

NEWS RELEASE

U.S. Manufacturing Technology Orders



a statistical program of AMT

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For Release: September 11th, 2017

Summer 2017 Orders Continue to Outpace 2016

US Manufacturing Technology Orders (USMTO) continued to expand in July, up 23% from July 2016 order levels. The July rate of increase is a notable acceleration in growth relative to the 10% increase in June orders posted over the previous year.

The nearly three-year decline in the U.S. manufacturing technology market turned the corner last March with a string of year-over-year improvements in order levels. IMTS 2016 rekindled the market last fall but it was not until March that year-over-year numbers began to consistently show a positive, accelerating trend upwards. At the current expansion rates, manufacturing technology orders are likely to outpace the growth rates analysts forecasted at last October's Global Forecasting and Marketing Conference hosted by AMT.

“It is encouraging to see the U.S. manufacturing markets and economy improving, especially when the European and Asian markets are not doing as well,” said Doug Woods. “AMT is excited about the prospects for 2017 and the possibilities in 2018, particularly if Washington takes steps to address tax reform and infrastructure spending.”

Orders posted in July are typically down 15% from the previous month. This year, orders followed that historical summer trend coming in at \$320 million, off 19% from June orders of \$397 million.

“AMT members noted the marked difference in the start of this summer season,” said Pat McGibbon, AMT Vice President of Strategic Analytics. “Usually quotations and leads start to slow in the summer but that has

(more)

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not been the case in 2017.”

Several large projects converted mature quotations into major orders with bundled add-ons such as special tooling and automation. The contract machine shop sector, where companies typically buy one or two machines at a time, was one of the stronger markets in July, representing 41 percent of all the units ordered in July and 32 percent of the total July dollar value. The big surprise was a jump in defense orders from less than one percent of total orders to 4 percent in July – more than a 10-fold increase. Medical equipment and agricultural equipment sectors were up 10 percent and seven percent respectively.

The southeast region registered one the largest month-to-month declines in the past three years falling 34 percent relative to June and down 10 percent relative to July 2016. Almost the entire decline can be attributed to a dramatic drop in aerospace activity in the region. The northeast region posted the only regional increase over June figures of the six USMTO regions.

USMTO tracks well with the Purchasing Managers’ Index (PMI) produced by the Institute of Supply Management. Any mark over 50 represents an indication of expansion. The index is 56.3 in July up from the June level. Business’ profitability over the past three quarters primes the pump for expansion on corporate investment in new durable goods and production equipment. AMT has recently replaced one of its key indicators with the Gardner Business Index (GBI) which has tracked well with USMTO in the past and turned upwards markedly in December 2016 about 90 days before the recognizable upturn in USMTO.

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The United States Manufacturing Technology Orders (USMTO) report

These numbers and all data in this report are based on the totals of actual data reported by companies participating in the USMTO program. This report, compiled by AMT – The Association For Manufacturing Technology, provides regional and national U.S. orders data of domestic and imported machine tools and related equipment. Analysis of manufacturing technology orders provides a reliable leading economic indicator as manufacturing industries invest in capital metalworking equipment to increase capacity and improve productivity.

About AMT – The Association For Manufacturing Technology

AMT represents U.S.-based builders and distributors of manufacturing technology – the advanced machinery, devices, and digital equipment that U.S. manufacturing relies on to be productive, innovative, and competitive. Located in McLean, VA, near the nation’s capital, AMT acts as the industry’s voice to speed the pace of innovation, increase global competitiveness and develop manufacturing’s advanced workforce of tomorrow. With extensive expertise in industry data and intelligence, as well as a full complement of international business operations, AMT offers its members an unparalleled level of support. AMT also produces IMTS – The International Manufacturing Technology Show, the premier manufacturing technology event in North America.

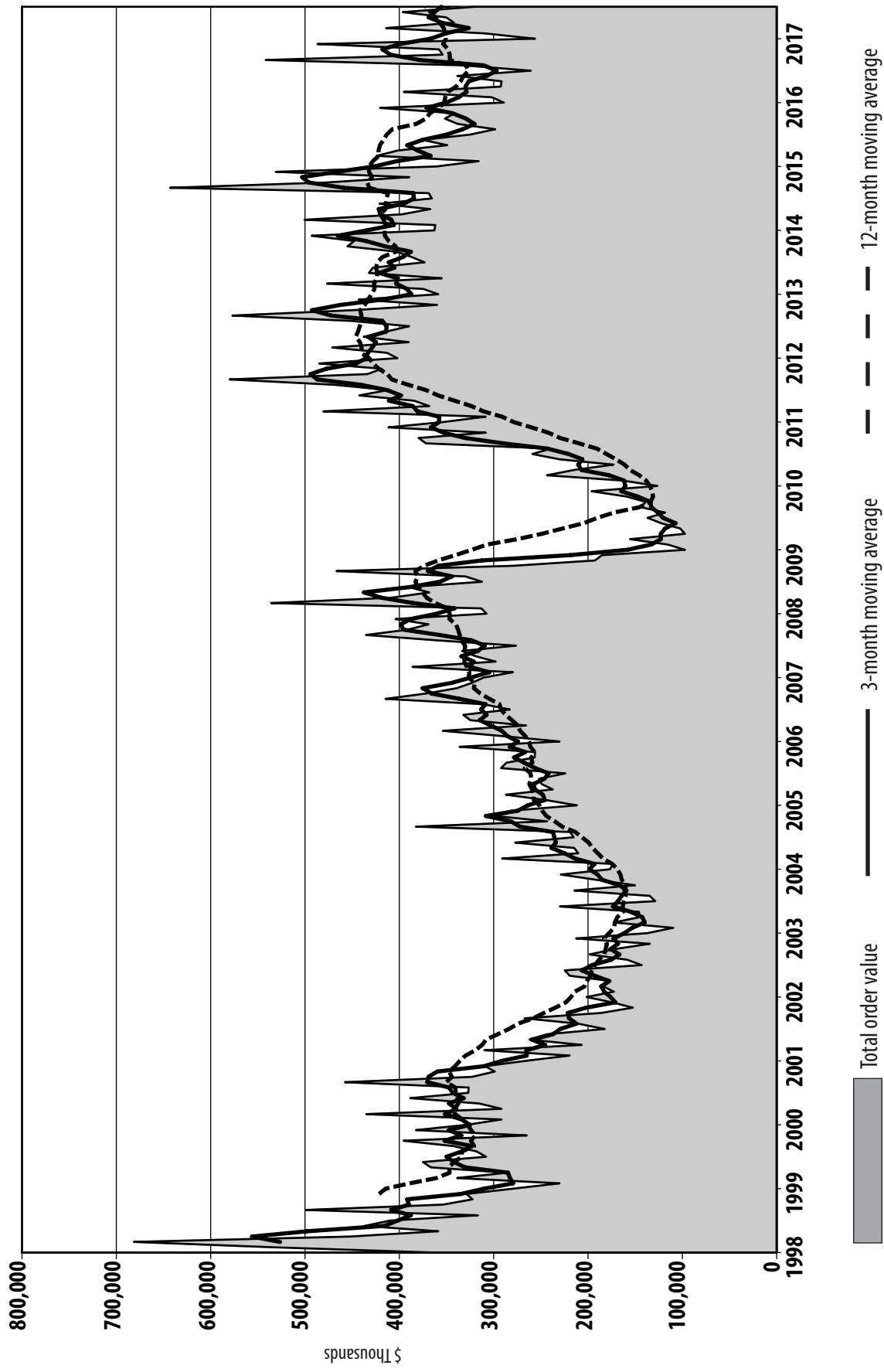
IMTS – International Manufacturing Technology Show

The largest and longest running manufacturing technology trade show in the United States is held every other year at McCormick Place in Chicago, Ill. IMTS 2018 will run Sept. 10-15. IMTS is ranked among the largest trade shows in the world. Recognized as one of the world’s preeminent stages for introducing and selling manufacturing equipment and technology, IMTS attracts more than 114,000 visitors from every level of industry and more than 112 countries. IMTS is owned and managed by AMT – The Association For Manufacturing Technology. www.IMTS.com



Total U.S. Manufacturing Technology Orders

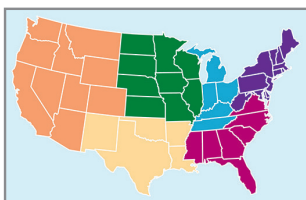
Through July 2017





July 2017

| | JUL17 (P) | Previous Month | % Change | Year Ago Month | % Change | YTD 17 (P) | YTD 16(R) | % Change YTD |
|-----------------------------|---------------|----------------|---------------|----------------|---------------|-----------------|-----------------|--------------|
| National | | | | | | | | |
| Metal Cutting | 306.73 | 385.54 | -20.4% | 247.67 | 23.8% | 2,301.12 | 2,090.72 | 10.1% |
| Metal Forming & Fabricating | 12.97 | 10.81 | 19.9% | 12.92 | 0.4% | 86.47 | 78.82 | 9.7% |
| Total | 319.70 | 396.35 | -19.3% | 260.59 | 22.7% | 2,387.58 | 2,169.54 | 10.1% |
| Regional | | | | | | | | |
| Northeast | | | | | | | | |
| Metal Cutting | 67.30 | 58.37 | 15.3% | 49.99 | 34.6% | 408.11 | 434.14 | -6.0% |
| Metal Forming & Fabricating | D | D | -43.8% | 0.80 | D | 7.26 | 12.52 | -42.1% |
| Total | D | D | 14.7% | 50.79 | D | 415.37 | 446.66 | -7.0% |
| Southeast | | | | | | | | |
| Metal Cutting | 35.38 | 50.72 | -30.2% | 43.77 | -19.2% | 273.07 | 268.46 | 1.7% |
| Metal Forming & Fabricating | D | 3.36 | D | D | 57.2% | 26.93 | 12.82 | 110.0% |
| Total | D | 54.08 | D | D | -18.6% | 300.00 | 281.29 | 6.7% |
| North Central-East | | | | | | | | |
| Metal Cutting | 79.04 | 110.46 | -28.5% | 49.96 | 58.2% | 574.14 | 512.17 | 12.1% |
| Metal Forming & Fabricating | 8.51 | 5.29 | 60.8% | 2.33 | 265.9% | D | 18.39 | D |
| Total | 87.55 | 115.75 | -24.4% | 52.28 | 67.4% | D | 530.56 | D |
| North Central-West | | | | | | | | |
| Metal Cutting | 51.01 | 70.48 | -27.6% | 49.09 | 3.9% | 406.97 | 386.81 | 5.2% |
| Metal Forming & Fabricating | D | D | 46.5% | 7.87 | D | 7.57 | D | D |
| Total | D | D | -26.8% | 56.96 | D | 414.54 | D | D |
| South Central | | | | | | | | |
| Metal Cutting | 24.14 | 29.34 | -17.7% | 14.11 | 71.1% | 210.49 | 130.13 | 61.8% |
| Metal Forming & Fabricating | 1.14 | D | D | D | * | D | D | D |
| Total | 25.28 | D | D | D | D | D | D | D |
| West | | | | | | | | |
| Metal Cutting | 49.88 | 66.16 | -24.6% | 40.76 | 22.4% | 428.33 | 359.02 | 19.3% |
| Metal Forming & Fabricating | D | D | 878.0% | D | -18.4% | 4.33 | 9.63 | -55.1% |
| Total | D | D | -22.8% | D | 20.8% | 432.65 | 368.65 | 17.4% |



- Northeast
- Southeast
- North Central - East
- North Central - West
- South Central
- West

\$ = millions of dollars

P – preliminary

R – revised

* – percent change greater than 1,000%

Totals may not match due to rounding

Note on fields marked D: Due to a change in survey participants the year over year comparison number for Metal Forming and Fabricating is not an accurate reflection of the data. We have adjusted the data for the past 12 months to take this change into consideration. The new chart reflects a consistent year over year comparison of the data at the current participation level.



Net New Orders for U.S. Consumption

July 2017

Total National Orders (Thousands of Dollars)

| | DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | |
|------|---------|--------------|-----------|------------------------|-----------|--------------------------------------|----------|
| | | Units | Value | Units | Value | Units | Value |
| 2016 | JUL | 1,483 | \$260,587 | 1,446 | \$247,669 | 37 | \$12,918 |
| 2016 | AUG | 2,006 | \$332,616 | 1,965 | \$321,569 | 41 | \$11,047 |
| 2016 | SEP | 2,865 | \$541,632 | 2,814 | \$528,950 | 51 | \$12,682 |
| 2016 | OCT | 2,024 | \$354,096 | 1,980 | \$330,987 | 44 | \$23,109 |
| 2016 | NOV | 2,197 | \$357,960 | 2,144 | \$346,890 | 53 | \$11,070 |
| 2016 | DEC | 2,700 | \$486,761 | 2,648 | \$475,749 | 52 | \$11,012 |
| 2017 | JAN | 1,602 | \$256,127 | 1,543 | \$248,685 | 59 | \$7,441 |
| 2017 | FEB | 1,809 | \$309,234 | 1,756 | \$297,089 | 53 | \$12,146 |
| 2017 | MAR | 2,352 | \$413,922 | 2,278 | \$389,875 | 74 | \$24,047 |
| 2017 | APR | 1,749 | \$342,053 | 1,705 | \$334,508 | 44 | \$7,546 |
| 2017 | MAY | 2,216 | \$350,196 | 2,166 | \$338,687 | 50 | \$11,508 |
| 2017 | JUN | 2,207 | \$396,350 | 2,160 | \$385,539 | 47 | \$10,812 |
| 2017 | JUL | 1,802 | \$319,702 | 1,755 | \$306,734 | 47 | \$12,968 |
| | Average | 2,078 | \$363,172 | 2,028 | \$350,225 | 50 | \$12,947 |

REGIONAL

Northeast Region (Thousands of Dollars)

| | DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | |
|------|---------|--------------|----------|------------------------|-----------|--------------------------------------|---------|
| | | Units | Value | Units | Value | Units | Value |
| 2016 | JUL | 279 | \$50,792 | 274 | \$49,989 | 5 | \$803 |
| 2016 | AUG | 334 | D | 331 | \$57,469 | 3 | D |
| 2016 | SEP | 516 | \$97,797 | 505 | \$96,034 | 11 | \$1,763 |
| 2016 | OCT | 388 | \$58,450 | 377 | \$56,339 | 11 | \$2,111 |
| 2016 | NOV | 391 | \$66,420 | 380 | \$61,749 | 11 | \$4,671 |
| 2016 | DEC | 520 | D | 514 | \$127,342 | 6 | D |
| 2017 | JAN | 323 | \$47,461 | 313 | \$46,360 | 10 | \$1,100 |
| 2017 | FEB | 374 | \$67,520 | 368 | \$65,911 | 6 | \$1,609 |
| 2017 | MAR | 412 | \$65,966 | 401 | \$64,819 | 11 | \$1,147 |
| 2017 | APR | 280 | \$49,260 | 269 | \$47,657 | 11 | \$1,603 |
| 2017 | MAY | 381 | \$58,589 | 375 | \$57,699 | 6 | \$890 |
| 2017 | JUN | 406 | D | 401 | \$58,373 | 5 | D |
| 2017 | JUL | 360 | D | 354 | \$67,295 | 6 | D |
| | Average | 382 | \$67,341 | 374 | \$65,926 | 8 | \$1,415 |

Note on fields marked D: Due to a change in survey participants the year over year comparison number for Metal Forming and Fabricating is not an accurate reflection of the data. We have adjusted the data for the past 12 months to take this change into consideration. The new chart reflects a consistent year over year comparison of the data at the current participation level.



Net New Orders for U.S. Consumption

July 2017

Southeast Region (Thousands of Dollars)

| DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | |
|----------|--------------|----------|------------------------|----------|--------------------------------------|----------|
| | Units | Value | Units | Value | Units | Value |
| 2016 JUL | 218 | D | 214 | \$43,770 | 4 | D |
| 2016 AUG | 362 | \$67,485 | 355 | \$65,310 | 7 | \$2,175 |
| 2016 SEP | 384 | D | 379 | \$81,035 | 5 | D |
| 2016 OCT | 212 | D | 211 | \$45,522 | 1 | D |
| 2016 NOV | 260 | D | 255 | \$33,815 | 5 | D |
| 2016 DEC | 317 | D | 315 | \$43,249 | 2 | D |
| 2017 JAN | 193 | \$27,491 | 184 | \$27,018 | 9 | \$473 |
| 2017 FEB | 189 | \$30,574 | 180 | \$28,027 | 9 | \$2,547 |
| 2017 MAR | 320 | \$73,856 | 302 | \$57,711 | 18 | \$16,145 |
| 2017 APR | 218 | D | 211 | \$38,409 | 7 | D |
| 2017 MAY | 250 | D | 245 | \$35,810 | 5 | D |
| 2017 JUN | 271 | \$54,077 | 259 | \$50,721 | 12 | \$3,356 |
| 2017 JUL | 195 | D | 191 | \$35,380 | 4 | D |
| Average | 261 | \$47,751 | 254 | \$45,060 | 7 | \$2,691 |

North Central-East Region (Thousands of Dollars)

| DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | |
|----------|--------------|-----------|------------------------|-----------|--------------------------------------|----------|
| | Units | Value | Units | Value | Units | Value |
| 2016 JUL | 335 | \$52,283 | 322 | \$49,957 | 13 | \$2,326 |
| 2016 AUG | 461 | \$85,403 | 446 | \$78,380 | 15 | \$7,023 |
| 2016 SEP | 730 | \$131,687 | 713 | \$125,095 | 17 | \$6,592 |
| 2016 OCT | 515 | \$110,557 | 494 | \$91,759 | 21 | \$18,798 |
| 2016 NOV | 533 | \$84,894 | 516 | \$81,929 | 17 | \$2,965 |
| 2016 DEC | 641 | \$99,677 | 629 | \$96,971 | 12 | \$2,706 |
| 2017 JAN | 358 | \$64,111 | 330 | \$58,764 | 28 | \$5,347 |
| 2017 FEB | 437 | \$79,697 | 422 | \$74,943 | 15 | \$4,754 |
| 2017 MAR | 557 | \$96,988 | 535 | \$91,881 | 22 | \$5,107 |
| 2017 APR | 451 | D | 444 | \$81,465 | 7 | D |
| 2017 MAY | 530 | \$80,448 | 513 | \$77,589 | 17 | \$2,858 |
| 2017 JUN | 559 | \$115,755 | 545 | \$110,462 | 14 | \$5,292 |
| 2017 JUL | 450 | \$87,546 | 434 | \$79,036 | 16 | \$8,510 |
| Average | 504 | \$90,079 | 488 | \$84,479 | 16 | \$5,600 |

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Net New Orders for U.S. Consumption

July 2017

North Central-West Region (Thousands of Dollars)

| DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | | |
|------|--------------|-------|------------------------|-------|--------------------------------------|-------|---------|
| | Units | Value | Units | Value | Units | Value | |
| 2016 | JUL | 271 | \$56,960 | 260 | \$49,085 | 11 | \$7,875 |
| 2016 | AUG | 332 | D | 328 | \$53,240 | 4 | D |
| 2016 | SEP | 498 | \$84,775 | 491 | \$82,819 | 7 | \$1,956 |
| 2016 | OCT | 381 | D | 373 | \$63,860 | 8 | D |
| 2016 | NOV | 414 | \$90,550 | 408 | \$89,710 | 6 | \$840 |
| 2016 | DEC | 433 | \$76,880 | 417 | \$74,304 | 16 | \$2,576 |
| 2017 | JAN | 263 | \$46,175 | 255 | \$45,877 | 8 | \$298 |
| 2017 | FEB | 251 | \$48,488 | 238 | \$46,628 | 13 | \$1,861 |
| 2017 | MAR | 380 | \$62,980 | 372 | \$62,580 | 8 | \$400 |
| 2017 | APR | 293 | \$50,198 | 285 | \$48,770 | 8 | \$1,428 |
| 2017 | MAY | 419 | \$83,217 | 412 | \$81,628 | 7 | \$1,589 |
| 2017 | JUN | 366 | D | 363 | \$70,480 | 3 | D |
| 2017 | JUL | 287 | D | 277 | \$51,009 | 10 | D |
| | Average | 353 | \$64,875 | 345 | \$63,076 | 8 | \$1,799 |

South Central Region (Thousands of Dollars)

| DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | | |
|------|--------------|-------|------------------------|-------|--------------------------------------|-------|---------|
| | Units | Value | Units | Value | Units | Value | |
| 2016 | JUL | 106 | D | 105 | \$14,106 | 1 | D |
| 2016 | AUG | 143 | D | 139 | \$18,294 | 4 | D |
| 2016 | SEP | 193 | D | 191 | \$43,000 | 2 | D |
| 2016 | OCT | 138 | \$16,233 | 138 | \$16,233 | 0 | \$0 |
| 2016 | NOV | 185 | D | 182 | \$19,358 | 3 | D |
| 2016 | DEC | 233 | D | 227 | \$36,524 | 6 | D |
| 2017 | JAN | 145 | D | 144 | \$21,193 | 1 | D |
| 2017 | FEB | 200 | \$29,630 | 193 | \$28,722 | 7 | \$908 |
| 2017 | MAR | 193 | D | 183 | \$35,248 | 10 | D |
| 2017 | APR | 162 | D | 159 | \$41,698 | 3 | D |
| 2017 | MAY | 212 | \$35,066 | 199 | \$30,145 | 13 | \$4,922 |
| 2017 | JUN | 211 | D | 201 | \$29,342 | 10 | D |
| 2017 | JUL | 166 | \$25,280 | 157 | \$24,140 | 9 | \$1,141 |
| | Average | 176 | \$28,219 | 171 | \$27,539 | 5 | \$681 |

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Net New Orders for U.S. Consumption

July 2017

West (Thousands of Dollars)

| DATE | TOTAL ORDERS | | METAL CUTTING MACHINES | | METAL FORMING & FABRICATING MACHINES | |
|----------|--------------|-----------|------------------------|-----------|--------------------------------------|---------|
| | Units | Value | Units | Value | Units | Value |
| 2016 JUL | 274 | D | 271 | \$40,762 | 3 | D |
| 2016 AUG | 374 | \$49,410 | 366 | \$48,876 | 8 | \$534 |
| 2016 SEP | 544 | \$101,840 | 535 | \$100,967 | 9 | \$873 |
| 2016 OCT | 390 | D | 387 | \$57,274 | 3 | D |
| 2016 NOV | 414 | \$61,159 | 403 | \$60,329 | 11 | \$830 |
| 2016 DEC | 556 | D | 546 | \$97,359 | 10 | D |
| 2017 JAN | 320 | D | 317 | \$49,472 | 3 | D |
| 2017 FEB | 358 | D | 355 | \$52,858 | 3 | D |
| 2017 MAR | 490 | \$78,563 | 485 | \$77,636 | 5 | \$927 |
| 2017 APR | 345 | \$77,574 | 337 | \$76,508 | 8 | \$1,066 |
| 2017 MAY | 424 | D | 422 | \$55,816 | 2 | D |
| 2017 JUN | 394 | D | 391 | \$66,161 | 3 | D |
| 2017 JUL | 344 | D | 342 | \$49,875 | 2 | D |
| Average | 402 | \$64,907 | 397 | \$64,146 | 5 | \$761 |

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