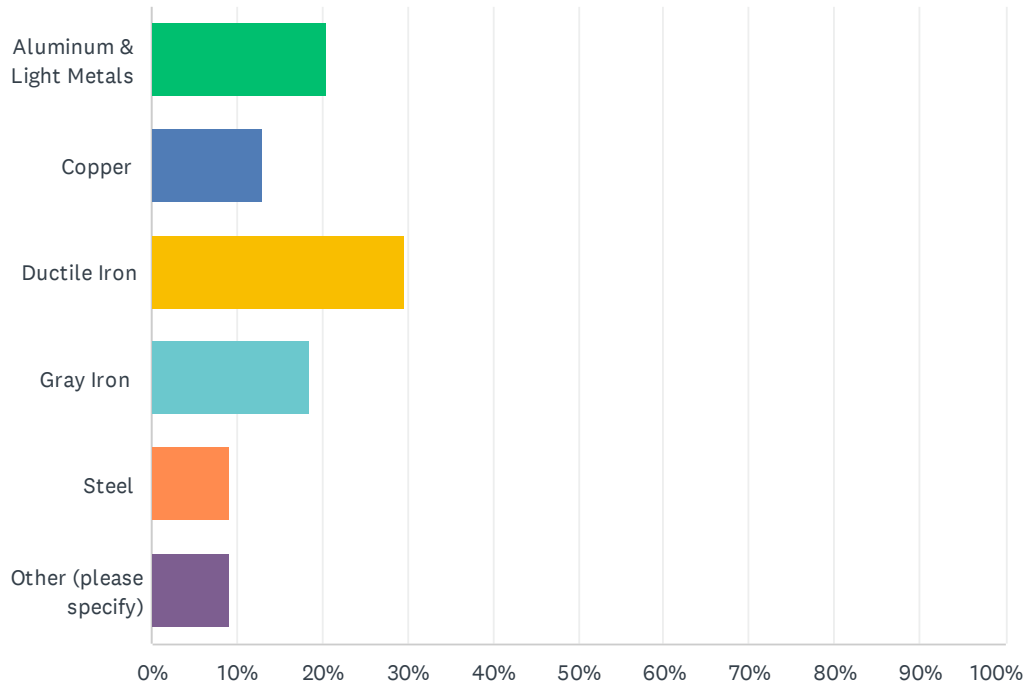


November 2023 Metalcasters Quarterly Outlook Survey

| ANSWER CHOICES | RESPONSES | |
|-----------------------------------|-----------|----|
| Accounting or CRM software | 11.11% | 6 |
| Air compressors | 18.52% | 10 |
| Blast cleaning technologies | 22.22% | 12 |
| Casting design technology | 7.41% | 4 |
| Conveyors | 25.93% | 14 |
| Core-making machines | 20.37% | 11 |
| Cranes or hoists | 27.78% | 15 |
| Environmental controls | 25.93% | 14 |
| Grinding equipment | 40.74% | 22 |
| Heat treating equipment | 5.56% | 3 |
| Inspection/testing equipment | 22.22% | 12 |
| Lab equipment | 25.93% | 14 |
| Machine tools | 35.19% | 19 |
| Melting equipment | 22.22% | 12 |
| Molding equipment | 29.63% | 16 |
| Permanent mold systems | 5.56% | 3 |
| Pouring systems | 9.26% | 5 |
| Power control technology | 1.85% | 1 |
| Robotics (including cobots) | 35.19% | 19 |
| Sand prep equipment | 14.81% | 8 |
| Sand reclamation technology | 14.81% | 8 |
| Simulation software | 7.41% | 4 |
| 3D printing (additive) technology | 12.96% | 7 |
| Total Respondents: 54 | | |

Q13 What is the primary metal poured at your foundry?

Answered: 54 Skipped: 3

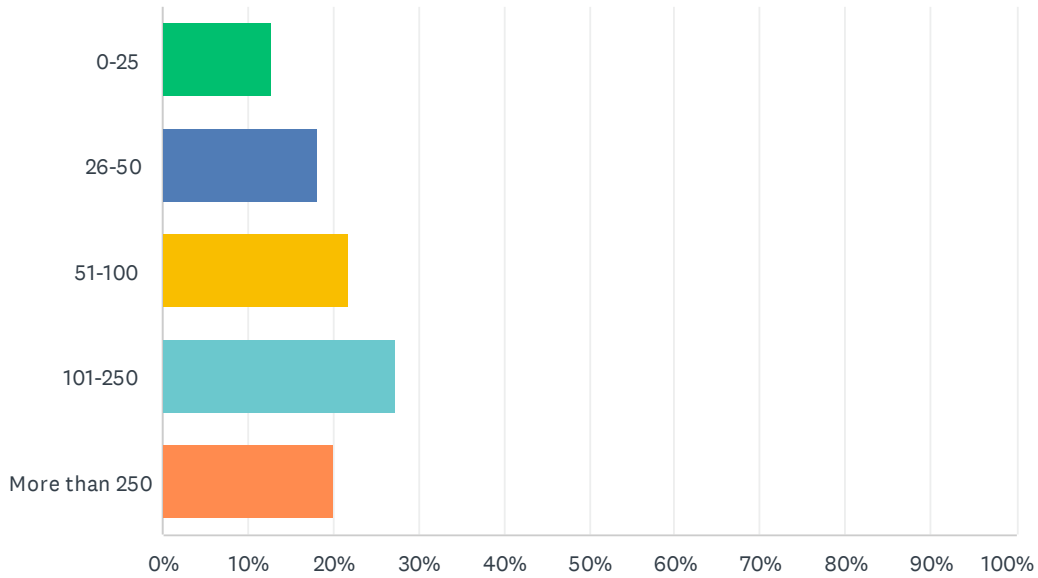


| ANSWER CHOICES | RESPONSES |
|-------------------------|-----------|
| Aluminum & Light Metals | 20.37% 11 |
| Copper | 12.96% 7 |
| Ductile Iron | 29.63% 16 |
| Gray Iron | 18.52% 10 |
| Steel | 9.26% 5 |
| Other (please specify) | 9.26% 5 |
| TOTAL | 54 |

| # | OTHER (PLEASE SPECIFY) | DATE |
|---|------------------------|---------------------|
| 1 | white iron | 12/4/2023 9:12 AM |
| 2 | All except Copper | 12/3/2023 7:56 AM |
| 3 | White Iron | 12/1/2023 10:13 AM |
| 4 | high alloy iron | 11/29/2023 11:00 AM |
| 5 | all of the above | 11/29/2023 10:37 AM |

Q14 How many employees work at your facility?

Answered: 55 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|-----------|
| 0-25 | 12.73% | 7 |
| 26-50 | 18.18% | 10 |
| 51-100 | 21.82% | 12 |
| 101-250 | 27.27% | 15 |
| More than 250 | 20.00% | 11 |
| TOTAL | | 55 |