

NEWS RELEASE

U.S. Manufacturing Technology Orders



a statistical program of AMT

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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.

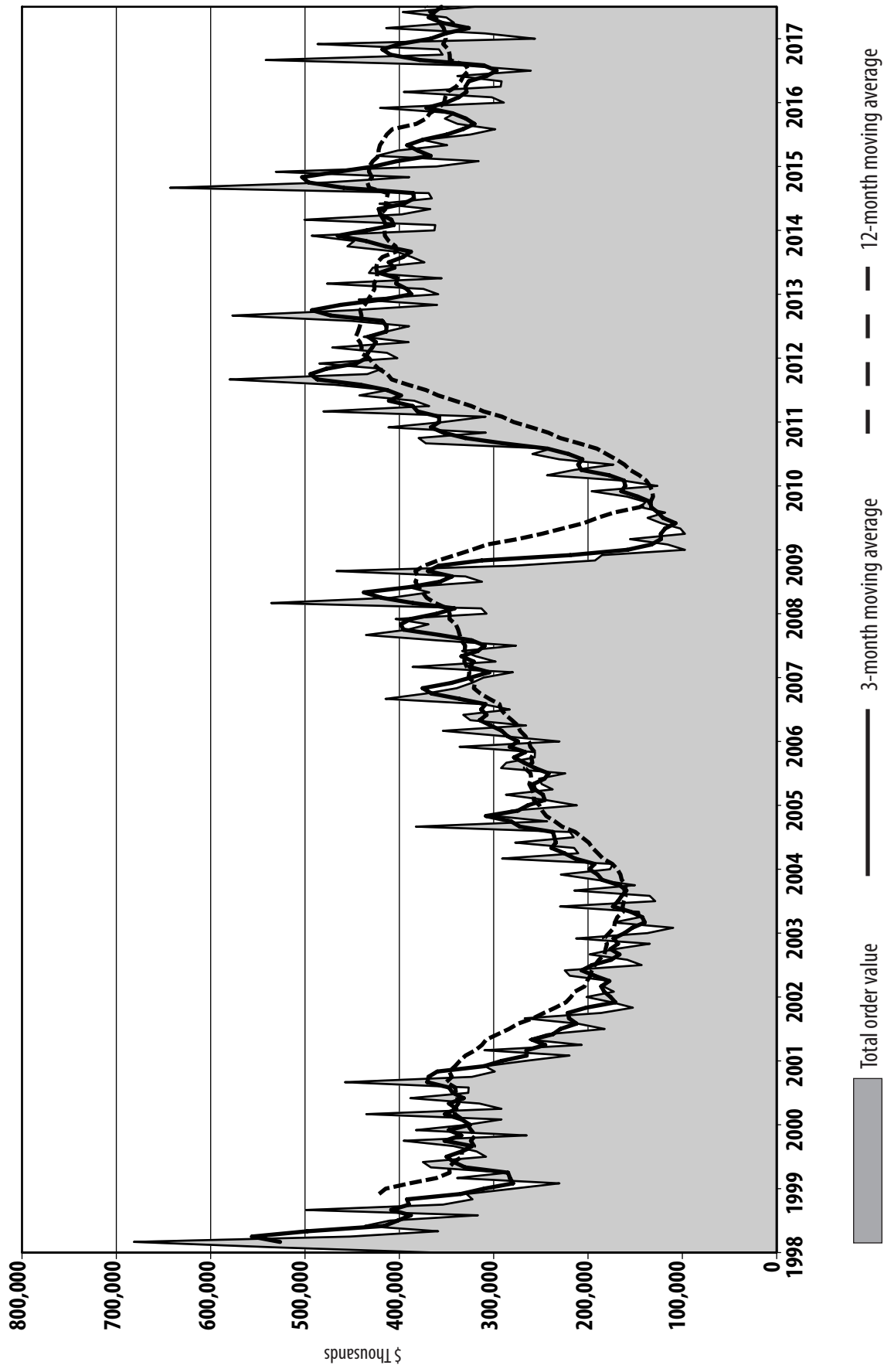
IMTS – International Manufacturing Technology Show

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

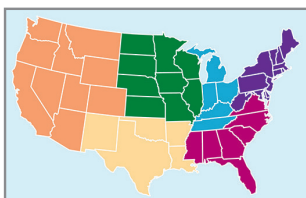
Through July 2017





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

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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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