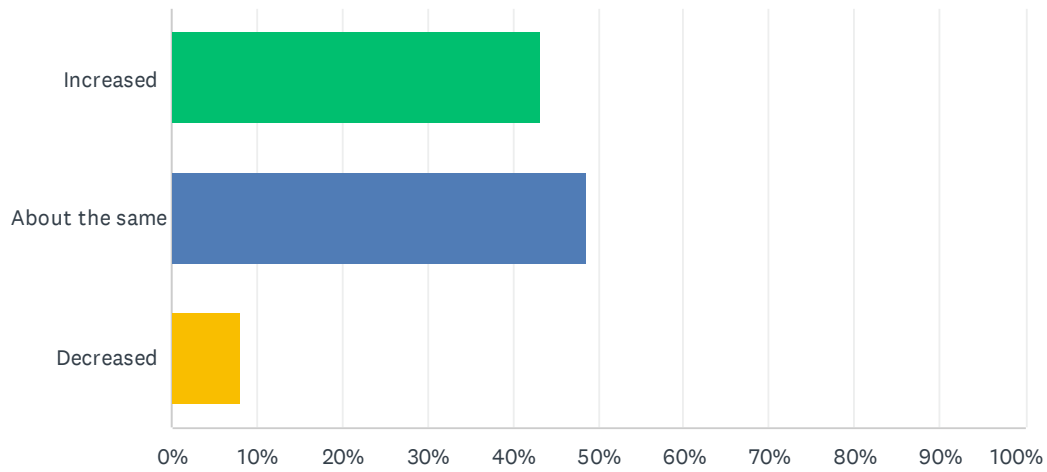


# Q1 How have your company's sales trended over the last 90 days?

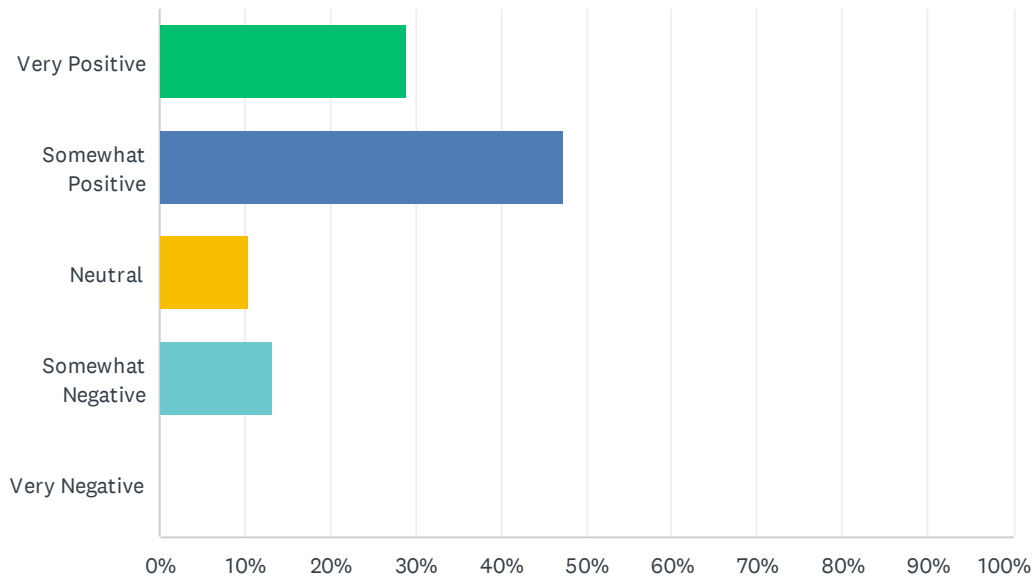
Answered: 37 Skipped: 1



ANSWER CHOICES	RESPONSES
Increased	43.24% 16
About the same	48.65% 18
Decreased	8.11% 3
<b>TOTAL</b>	<b>37</b>

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

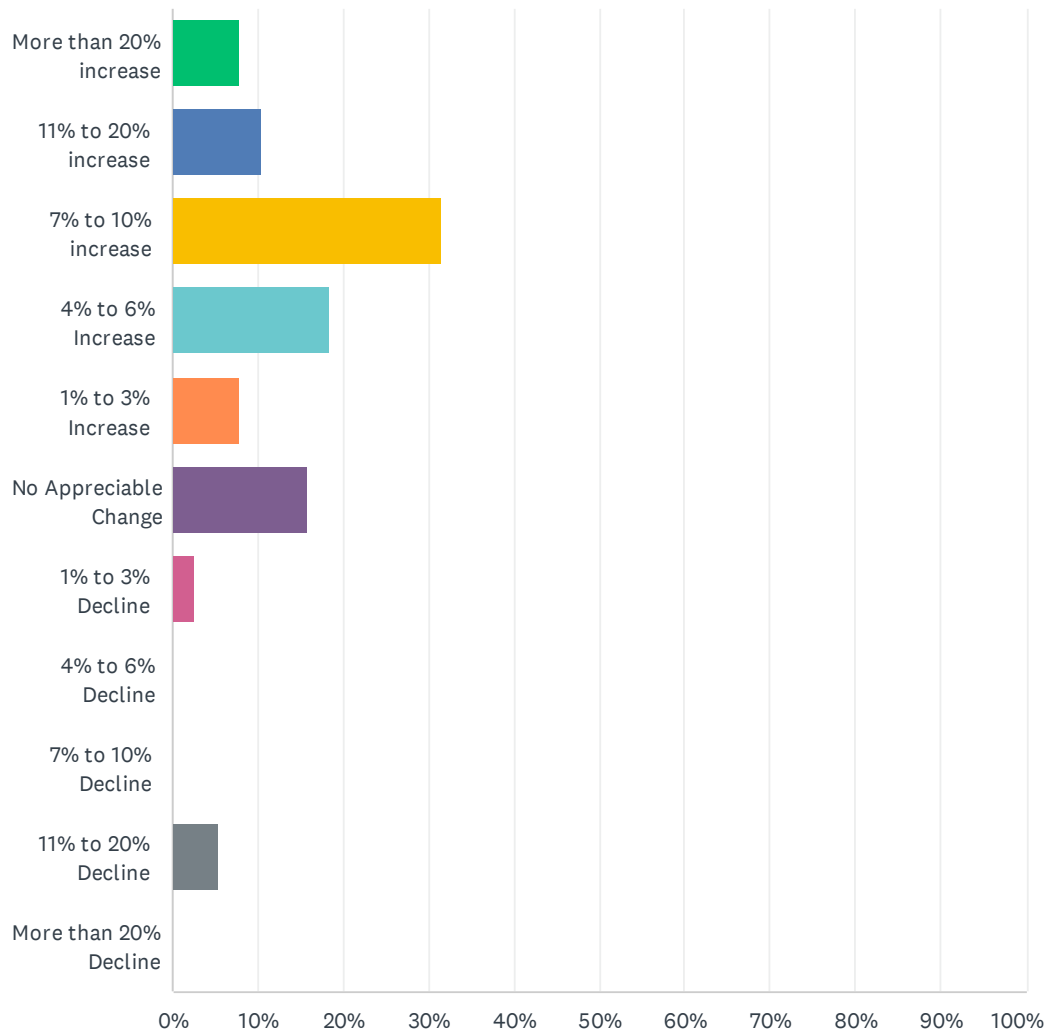
Answered: 38 Skipped: 0



ANSWER CHOICES	RESPONSES	
Very Positive	28.95%	11
Somewhat Positive	47.37%	18
Neutral	10.53%	4
Somewhat Negative	13.16%	5
Very Negative	0.00%	0
<b>TOTAL</b>		<b>38</b>

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

Answered: 38 Skipped: 0

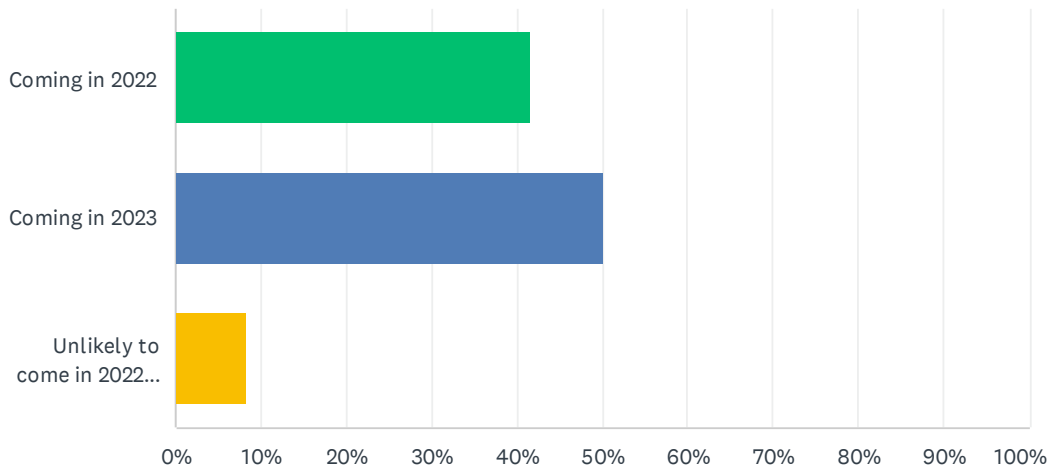


## June 2022 Metalcasters Quarterly Outlook Survey

ANSWER CHOICES	RESPONSES	
More than 20% increase	7.89%	3
11% to 20% increase	10.53%	4
7% to 10% increase	31.58%	12
4% to 6% Increase	18.42%	7
1% to 3% Increase	7.89%	3
No Appreciable Change	15.79%	6
1% to 3% Decline	2.63%	1
4% to 6% Decline	0.00%	0
7% to 10% Decline	0.00%	0
11% to 20% Decline	5.26%	2
More than 20% Decline	0.00%	0
<b>TOTAL</b>		<b>38</b>

## Q4 Which statement best describes your view about a recession?

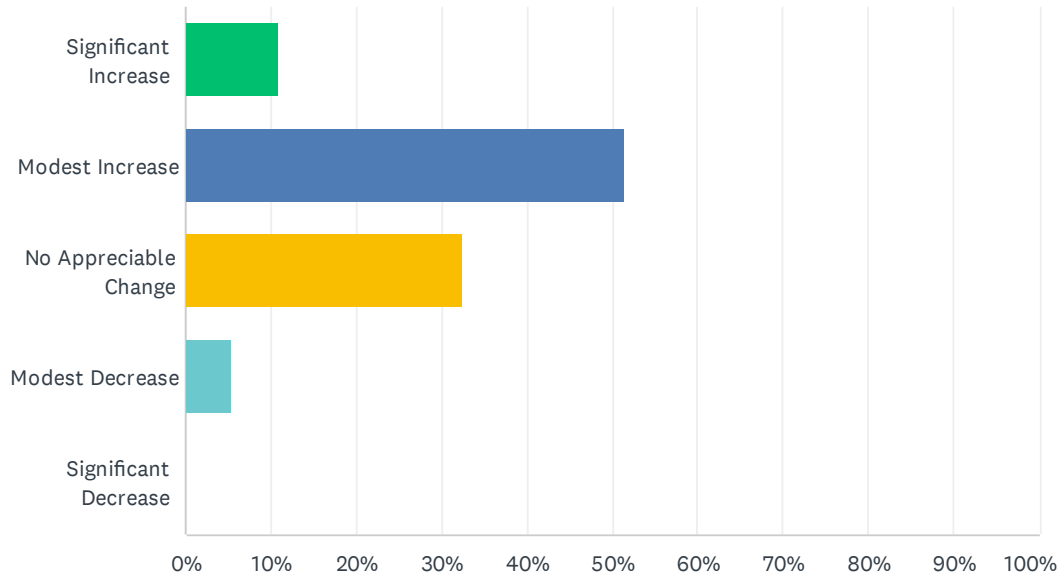
Answered: 36 Skipped: 2



ANSWER CHOICES	RESPONSES	
Coming in 2022	41.67%	15
Coming in 2023	50.00%	18
Unlikely to come in 2022 or 2023	8.33%	3
<b>TOTAL</b>		<b>36</b>

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

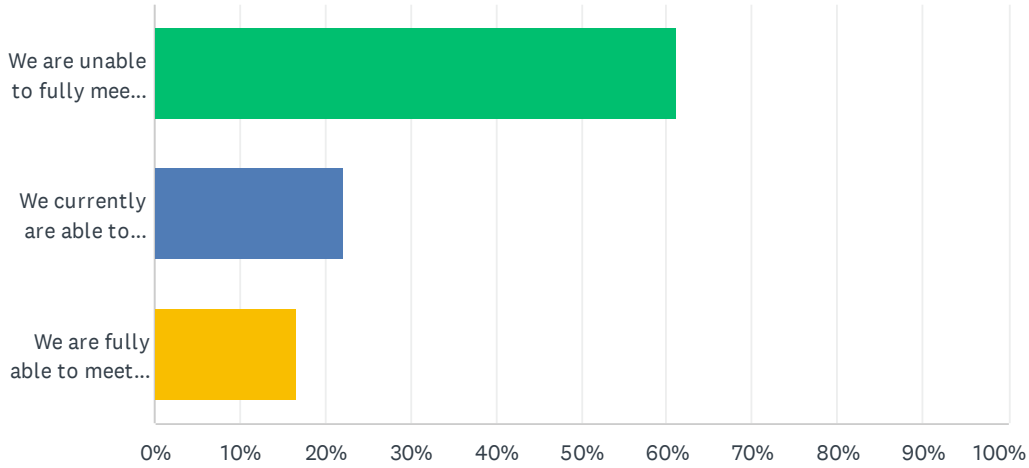
Answered: 37 Skipped: 1



ANSWER CHOICES	RESPONSES
Significant Increase	10.81% 4
Modest Increase	51.35% 19
No Appreciable Change	32.43% 12
Modest Decrease	5.41% 2
Significant Decrease	0.00% 0
<b>TOTAL</b>	<b>37</b>

### Q6 Some foundries report that the worker shortage is forcing them to turn down some orders that they otherwise would produce. Which best describes the situation at your foundry?

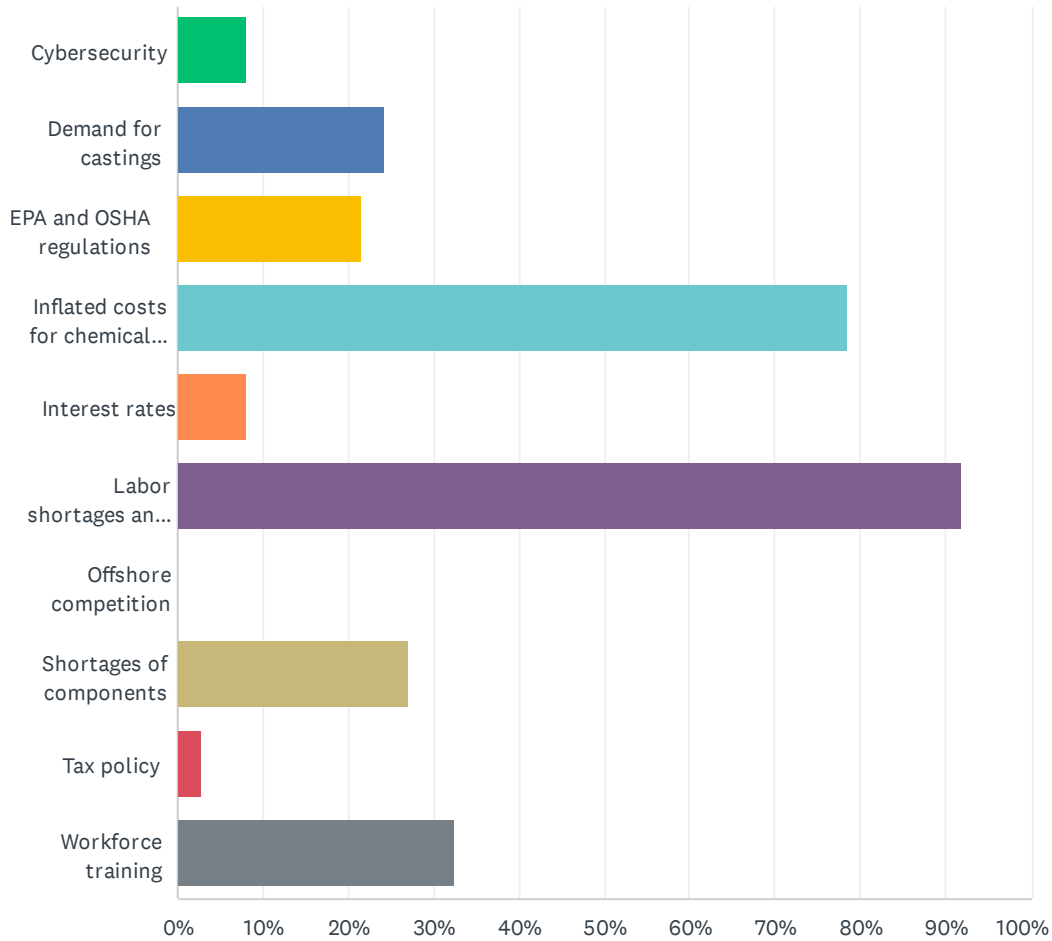
Answered: 36 Skipped: 2



ANSWER CHOICES	RESPONSES	
We are unable to fully meet demand due to the worker shortage.	61.11%	22
We currently are able to meet demand but expect that to change in 2023.	22.22%	8
We are fully able to meet demand and expect that to stay the same in 2023.	16.67%	6
<b>TOTAL</b>		<b>36</b>

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

Answered: 37 Skipped: 1



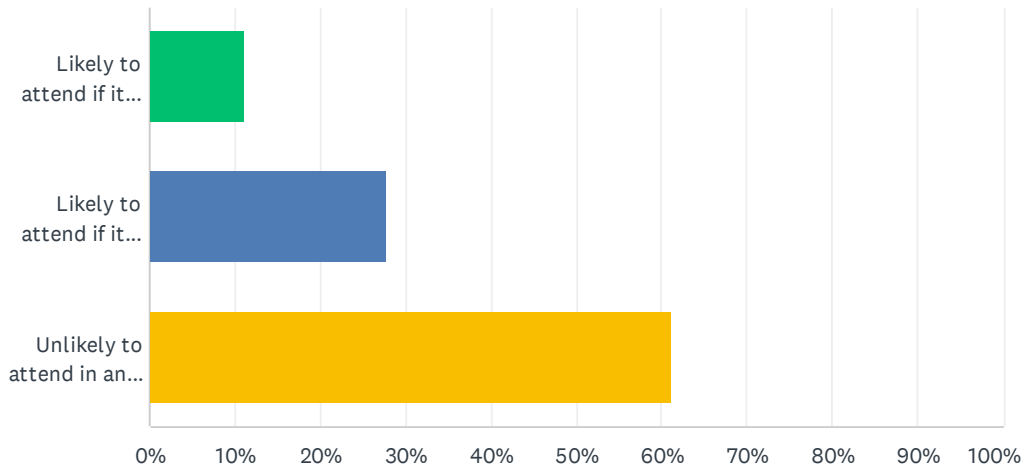


## June 2022 Metalcasters Quarterly Outlook Survey

ANSWER CHOICES	RESPONSES	
Cybersecurity	8.11%	3
Demand for castings	24.32%	9
EPA and OSHA regulations	21.62%	8
Inflated costs for chemicals, energy and materials	78.38%	29
Interest rates	8.11%	3
Labor shortages and costs	91.89%	34
Offshore competition	0.00%	0
Shortages of components	27.03%	10
Tax policy	2.70%	1
Workforce training	32.43%	12
Total Respondents: 37		

Q8 If AFS were to hold a conference about how to improve marketing, grow casting sales and the economic outlook, would your foundry be:  
(Select best option)

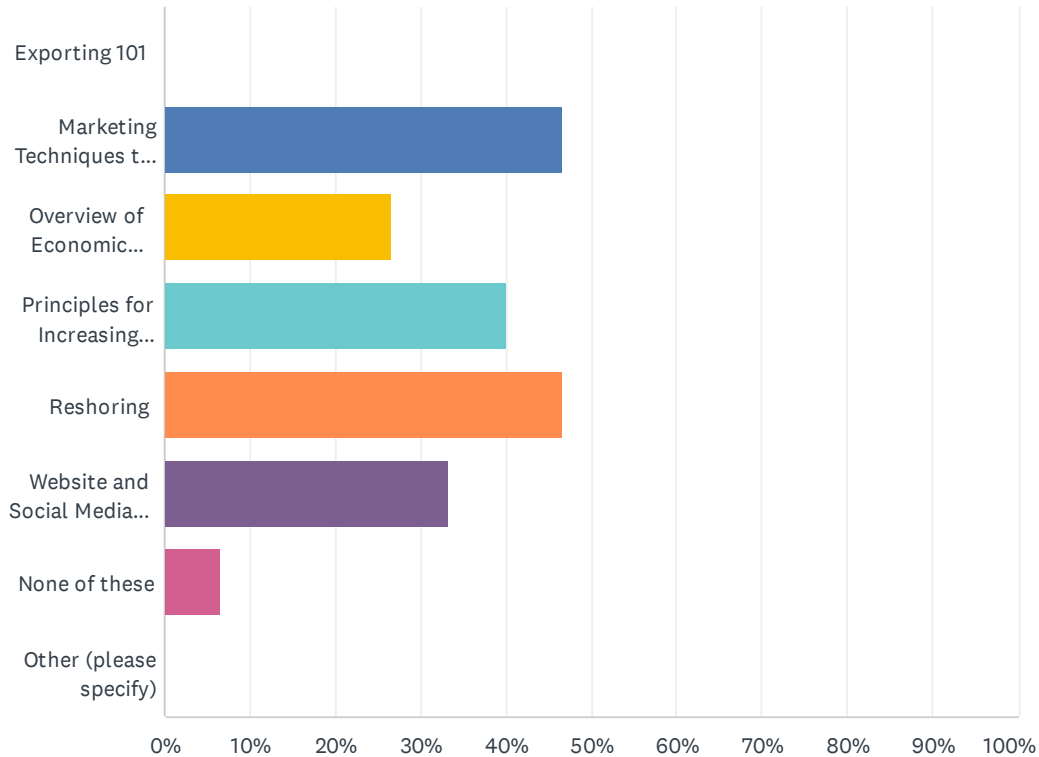
Answered: 36 Skipped: 2



ANSWER CHOICES	RESPONSES	
Likely to attend if it is held as an in-person event	11.11%	4
Likely to attend if it is held as a virtual event	27.78%	10
Unlikely to attend in any either format	61.11%	22
<b>TOTAL</b>		<b>36</b>

## Q9 Which topics if any would make someone from your foundry more likely to attend a Sales & Marketing Conference? (Check all that apply)

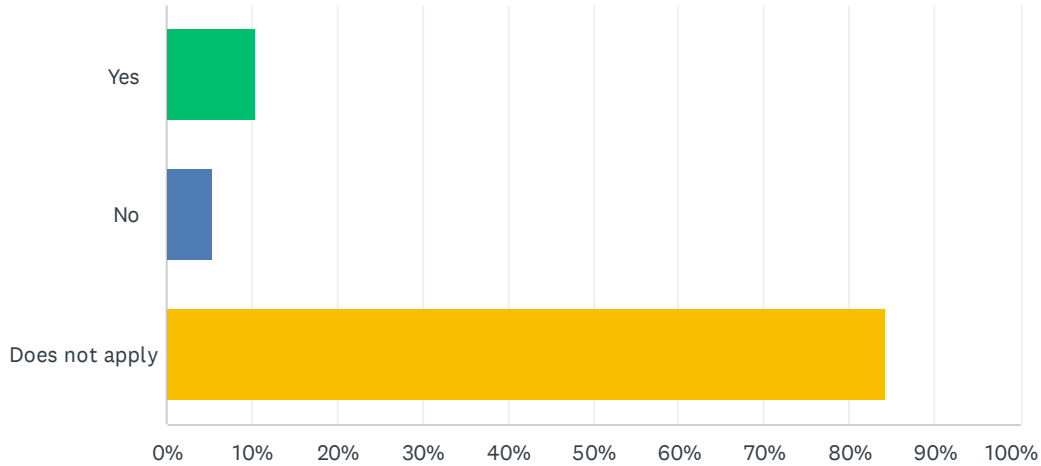
Answered: 15 Skipped: 23



ANSWER CHOICES	RESPONSES	
Exporting 101	0.00%	0
Marketing Techniques to Help HR Directors Attract Workers	46.67%	7
Overview of Economic Conditions	26.67%	4
Principles for Increasing Sales	40.00%	6
Reshoring	46.67%	7
Website and Social Media Best Practices	33.33%	5
None of these	6.67%	1
Other (please specify)	0.00%	0
Total Respondents: 15		

**Q10 Would your current products used in vehicles with an internal combustion engine still be applicable (used) in an electric vehicle (i.e., brake disc rotors, steering knuckles vs. blocks, heads, manifolds, and shafts)?**

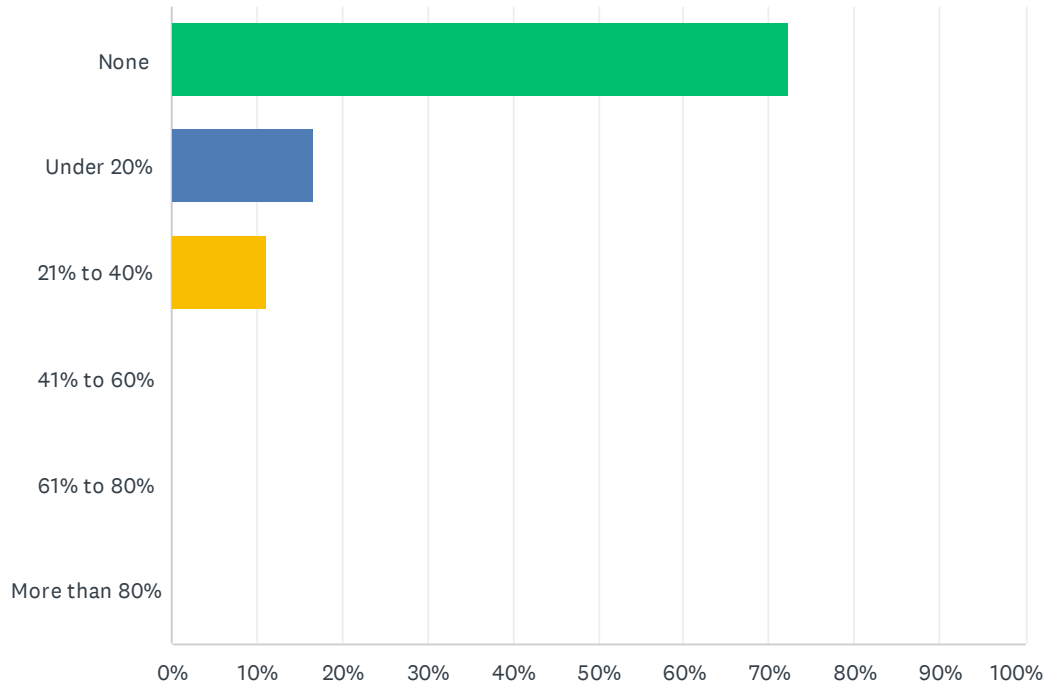
Answered: 19 Skipped: 19



ANSWER CHOICES	RESPONSES
Yes	10.53% 2
No	5.26% 1
Does not apply	84.21% 16
<b>TOTAL</b>	<b>19</b>

## Q11 What percent of your current product portfolio could be impacted or jeopardized by vehicle electrification?

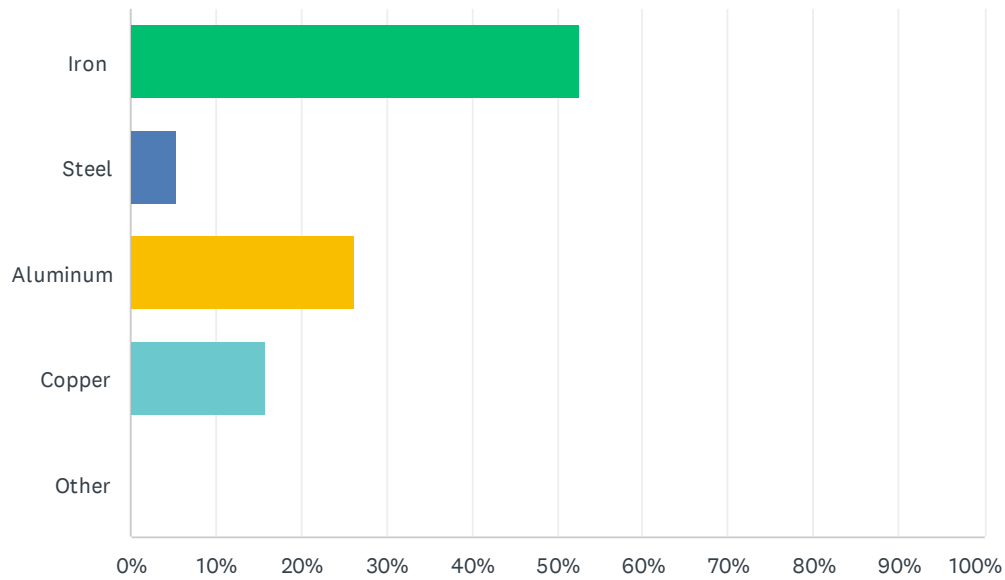
Answered: 18 Skipped: 20



ANSWER CHOICES	RESPONSES	
None	72.22%	13
Under 20%	16.67%	3
21% to 40%	11.11%	2
41% to 60%	0.00%	0
61% to 80%	0.00%	0
More than 80%	0.00%	0
<b>TOTAL</b>		<b>18</b>

## Q12 What is the primary metal poured at your foundry?

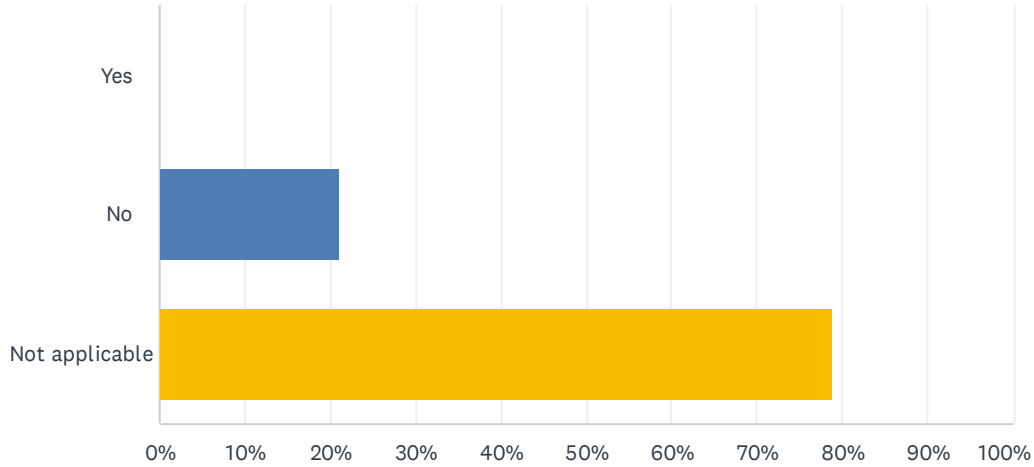
Answered: 19 Skipped: 19



ANSWER CHOICES	RESPONSES	
Iron	52.63%	10
Steel	5.26%	1
Aluminum	26.32%	5
Copper	15.79%	3
Other	0.00%	0
<b>TOTAL</b>		<b>19</b>

### Q13 Have your current motor vehicle customers indicated that current programs will be phased out in the near future?

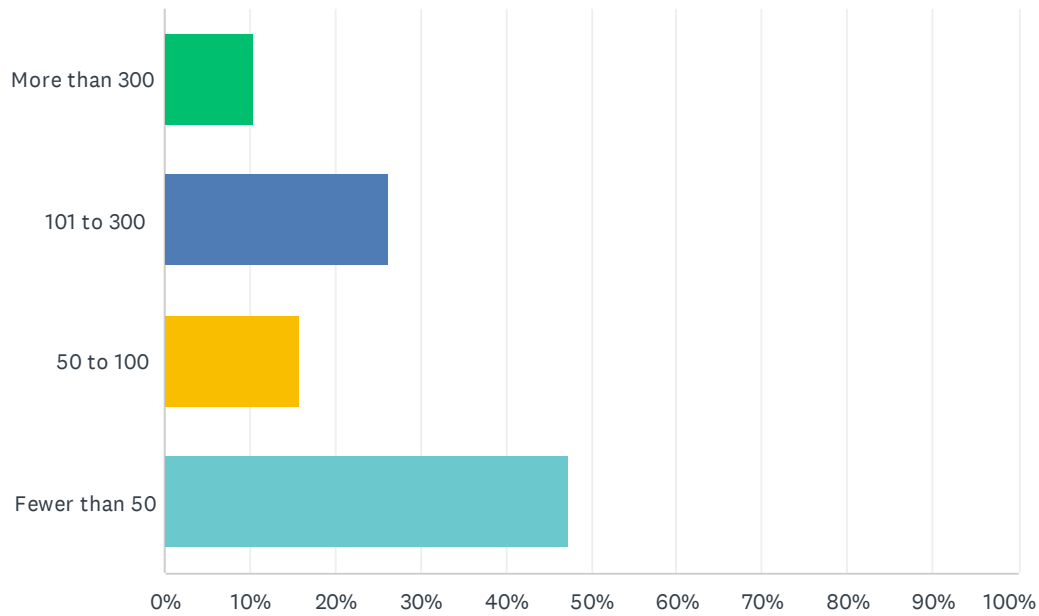
Answered: 19 Skipped: 19



ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	21.05%	4
Not applicable	78.95%	15
<b>TOTAL</b>		<b>19</b>

## Q14 What is the employment count at your foundry?

Answered: 19 Skipped: 19



ANSWER CHOICES	RESPONSES
More than 300	10.53% 2
101 to 300	26.32% 5
50 to 100	15.79% 3
Fewer than 50	47.37% 9
TOTAL	19