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IMTS effect on manufacturing technology orders generates \$608 million in September

Manufacturing technology orders posted in August and September yielded the second largest two-month total in the program's history at \$1.1 billion, according to the latest U.S. Manufacturing Technology Orders Report from AMT – The Association For Manufacturing Technology. The September surge of \$609 million yielded a 50 percent increase over September 2017 and a year-to-date 27 percent increase over the first nine months of 2017. After a record-breaking August, the 17 percent gain seen in September was larger than expected and a testament to the industry's surge to increase capacity swiftly.

“We are seeing unprecedented demand for manufacturing technology as companies invest to drive up efficiencies and automate to backfill for skilled worker shortages. While we anticipated an overall uptick in orders due to IMTS, it was feared that a strong August meant companies would buy less at the show in September,” said AMT President Douglas K. Woods. “Clearly, that was not the case. While there have been some concerns about tariffs, market swings, and the mid-term elections, none of it is swaying focus on growing the manufacturing base as both domestic and foreign manufacturers increase their capex investment in the United States.”

The North Central West and South Central regions were down only in the sense that they were being compared to a much higher than average combined \$500 million order total for August. The Southeast bounced back in September with a 155 percent improvement over August led by aerospace and medical equipment. The Northeast posted a 50 percent increase in orders in September built on substantial increases in orders placed by the job shop and the engines, turbines and power transmission sectors.

(more)

Nationally, industrial machinery represented the largest pickup in activity during September, climbing 152 percent over August. Job shops represented about a third of all orders, topping \$200 million and up 65 percent from a strong August. Medical equipment orders were the second largest gross level of orders, something that has never happened in the history of the USMTO program. Orders from the medical equipment sector were four-fold typical monthly levels and were broad-based with significant activity in the Southeast, Northeast, and North Central West. Aerospace was the third-largest sector nationally, up 15 percent from August levels.

Most other key industry indicators were very strong. Durable goods orders had two strong months. Consumer confidence is hovering just below 100, and automobile sales are moving at a 17.4 million unit annual rate. Capacity utilization for the durable goods industries continues to edge upwards. The only negative sign is downward movement in the Purchasing Managers' Index, from 61.3 in August to 57.7 in October. While that suggests a continuation of expansion in purchasing trends, it also suggests that growth will slow. On the upside, it could also be that increasing backlogs in the supply chain have filtered through and created a traffic jam for manufacturers to deliver their products. As the supply chain catches up, there is a strong possibility the PMI will pick up as well.

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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.

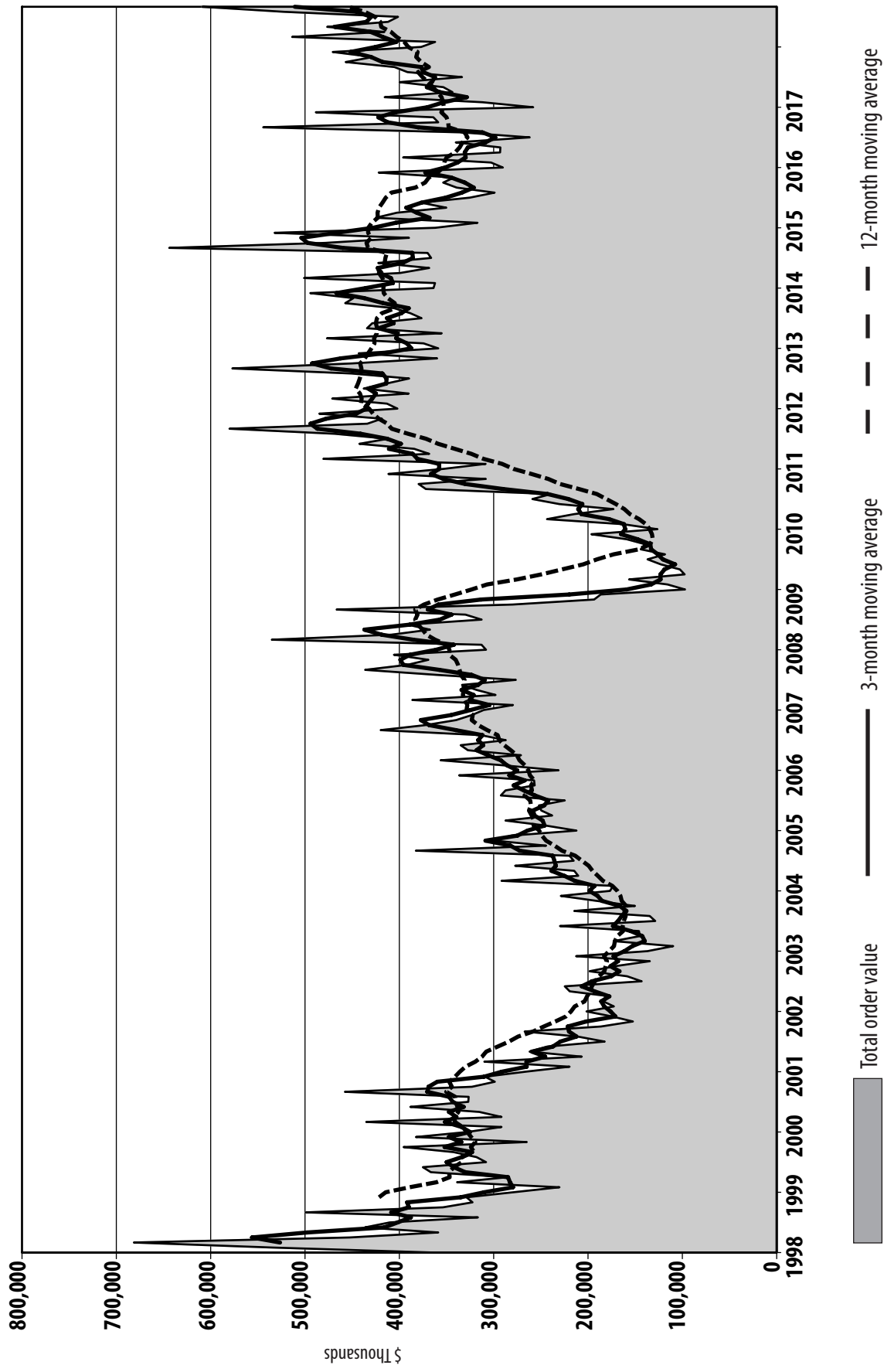
IMTS – International Manufacturing Technology Show

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



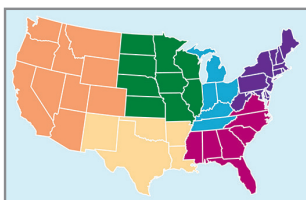
Total U.S. Manufacturing Technology Orders

Through SEP 2018





	SEP 2018 (P)	Previous Month	% Change	Year Ago Month	% Change	YTD 18 (P)	YTD 18(R)	% Change YTD
National								
Metal Cutting	592.08	502.40	17.9%	393.66	50.4%	3,912.38	3,101.18	26.2%
Metal Forming & Fabricating	16.84	19.99	-15.8%	11.48	46.7%	177.12	111.21	59.3%
Total	608.92	522.39	16.6%	405.14	50.3%	4,089.50	3,212.39	27.3%
Regional								
Northeast								
Metal Cutting	112.79	73.98	52.5%	69.37	62.6%	708.58	544.47	30.1%
Metal Forming & Fabricating	4.83	4.18	15.5%	3.27	48.1%	19.17	D	D
Total	117.62	78.17	50.5%	72.63	61.9%	727.75	D	D
Southeast								
Metal Cutting	124.24	47.63	160.8%	49.69	150.0%	485.81	366.70	32.5%
Metal Forming & Fabricating	D	D	-60.1%	0.14	D	13.34	27.23	-51.0%
Total	D	D	155.3%	49.83	D	499.15	393.94	26.7%
North Central-East								
Metal Cutting	116.88	102.83	13.7%	80.08	46.0%	875.39	751.73	16.5%
Metal Forming & Fabricating	3.65	2.87	27.3%	D	D	46.18	D	D
Total	120.54	105.70	14.0%	D	D	921.57	D	D
North Central-West								
Metal Cutting	104.18	142.96	-27.1%	99.58	4.6%	788.07	585.88	34.5%
Metal Forming & Fabricating	2.83	9.84	-71.2%	D	D	76.34	D	D
Total	107.01	152.80	-30.0%	D	D	864.40	D	D
South Central								
Metal Cutting	44.15	57.02	-22.6%	32.38	36.4%	393.52	291.74	34.9%
Metal Forming & Fabricating	D	0.37	D	D	4.3%	D	9.65	D
Total	D	57.39	D	D	35.1%	D	301.40	D
West								
Metal Cutting	89.84	77.97	15.2%	62.57	43.6%	661.02	560.66	17.9%
Metal Forming & Fabricating	3.69	1.51	144.4%	D	D	13.00	5.63	130.8%
Total	93.53	79.48	17.7%	D	D	674.02	566.29	19.0%



- 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

SEP 2018

Total National Orders (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES	
	Units	Value	Units	Value	Units	Value
2017 SEP	2,165	\$405,145	2,112	\$393,662	53	\$11,483
2017 OCT	2,718	\$456,860	2,654	\$440,988	64	\$15,871
2017 NOV	2,515	\$427,927	2,455	\$417,521	60	\$10,406
2017 DEC	2,902	\$470,551	2,818	\$455,591	84	\$14,960
2018 JAN	2,094	\$376,926	2,032	\$355,386	62	\$21,541
2018 FEB	2,056	\$362,031	1,958	\$346,866	98	\$15,165
2018 MAR	2,676	\$513,652	2,573	\$496,165	103	\$17,488
2018 APR	2,166	\$415,815	2,074	\$377,539	92	\$38,276
2018 MAY	2,562	\$476,466	2,496	\$464,264	66	\$12,202
2018 JUN	2,236	\$411,919	2,154	\$399,778	82	\$12,142
2018 JUL	2,076	\$401,373	2,016	\$377,898	60	\$23,475
2018 AUG	2,950	\$522,390	2,873	\$502,398	77	\$19,992
2018 SEP	2,915	\$608,925	2,855	\$592,084	60	\$16,841
Average	2,464	\$449,999	2,390	\$432,318	74	\$17,680

REGIONAL

Northeast Region (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES	
	Units	Value	Units	Value	Units	Value
2017 SEP	472	\$72,633	464	\$69,368	8	\$3,265
2017 OCT	468	\$71,311	452	\$68,907	16	\$2,404
2017 NOV	470	\$67,807	463	\$66,184	7	\$1,623
2017 DEC	470	\$76,105	457	\$72,347	13	\$3,758
2018 JAN	412	D	403	\$63,044	9	D
2018 FEB	377	\$77,195	361	\$73,927	16	\$3,268
2018 MAR	455	\$78,943	445	\$77,763	10	\$1,180
2018 APR	412	\$72,750	401	\$71,735	11	\$1,015
2018 MAY	458	D	453	\$70,312	5	D
2018 JUN	394	D	391	\$74,357	3	D
2018 JUL	451	\$92,121	444	\$90,672	7	\$1,448
2018 AUG	504	\$78,168	488	\$73,983	16	\$4,185
2018 SEP	616	\$117,622	607	\$112,787	9	\$4,835
Average	458	\$78,124	448	\$75,799	10	\$2,325

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Net New Orders for U.S. Consumption

SEP 2018

Southeast Region (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES		
	Units	Value	Units	Value	Units	Value	
2017	SEP	237	\$49,829	232	\$49,692	5	\$137
2017	OCT	338	\$52,496	330	\$46,696	8	\$5,800
2017	NOV	293	\$49,010	286	\$47,849	7	\$1,161
2017	DEC	334	D	327	\$50,414	7	D
2018	JAN	269	\$37,073	261	\$36,498	8	\$575
2018	FEB	194	\$30,277	183	\$29,414	11	\$863
2018	MAR	336	\$66,736	325	\$59,973	11	\$6,764
2018	APR	253	D	249	\$38,593	4	D
2018	MAY	313	\$60,251	307	\$58,877	6	\$1,374
2018	JUN	354	\$59,251	342	\$58,660	12	\$591
2018	JUL	204	D	202	\$31,924	2	D
2018	AUG	315	D	311	\$47,633	4	D
2018	SEP	378	D	372	\$124,236	6	D
	Average	294	\$54,194	287	\$52,343	7	\$1,851

North Central-East Region (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES		
	Units	Value	Units	Value	Units	Value	
2017	SEP	489	D	480	\$80,076	9	D
2017	OCT	602	\$124,171	585	\$118,894	17	\$5,277
2017	NOV	603	\$103,600	584	\$99,126	19	\$4,474
2017	DEC	736	\$106,877	711	\$104,920	25	\$1,957
2018	JAN	457	\$84,103	437	\$80,437	20	\$3,666
2018	FEB	467	\$87,383	433	\$80,630	34	\$6,753
2018	MAR	539	\$105,252	505	\$101,178	34	\$4,074
2018	APR	510	\$101,602	481	\$94,399	29	\$7,203
2018	MAY	564	\$124,947	545	\$116,962	19	\$7,986
2018	JUN	509	\$90,743	485	\$86,343	24	\$4,400
2018	JUL	463	\$101,298	446	\$95,724	17	\$5,574
2018	AUG	656	\$105,702	640	\$102,831	16	\$2,872
2018	SEP	603	\$120,539	587	\$116,884	16	\$3,655
	Average	554	\$103,028	532	\$98,339	21	\$4,689

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Net New Orders for U.S. Consumption

SEP 2018

North Central-West Region (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES	
	Units	Value	Units	Value	Units	Value
2017 SEP	431	D	418	\$99,578	13	D
2017 OCT	510	\$88,917	498	\$87,685	12	\$1,232
2017 NOV	459	\$95,532	442	\$92,672	17	\$2,860
2017 DEC	545	\$104,265	529	\$102,411	16	\$1,853
2018 JAN	351	\$79,995	335	\$65,860	16	\$14,135
2018 FEB	382	\$62,829	364	\$61,000	18	\$1,830
2018 MAR	524	\$106,011	492	\$101,354	32	\$4,657
2018 APR	391	\$100,093	364	\$76,102	27	\$23,990
2018 MAY	449	\$91,577	434	\$89,769	15	\$1,808
2018 JUN	378	\$81,966	359	\$78,087	19	\$3,880
2018 JUL	363	\$82,119	347	\$68,749	16	\$13,370
2018 AUG	597	\$152,799	576	\$142,963	21	\$9,836
2018 SEP	537	\$107,011	518	\$104,182	19	\$2,830
Average	455	\$96,605	437	\$90,032	19	\$6,573

South Central Region (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES	
	Units	Value	Units	Value	Units	Value
2017 SEP	187	D	178	\$32,376	9	D
2017 OCT	279	D	273	\$43,614	6	D
2017 NOV	209	D	205	\$34,071	4	D
2017 DEC	262	D	254	\$44,770	8	D
2018 JAN	216	D	209	\$48,356	7	D
2018 FEB	249	D	242	\$40,920	7	D
2018 MAR	288	\$53,807	278	\$53,390	10	\$417
2018 APR	211	\$33,499	197	\$30,254	14	\$3,245
2018 MAY	310	D	304	\$49,387	6	D
2018 JUN	236	\$38,090	223	\$37,182	13	\$908
2018 JUL	214	\$33,986	207	\$32,858	7	\$1,128
2018 AUG	340	\$57,391	327	\$57,019	13	\$372
2018 SEP	288	D	285	\$44,154	3	D
Average	253	\$43,133	245	\$42,181	8	\$952

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Net New Orders for U.S. Consumption

SEP 2018

West (Thousands of Dollars)

DATE	TOTAL ORDERS		METAL CUTTING MACHINES		METAL FORMING & FABRICATING MACHINES	
	Units	Value	Units	Value	Units	Value
2017 SEP	349	D	340	\$62,571	9	D
2017 OCT	521	D	516	\$75,192	5	D
2017 NOV	481	D	475	\$77,618	6	D
2017 DEC	555	\$83,478	540	\$80,729	15	\$2,749
2018 JAN	389	D	387	\$61,191	2	D
2018 FEB	387	\$62,522	375	\$60,974	12	\$1,548
2018 MAR	534	D	528	\$102,507	6	D
2018 APR	389	D	382	\$66,456	7	D
2018 MAY	468	\$79,369	453	\$78,958	15	\$411
2018 JUN	365	\$67,109	354	\$65,148	11	\$1,961
2018 JUL	381	\$59,717	370	\$57,971	11	\$1,746
2018 AUG	538	\$79,479	531	\$77,970	7	\$1,509
2018 SEP	493	\$93,529	486	\$89,840	7	\$3,688
Average	450	\$74,915	441	\$73,625	9	\$1,290

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