

Press Release

U.S. Manufacturing Technology Orders Increased in March 2020, Yet Deceleration Begins in Second Half of Month

McLean, Va. (May 11, 2020) – U.S. manufacturing technology orders increased 8% in March from the previous month to \$301.2 million, according to the latest U.S. Manufacturing Technology Orders report published by AMT – The Association For Manufacturing Technology. New orders were 29.3% lower than in March 2019. Total orders through March 2020 were \$863 million, 26.1% lower than YTD 2019 orders.

“We were anticipating an increase in orders from February since many companies’ fiscal years end in March, which typically drives up orders,” said Douglas K. Woods, president of AMT. “Yet while orders in the first half of March were fairly robust, order volume decelerated rapidly in the second half of the month as stay-at-home orders were put into place

“Going forward, we expect April and May orders to be significantly impacted by the inability of salespeople to meet with new prospects and visit customers’ facilities. While videoconferencing is productive in some situations, it cannot effectively substitute for face-to-face meetings with customers at their facilities.

“This drop-off in quotations is most visible in the contracting machining sector, which represents nearly a third of the manufacturing technology customer base and is seeing a 70-80% drop in new quotation activity. If this rate of decline is representative of other key sectors, then much of the industry can expect a large drop-off in order volumes in the second and third quarters. Bucking the downward trend are defense, space, and medical equipment – and there are encouraging signs that automotive is slowing scaling back up as well.”

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The United States Manufacturing Technology Orders (USMTO) Report is 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.

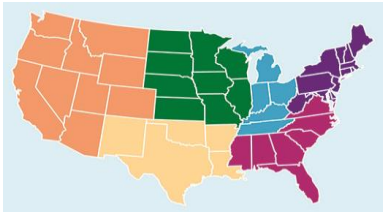
AMT – The Association For Manufacturing Technology represents U.S.-based providers of manufacturing technology – the advanced machinery, devices, and digital equipment that U.S. manufacturing relies on to be productive, innovative, and competitive. Located in McLean, VA, near the nation's capital, AMT 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. www.amtonline.org

IMTS – International Manufacturing Technology Show is 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 2020 will run Sept. 14-19. 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 visitors from every level of industry and more than 117 countries. IMTS 2018 was the largest in number of registrations (129,415), net square feet of exhibit space (1,424,232 sq. ft.), booths (2,123) and exhibiting companies (2,563). IMTS is owned and managed by AMT-The Association For Manufacturing Technology. www.IMTS.com

(USMTO data is also available at www.AMTonline.org.)

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	Mar 2020 (P)	Previous Month	% Change	Year Ago Month	% Change	YTD 20 (P)	YTD 19 (R)	% Change YTD
National								
Metal Cutting	298.58	270.05	10.6%	418.14	-28.6%	845.80	1,136.92	-25.6%
Metal Forming & Fabricating	2.58	8.30	-68.9%	7.60	-66.1%	17.46	30.70	-43.1%
Total	301.16	278.35	8.2%	425.74	-29.3%	863.26	1,167.62	-26.1%
Regional								
Northeast								
Metal Cutting	44.62	47.63	-6.3%	79.18	-43.6%	136.66	216.44	-36.9%
Metal Forming & Fabricating	D	3.15	D	1.61	D	D	4.86	D
Total	D	50.78	D	80.78	D	D	221.30	D
Southeast								
Metal Cutting	53.21	46.63	14.1%	58.85	-9.6%	129.82	150.36	-13.7%
Metal Forming & Fabricating	D	D	-53.3%	1.22	D	D	D	-77.2%
Total	D	D	12.7%	60.06	D	D	D	-17.5%
North Central-East								
Metal Cutting	87.02	66.84	30.2%	101.99	-14.7%	220.40	254.00	-13.2%
Metal Forming & Fabricating	2.26	2.32	-2.4%	1.35	67.8%	7.14	3.97	79.8%
Total	89.28	69.16	29.1%	103.34	-13.6%	227.54	257.97	-11.8%
North Central-West								
Metal Cutting	48.40	35.27	37.2%	69.17	-30.0%	144.98	205.32	-29.4%
Metal Forming & Fabricating	D	D	895.6%	D	-21.8%	D	D	-21.7%
Total	D	D	39.2%	D	-29.9%	D	D	-29.3%
South Central								
Metal Cutting	16.37	24.29	-32.6%	35.68	-54.1%	64.48	100.12	-35.6%
Metal Forming & Fabricating	D	D	-189.2%	D	*	D	D	-92.6%
Total	D	D	-41.4%	D	-57.8%	D	D	-37.4%
West								
Metal Cutting	48.97	49.40	-0.9%	73.27	-33.2%	149.45	210.68	-29.1%
Metal Forming & Fabricating	D	D	-95.9%	D	-99.4%	D	D	-75.0%
Total	D	D	-1.5%	D	-35.2%	D	D	-30.2%



■ 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: Dollar values are not disclosed (as well as percent changes which would reveal a dollar value not disclosed), in accordance with established confidentiality rules, when necessary to protect the confidentiality of individual participant data.



U.S. Manufacturing Technology Orders

Net New Orders for U.S. Consumption

Mar-20

Total National Orders (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	2,464	\$425,740	2,411	\$418,137	53	\$7,603
2019 APR	2,207	\$363,091	2,139	\$347,021	68	\$16,071
2019 MAY	2,119	\$394,258	2,051	\$367,778	68	\$26,480
2019 JUN	2,246	\$370,239	2,210	\$365,825	36	\$4,414
2019 JUL	2,056	\$388,946	2,004	\$378,324	52	\$10,623
2019 AUG	2,125	\$378,178	2,073	\$373,279	52	\$4,898
2019 SEP	2,187	\$378,722	2,127	\$369,319	60	\$9,403
2019 OCT	2,029	\$385,929	1,965	\$373,145	64	\$12,785
2019 NOV	1,943	\$323,875	1,886	\$309,583	57	\$14,291
2019 DEC	2,282	\$380,454	2,215	\$374,424	67	\$6,031
2020 JAN	1,675	\$283,742	1,626	\$277,164	49	\$6,578
2020 FEB	1,574	\$278,352	1,550	\$270,050	24	\$8,302
2020 MAR	1,651	\$301,164	1,627	\$298,584	24	\$2,581
Average	2,043	\$357,899	1,991	\$347,895	52	\$10,004

Regional

Northeast Region (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	468	\$80,783	461	\$79,178	7	\$1,605
2019 APR	431	\$64,423	418	\$59,481	13	\$4,942
2019 MAY	377	D	369	\$58,052	8	D
2019 JUN	432	\$76,548	423	\$74,921	9	\$1,627
2019 JUL	404	\$76,225	398	\$72,281	6	\$3,944
2019 AUG	434	D	424	\$86,824	10	D
2019 SEP	475	\$79,772	466	\$78,453	9	\$1,319
2019 OCT	419	D	411	\$70,572	8	D
2019 NOV	408	\$67,345	395	\$63,659	13	\$3,686
2019 DEC	491	\$90,107	479	\$89,200	12	\$907
2020 JAN	314	D	312	\$44,413	2	D
2020 FEB	298	\$50,777	291	\$47,625	7	\$3,152
2020 MAR	317	D	314	\$44,623	3	D
Average	405	\$68,855	397	\$66,868	8	\$1,987

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Net New Orders for U.S. Consumption

Mar-20

Southeast Region (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	330	\$60,063	319	\$58,848	11	\$1,215
2019 APR	351	\$48,694	337	\$42,368	14	\$6,326
2019 MAY	259	\$60,882	239	\$40,922	20	\$19,959
2019 JUN	296	D	290	\$40,198	6	D
2019 JUL	262	\$32,025	256	\$31,105	6	\$920
2019 AUG	385	D	384	\$49,501	1	D
2019 SEP	274	D	264	\$50,611	10	D
2019 OCT	253	\$49,251	244	\$47,415	9	\$1,836
2019 NOV	266	D	261	\$43,859	5	D
2019 DEC	299	\$45,341	289	\$44,780	10	\$562
2020 JAN	180	\$30,757	174	\$29,991	6	\$765
2020 FEB	249	D	243	\$46,625	6	D
2020 MAR	262	D	258	\$53,205	4	D
Average	282	\$47,455	274	\$44,571	8	\$2,884

North Central-East Region (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	533	\$103,340	518	\$101,990	15	\$1,349
2019 APR	429	\$84,487	410	\$81,654	19	\$2,833
2019 MAY	455	\$93,957	436	\$90,818	19	\$3,139
2019 JUN	485	\$86,404	474	\$85,332	11	\$1,072
2019 JUL	453	\$108,363	436	\$105,765	17	\$2,598
2019 AUG	460	\$80,669	443	\$79,102	17	\$1,567
2019 SEP	479	\$82,687	465	\$80,416	14	\$2,271
2019 OCT	473	\$106,145	459	\$103,677	14	\$2,468
2019 NOV	423	\$71,996	413	\$71,226	10	\$770
2019 DEC	451	\$81,941	440	\$79,405	11	\$2,535
2020 JAN	357	\$69,109	343	\$66,550	14	\$2,560
2020 FEB	355	\$69,155	348	\$66,836	7	\$2,319
2020 MAR	404	\$89,279	392	\$87,016	12	\$2,263
Average	443	\$86,733	429	\$84,599	14	\$2,134

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Net New Orders for U.S. Consumption

Mar-20

North Central-West Region (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	381	D	375	\$69,171	6	D
2019 APR	363	\$70,303	352	\$68,700	11	\$1,603
2019 MAY	359	\$69,485	351	\$68,898	8	\$587
2019 JUN	329	\$55,173	323	\$54,317	6	\$856
2019 JUL	360	D	355	\$64,676	5	D
2019 AUG	270	\$63,109	262	\$62,451	8	\$657
2019 SEP	363	\$57,459	348	\$54,512	15	\$2,947
2019 OCT	344	\$64,792	328	\$61,894	16	\$2,898
2019 NOV	314	\$53,449	299	\$47,431	15	\$6,018
2019 DEC	429	\$82,419	418	\$81,537	11	\$882
2020 JAN	325	\$63,362	313	\$61,306	12	\$2,056
2020 FEB	222	D	221	\$35,273	1	D
2020 MAR	262	D	258	\$48,404	4	D
Average	332	\$61,552	323	\$59,890	9	\$1,662

South Central Region (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	281	D	279	\$35,682	2	D
2019 APR	204	\$30,892	198	\$30,791	6	\$101
2019 MAY	215	D	208	\$34,280	7	D
2019 JUN	223	D	221	\$35,683	2	D
2019 JUL	201	D	192	\$33,564	9	D
2019 AUG	212	D	203	\$29,246	9	D
2019 SEP	171	D	168	\$29,057	3	D
2019 OCT	166	\$26,303	153	\$22,576	13	\$3,727
2019 NOV	164	D	158	\$20,402	6	D
2019 DEC	205	D	190	\$31,841	15	D
2020 JAN	160	D	155	\$23,825	5	D
2020 FEB	150	D	148	\$24,287	2	D
2020 MAR	128	D	128	\$16,368	0	D
Average	191	\$28,839	185	\$28,277	6	\$562

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Net New Orders for U.S. Consumption

Mar-20

West (Thousands of Dollars)

Date	Total Orders		Metal Cutting Machines		Metal Forming & Fabricating Machines	
	Units	Value	Units	Value	Units	Value
2019 MAR	471	D	459	\$73,268	12	D
2019 APR	429	D	424	\$64,027	5	D
2019 MAY	454	\$75,740	448	\$74,808	6	\$932
2019 JUN	481	D	479	\$75,375	2	D
2019 JUL	376	D	367	\$70,933	9	D
2019 AUG	364	\$66,660	357	\$66,154	7	\$506
2019 SEP	425	\$76,542	416	\$76,270	9	\$272
2019 OCT	374	D	370	\$67,010	4	D
2019 NOV	368	\$63,642	360	\$63,007	8	\$635
2019 DEC	407	\$48,448	399	\$47,660	8	\$787
2020 JAN	339	D	329	\$51,079	10	D
2020 FEB	300	D	299	\$49,404	1	D
2020 MAR	278	D	277	\$48,968	1	D
Average	390	\$64,464	383	\$63,689	6	\$775

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U.S. Manufacturing Technology Orders

Total U.S. Manufacturing Technology Orders Through March 2020

