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# 2010 AMT REGIONAL MEETINGS

# 2010 Market Data and Analysis

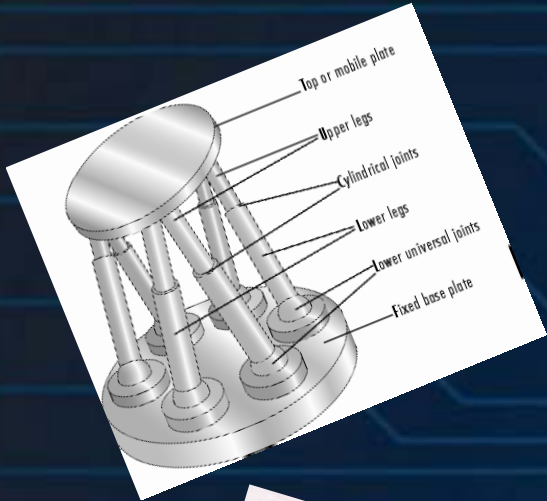
Patrick McGibbon

Vice President – Strategic  
Information & Research

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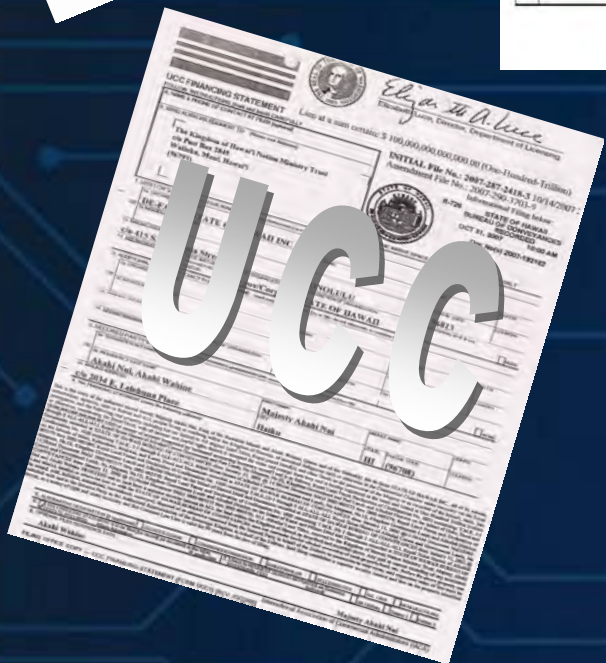
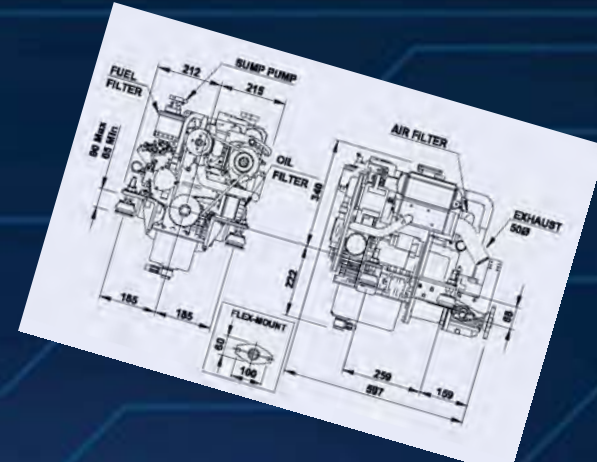
# Data & Analysis



USMTC Monthly Product Mix Orders - 2009

Monthly Product Mix Orders Report

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2009
MACHINING C ENDS VEET CNC, WINDO & CARBIDE/FLYER FRAME IN TABLE, 2041.281	Open Lines	10	4	11	10	11	9	12	10	12	11	11	111
	Cancellations	0	0	0	0	0	0	0	0	0	0	0	0
	Net Lines	10	4	11	10	11	9	12	10	12	11	11	111
	Net Order \$	\$84,174	\$21,210	\$1,227,844	\$767,204	\$46,275	\$671,210	\$1,027,051	\$780,540	\$417,640	\$1,110,000	\$8,111,000	\$8,111,000
MACHINING C ENDS VEET CNC, WINDO & CARBIDE/FLYER FRAME IN TABLE, OVER 15" & UNDER 18" - 2041.282	Open Lines	20	20	20	20	20	20	20	20	20	20	20	211
	Cancellations	1	2	2	2	2	2	2	2	2	2	2	2
	Net Lines	19	18	18	18	18	18	18	18	18	18	18	209
	Net Order \$	\$1,202,840	\$1,277,500	\$2,228,224	\$1,794,284	\$2,242,000	\$1,287,000	\$846,140	\$1,218,240	\$1,198,000	\$2,244,240	\$1,100,000	\$12,244,270
MACHINING C ENDS VEET CNC, WINDO & CARBIDE/FLYER FRAME IN TABLE, OVER 18" & UNDER 24" - 2041.284	Open Lines	60	60	60	60	60	60	60	60	60	60	60	611
	Cancellations	60	60	60	60	60	60	60	60	60	60	60	60
	Net Lines	0	0	0	0	0	0	0	0	0	0	0	0
	Net Order \$	\$8,022,000	\$8,118,000	\$8,894,200	\$2,178,220	\$2,200,000	\$2,268,000	\$8,896,870	\$4,943,524	\$8,826,271	\$1,283,200	\$8,798,000	\$81,227,010
MACHINING C ENDS VEET CNC, WINDO & CARBIDE/FLYER FRAME IN TABLE, UNDER 15" - 2041.283	Open Lines	20	20	20	20	20	20	20	20	20	20	20	211
	Cancellations	0	0	0	0	0	0	0	0	0	0	0	0
	Net Lines	20	20	20	20	20	20	20	20	20	20	20	211
	Net Order \$	\$12,110,000	\$12,294,000	\$19,940,000	\$17,890,000	\$17,890,000	\$17,890,000	\$12,176,400	\$18,891,100	\$19,241,100	\$19,241,100	\$18,891,100	\$188,811,700
MACHINING C ENDS VEET CNC, WINDO & CARBIDE/FLYER FRAME IN TABLE, OVER 24" & UNDER 42" - 2041.285	Open Lines	10	10	10	10	10	10	10	10	10	10	10	111
	Cancellations	0	0	0	0	0	0	0	0	0	0	0	0
	Net Lines	10	10	10	10	10	10	10	10	10	10	10	111
	Net Order \$	\$1,200,000	\$1,200,000	\$7,212,000	\$8,212,000	\$8,212,000	\$8,212,000	\$8,212,000	\$8,212,000	\$8,212,000	\$8,212,000	\$8,212,000	\$84,212,000



# OEF: Issues

- China/India Robust
- Credit Available
- Policy Normalization
- Investment Outlook



# Recovery Indicators

- Capacity Utilization
- Purchasing Mngrs Index
- AAA Bond Rating
- Mfrd Durables Shipments
- Orders Primary Metals
- Baltic Dry Index
- Housing Starts
- Consumer Confidence
- Restaurant Barometer

# Mfg Technology Orders

- Capacity Utilization
- Purchasing Mngrs Index
- AAA Bond Rating
- Mfd Durables Shipments
- Orders Primary Metals
- Baltic Dry Index
- Housing Starts
- Consumer Confidence
- Restaurant Barometer

# Sophisticated



# Simplify



# Developing MI Toolbox

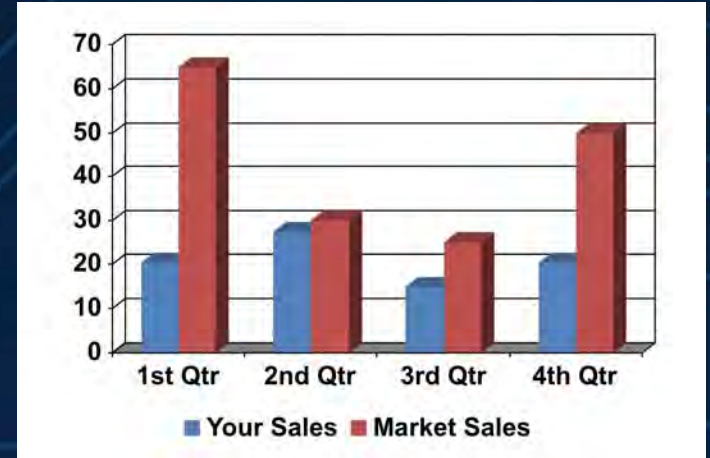


# Statistical Toolbox Development



Calculate  
Market Share

→



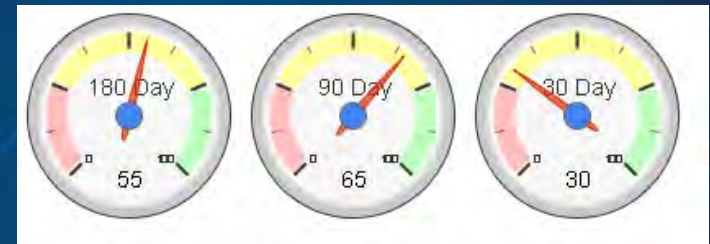
Visualize  
Market  
Opportunities

→

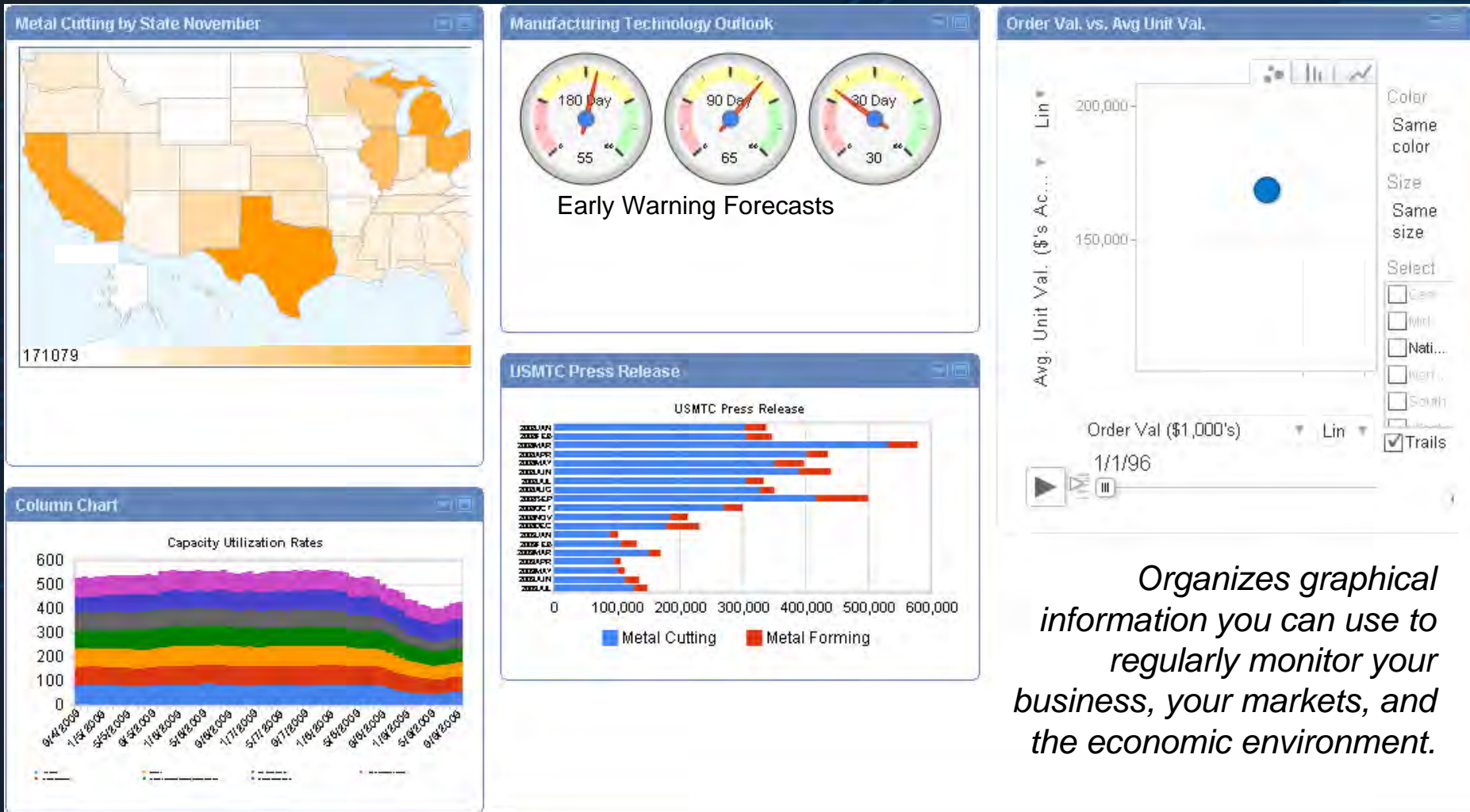


Translating mountains  
of AMT data into  
**ANSWERS!**

→  
Early Warning  
Forecasts



# The Dashboard Approach

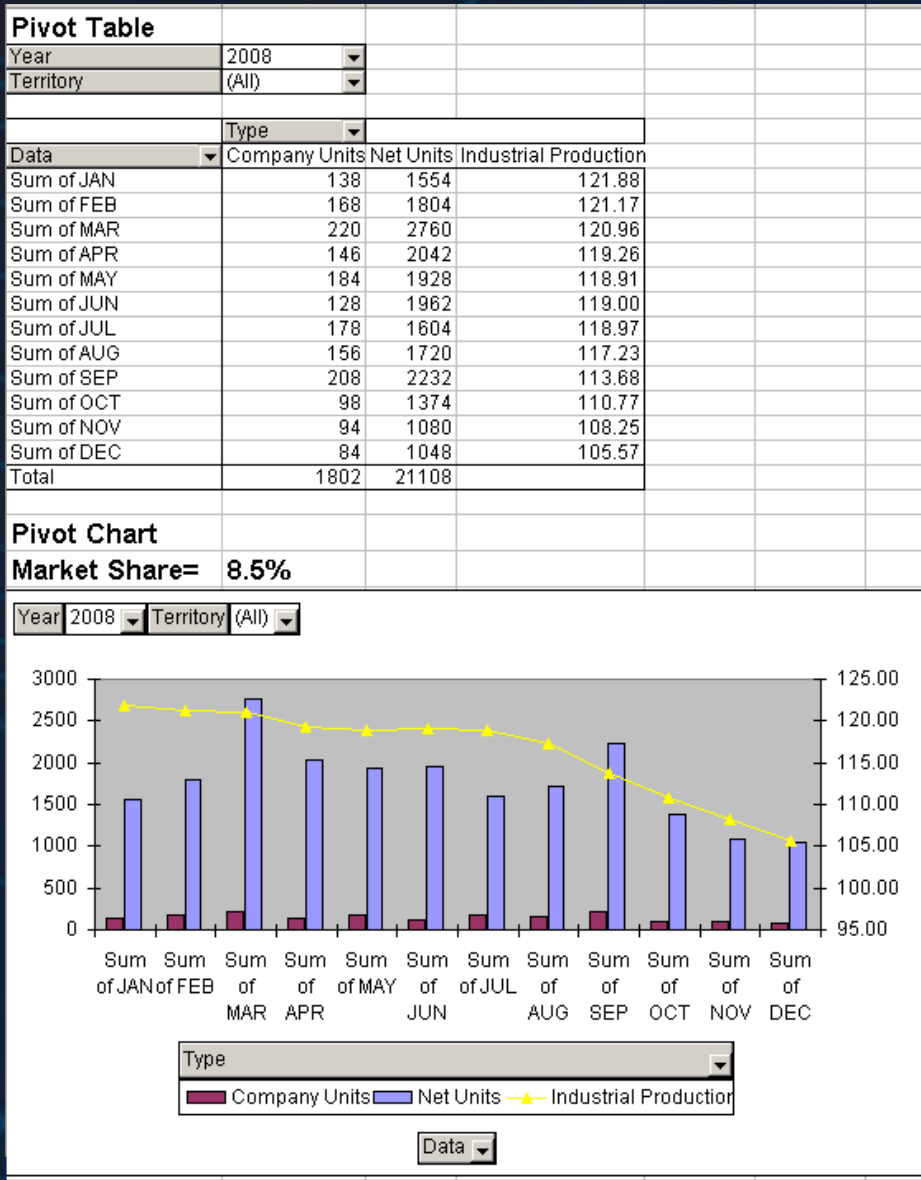


*Organizes graphical information you can use to regularly monitor your business, your markets, and the economic environment.*

# USMTC Illustrated

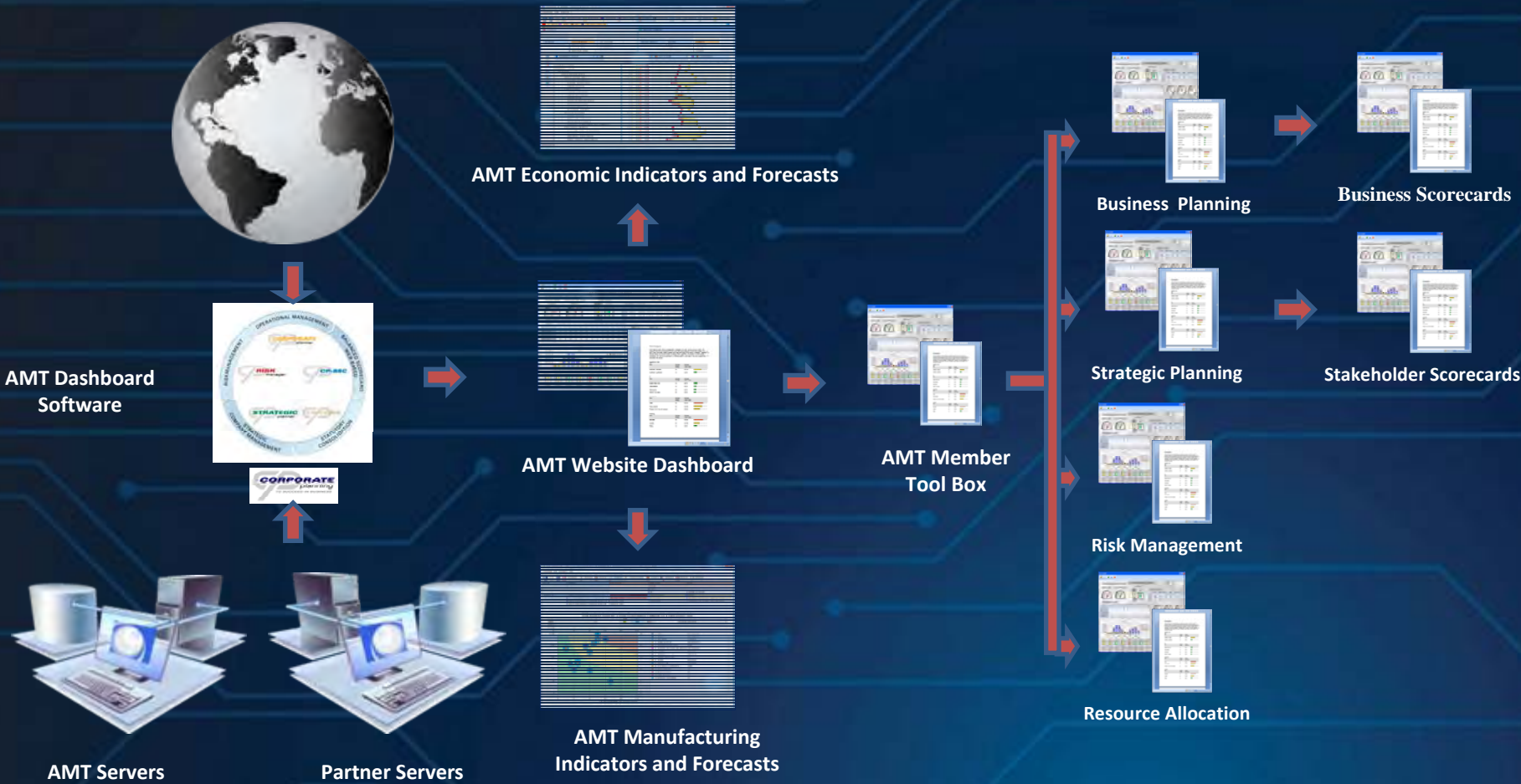
Uses USMTC data downloads to Excel to produce your market share statistics.

- By product category
- By State
- By Territory (Coming Soon)



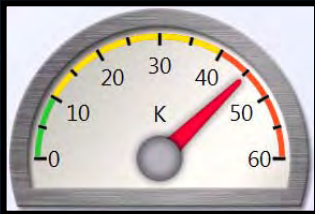
# AMT's MIS Dashboard

## ➤ How Does It Work?



# AMT's MIS Dashboard

➤ What Is The User Interface Concept?



Key Economic Indicators



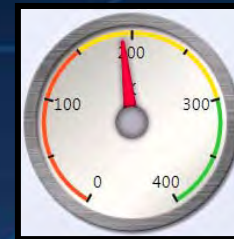
Economy Trend



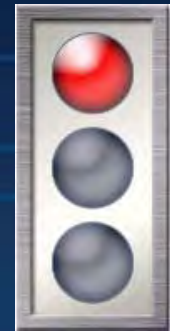
Key Manufacturing Indicators



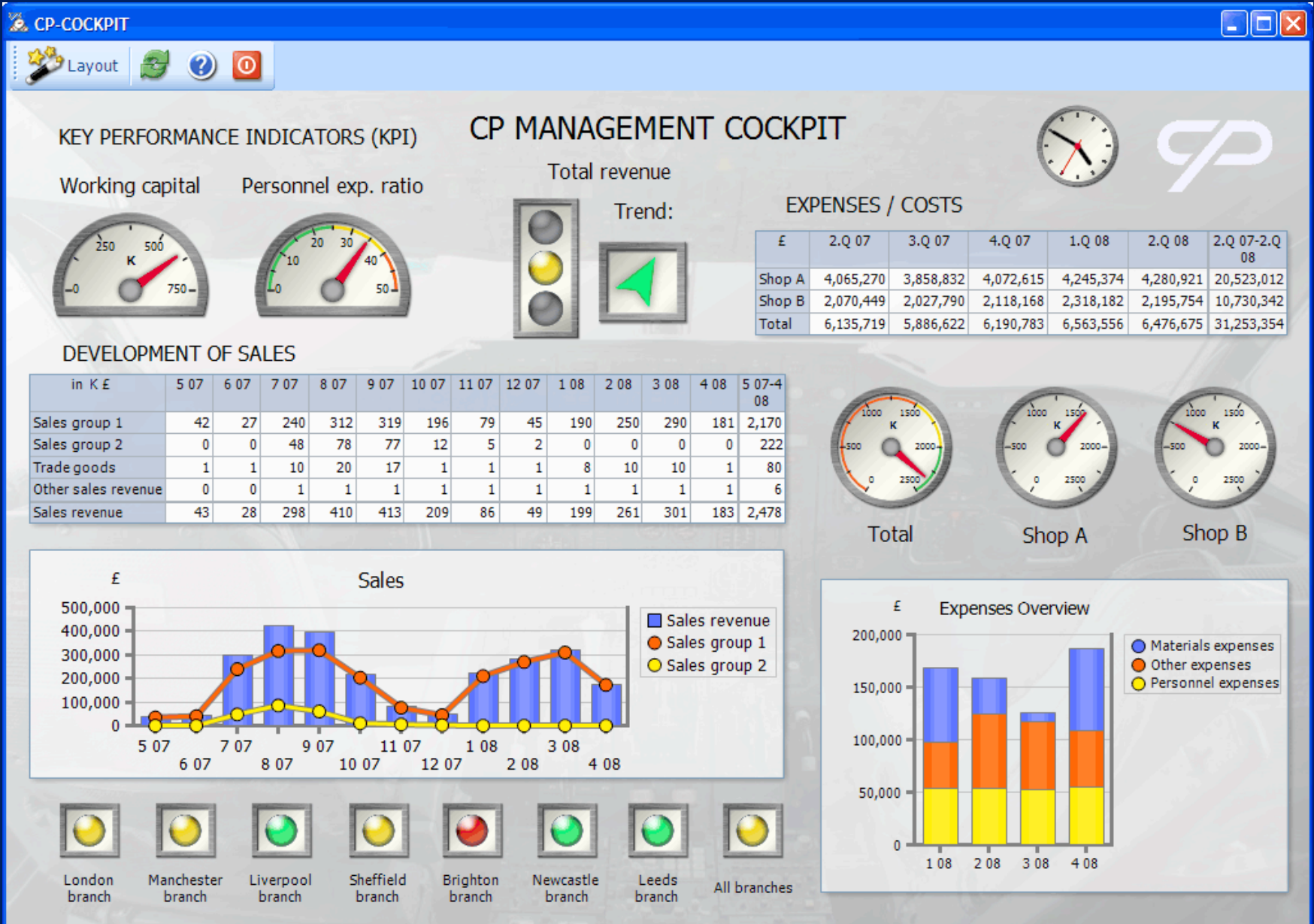
Manufacturing Trend



Machine Tool Investment Index



# AMT's MIS Dashboard





*If you can't  
simplify*  
**REORGANIZE!**

# Why?

## *Trade Opportunities*




## Globaline




Current Industrial News  
*June 6, 2008*

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- Export Control/Visa Reform
- Energy/Climate Change
- Federal R&D Support
- Defeat of Union Card Check

- Extension of Bonus Depreciation/Sec.179 Expensing Programs
- Workforce Development Programs

**Vote**

**Get Involved with AMT**

- Board of Directors
- Committees
- Product Groups

Latest Announcements

Sell Now

On the Horizon

Scuttlebutt

Current Funding Opportunities



17 December 2009

[Outlook for the Machine Tool Industry in the Current Economy - Quality Digest Interview with AMT's Pat McGibbon](#)

Raissa Carey of Quality Digest Magazine interviewed Pat McGibbon, AMT's Vice President Strategic Information and Research, on what manufacturers across the country should expect in 2010.

[\(more\)](#)

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14 December 2009

[December 14, 2009 - USMTC News Release for October Manufacturing Technology Consumption](#)

October U.S. manufacturing technology consumption totaled \$152.68 million, according to AMT - The Association For Manufacturing Technology, and AMTDA, the American Machine Tool Distributors' Association. This total, as reported by companies participating in the USMTC program, was down 2.8% from September and down 49.0% from the total of \$299.28 million reported for October 2008. With a year-to-date total of \$1,372.31 million, 2009 is down 65.9% compared with 2008. [\(more\)](#)

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11 December 2009

[Webinar Recording: Customer Service Webinar Series](#)

- A series of 4 webinars on important customer service and support principles:
- Best practices
  - Important soft skills for engineers

**AMT Meetings & Events**

**IMTS Webinar: Pre-Show Promotions**  
January 07, 2010  
Webinar

**2010 Regional Meeting in Los Angeles**  
January 15, 2010  
Los Angeles, California

**2010 Regional Meeting in Chicago**  
January 19, 2010  
Chicago, Illinois

**ANSI B11.3 Subcommittee Meeting - Power Press Brakes**  
January 19 - 21, 2010  
Longboat Key (Sarasota), Florida

**Webinar - 6 Steps to Grow Your Business in a Difficult Economy - Part 2**  
January 19, 2010  
Webinar

**2010 Regional Meeting in Detroit**  
January 20, 2010  
Detroit, Michigan

**2010 Regional Meeting in Cleveland**  
January 22, 2010  
Cleveland, Ohio

**2010 Regional Meeting in Hartford**  
January 26, 2010  
Hartford, Connecticut

**2010 Regional Meeting in Charlotte**

*A simple, clear  
message can  
be improved  
with*  
**EXPERIENCE.**



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2010 AMT REGIONAL MEETINGS

