

THE FPDA 
MOTION & CONTROL NETWORK

FPDA Membership Survey Results
April 2013

Highlights

Background:

- The March survey had 34 respondents comprised of 24 distributors and 10 manufacturing firms.

Highlights:

FPDA Index – The March FPDA Index produced a reading of 54.0, up from February’s reading of 46.9. The broader ISM index showed a reading of 54.2 in March, unchanged from February’s reading.

- Our March survey was broadly disappointing as weak order activity drove a reversal in the positive backlog momentum reported over the prior two months.
- Sales growth was weaker-than-expected for the second straight month declining 6% on average following a 5% decline in February.
- Distributors and manufacturers lowered their full year outlook by 200bps and now forecast 2% growth vs 4% in February.

Summary Thoughts

The March survey results were disappointing nearly across the board with weaker-than-expected sales growth, marking the second straight month of decline. Similar weakness in new orders resulted in a sequential drop in backlogs following two months of improvement. This appears to have shaken confidence among distributors and manufacturers with each lowering their full year expectations by 200bps on average.

We will look to April results before giving up on the notion that underlying activity is beginning to recover, setting the stage for a potential acceleration in the second half of the calendar year. February and March were each impacted by one fewer selling day, cold weather and tough comparisons and we note that some industrial distributors cited a pick-up in April following a directionally similar slowdown in March.

March FPDA Index

- The March FPDA Index produced a reading of 54.0, up from February's reading of 46.9. The broader ISM index showed a reading of 54.2 in March, unchanged from February's reading.
- The FPDA Index is similar in construction to the widely followed ISM Purchasing Manager's Index. These are both seasonally adjusted diffusion indexes which measure the month-to-month change in each of the categories listed below. A reading of 50 indicates no change and the further above or below 50 indicates a faster or slower rate of change.

Fluid Power Index																		
<u>Index</u>	<u>Jan-12</u>	<u>Feb-12</u>	<u>Mar-12</u>	<u>Apr-12</u>	<u>May-12</u>	<u>Jun-12</u>	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Nov-12</u>	<u>Dec-12</u>	<u>Jan-13</u>	<u>Feb-13</u>	<u>Mar-13</u>	<u>Direction</u>	<u>Rate of Change</u>	<u>Trend (months)</u>
Sales	71.1	66.5	68.3	34.7	73.0	42.2	50.9	69.0	39.2	61.7	33.4	35.2	83.2	38.9	68.1	Growing	From Slowing	1
Prices	77.5	65.3	68.3	59.2	51.5	56.3	61.7	65.5	63.5	69.9	59.7	57.7	66.5	58.6	52.6	Increasing	Slower	32
Orders	75.8	62.7	53.3	44.8	60.5	46.2	40.7	56.0	24.2	68.0	41.5	45.1	74.8	32.0	47.9	Slowing	Faster	2
Backlog	67.6	63.8	57.5	58.1	47.7	42.0	41.8	43.0	33.3	34.4	37.8	35.1	66.7	61.3	37.9	Slowing	From Growing	1
Outlook	62.8	54.8	60.0	52.3	51.1	47.8	48.0	43.9	43.1	42.2	47.4	51.4	52.9	51.6	43.3	Decreasing	From Growing	1
Inventory	68.4	59.3	63.8	67.4	69.8	60.0	57.0	62.8	60.5	51.6	52.6	36.1	54.4	50.0	53.1	Growing	From Flat	1
Supplier Deliveries	61.0	64.1	63.0	59.3	54.2	50.6	50.6	53.4	48.0	54.9	54.3	61.7	54.0	58.3	47.5	Growing	From Slowing	1
Employment	81.7	61.9	69.5	60.8	70.6	68.9	61.4	58.3	56.2	60.0	56.1	52.7	53.0	55.3	53.3	Growing	Slower	32
Accounts Receivable	38.2	45.1	45.0	41.9	43.0	37.8	42.9	47.7	43.4	43.8	42.1	45.8	45.6	40.3	46.7	Slowing	Slower	32
Overall FPDA Index	71.6	62.9	63.6	53.4	65.6	53.6	52.1	59.9	45.6	59.3	47.6	46.2	63.9	46.9	54.0	Growing	From Slowing	1
Memo: ISM PM Index	54.1	52.4	53.4	54.8	53.5	49.7	52.6	49.6	51.5	51.7	49.5	50.2	53.1	54.2	54.2	Growing	Flat	4

Source: FPDA Survey

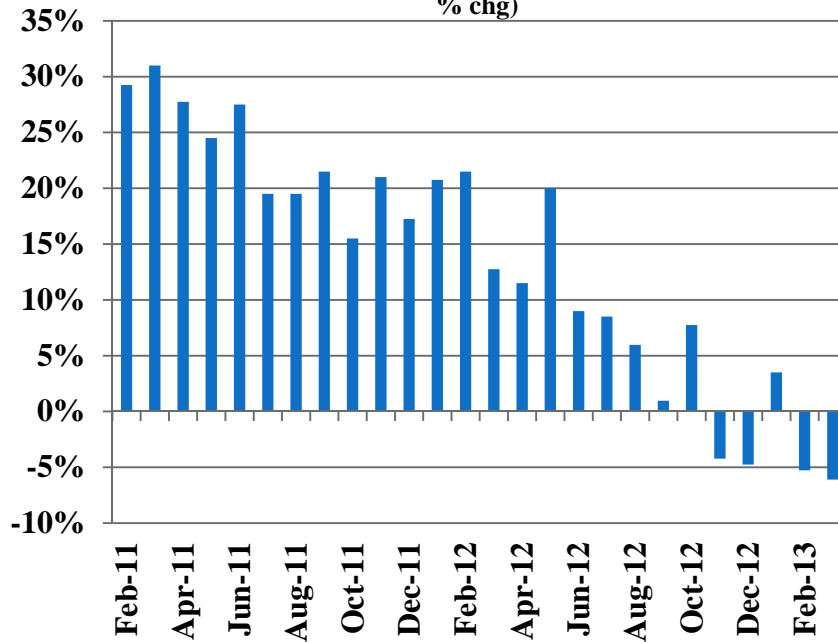
March Results Below Expectations

- Our fluid power industry work indicates sales weakness seen in February continued into March with a net 41% of participants reporting results were worse than expected in the month vs the net 43% in February. We are hearing weakness in March is due to still weak large industrial OEM customers and difficult year ago comparisons.
- Average sales growth deteriorated throughout the quarter; sales were down 6% in March following the 5% decline in February and the 4% growth in January. Sales growth rates in the quarter are impacted by selling day discrepancies with one additional selling day in January and one fewer selling day in both February and March. It appears demand was flattish on a daily adjusted basis every month this quarter.

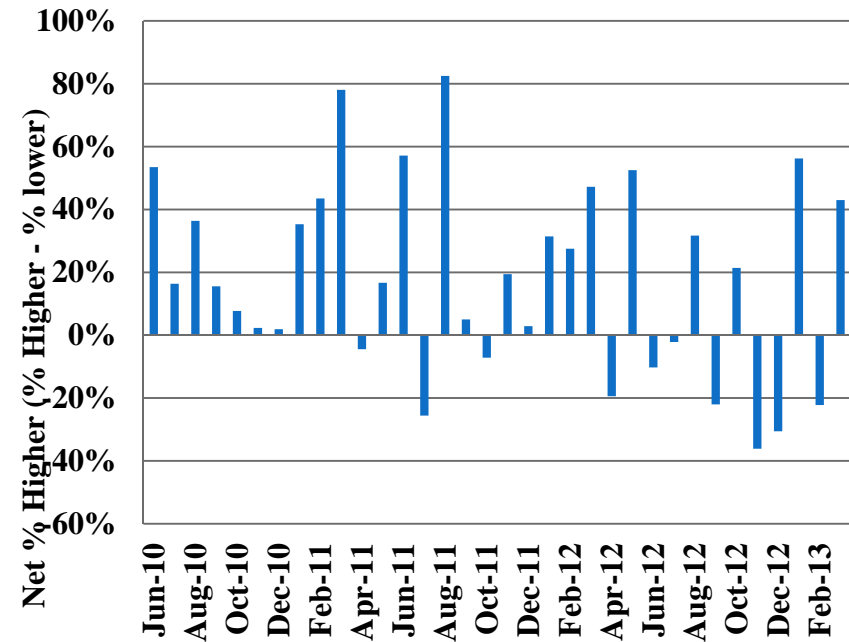
Fluid Power Industry - Monthly Sales Growth												
Overall												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2009	-19%	-18%	-24%	-24%	-28%	-30%	-29%	-29%	-24%	-24%	-13%	-9%
2010	1%	5%	18%	25%	23%	32%	28%	42%	28%	32%	38%	28%
2011	32%	29%	31%	28%	25%	28%	20%	20%	22%	17%	21%	17%
2012	21%	22%	13%	12%	20%	9%	9%	6%	1%	8%	-4%	-5%
2013	4%	-5%	-6%									
Distributors												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2009	-16%	-17%	-22%	-22%	-27%	-29%	-29%	-28%	-24%	-25%	-14%	-14%
2010	-6%	-2%	12%	17%	18%	25%	23%	38%	22%	22%	31%	21%
2011	28%	28%	33%	27%	31%	27%	23%	25%	29%	20%	28%	24%
2012	26%	24%	16%	10%	21%	10%	13%	6%	5%	13%	2%	-2%
2013	1%	-6%	-5%									
Manufacturers												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2009	-21%	-18%	-26%	-27%	-28%	-32%	-29%	-29%	-24%	-22%	-12%	-4%
2010	9%	11%	24%	32%	28%	39%	33%	46%	34%	42%	44%	28%
2011	35%	31%	30%	29%	18%	28%	17%	14%	14%	14%	15%	11%
2012	17%	19%	10%	13%	19%	8%	5%	6%	-3%	3%	-10%	-8%
2013	7%	-5%	-7%									

Monthly Sales Growth – March 2013

Fluid Power Survey - Sales Growth (y/y % chg)



Sales versus Prior Month



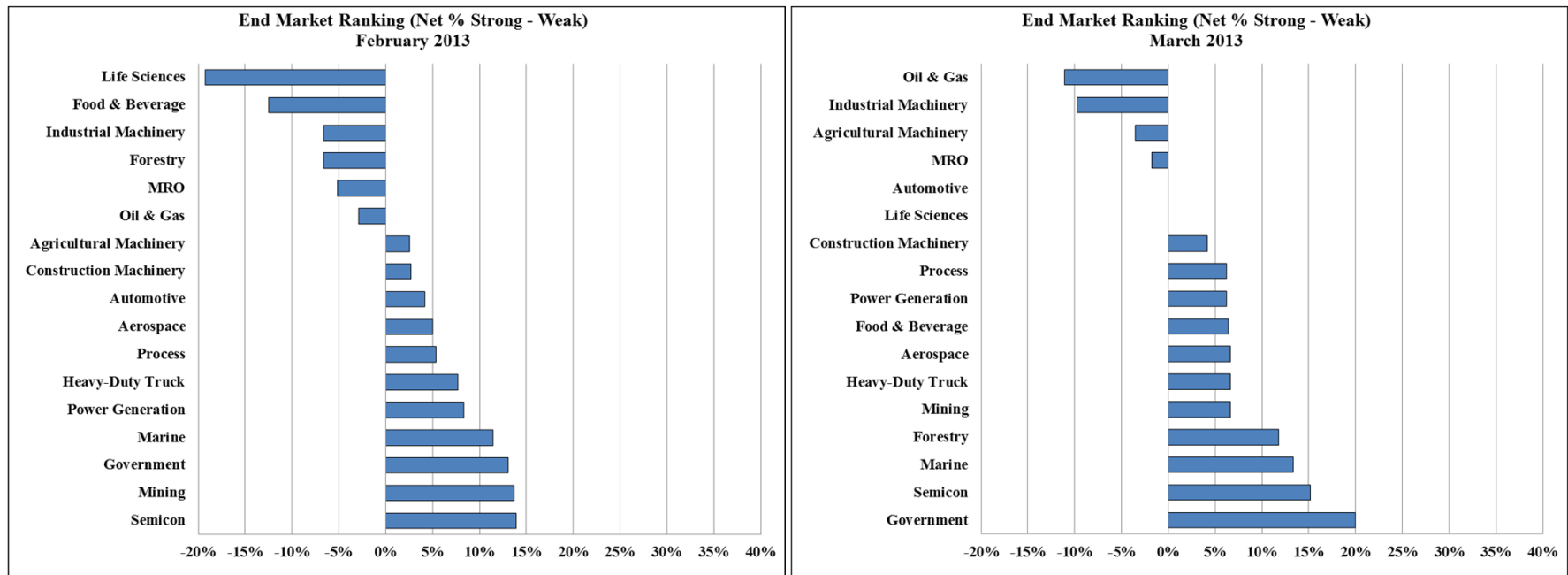
Percent Positive / Negative Growth															
	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
Positive Sales Growth	74%	84%	83%	64%	90%	74%	73%	57%	51%	59%	43%	41%	53%	26%	36%
Flat Sales	5%	9%	3%	5%	2%	5%	7%	22%	14%	9%	8%	16%	18%	18%	18%
Negative Sales Growth	21%	7%	15%	31%	7%	21%	20%	22%	35%	31%	49%	43%	29%	56%	45%
Net % (Positive - Negative)	54%	77%	68%	33%	83%	53%	53%	35%	16%	28%	-5%	-3%	24%	-29%	-9%

Results vs. Expectations															
	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
Better than expected	46%	33%	28%	25%	35%	20%	26%	21%	11%	28%	8%	16%	32%	11%	15%
In line with expectations	33%	51%	50%	52%	51%	50%	40%	51%	51%	31%	41%	38%	35%	31%	29%
Worse than expected	21%	16%	23%	23%	14%	30%	34%	28%	38%	41%	51%	46%	32%	57%	56%
Net % (Better - Worse)	26%	16%	5%	2%	21%	-9%	-8%	-7%	-27%	-13%	-43%	-30%	0%	-46%	-41%

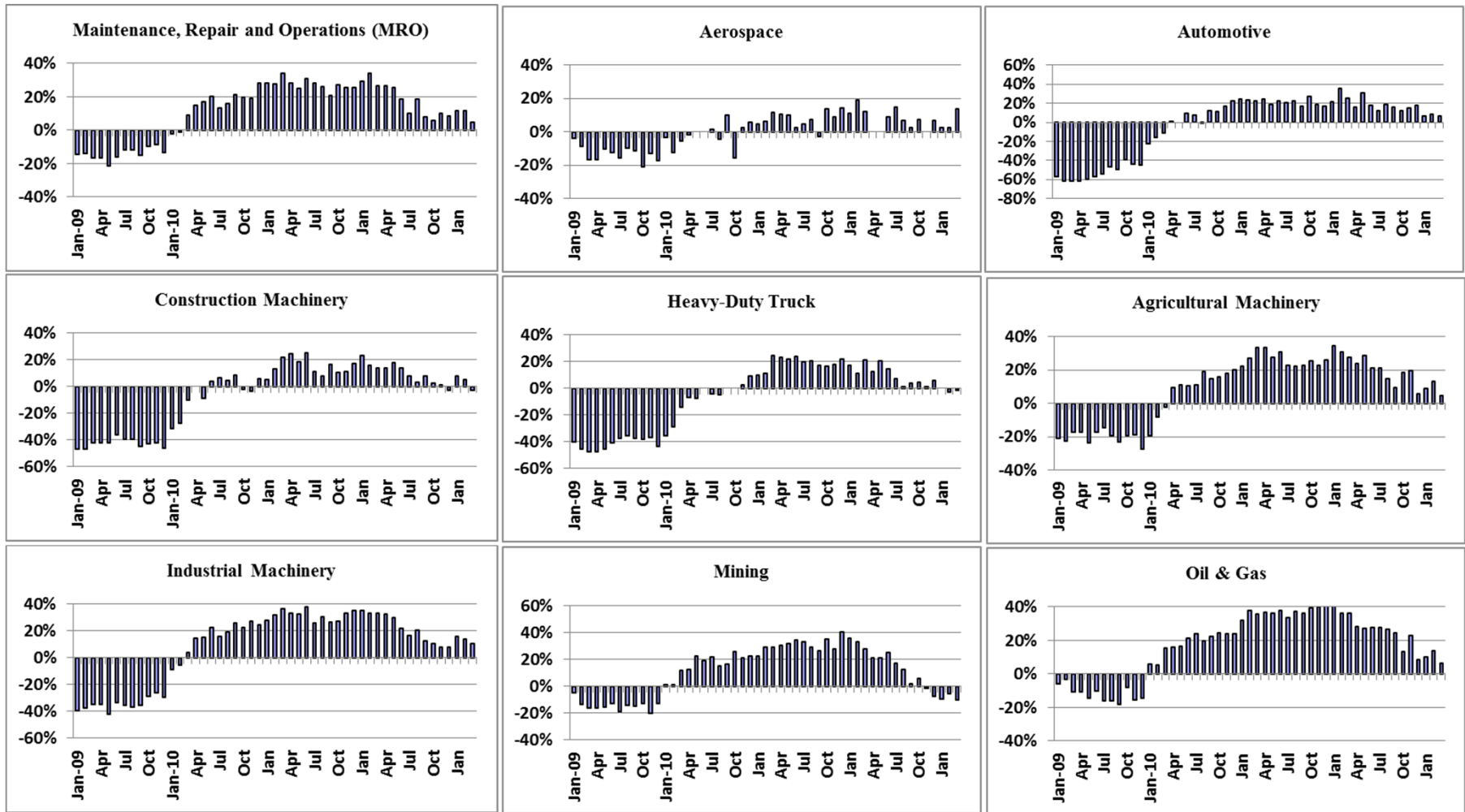
Source: FPDA Survey

Mixed End Market Momentum in March

- End market trends were mixed in the month with half of the end markets improving sequentially while the remaining half deteriorated sequentially. Semicon, life sciences and aerospace accelerated the most in the month while construction machinery, ag machinery, and oil & gas deteriorated the most sequentially. Life sciences, aerospace, and process were reported as the strongest end markets in the monthly while not surprisingly, forestry, mining, and government end markets were reported as the weakest. Longer term end market trends can be found at the back of this packet.

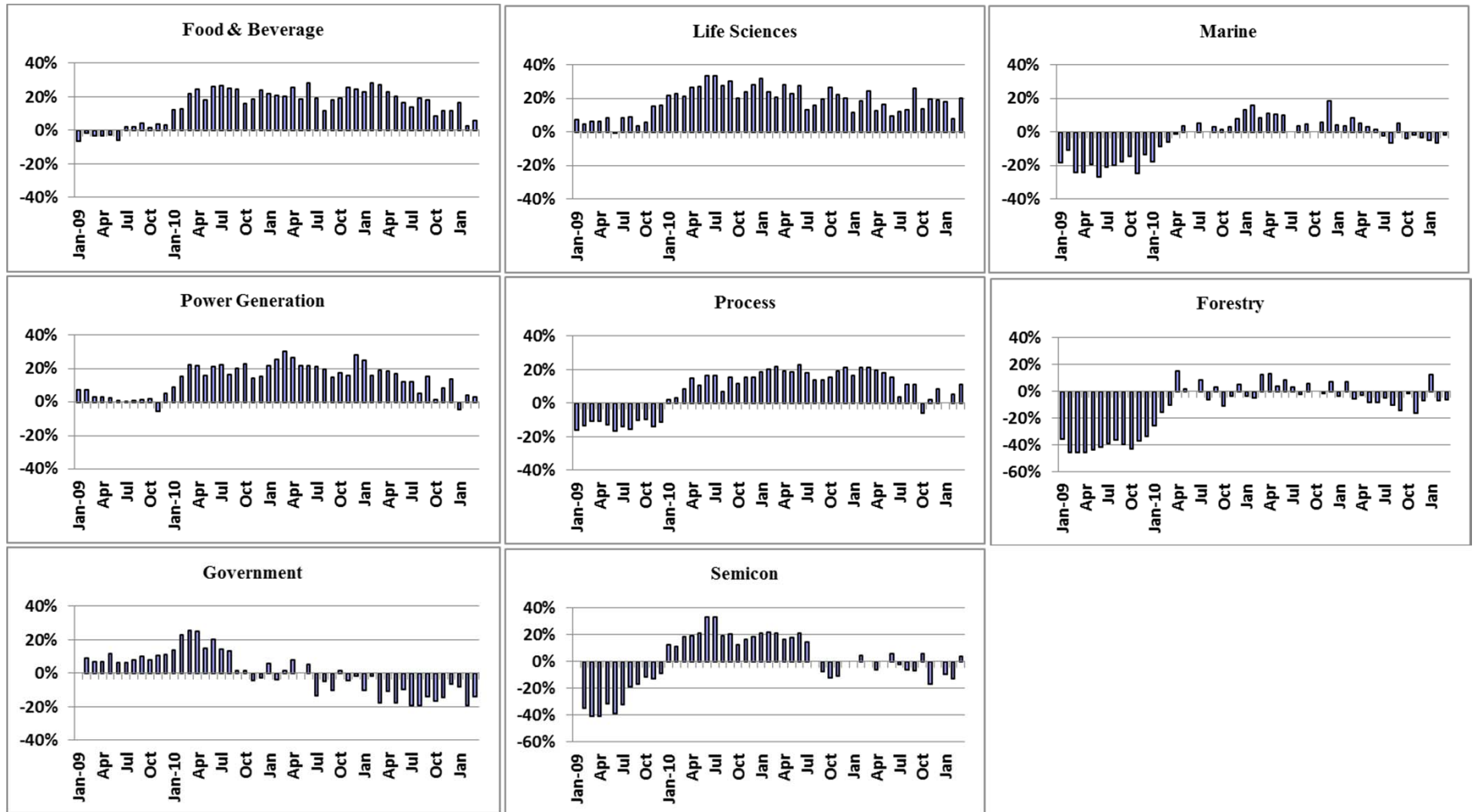


End Market Trends



Source: FPDA Survey

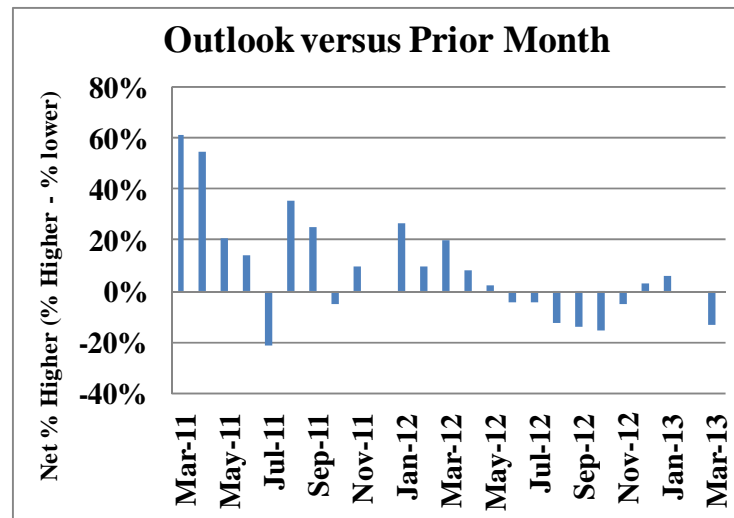
End Market Trends



Source: FPDA Survey

Reduction to 2013 Outlook

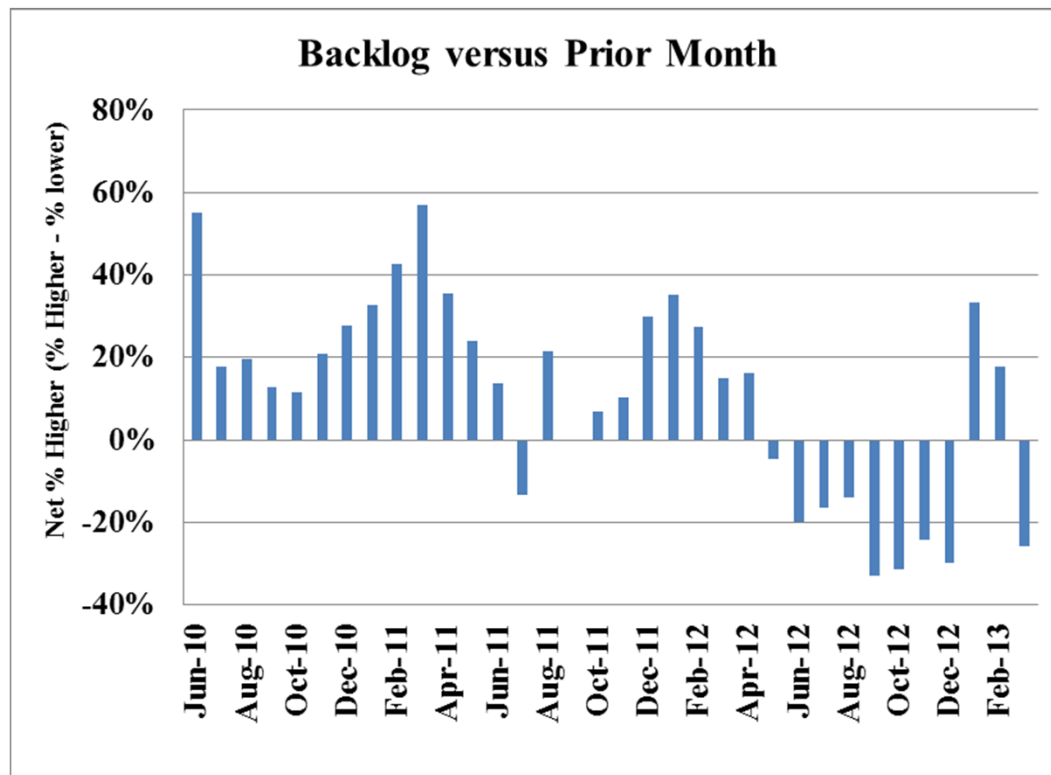
- Fluid power distributors and manufacturers both cut the full year outlook in March by 200bp and now forecast 2% average growth for the year. On a same contact basis a net 13% of participants cut the full year outlook this month (9% raised, 69% no change, 22% reduced) due to weaker order trends in March and softer than expected results so far this year. Following the 2-3% sales decline reported in 1Q, growth rates need to accelerate throughout the year to meet the current 2% growth forecast.



Fluid Power Outlook										
	2011	2012	2013 Outlook							
Sales Growth (y/y)	Actual Results	Actual Results	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
Overall	32%	8%	7%	8%	8%	6%	5%	4%	4%	2%
<i>Distributors</i>	31%	8%	6%	7%	8%	7%	5%	4%	7%	5%
<i>Manufacturers</i>	32%	8%	9%	9%	7%	5%	6%	3%	2%	0%

March Shows Backlogs Declining Sequentially

- We saw a reversal in backlog trends in March, with backlogs declining sequentially following two months of sequential backlog growth. Historically, backlogs grow sequentially in March due to project seasonality. We believe some of the deterioration in backlog is due to the improvement in supplier deliveries depleting backlog levels; sources report deliveries were inline with February levels following five months of deterioration.



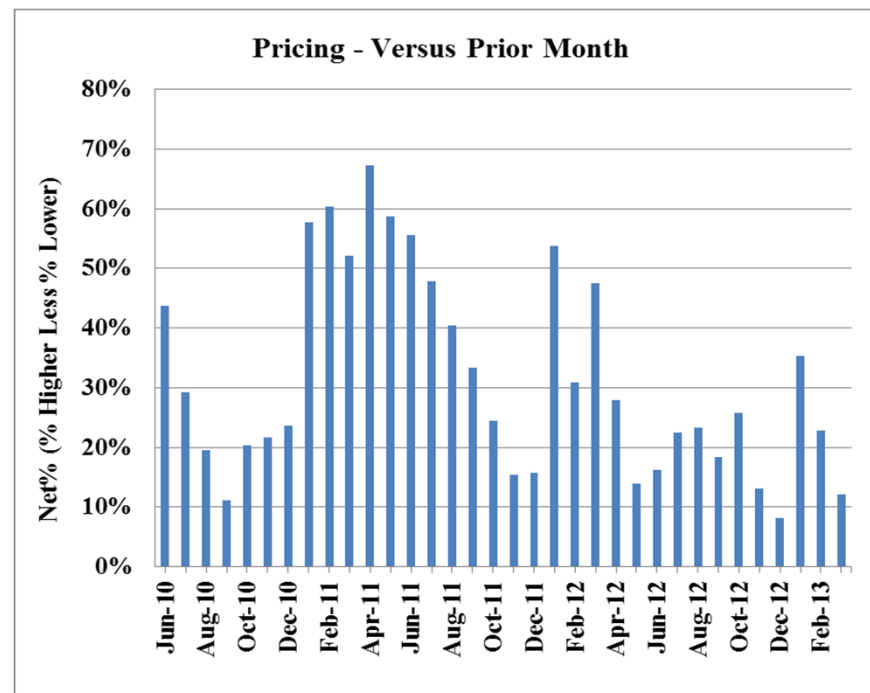
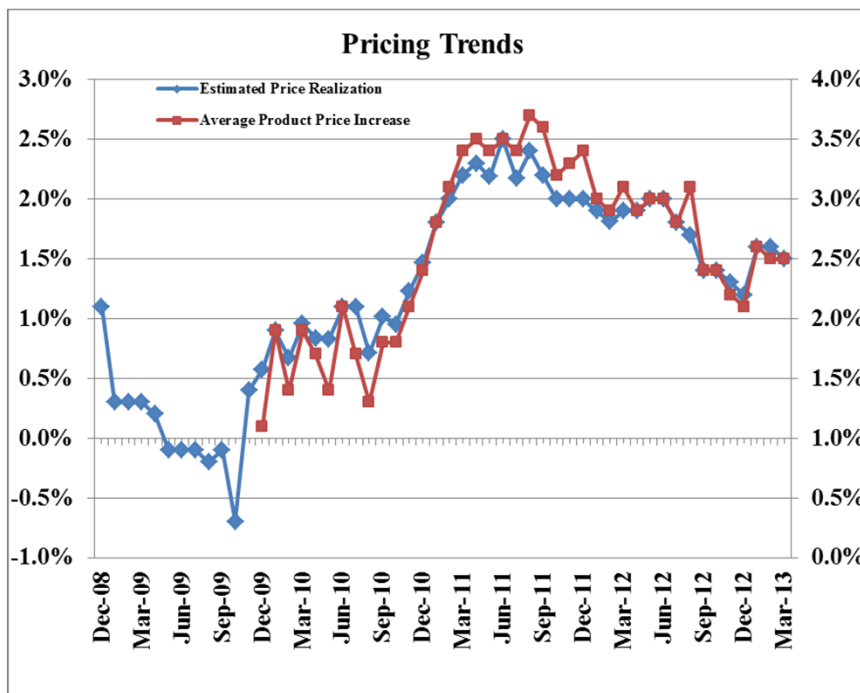
Order and Backlog Growth Trends

Fluid Power Industry - Monthly Order Growth												
Overall												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2010	9%	16%	30%	31%	29%	34%	27%	40%	29%	26%	23%	18%
2011	25%	31%	29%	23%	19%	28%	23%	18%	24%	25%	20%	18%
2012	14%	18%	6%	10%	10%	5%	5%	5%	-2%	3%	-2%	-6%
2013	1%	-5%	-11%									
Distributors												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2010	1%	12%	29%	30%	28%	28%	20%	34%	29%	25%	28%	27%
2011	25%	31%	30%	29%	27%	33%	25%	29%	30%	25%	21%	21%
2012	13%	19%	10%	8%	5%	1%	8%	6%	1%	-4%	-1%	-1%
2013	3%	-7%	-6%									
Manufacturers												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2010	18%	21%	31%	32%	30%	41%	34%	46%	29%	26%	17%	17%
2011	25%	31%	29%	18%	12%	24%	20%	7%	19%	23%	19%	14%
2012	15%	17%	3%	12%	15%	10%	2%	5%	-5%	10%	-3%	-11%
2013	-1%	-3%	-15%									

Fluid Power Industry - Monthly Backlog Growth												
Overall												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2010						24%	29%	37%	37%	34%	32%	25%
2011	25%	32%	40%	31%	25%	29%	25%	17%	24%	22%	26%	19%
2012	22%	18%	15%	16%	10%	8%	7%	6%	4%	-1%	-3%	-3%
2013	1%	-2%	-5%									
Distributors												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2010						29%	24%	29%	37%	24%	23%	20%
2011	22%	35%	39%	36%	37%	32%	29%	36%	33%	26%	29%	27%
2012	30%	22%	24%	25%	11%	11%	12%	7%	9%	-4%	-3%	1%
2013	0%	-2%	-2%									
Manufacturers												
	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
2010						20%	34%	45%	37%	45%	41%	30%
2011	28%	30%	41%	27%	14%	25%	22%	-1%	16%	19%	23%	12%
2012	13%	13%	7%	7%	10%	6%	3%	6%	-1%	3%	-4%	-6%
2013	1%	-1%	-8%									

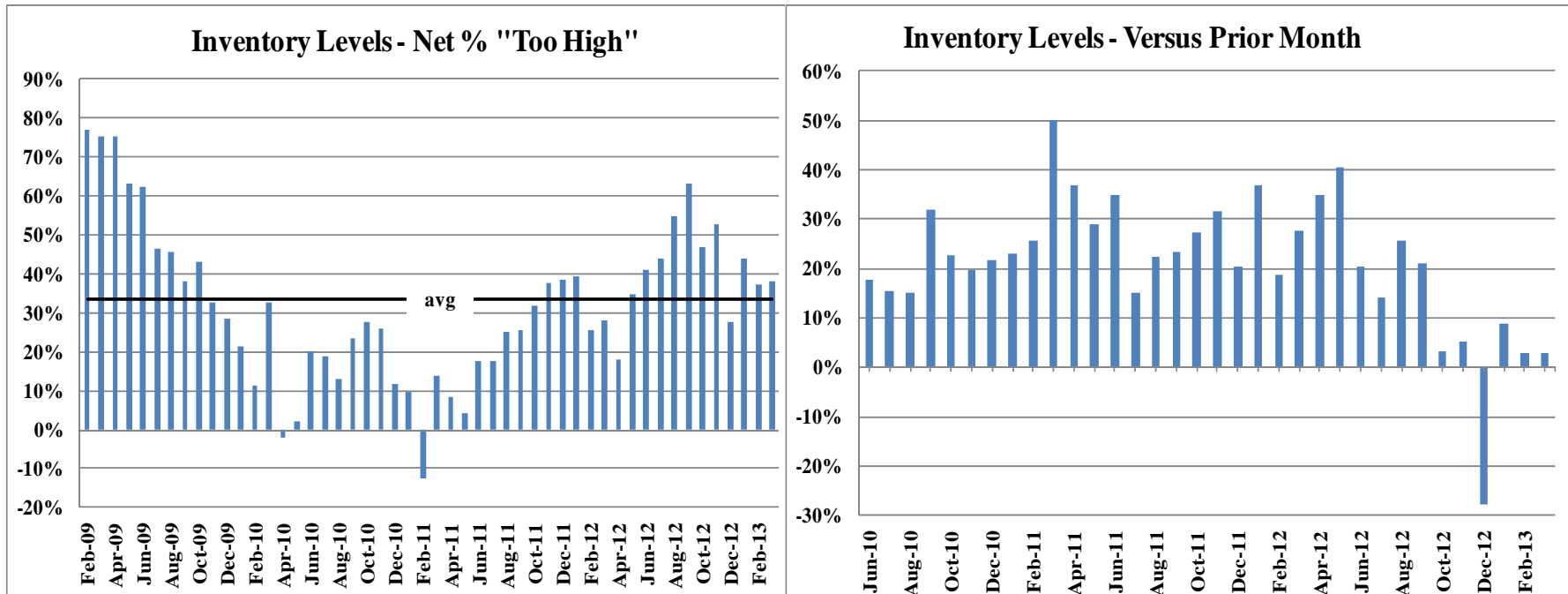
Price Contribution Stable at ~1.5%

- Product prices are estimated up about 2.3% year-over-year with sixty-percent or about 1.4% of this increase being realized vs the 1.6% price realization reported in February. Sequentially, a net 12% of participants reported higher prices in March (26% higher; 71% same; 3% lower) which compares to a net 23% reporting higher prices in February.



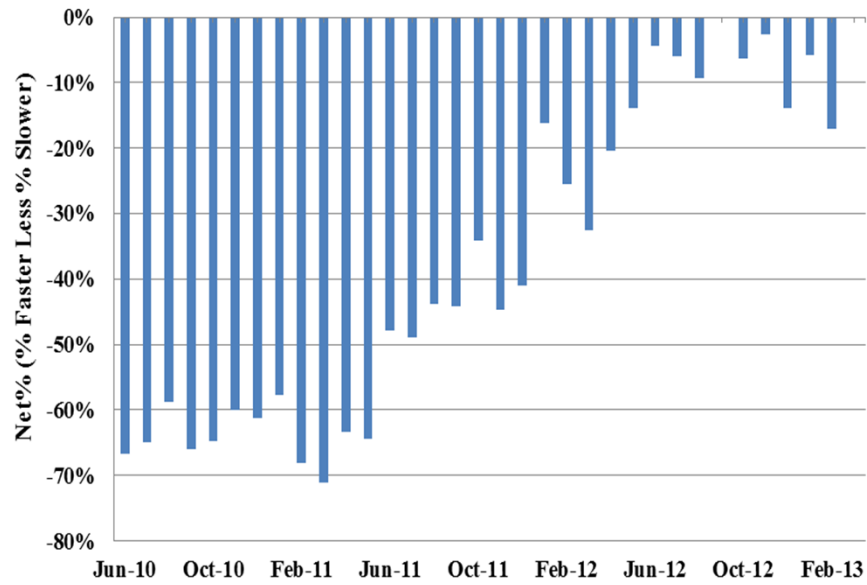
Inventory Levels Stable

- Inventory levels appear to have stabilized over the past three months following a sharp decline in December. A net 3% of participants reported higher inventory levels compared to last month (24% higher; 56% same; 21% lower) vs a net 3% reporting higher inventory in February and a net 9% in January. Inventory sentiment also appears to be stable as a net 38% of participants categorize their inventory levels as “too high” which is just slightly above the long-run average of 33% and inline with the net 37% in February.

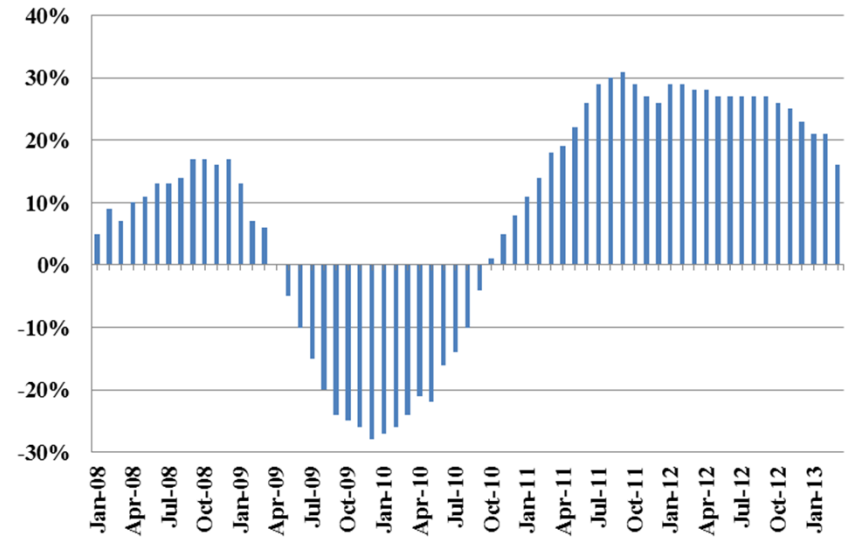


Inventory Levels

Supplier Deliveries - Versus Prior Month

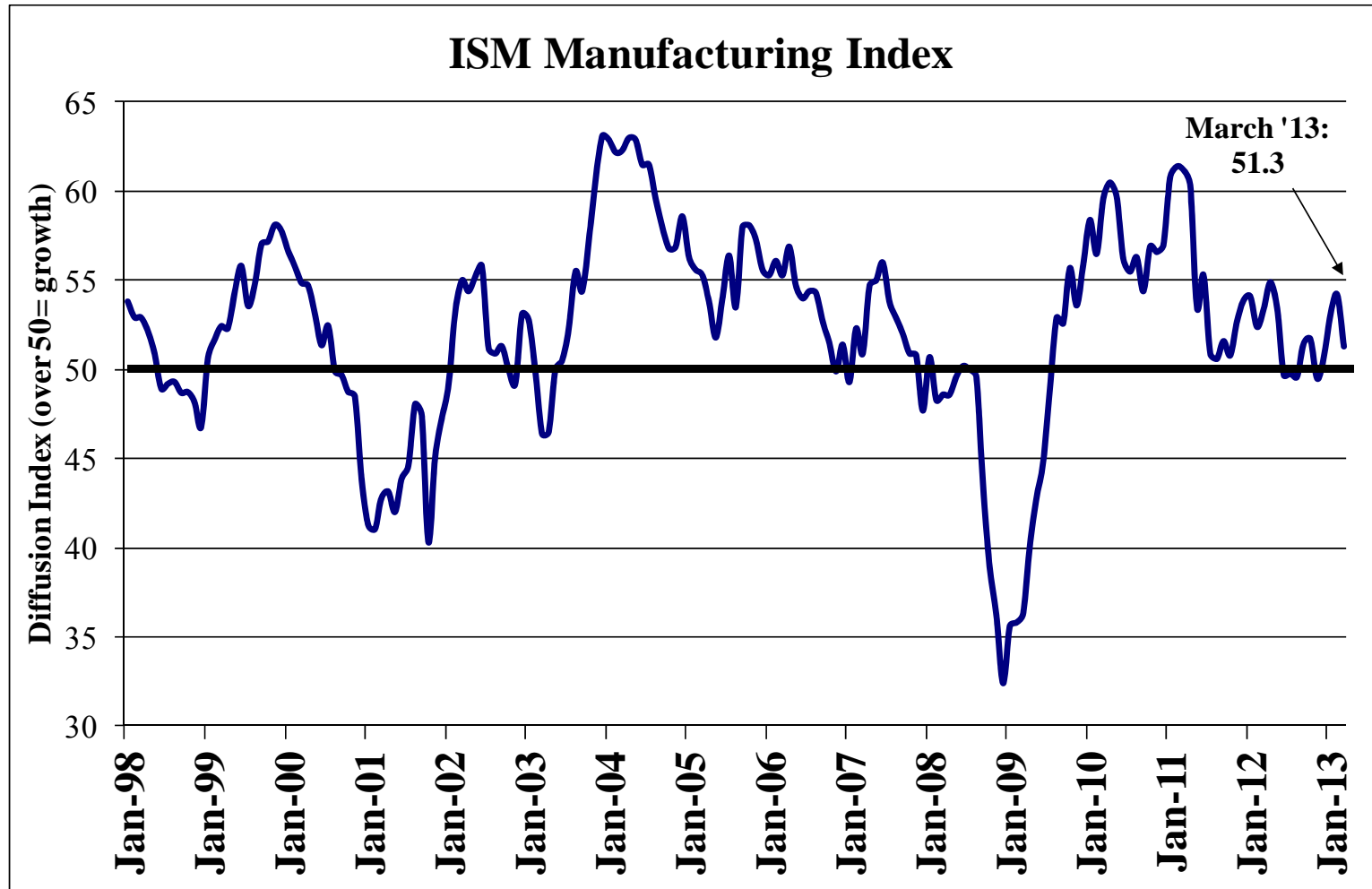


Inventory Levels - Versus Last Year

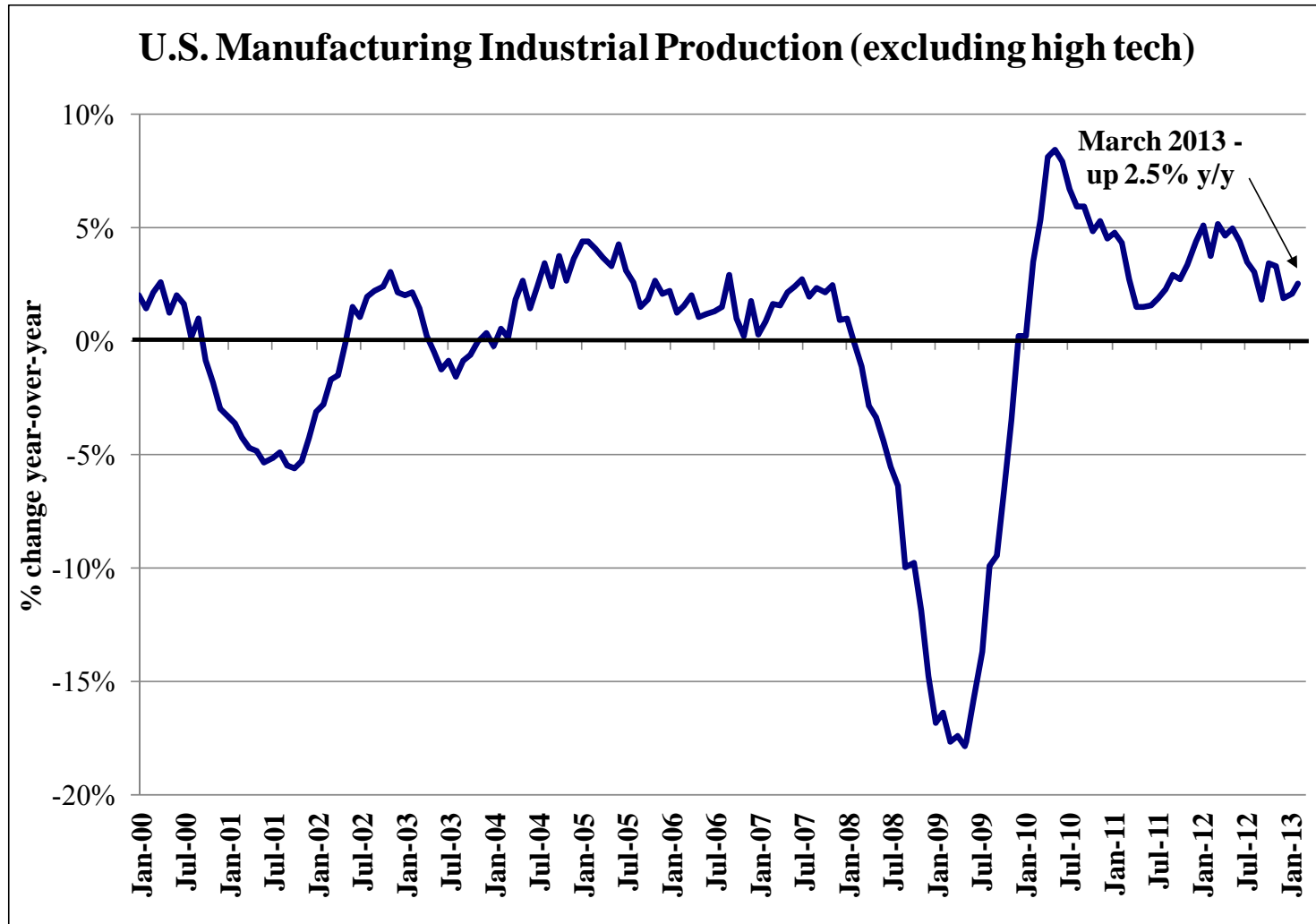


Source: FPDA Survey

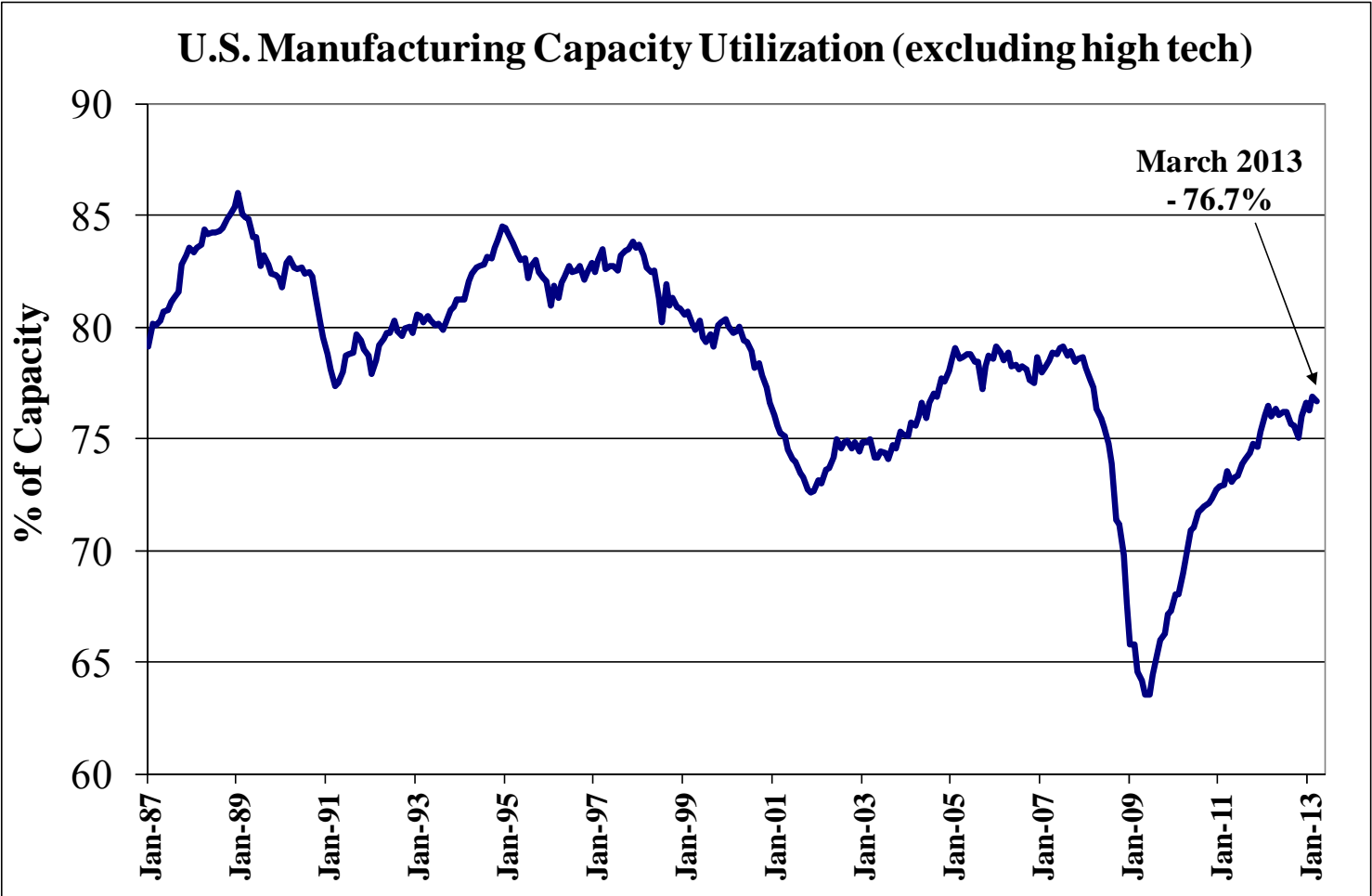
ISM Falls off in March



Manufacturing IP: Up 2.5% in March

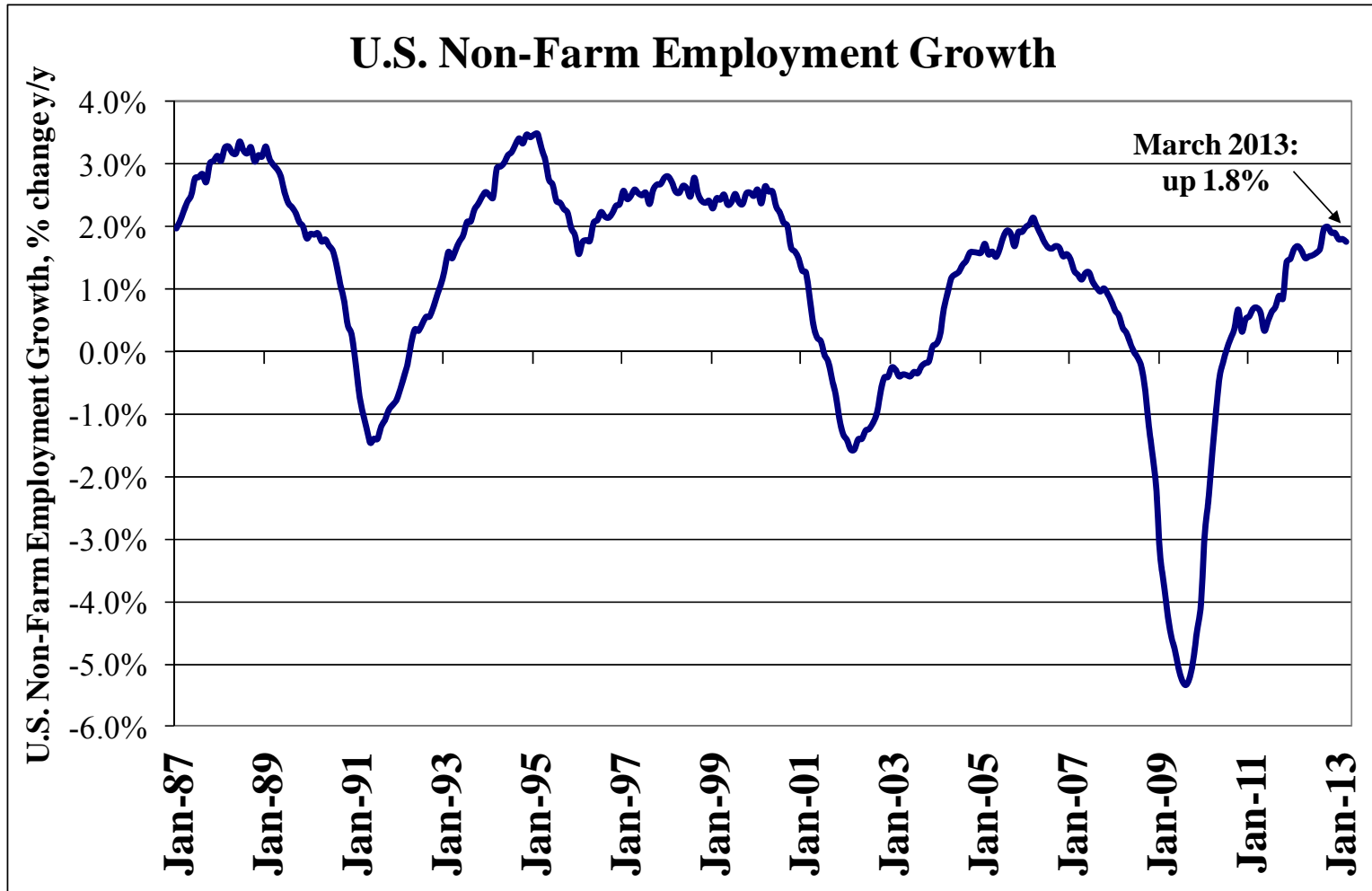


Capacity Utilization: Ticks Down in March



Source: federalreserve.gov

Non-Farm Employment - Steady Growth in March



Manufacturing Employment - Growth Slowing



Source: bls.gov

Manufacturing End Market Trends

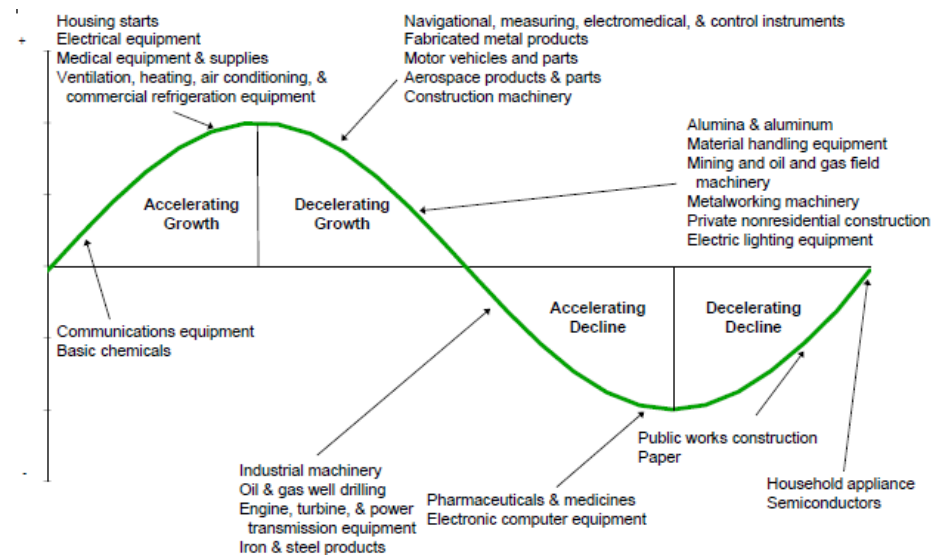
ISM Manufacturing End Market Momentum															
Major End Market	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
Apparel, leather and allied products	↑	↑	↑	↑	↑	↓	↓	↑	↑	↑	↓	↓	↑	↑	↑
Chemical products	↓	↑	↓	↑	↑	↓	↓	↑	↓	↑	↓	↑	↓	↓	↓
Computer and electronic products	↑	↑	↓	↑	↑	↓	↓	↓	↓	↓	↑	↓	↓	↓	↑
Electrical equipment, appliances, components	↓	↓	↑	↑	↑	↑	↑	↓	↓	↓	↑	↓	↑	↑	↑
Fabricated metal products	↑	↔	↑	↑	↑	↑	↑	↓	↑	↓	↓	↓	↑	↑	↑
Food, beverage and tobacco products	↓	↑	↑	↑	↓	↓	↑	↑	↑	↑	↑	↑	↑	↑	↑
Furniture and related products	↓	↓	↑	↑	↑	↑	↑	↓	↑	↑	↑	↑	↑	↑	↑
Machinery	↔	↑	↑	↑	↑	↑	↓	↓	↓	↓	↓	↓	↑	↑	↓
Miscellaneous manufacturing	↑	↑	↑	↑	↑	↑	↓	↑	↑	↑	↓	↓	↓	↑	↑
Nonmetallic mineral products	↔	↓	↑	↑	↑	↓	↓	↓	↓	↓	↓	↓	↓	↑	↑
Paper products	↑	↔	↑	↑	↑	↓	↓	↑	↑	↑	↑	↑	↔	↑	↑
Petroleum and coal products	↑	↑	↑	↑	↓	↓	↑	↑	↑	↑	↑	↑	↑	↑	↓
Plastics and rubber products	↓	↓	↑	↑	↓	↑	↑	↔	↔	↑	↓	↓	↑	↑	↑
Primary metals	↑	↑	↑	↑	↑	↑	↔	↑	↑	↓	↓	↑	↑	↑	↑
Printing, related support activities	↔	↔	↑	↑	↑	↑	↓	↑	↑	↔	↓	↔	↑	↑	↑
Textile mills	↓	↔	↔	↔	↑	↔	↓	↓	↑	↔	↔	↔	↑	↓	↔
Transportation equipment	↑	↑	↑	↑	↓	↓	↓	↓	↓	↓	↓	↓	↑	↑	↑
Wood product	↓	↔	↑	↓	↔	↔	↓	↔	↑	↓	↓	↑	↓	↑	↑
Statistics	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13
% Better	44%	50%	83%	89%	72%	39%	33%	44%	61%	44%	33%	39%	72%	83%	78%
Unchanged	17%	28%	6%	6%	6%	11%	6%	11%	6%	11%	6%	11%	6%	0%	6%
% Worse	39%	22%	11%	6%	22%	50%	61%	44%	33%	44%	61%	50%	22%	17%	17%
Net % of Industries Improving	6%	28%	72%	83%	50%	-11%	-28%	0%	28%	0%	-28%	-11%	50%	67%	61%
PMI	54.1	52.4	53.4	54.8	53.5	49.7	49.8	49.6	51.5	51.7	49.5	50.7	53.1	54.2	51.3

Source: ISM

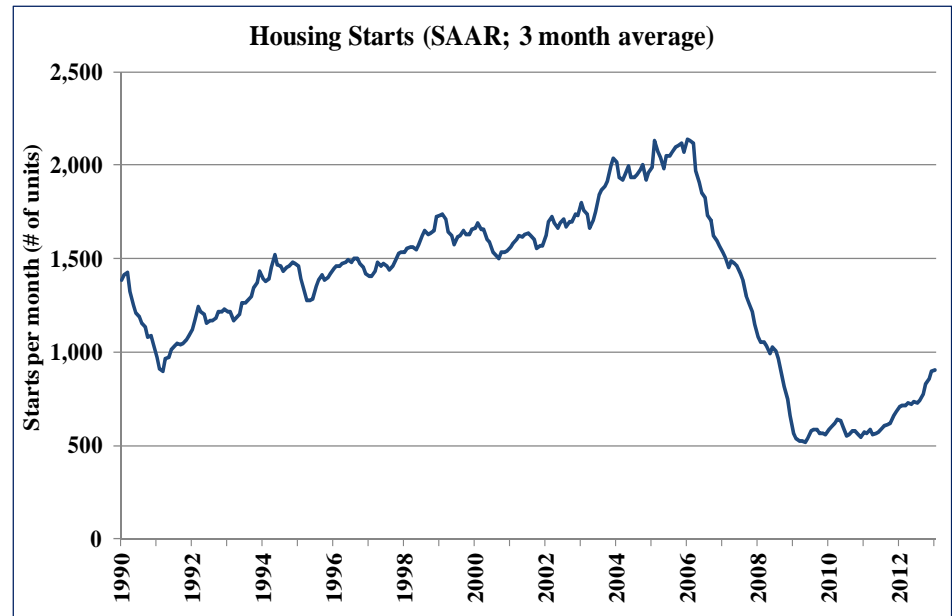
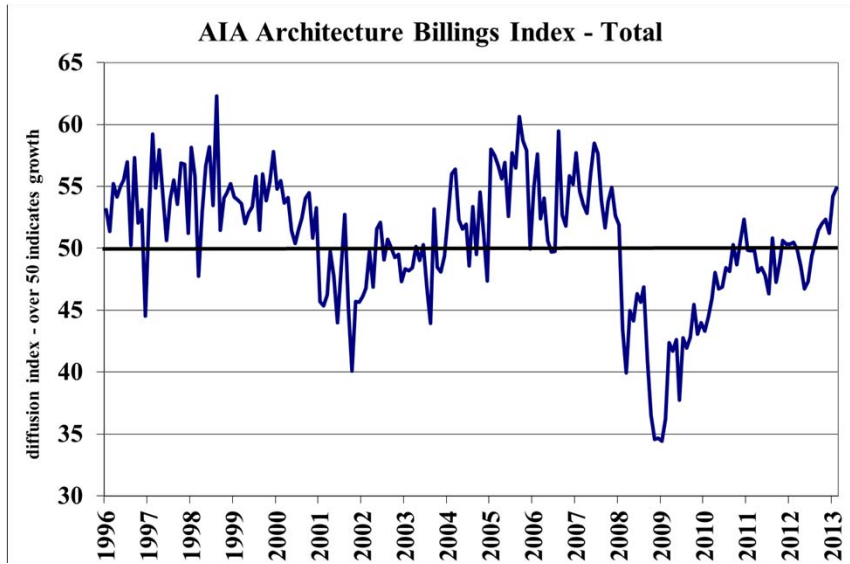
Industrial Sector – Phase of Cycle

- The table to the right highlights the MAPI business cycle forecasts for 24 different industrial related end markets.
- In 2012, 15 of the 24 industries are grew. With Housing, motor vehicles & parts, engines/turbines/power transmission growing the most. Four industries (electronic computer equipment - most severe) declined. The remaining four industries remained flat.
- In 2013, most industries are expected to be relatively flat, with the exclusion of significant growth in housing/aerospace and moderate declines in industrial machinery and engine/turbine/power transmissions.
- In 2014 housing and aerospace products and parts are expected to increase meaningfully again. Other significant increases include electric lighting equipment and communications equipment. Moderate increases / flat are expected for the rest of the end markets.

Industrial Sector by Phase of Cycle

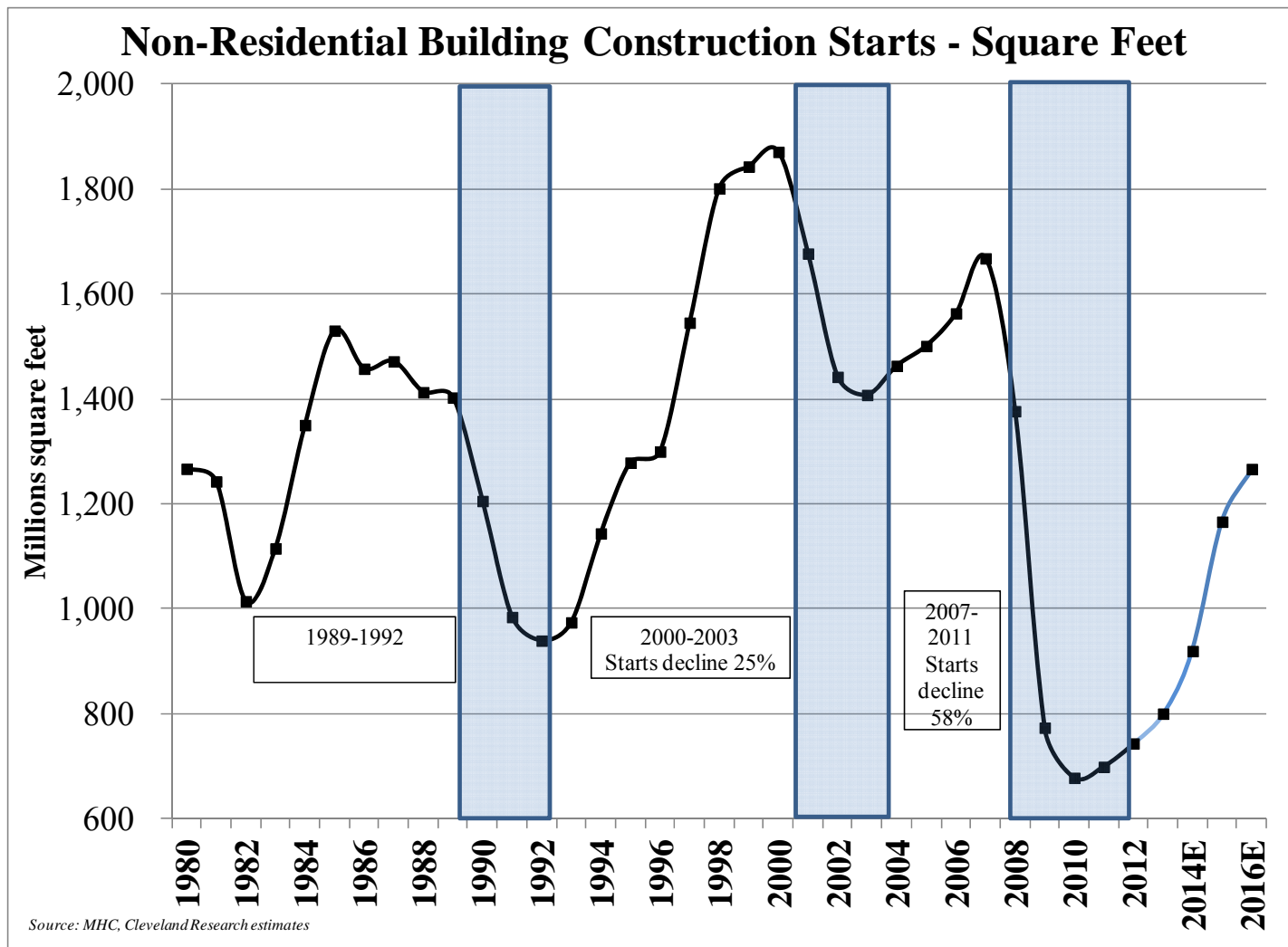


Construction Indicators



Source: U.S. Census Bureau; AIA; Company Reports

Non-Res Construction Starts: Forecast Up 8% in 2013



Higher 2013 Non-Res Forecast

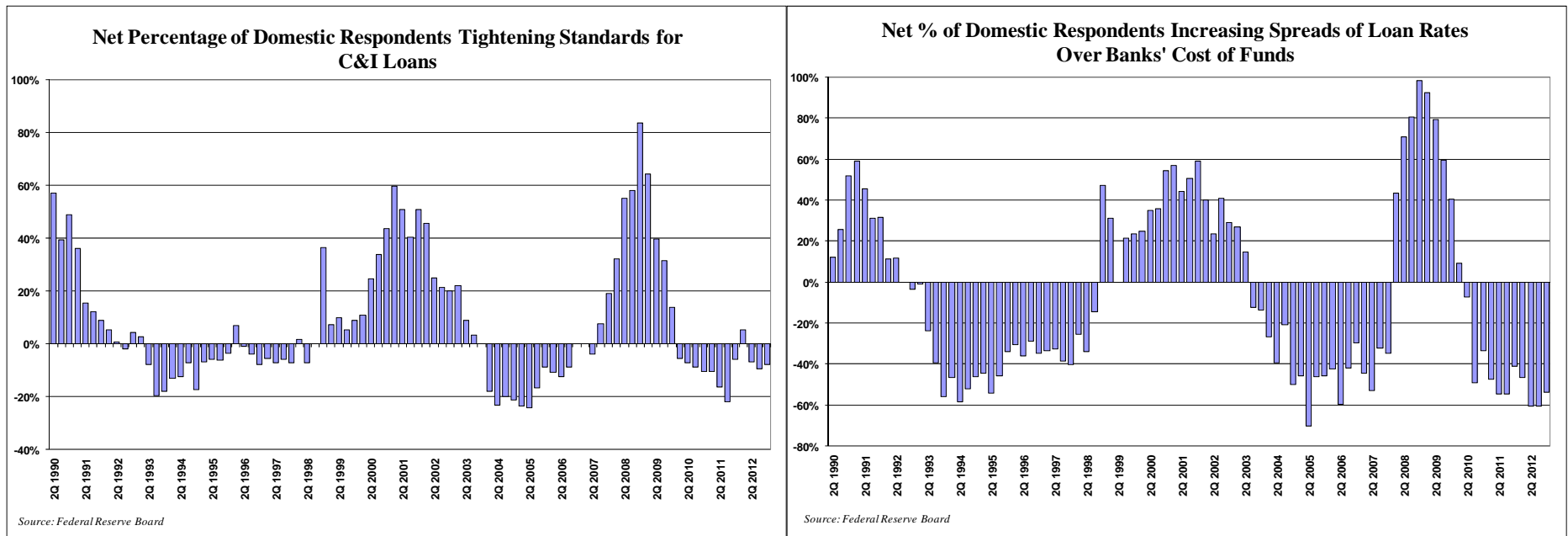
- McGraw Hill raised its 2013 non-residential construction starts forecast in 1Q. Non-res building starts now up 6% in dollars (5% in 4Q update) and 8% in square feet (6% in 4Q update). McGraw Hill raised the forecast for warehouses, office & bank buildings, and parking garages and automotive services by 3% or more, and actually raised its forecast in all but 4 categories (amusement, hospitals, manufacturing, religious). Non-building starts (bridges, highways) are slightly less worse - now down 10% vs down 11% prior.

McGraw-Hill Construction Starts History and Forecast								
U.S. Starts Forecast (Value \$mm)	2008	2009	2010	2011	2012	2013E	2014E	2015E
Amusement, Social and Recreational Bldgs	0%	-14%	-4%	-8%	-13%	8%	17%	30%
Dormitories	16%	-5%	1%	-15%	-1%	-4%	8%	10%
Government Service Buildings	7%	15%	-32%	-14%	-13%	-3%	7%	12%
Hospitals and Other Health Treatment	23%	-33%	16%	-7%	-12%	4%	15%	23%
Hotels and Motels	-9%	-64%	-28%	58%	12%	12%	22%	33%
Manufacturing Plants, Warehouses, Labs	44%	10%	-5%	74%	-31%	8%	16%	28%
Miscellaneous Nonresidential Buildings	19%	16%	29%	-29%	-15%	4%	12%	20%
Office and Bank Buildings	-15%	-28%	-18%	-3%	-9%	10%	22%	35%
Parking Garages and Automotive Services	-21%	-47%	9%	26%	14%	11%	25%	19%
Religious Buildings	-5%	-7%	-29%	-10%	-20%	2%	16%	18%
Schools, Libraries, and Labs (nonmfg)	9%	-17%	-3%	-11%	-15%	-3%	15%	27%
Stores and Restaurants	-27%	-40%	-5%	3%	10%	13%	19%	29%
Warehouses (excl. manufacturer owned)	-22%	-58%	-16%	23%	18%	13%	28%	38%
Nonresidential Building Starts (\$mm)	242,186	168,877	163,054	165,048	153,369	161,978	183,771	227,415
% change y/y	1%	-30%	-3%	1%	-7%	6%	13%	24%
Nonresidential Building Starts (sqr ft)	1,377	773	678	699	743	800	919	1,166
% change y/y	-18%	-44%	-12%	3%	6%	8%	15%	27%
Single Family Housing Starts (units, 000)	1,203	951	978	905	1,147	1,409	1,967	2,478
% change y/y	-42%	-21%	3%	-7%	27%	23%	40%	26%
Nonbuilding Starts (bridges, highways, etc, \$mm)	152,486	144,769	149,055	147,850	152,850	138,200	133,400	137,900
% change y/y	9%	-5%	3%	-1%	3%	-10%	-3%	3%

Source: MHC (1Q13 fcst)

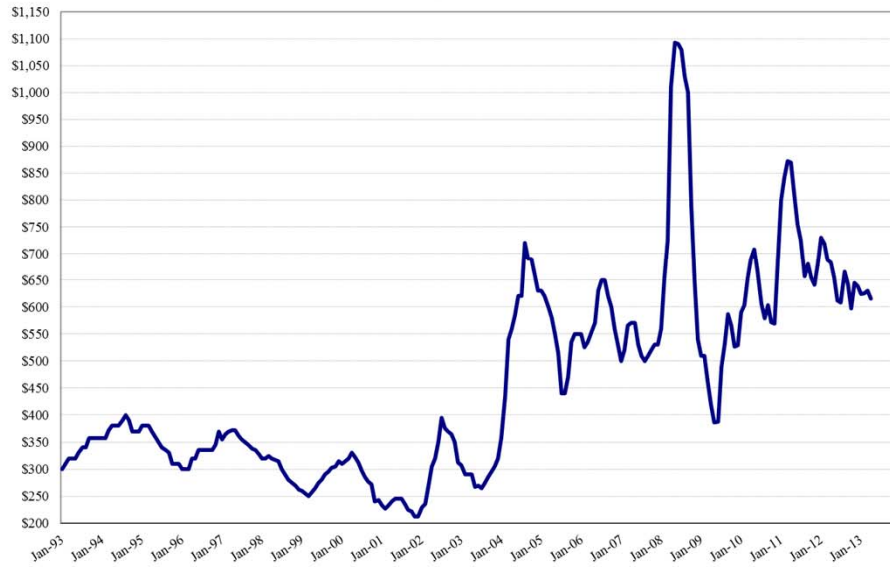
Credit – C&I Loan Demand Improves as Lending Standards Loosen

- The 4Q12 Senior Loan Officer survey saw a further loosening of loan standards. A net 8% of loan officers reported easier credit standards in 4Q12 compared with a net 10% in 3Q.
- Bank rate spreads contracted again in 4Q12 with a net 54% of loan officers reporting lower lending spreads, up from a net 60% in 3Q.
- Demand for commercial and industrial loans deteriorated in 4Q as a net 6% of loan officers reported weaker demand for commercial and industrial loans, down from the net 8% of loan officers reporting stronger demand for loans in 3Q.

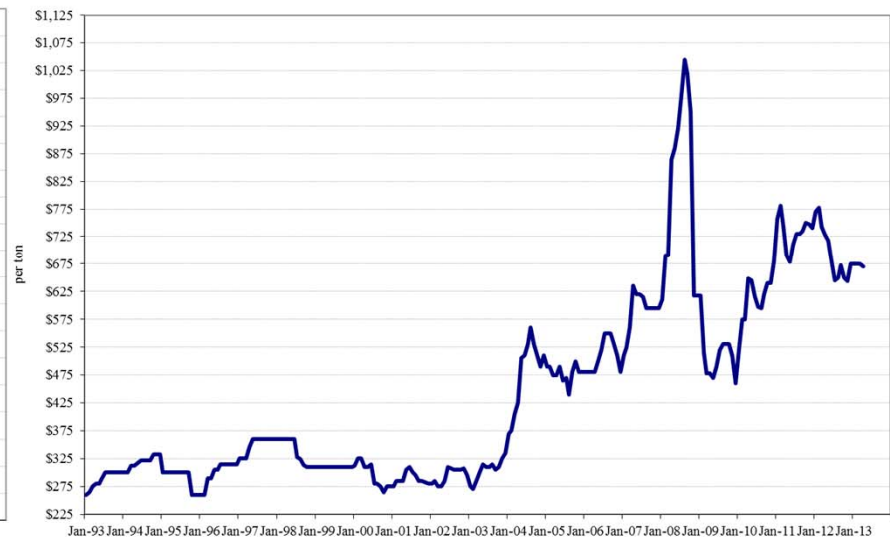


Commodity Price Trends – Steel

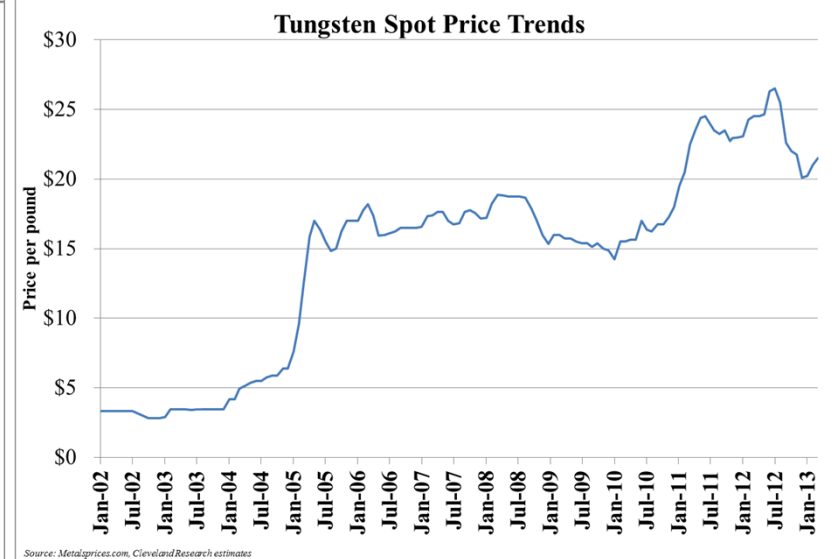
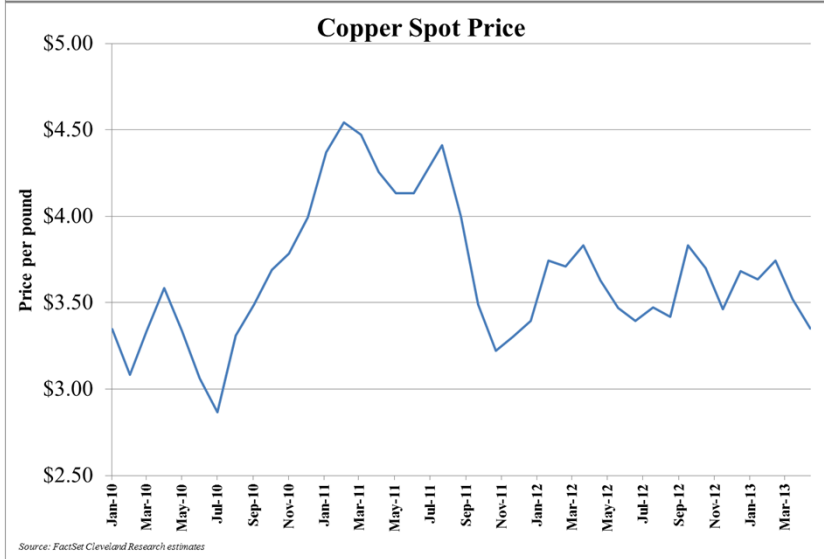
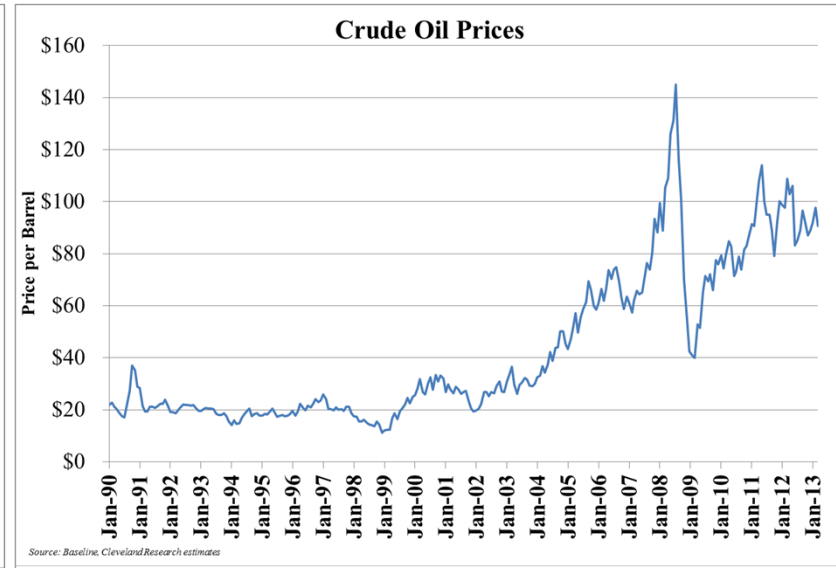
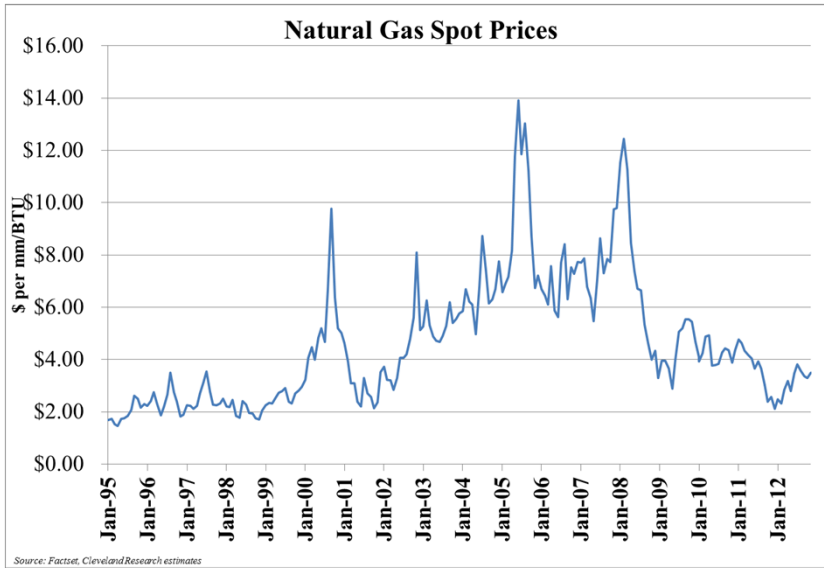
Domestic Hot Rolled Sheet Prices
Monthly 1993 to Present



Domestic Reinforcing Bar (Rebar) Prices
Monthly 1993 to Present

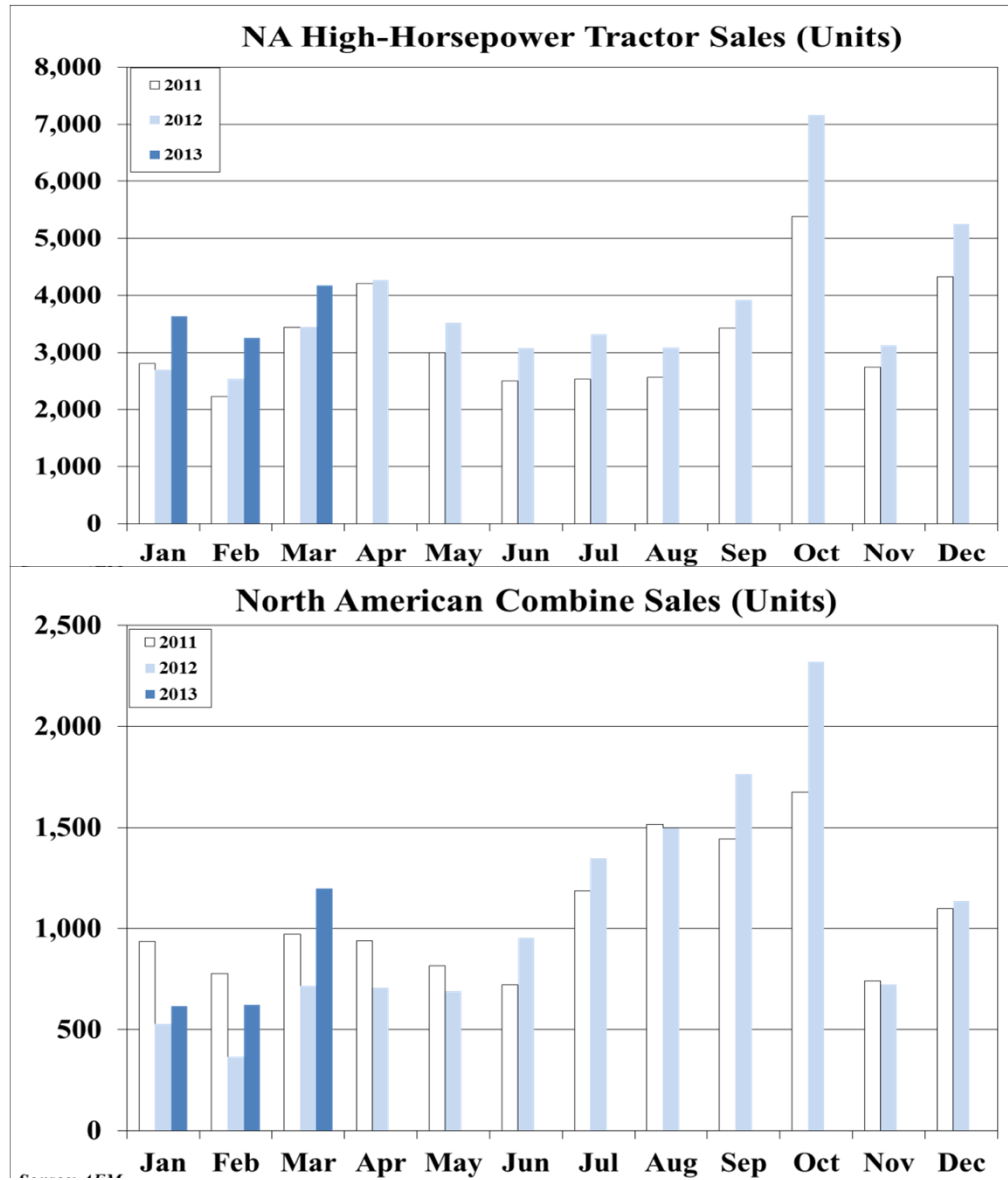


Commodity Price Trends



Source: Steel Business Briefing; Energy Information, Baseline, Metalprices

Ag Indicators



Source: AEM

Automotive Trends – Improving

N. American Light Vehicle Production Trends										
Quarterly Unit Production						Quarterly Unit Production % Change y/y				
	Chrysler	Ford	GM	Big 3 Total	Total NA Light Vehicle	Chrysler	Ford	GM	Big 3 Total	Total NA Light Vehicle
1Q10	377,333	557,080	667,599	1,602,012	2,886,870	56%	63%	89%	71%	72%
2Q10	429,664	619,503	731,277	1,734,000	3,080,788	288%	49%	102%	95%	73%
3Q10	413,490	554,112	733,082	1,700,684	2,995,300	47%	18%	49%	37%	29%
4Q10	361,830	577,859	702,554	1,642,243	2,966,740	9%	4%	24%	13%	8%
1Q11	487,789	640,182	786,061	1,914,032	3,363,464	29%	15%	18%	19%	17%
2Q11	513,283	683,450	821,779	2,018,512	3,100,093	19%	10%	12%	16%	1%
3Q11	523,422	608,429	749,178	1,881,029	3,393,594	27%	10%	2%	11%	13%
4Q11	504,278	636,619	738,657	1,879,554	3,458,920	39%	10%	5%	14%	17%
1Q12	589,023	651,408	861,711	2,102,142	4,035,736	21%	2%	10%	10%	20%
2Q12	621,215	689,929	837,634	2,148,778	3,967,691	21%	1%	2%	6%	28%
3Q12	554,850	641,068	760,974	1,956,892	3,694,890	6%	5%	2%	4%	9%
4Q12	586,800	710,200	774,900	2,071,900	3,892,000	16%	12%	5%	10%	13%
1Q13	549,400	744,300	808,600	2,102,300	4,041,600	-7%	14%	-6%	0%	0%
2Q13E	619,000	772,100	836,500	2,227,600	4,171,400	0%	12%	0%	4%	5%

Heavy Truck Net Orders – Slightly Weaker in March

