

International Special Tooling and Machining Association

- 1. Business Figures and Ratios 2002**
- 2. Wage and Salary Comparison as of May 31, 2003**
- 3. Additional Benefits and Special Compensation 2002**
- 4. ISTMA Statistics 2002**

March-04

Definitions

1. Turnover (Sales) Total values of sales (invoices given to customers) per year, but **excluding** sales taxes, value added taxes (VAT), sales returns, and sales from any other source or business not connected with the core business. Work-in progress should not be included.
2. Total Operating Performance Turnover (sales) according to definition for Item #1 **plus** increase (decrease) in finished goods and work in progress **plus** own production capitalized.
3. Other Operating Income All revenues not connected to core business.
4. Other Operating Expenses All expenses not connected to core business.
5. Value added Total operating performance according to definition for Item #2 **plus** other operating income according to definition for Item #3 **minus** material expenses according to definition for Item #10 and other operating expenses according to definition for Item #4.
6. Total Number of Employees All employees of the company, i.e., hourly (including apprentices), salaried, administrative, management, and owners active in the company. Part-time employees are to be converted into full-time employees based on hours worked.
7. Total Number of Hours Worked Total number of actual hours worked **per year for all employees** of the company, i.e., hourly (including apprentices), salaried, administrative, management, and owners active in the company.
8. Standard Parts for Tools Purchased from Outside All standard parts for tools, i.e., mold bases, die sets, ejector pins, guide pillars, punches, springs, machined plates, bushings, shanks, etc., which are purchased from outside.
9. Subcontract Work Parts for tools (but not standard parts according to definition for Item #8) and product related technical services, i.e., heat and surface treatment, machining, and design services purchased from outside.
10. Material Expenses All expenses for: Raw materials plus standard parts for tools purchased from outside according to definition for Item #8 plus subcontract work according to definition for Item #9 plus all other materials.

11. Personnel Expenses	Total wages and salaries per year for all employees (according to definition for Item #6) plus all social service payments and fringe benefits (required by law or voluntary) as well as owners remuneration.
12. Operating Profit	Total operating performance according to definition for Item #2 plus other operating income according to definition for Item #3 minus material expenses according to definition for Item #10, personnel expenses according to definition for Item #11, and other operating expenses according to definition for Item #4. (Value before interest, tax, depreciation/amortization, and extraordinary items).
13. EBITDA	Operating profit according to definition for Item #12 plus extraordinary items. (Earnings before interest, tax, and depreciation/amortization).
14. Investment in Machinery and Equipment	All expenditures per year for machinery and equipment, including software and self-made machinery. Leasing expenditures should be included.
15. Liquidity	Short-term accounts receivable and available funds (quick assets) divided by short-term liabilities on the balance sheet at year end (short-term = up to one year). Not included are other current assets such as inventory.
16. Standard Working Hours Per Full-Time Employee	Total number of standard working hours per year for full-time employees . (365 days minus weekends, entitled paid leave, and other festive days) multiplied by standard working hours per day.
17. Actual Working Hours Per Full-Time Employee	Standard working hours as reported for Item #16 plus overtime and unused entitled paid leave minus hours for sickness, strikes, etc.

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Executive Summary

Fourteen ISTMA member country associations submitted data for the 2002 ISTMA Business Statistics Report.

Total turnover (sales) reported by ISTMA member countries for 2002 was \$20,050,820,155 U.S., which represented a decrease from \$20,573,990,000 U.S. in the 2001 survey. At 19,121,719,561 EURO, 2002 sales were down from 22,963,158,000 EURO in 2001.

Average turnover (sales) per employee increased to \$95,623 U.S. in 2002 from \$83,635 U.S. the previous year. Valued at 91,194 EURO, the 2002 average turnover per employee declined from 93,348 EURO in 2001.

Average value added per employee increased to \$54,068 U.S. in 2002 from \$47,655 U.S. in 2001. The 2002 average value added per employee was 51,563 EURO, down from 53,191 EURO one year earlier.

Value added per employee as a percentage of turnover per employee ranged from a low of 5.8% reported by Estonia to a high of 68.4% for Great Britain. The ISTMA average for 2002 was 54.3%...up from 53.4% reported in 2001.

Average operating profit as a percent of turnover (sales) ranged from a high of 22.8% reported by Chinese Taipei (Taiwan) to a low of 4.0% reported by Finland. The ISTMA average for 2002 was 10.9%...up from 9.8% the previous year.

The statistical data contained in this report was compiled by the Mackay Research Group, ISTMA's statistical consultant, based on data submitted by the ISTMA member associations. For additional information concerning figures presented in this report, contact John R. Mackay by e-mail at info@mackayresearchgroup.com.

Thomas H. Garcia
General Manager
International Special Tooling & Machining Association (ISTMA)

Currency Rates

ISTMA Members	1 EURO = 2002.12.31	1 EURO = 2003.05.31		1 US\$ = 2002.12.31	1 US\$ = 2003.05.31
Australia					
Canada	1.65600	1.62056	CAD	1.57926	1.37080
China					
Chinese Taipei	36.31790	41.03650	TWD	34.63500	34.71200
Estonia	15.65000	15.65000	EEK	14.93178	13.28636
Finland	1.00000	1.00000	EURO	0.95366	0.84588
France					
Germany	1.00000	1.00000	EURO	0.95366	0.84588
Great Britain	0.65133	0.71753	GBP	0.62115	0.60695
India					
Italy	1.00000	1.00000	EURO	0.95366	0.84588
Japan	124.42400	139.91300	JPY	118.65900	118.35000
Korea	1,243.63000	1,426.44000	KRW	1,186.00000	1,206.60000
Malaysia					
Netherlands					
Philippines					
Portugal	1.00000	1.00000	EURO	0.95366	0.84588
Singapore					
Slovenia	233.87600	239.31300	SIT	223.10000	203.10000
Spain	1.00000	1.00000	EURO	0.95366	0.84588
Sweden					
Switzerland	1.45070	1.52622	SEK	1.38348	1.29100
Thailand					
USA	1.04859	1.18220	USD	1.00000	1.00000

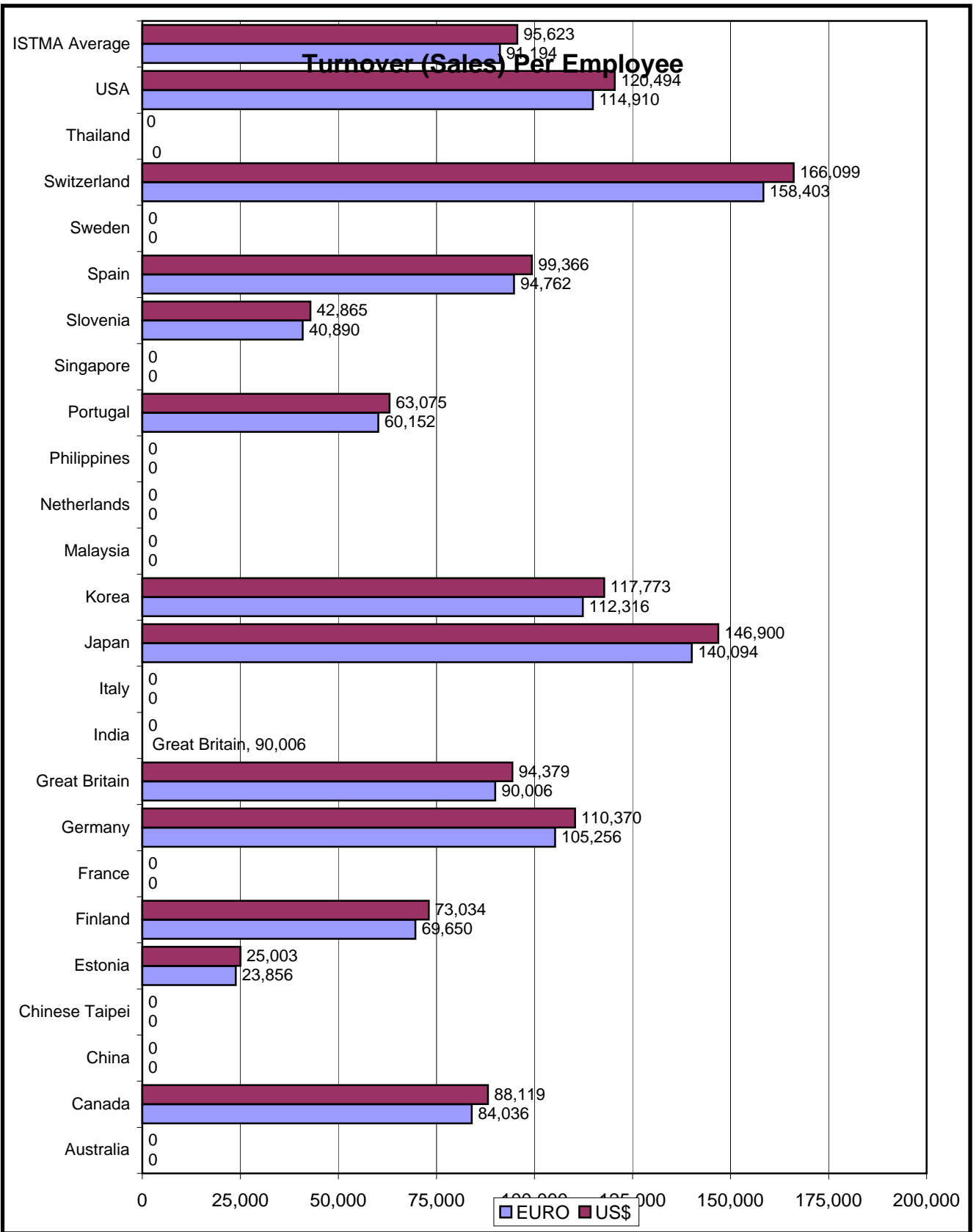
Number of Participating Companies

ISTMA Members	# of Cos.
Australia	N/A
Canada	78
China	N/A
Chinese Taipei	N/A
Estonia	7
Finland	15
France	N/A
Germany	38
Great Britain	18
India	N/A
Italy	18
Japan	32
Korea	34
Malaysia	N/A
Netherlands	N/A
Philippines	N/A
Portugal	38
Singapore	N/A
Slovenia	25
Spain	18
Sweden	N/A
Switzerland	6
Thailand	N/A
USA	506

ISTMA BUSINESS FIGURES AND RATIOS 2002

1. Turnover (Sales) Per Employee

ISTMA Members	National Currency	EURO	US \$
Australia	N/A	N/A	N/A
Canada	139,163	84,036	88,119
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	373,346	23,856	25,003
Finland	69,650	69,650	73,034
France	N/A	N/A	N/A
Germany	105,256	105,256	110,370
Great Britain	58,624	90,006	94,379
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	17,431,000	140,094	146,900
Korea	139,679,000	112,316	117,773
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	60,152	60,152	63,075
Singapore	N/A	N/A	N/A
Slovenia	9,563,100	40,890	42,865
Spain	94,762	94,762	99,366
Sweden	N/A	N/A	N/A
Switzerland	229,795	158,403	166,099
Thailand	N/A	N/A	N/A
USA	120,494	114,910	120,494
ISTMA Average		91,194	95,623

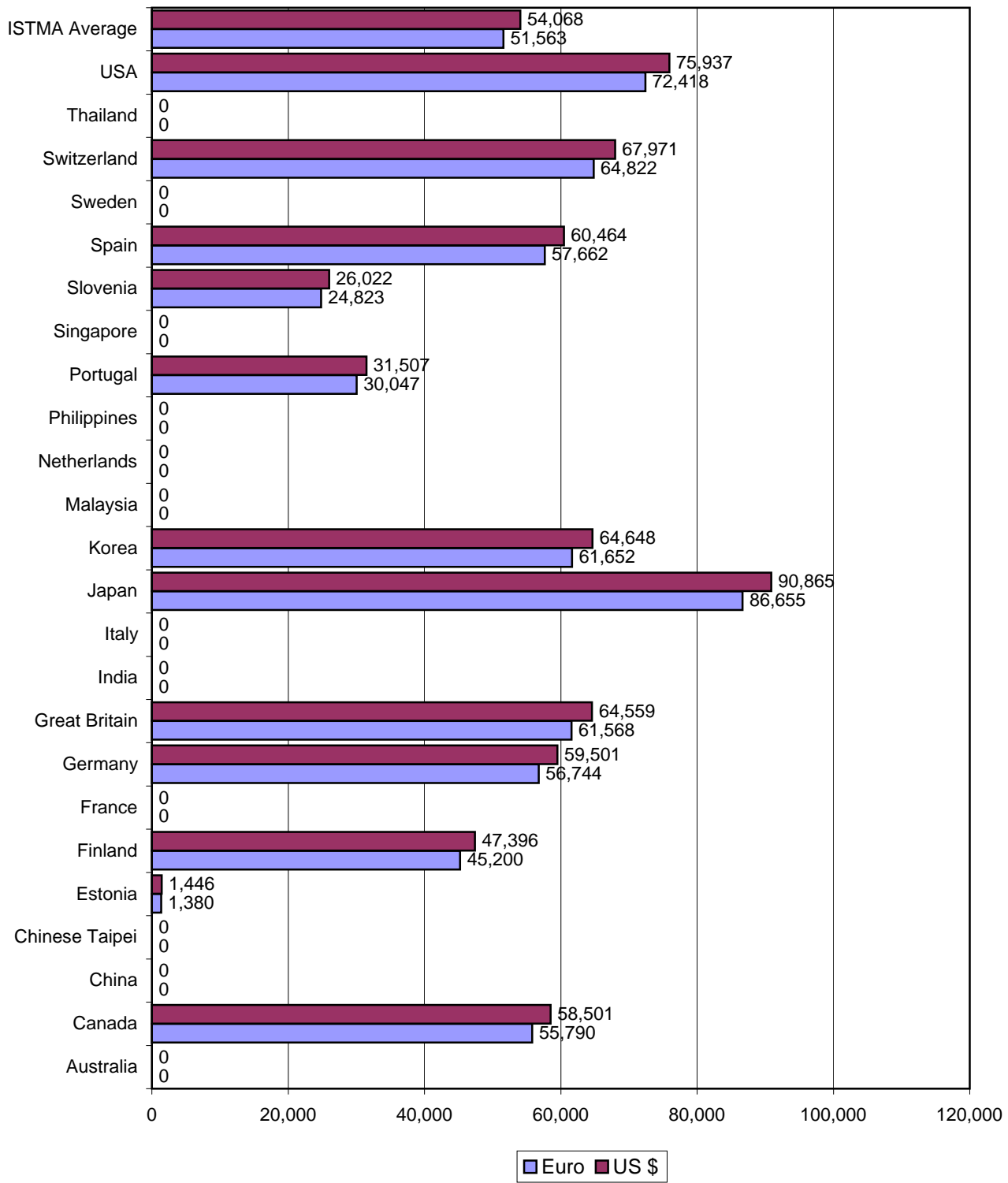


ISTMA BUSINESS FIGURES AND RATIOS 2002

2. Value Added Per Employee

ISTMA Members	National Currency	EURO	US \$
Australia	N/A	N/A	N/A
Canada	92,389	55,790	58,501
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	21,596	1,380	1,446
Finland	45,200	45,200	47,396
France	N/A	N/A	N/A
Germany	56,744	56,744	59,501
Great Britain	40,101	61,568	64,559
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	10,782,000	86,655	90,865
Korea	76,672,000	61,652	64,648
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	30,047	30,047	31,507
Singapore	N/A	N/A	N/A
Slovenia	5,805,533	24,823	26,022
Spain	57,662	57,662	60,464
Sweden	N/A	N/A	N/A
Switzerland	94,037	64,822	67,971
Thailand	N/A	N/A	N/A
USA	75,937	72,418	75,937
ISTMA Average		51,563	54,068

Value Added Per Employee

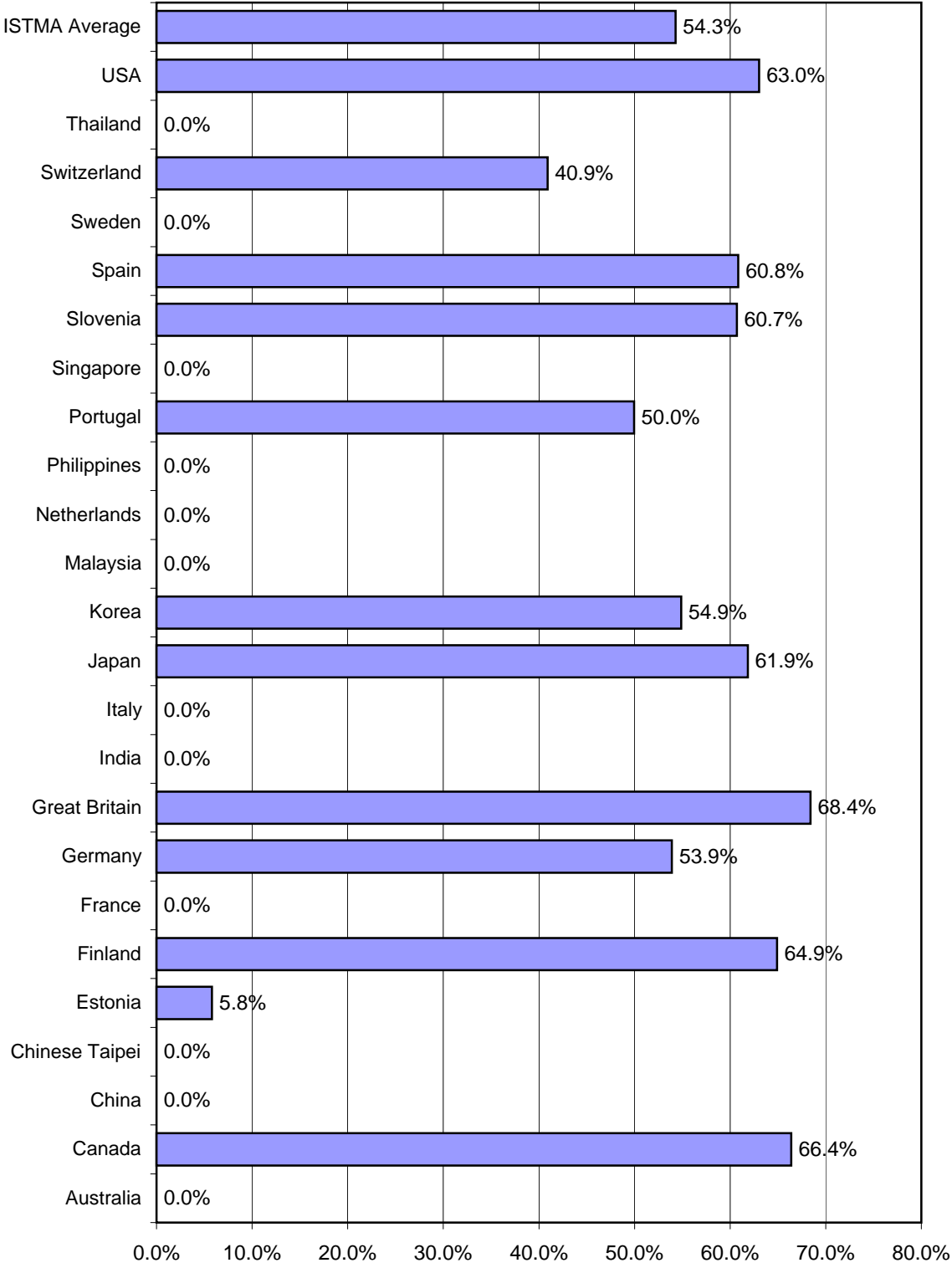


ISTMA BUSINESS FIGURES AND RATIOS 2002

Value Added As % Of Turnover (Sales) Per Employee

ISTMA Members	Value Added Per Employee	Turnover (Sales) Per Employee	%
Australia	N/A	N/A	N/A
Canada	92,389	139,163	66.4%
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	21,596	373,346	5.8%
Finland	45,200	69,650	64.9%
France	N/A	N/A	N/A
Germany	56,744	105,256	53.9%
Great Britain	40,101	58,624	68.4%
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	10,782,000	17,431,000	61.9%
Korea	76,672,000	139,679,000	54.9%
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	30,047	60,152	50.0%
Singapore	N/A	N/A	N/A
Slovenia	5,805,533	9,563,100	60.7%
Spain	57,662	94,762	60.8%
Sweden	N/A	N/A	N/A
Switzerland	94,037	229,795	40.9%
Thailand	N/A	N/A	N/A
USA	75,937	120,494	63.0%
ISTMA Average			54.3%

Value Added As % of Turnover Per Employee



ISTMA BUSINESS FIGURES AND RATIOS 2002

3. Total Operating Performance Per Employee

ISTMA Members	National Currency	EURO	US \$
Australia	N/A	N/A	N/A
Canada	N/A	N/A	N/A
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	385,327	24,622	25,806
Finland	70,950	70,950	74,397
France	N/A	N/A	N/A
Germany	105,514	105,514	110,641
Great Britain	62,097	95,338	99,971
India	N/A	N/A	N/A
Italy	96,000	96,000	100,665
Japan	17,431,000	140,094	146,900
Korea	152,767,000	122,840	128,809
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	62,743	62,743	65,792
Singapore	N/A	N/A	N/A
Slovenia	14,158,960	60,540	63,465
Spain	94,888	94,888	99,499
Sweden	N/A	N/A	N/A
Switzerland	239,875	165,351	173,385
Thailand	N/A	N/A	N/A
USA	121,639	116,002	121,639
ISTMA Average		96,240	100,914

ISTMA BUSINESS FIGURES AND RATIOS 2002

4. Turnover (Sales) Per Hour Worked

ISTMA Members	National Currency	EURO	US \$
Australia	N/A	N/A	N/A
Canada	72	44	46
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	190	12	13
Finland	42	42	44
France	N/A	N/A	N/A
Germany	77	77	81
Great Britain	39	59	62
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	7,481	60	63
Korea	59,000	47	50
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	1,856	1,856	1,946
Singapore	N/A	N/A	N/A
Slovenia	7,488	32	34
Spain	54	54	57
Sweden	N/A	N/A	N/A
Switzerland	140	96	101
Thailand	N/A	N/A	N/A
USA	60	58	60
ISTMA Average		203	213

ISTMA BUSINESS FIGURES AND RATIOS 2002

5. Value Added Per Hour Worked

ISTMA Members	National Currency	EURO	US \$
Australia	N/A	N/A	N/A
Canada	48	29	30
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	107	7	7
Finland	23	23	24
France	N/A	N/A	N/A
Germany	40	40	42
Great Britain	21	32	34
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	4,627	37	39
Korea	31,000	25	26
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	927	927	972
Singapore	N/A	N/A	N/A
Slovenia	4,797	21	22
Spain	33	33	35
Sweden	N/A	N/A	N/A
Switzerland	52	36	37
Thailand	N/A	N/A	N/A
USA	38	36	38
ISTMA Average		104	109

ISTMA BUSINESS FIGURES AND RATIOS 2002

6. Total Operating Performance Per Hour Worked

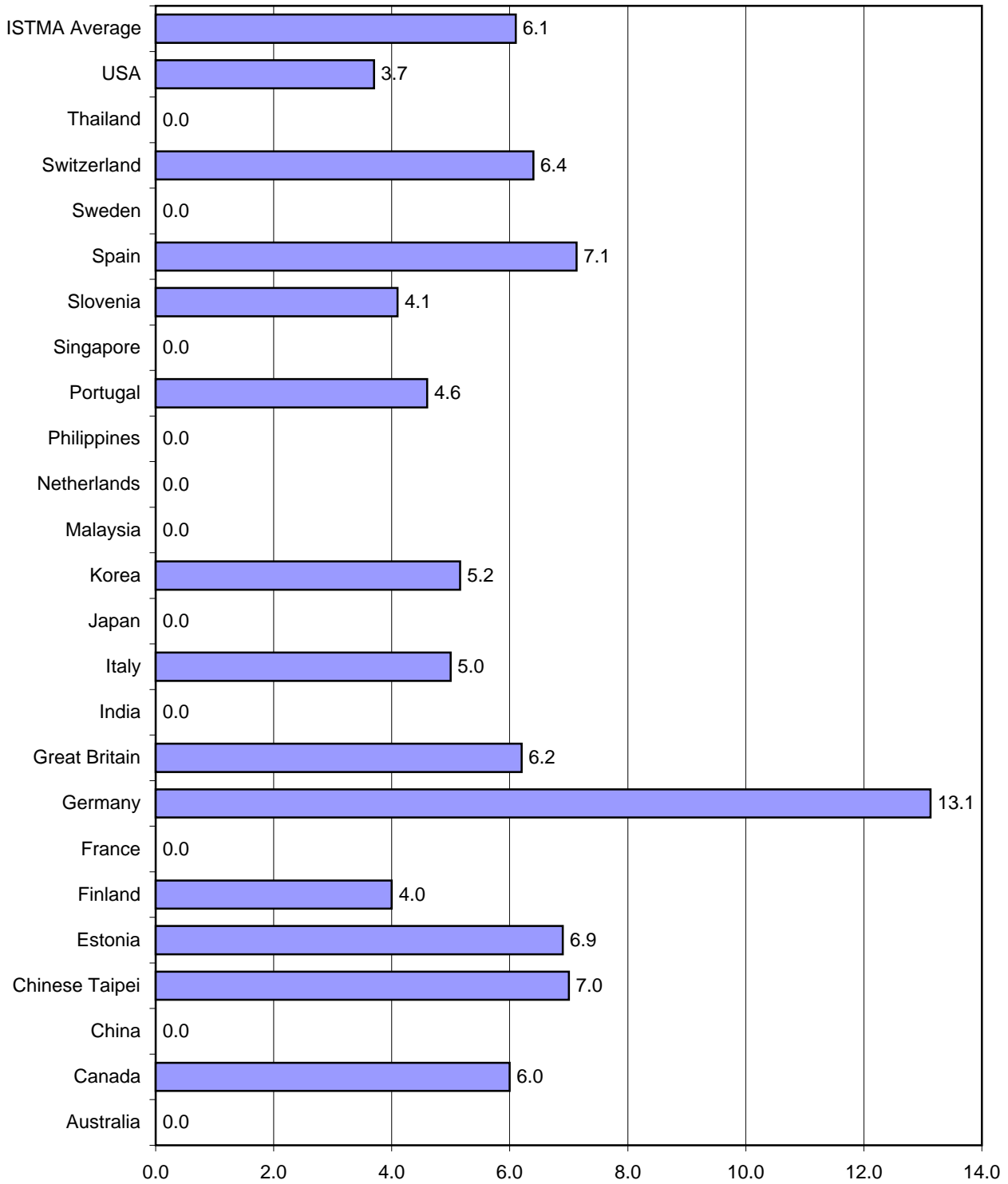
ISTMA Members	National Currency	EURO	US \$
Australia	N/A	N/A	N/A
Canada	N/A	N/A	N/A
China	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A
Estonia	196	13	13
Finland	41	41	43
France	N/A	N/A	N/A
Germany	78	78	81
Great Britain	36	56	59
India	N/A	N/A	N/A
Italy	N/A	N/A	N/A
Japan	7,481	60	63
Korea	64,000	51	54
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	1,936	1,936	2,030
Singapore	N/A	N/A	N/A
Slovenia	9,744	42	44
Spain	45	45	48
Sweden	N/A	N/A	N/A
Switzerland	124	85	89
Thailand	N/A	N/A	N/A
USA	61	58	61
ISTMA Average		224	235

ISTMA BUSINESS FIGURES AND RATIOS 2002

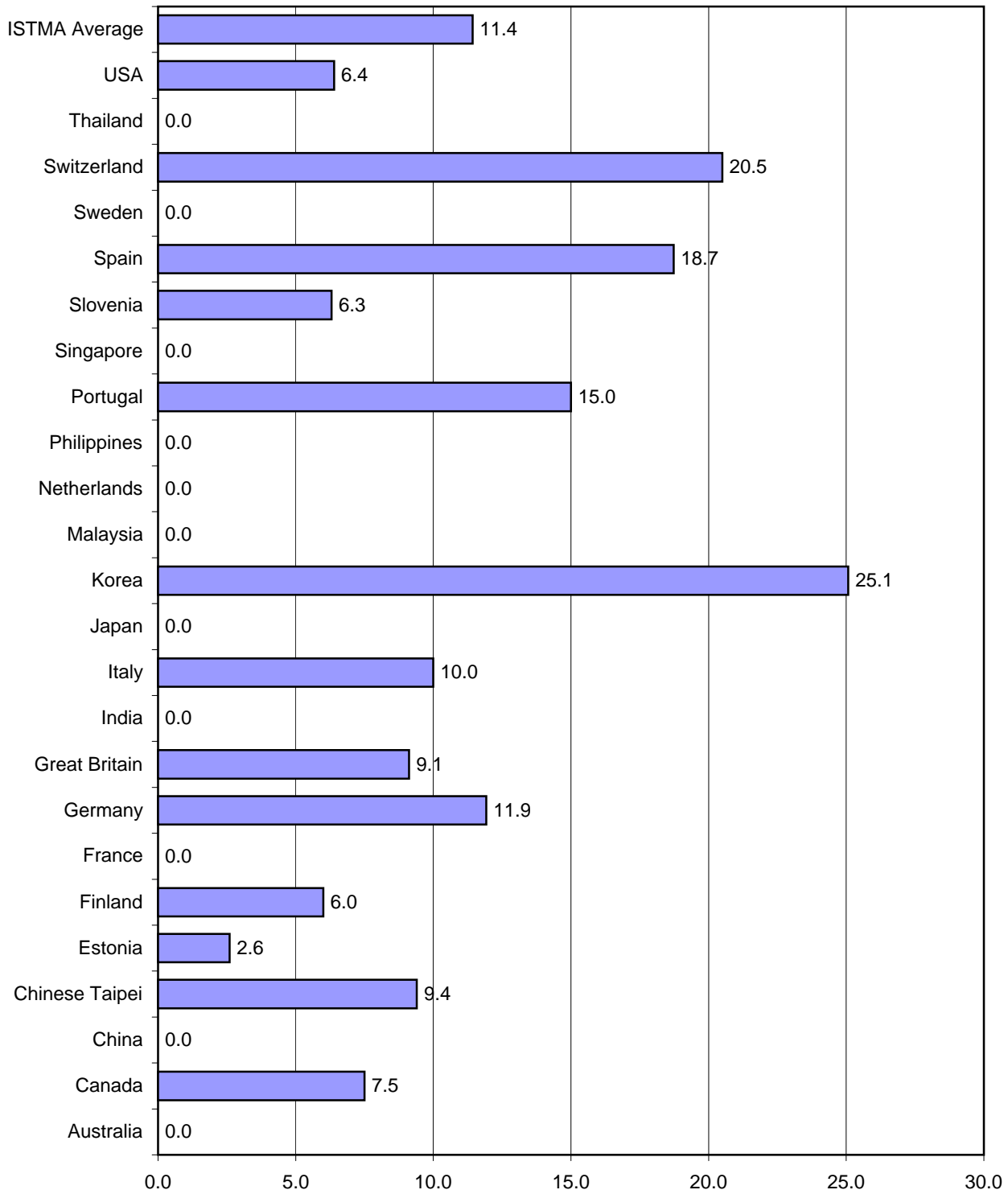
Factory Costs As % Of Turnover (Sales)

ISTMA Members	7. Standard Parts for Tools	8. Value of Subcontracting	9. Material Expenses
Australia	N/A	N/A	N/A
Canada	6.0	7.5	18.3
China	N/A	N/A	N/A
Chinese Taipei	7.0	9.4	N/A
Estonia	6.9	2.6	28.8
Finland	4.0	6.0	10.0
France	N/A	N/A	N/A
Germany	13.1	11.9	30.7
Great Britain	6.2	9.1	27.3
India	N/A	N/A	N/A
Italy	5.0	10.0	21.0
Japan	N/A	N/A	N/A
Korea	5.2	25.1	32.8
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	4.6	15.0	40.5
Singapore	N/A	N/A	N/A
Slovenia	4.1	6.3	18.0
Spain	7.1	18.7	28.8
Sweden	N/A	N/A	N/A
Switzerland	6.4	20.5	33.8
Thailand	N/A	N/A	N/A
USA	3.7	6.4	27.7
ISTMA Average	6.1	11.4	26.5

Standard Parts For Tools Purchased Outside As % Of Turnover



Value Of Subcontracting Work As % Of Turnover

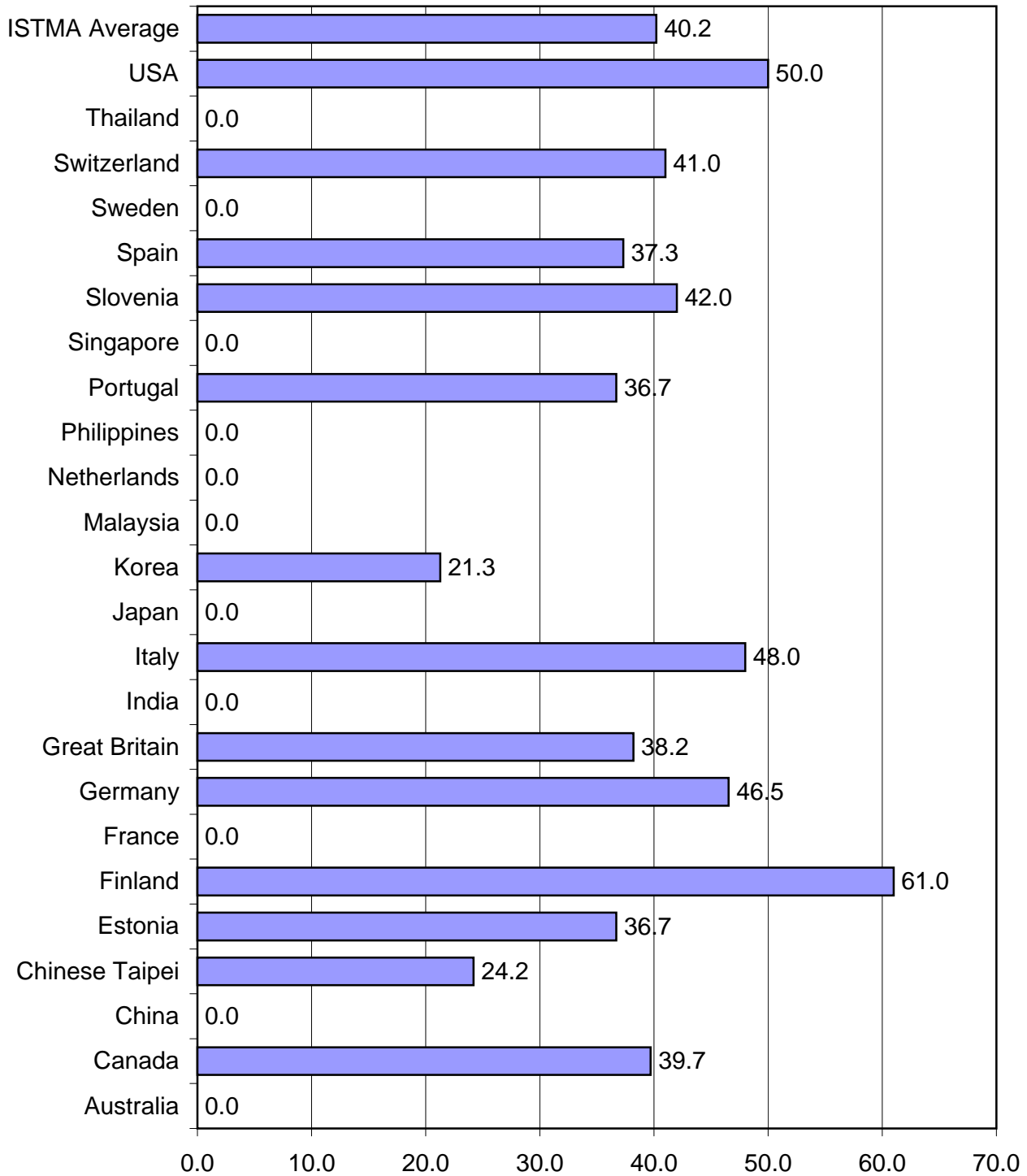


ISTMA BUSINESS FIGURES AND RATIOS 2002

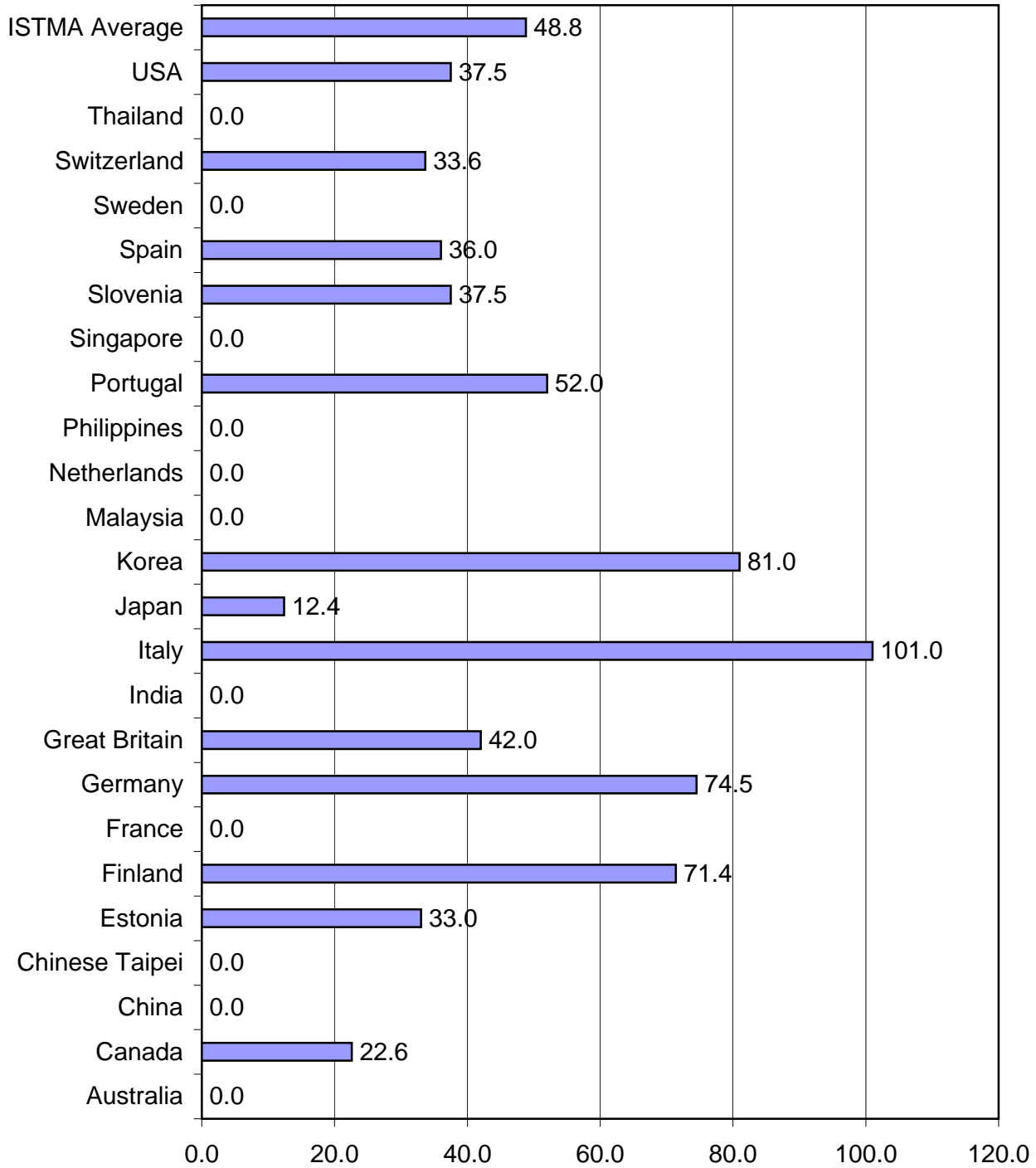
10. Total Personnel Costs As % Of Turnover (Sales)

ISTMA Members	Personnel Costs As % Of Turnover	Benefits As % Of Wages & Salaries
Australia	N/A	N/A
Canada	39.7	22.6
China	N/A	N/A
Chinese Taipei	24.2	N/A
Estonia	36.7	33.0
Finland	61.0	71.4
France	N/A	N/A
Germany	46.5	74.5
Great Britain	38.2	42.0
India	N/A	N/A
Italy	48.0	101.0
Japan	N/A	12.4
Korea	21.3	81.0
Malaysia	N/A	N/A
Netherlands	N/A	N/A
Philippines	N/A	N/A
Portugal	36.7	52.0
Singapore	N/A	N/A
Slovenia	42.0	37.5
Spain	37.3	36.0
Sweden	N/A	N/A
Switzerland	41.0	33.6
Thailand	N/A	N/A
USA	50.0	37.5
ISTMA Average	40.2	48.8

Personnel Costs As % Of Turnover



Additional Benefits & Special Compensation As % Of Wages & Salaries

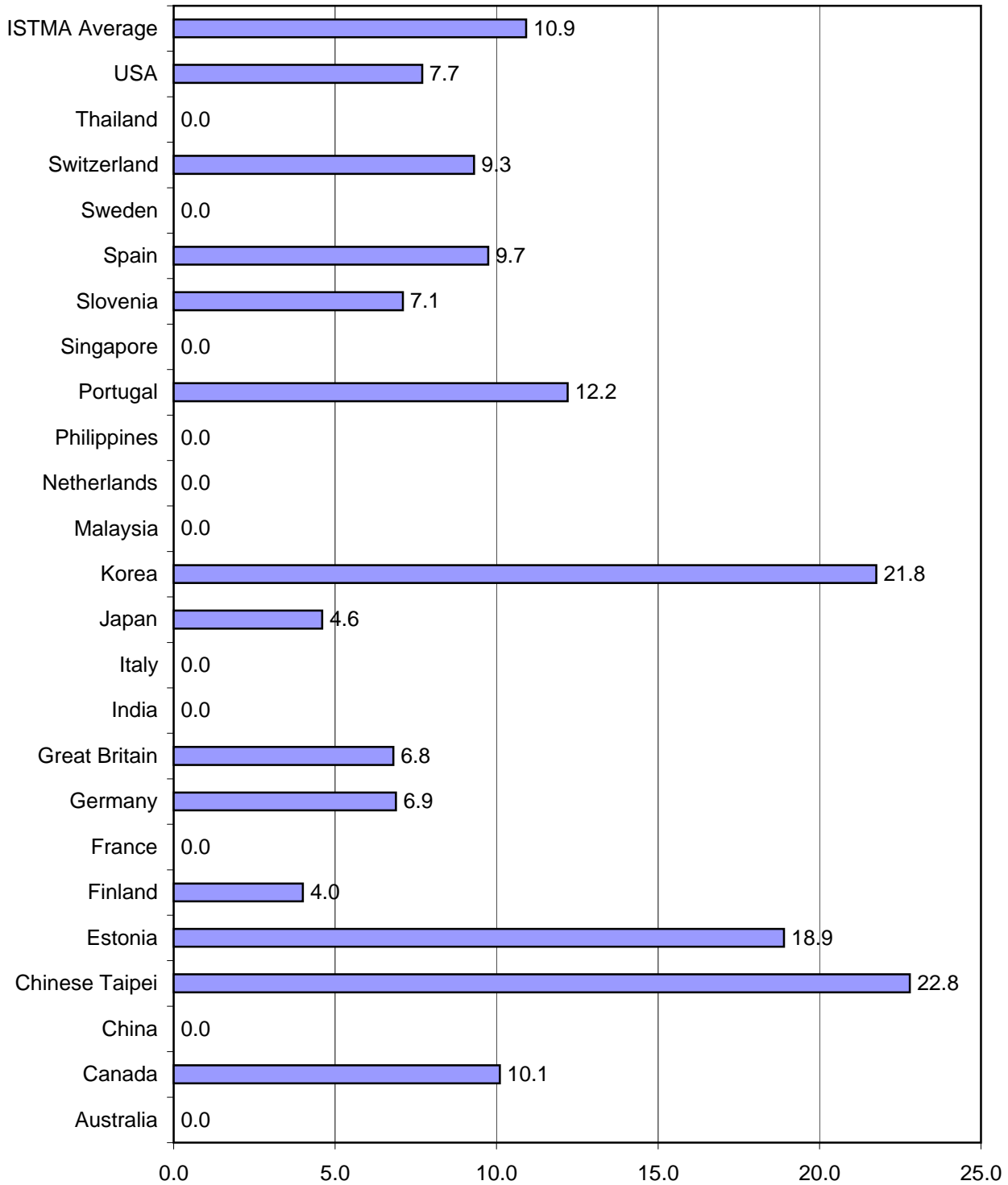


ISTMA BUSINESS FIGURES AND RATIOS 2002

Profit As % Of Turnover (Sales)

ISTMA Members	Operating Profit%	EBITDA %
Australia	N/A	N/A
Canada	10.1	10.1
China	N/A	N/A
Chinese Taipei	22.8	N/A
Estonia	18.9	18.9
Finland	4.0	4.0
France	N/A	N/A
Germany	6.9	6.8
Great Britain	6.8	10.0
India	N/A	N/A
Italy	N/A	N/A
Japan	4.6	24.9
Korea	21.8	17.4
Malaysia	N/A	N/A
Netherlands	N/A	N/A
Philippines	N/A	N/A
Portugal	12.2	14.7
Singapore	N/A	N/A
Slovenia	7.1	16.4
Spain	9.7	11.0
Sweden	N/A	N/A
Switzerland	9.3	12.4
Thailand	N/A	N/A
USA	7.7	7.1
ISTMA Average	10.9	12.8

Operating Profit As % of Turnover (Sales)

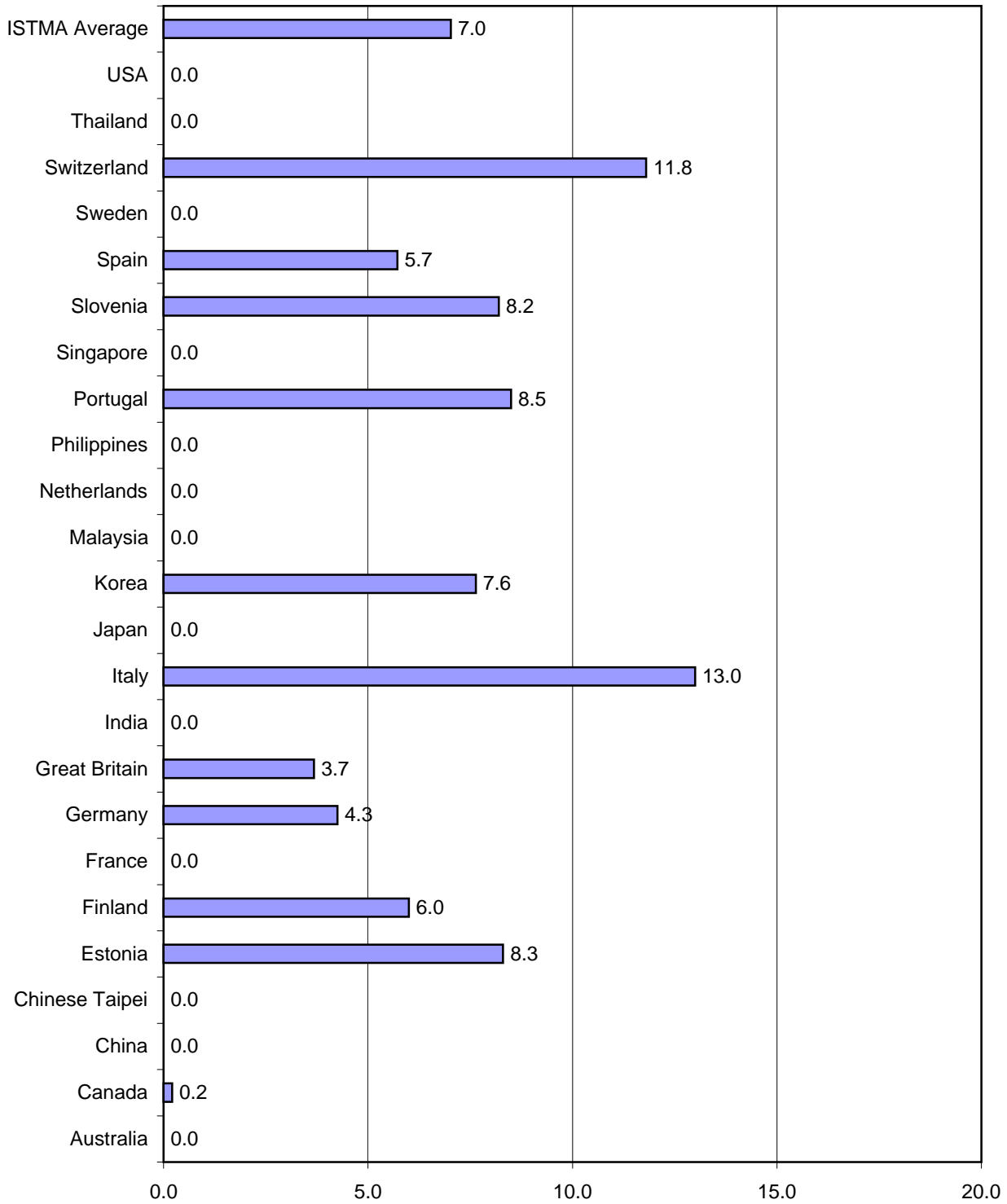


ISTMA BUSINESS FIGURES AND RATIOS 2002

13. Investment In Machinery & Equipment As % Of Turnover (Sales)

ISTMA Members	Percent
Australia	N/A
Canada	0.2
China	N/A
Chinese Taipei	N/A
Estonia	8.3
Finland	6.0
France	N/A
Germany	4.3
Great Britain	3.7
India	N/A
Italy	13.0
Japan	N/A
Korea	7.6
Malaysia	N/A
Netherlands	N/A
Philippines	N/A
Portugal	8.5
Singapore	N/A
Slovenia	8.2
Spain	5.7
Sweden	N/A
Switzerland	11.8
Thailand	N/A
USA	N/A
ISTMA Average	7.0

Investment In Machinery & Equipment As % Of Turnover

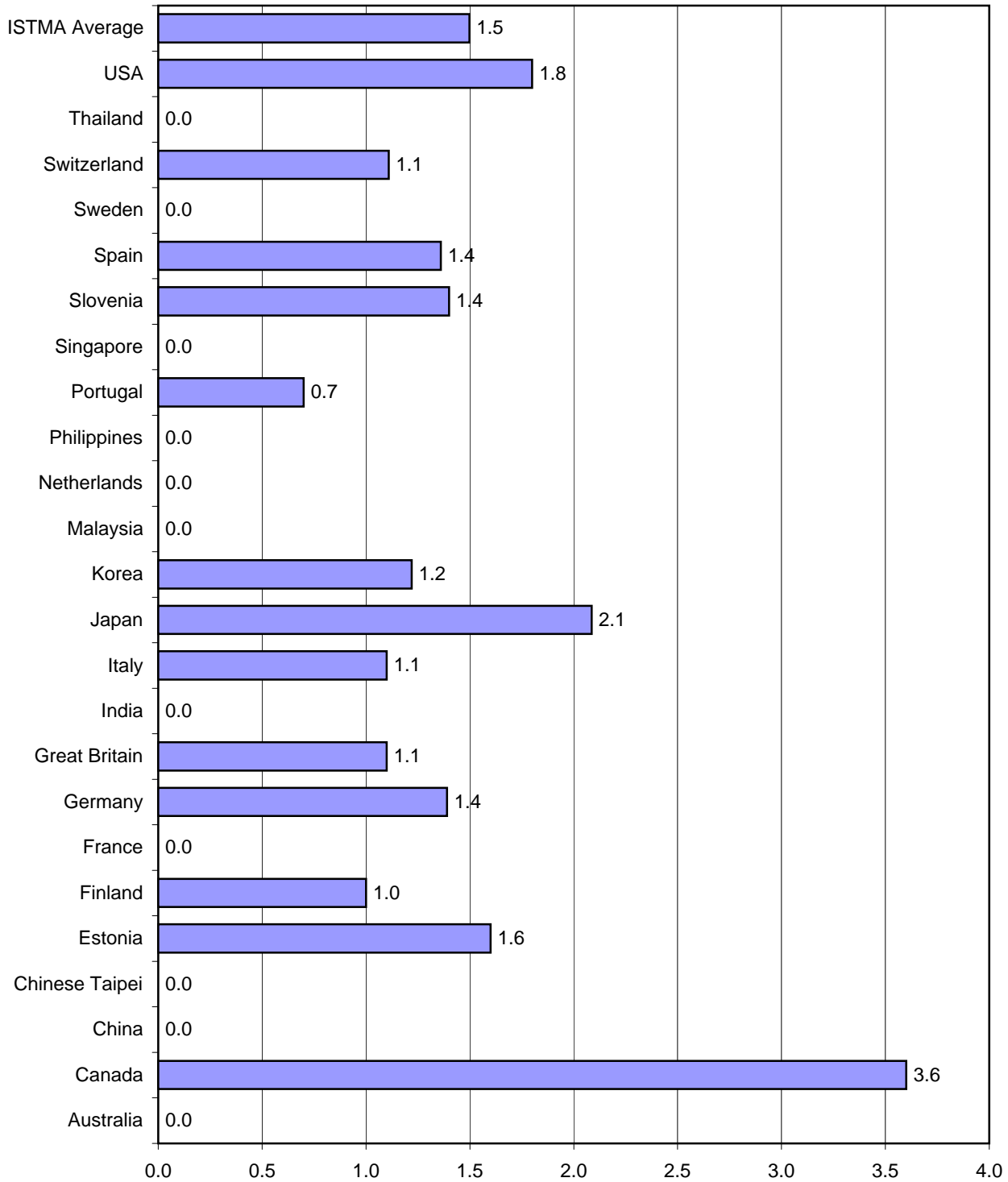


ISTMA BUSINESS FIGURES AND RATIOS 2002

14. Liquidity = Quick Assets ÷ Short Term Liabilities

ISTMA Members	Ratio
Australia	N/A
Canada	3.6
China	N/A
Chinese Taipei	N/A
Estonia	1.6
Finland	1.0
France	N/A
Germany	1.4
Great Britain	1.1
India	N/A
Italy	1.1
Japan	2.1
Korea	1.2
Malaysia	N/A
Netherlands	N/A
Philippines	N/A
Portugal	0.7
Singapore	N/A
Slovenia	1.4
Spain	1.4
Sweden	N/A
Switzerland	1.1
Thailand	N/A
USA	1.8
ISTMA Average	1.5

Liquidity

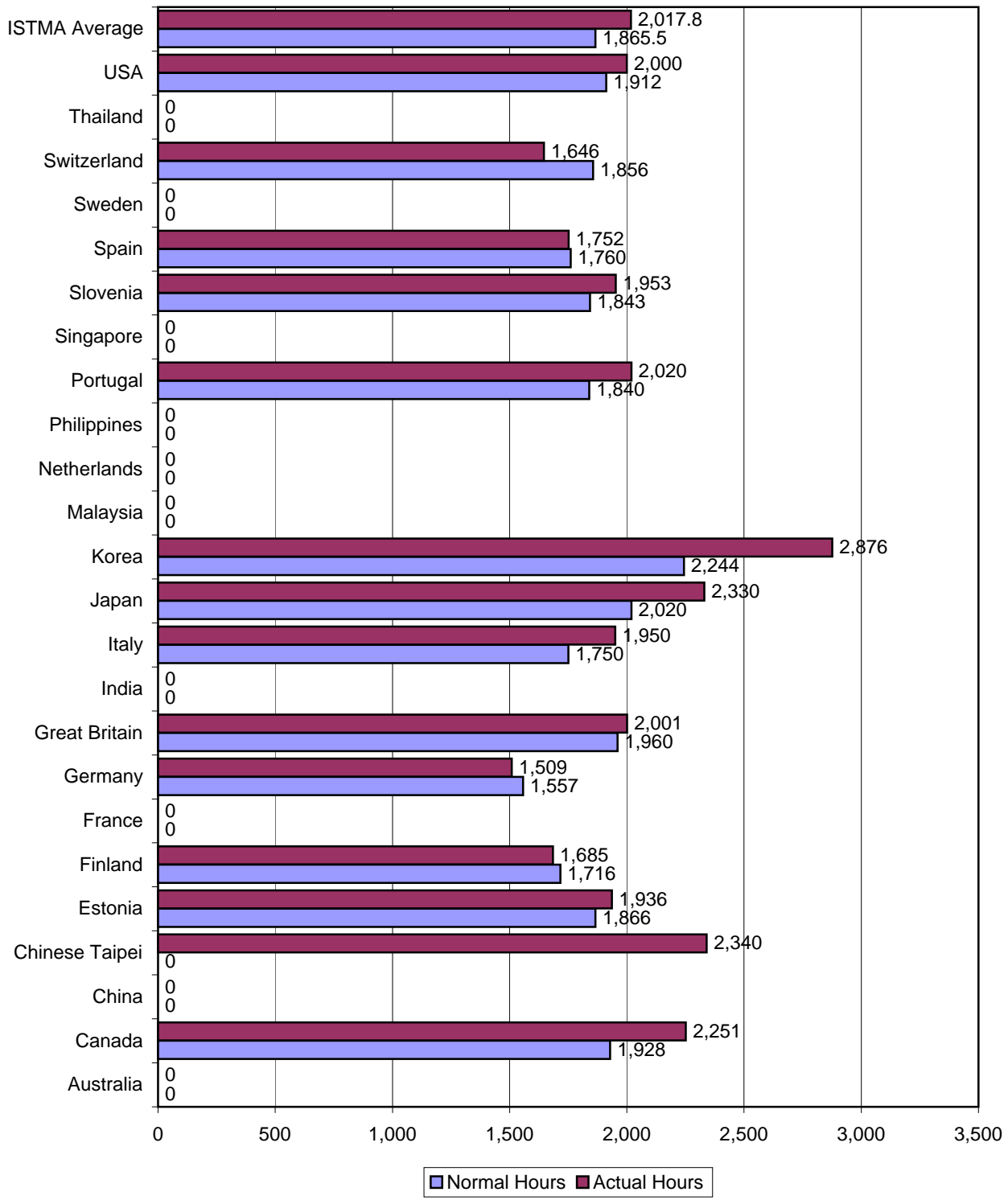


ISTMA BUSINESS FIGURES AND RATIOS 2002

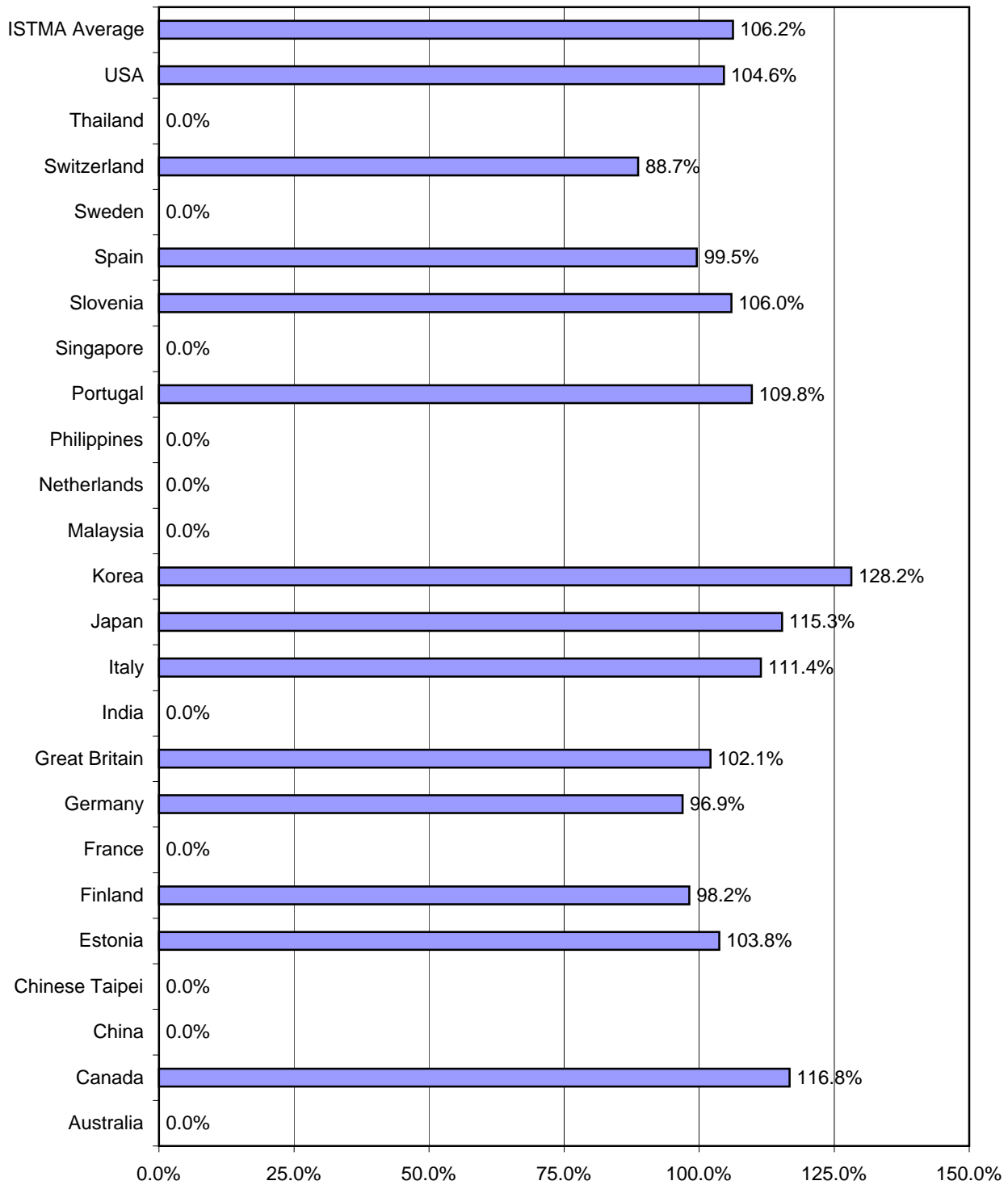
15. Total Number Of Working Hours Per Year For Full-Time Employees

ISTMA Members	Normal Working Hours Per Year	Actual Working Hours Per Year	Actual Hrs as % of Normal Hours
Australia	N/A	N/A	N/A
Canada	1,928	2,251	116.8%
China	N/A	N/A	N/A
Chinese Taipei	N/A	2,340	N/A
Estonia	1,866	1,936	103.8%
Finland	1,716	1,685	98.2%
France	N/A	N/A	N/A
Germany	1,557	1,509	96.9%
Great Britain	1,960	2,001	102.1%
India	N/A	N/A	N/A
Italy	1,750	1,950	111.4%
Japan	2,020	2,330	115.3%
Korea	2,244	2,876	128.2%
Malaysia	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A
Philippines	N/A	N/A	N/A
Portugal	1,840	2,020	109.8%
Singapore	N/A	N/A	N/A
Slovenia	1,843	1,953	106.0%
Spain	1,760	1,752	99.5%
Sweden	N/A	N/A	N/A
Switzerland	1,856	1,646	88.7%
Thailand	N/A	N/A	N/A
USA	1,912	2,000	104.6%
ISTMA Average	1,865.5	2,017.8	106.2%

Normal Vs. Actual Working Hours Per Year



Actual Working Hours As % Of Normal Hours



WAGE AND SALARY COMPARISON (EURO as of May 31, 2003)

Wages (EURO)

ISTMA Members	Skilled Moldmaker Wages Per Hour			Skilled Tool & Die Maker Wages Per Hour		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Australia	N/A	N/A	N/A	N/A	N/A	N/A
Canada	9.87	17.28	13.58	10.80	21.60	15.80
China	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	6.19	12.99	N/A	N/A	N/A	N/A
Estonia	1.92	3.83	3.32	1.73	3.83	2.94
Finland	9.70	13.80	12.60	9.70	13.80	12.60
France	N/A	N/A	N/A	N/A	N/A	N/A
Germany	11.79	17.67	14.61	11.87	16.97	14.65
Great Britain	10.03	17.56	14.77	10.03	17.56	14.77
India	N/A	N/A	N/A	N/A	N/A	N/A
Italy	10.23	13.28	11.62	10.23	13.28	11.62
Japan	10.77	17.81	13.14	10.77	17.81	13.14
Korea	4.23	5.61	4.92	3.17	5.05	4.11
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	5.00	15.00	10.95	N/A	N/A	N/A
Singapore	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	10.36	15.96	N/A	10.86	17.55	N/A
Spain	12.34	16.87	14.61	12.34	16.87	14.61
Sweden	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	17.33	28.73	23.00	16.31	26.99	22.60
Thailand	N/A	N/A	N/A	N/A	N/A	N/A
USA	16.16	20.30	17.76	15.10	18.31	16.49

WAGE AND SAL

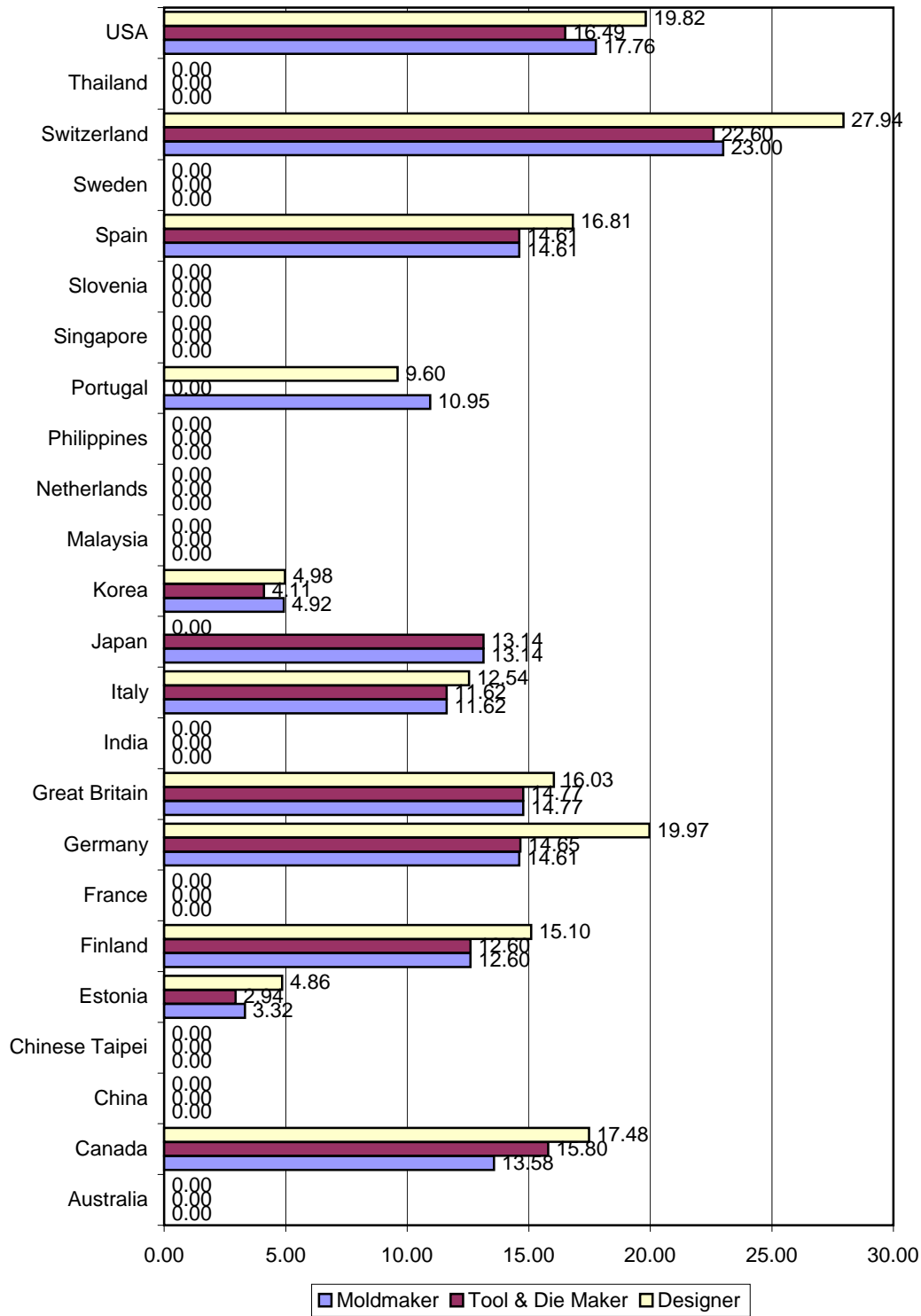
Wages (EURO)

ISTMA Members	Skilled Designer Wages Per Hour			Machine Operator/Programmer Wages Per Hour		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Australia	N/A	N/A	N/A	N/A	N/A	N/A
Canada	11.20	27.15	17.48	8.33	18.20	13.95
China	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	7.59	13.58	N/A	N/A	N/A	N/A
Estonia	2.56	6.71	4.86	3.83	6.71	4.86
Finland	14.60	17.60	15.10	14.60	17.60	15.10
France	N/A	N/A	N/A	N/A	N/A	N/A
Germany	15.47	24.00	19.97	N/A	N/A	N/A
Great Britain	13.38	20.63	16.03	12.40	17.00	15.19
India	N/A	N/A	N/A	N/A	N/A	N/A
Italy	9.54	16.10	12.54	8.52	10.41	9.51
Japan	N/A	N/A	N/A	N/A	N/A	N/A
Korea	4.05	5.90	4.98	4.33	6.02	5.18
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	5.00	14.00	9.60	5.00	15.00	10.70
Singapore	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	15.88	22.36	N/A	13.37	18.43	N/A
Spain	13.44	20.19	16.81	12.34	16.87	14.61
Sweden	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	23.82	33.15	27.94	N/A	N/A	N/A
Thailand	N/A	N/A	N/A	N/A	N/A	N/A
USA	17.35	24.19	19.82	16.35	20.45	18.42

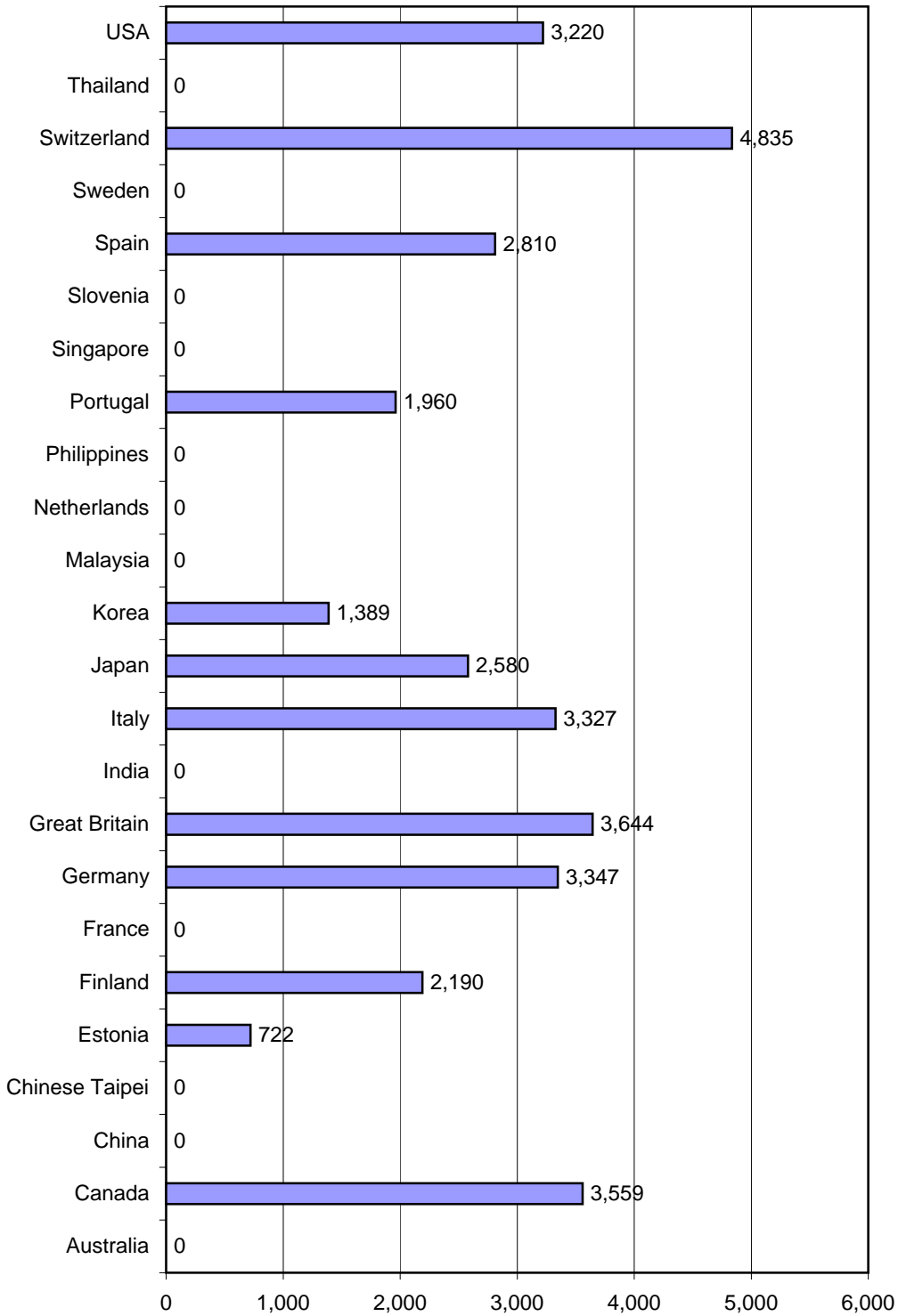
WAGE AND SAL
Wages (EURO)

ISTMA Members	Machine Loader/Unloader Wages Per Hour			Foreman Salary Per Month		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Australia	N/A	N/A	N/A	N/A	N/A	N/A
Canada	7.10	12.03	9.80	2,662	4,282	3,559
China	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A
Estonia	1.53	3.51	2.94	294	1,150	722
Finland	9.70	13.80	12.60	2,010	2,560	2,190
France	N/A	N/A	N/A	N/A	N/A	N/A
Germany	N/A	N/A	N/A	3,024	3,832	3,347
Great Britain	9.76	12.82	12.40	2,634	4,460	3,644
India	N/A	N/A	N/A	N/A	N/A	N/A
Italy	6.85	8.36	7.64	2,855	3,891	3,327
Japan	N/A	N/A	N/A	2,144	3,309	2,580
Korea	N/A	N/A	N/A	1,266	1,512	1,389
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	5.00	15.00	10.30	1,600	2,600	1,960
Singapore	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	7.73	9.69	N/A	1,989	2,503	N/A
Spain	8.97	11.28	10.12	2,744	2,877	2,810
Sweden	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	N/A	N/A	N/A	4,247	4,993	4,835
Thailand	N/A	N/A	N/A	N/A	N/A	N/A
USA	11.83	15.71	13.78	2,796	3,622	3,220

Average Wages Per Hour in EURO



Average Foreman Salary Per Month in Euro



WAGE AND SALARY COMPARISON (US \$ as of May 31, 2003)

Wages (\$US)

ISTMA Members	Skilled Moldmaker Wages Per Hour			Skilled Tool & Die Maker Wages Per Hour		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Australia	N/A	N/A	N/A	N/A	N/A	N/A
Canada	11.67	20.43	16.05	12.77	25.53	18.68
China	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	7.31	15.36	N/A	N/A	N/A	N/A
Estonia	2.26	4.52	3.91	2.03	4.52	3.46
Finland	11.47	16.31	14.90	11.47	16.31	14.90
France	N/A	N/A	N/A	N/A	N/A	N/A
Germany	13.94	20.89	17.27	14.03	20.06	17.32
Great Britain	11.86	20.76	17.46	11.86	20.76	17.46
India	N/A	N/A	N/A	N/A	N/A	N/A
Italy	12.09	15.70	13.74	12.09	15.70	13.74
Japan	12.73	21.06	15.54	12.73	21.06	15.54
Korea	5.00	6.63	5.82	3.74	5.97	4.86
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	5.91	17.73	12.95	N/A	N/A	N/A
Singapore	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	12.21	18.81	N/A	12.80	20.68	N/A
Spain	14.59	19.94	17.27	14.59	19.94	17.27
Sweden	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	20.49	33.97	27.19	19.29	31.91	26.72
Thailand	N/A	N/A	N/A	N/A	N/A	N/A
USA	19.11	24.00	21.00	17.85	21.65	19.50

WAGE AND SAL

Wages (\$US)

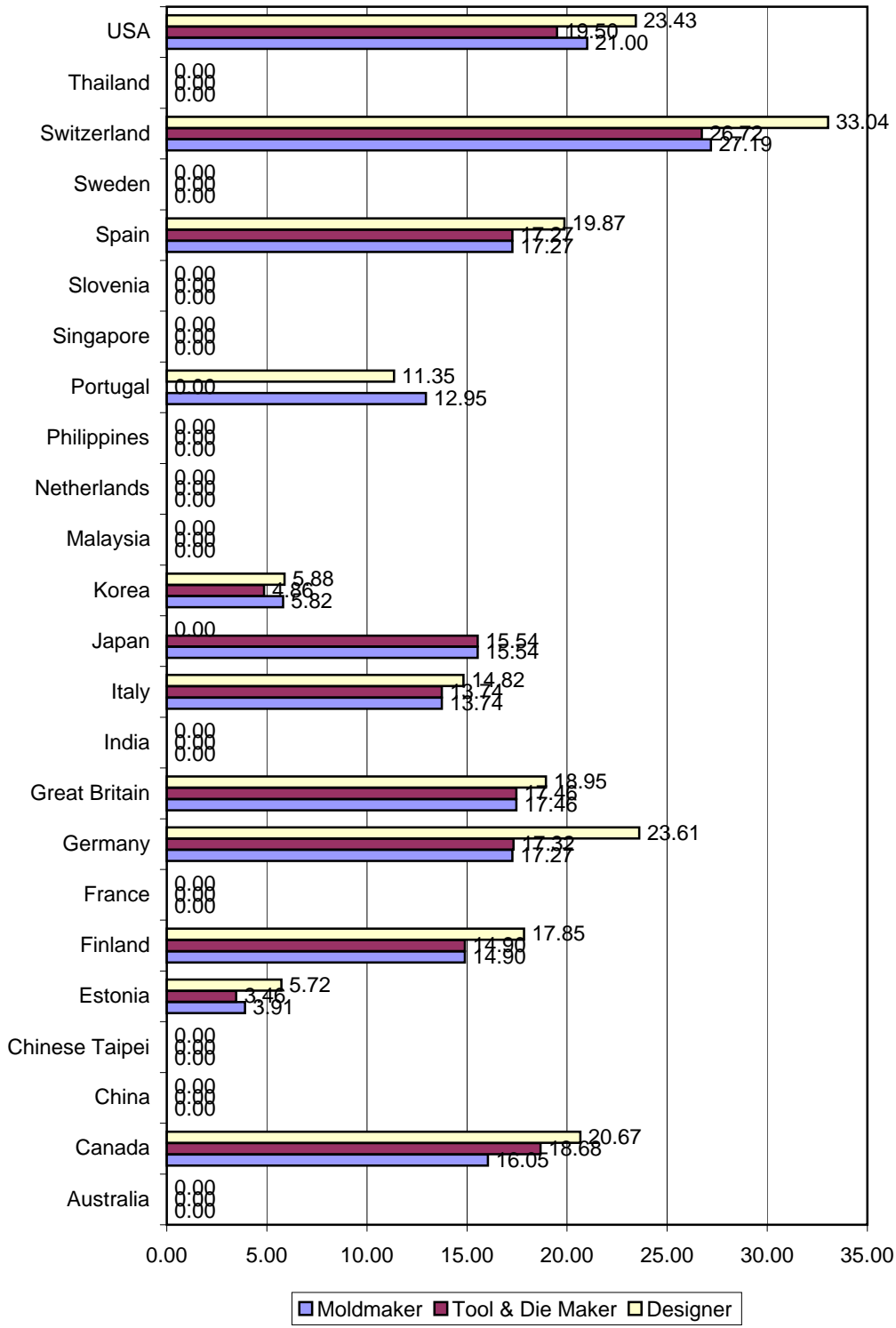
ISTMA Members	Skilled Designer Wages Per Hour			Machine Operator/Programmer Salary Per Month		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Australia	N/A	N/A	N/A	N/A	N/A	N/A
Canada	13.24	32.10	20.67	9.85	21.52	16.49
China	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	8.98	16.05	N/A	N/A	N/A	N/A
Estonia	3.01	7.90	5.72	4.52	7.90	5.72
Finland	17.26	20.81	17.85	17.26	20.81	17.85
France	N/A	N/A	N/A	N/A	N/A	N/A
Germany	18.29	28.37	23.61	N/A	N/A	N/A
Great Britain	15.82	24.38	18.95	14.66	20.10	17.96
India	N/A	N/A	N/A	N/A	N/A	N/A
Italy	11.28	19.03	14.82	10.07	12.31	11.24
Japan	N/A	N/A	N/A	N/A	N/A	N/A
Korea	4.79	6.98	5.88	5.11	7.12	6.12
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	5.91	16.55	11.35	5.91	17.73	12.65
Singapore	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	18.71	26.34	N/A	15.76	21.71	N/A
Spain	15.89	23.87	19.87	14.59	19.94	17.27
Sweden	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	28.16	39.19	33.04	N/A	N/A	N/A
Thailand	N/A	N/A	N/A	N/A	N/A	N/A
USA	20.51	28.60	23.43	19.33	24.18	21.78

WAGE AND SAL

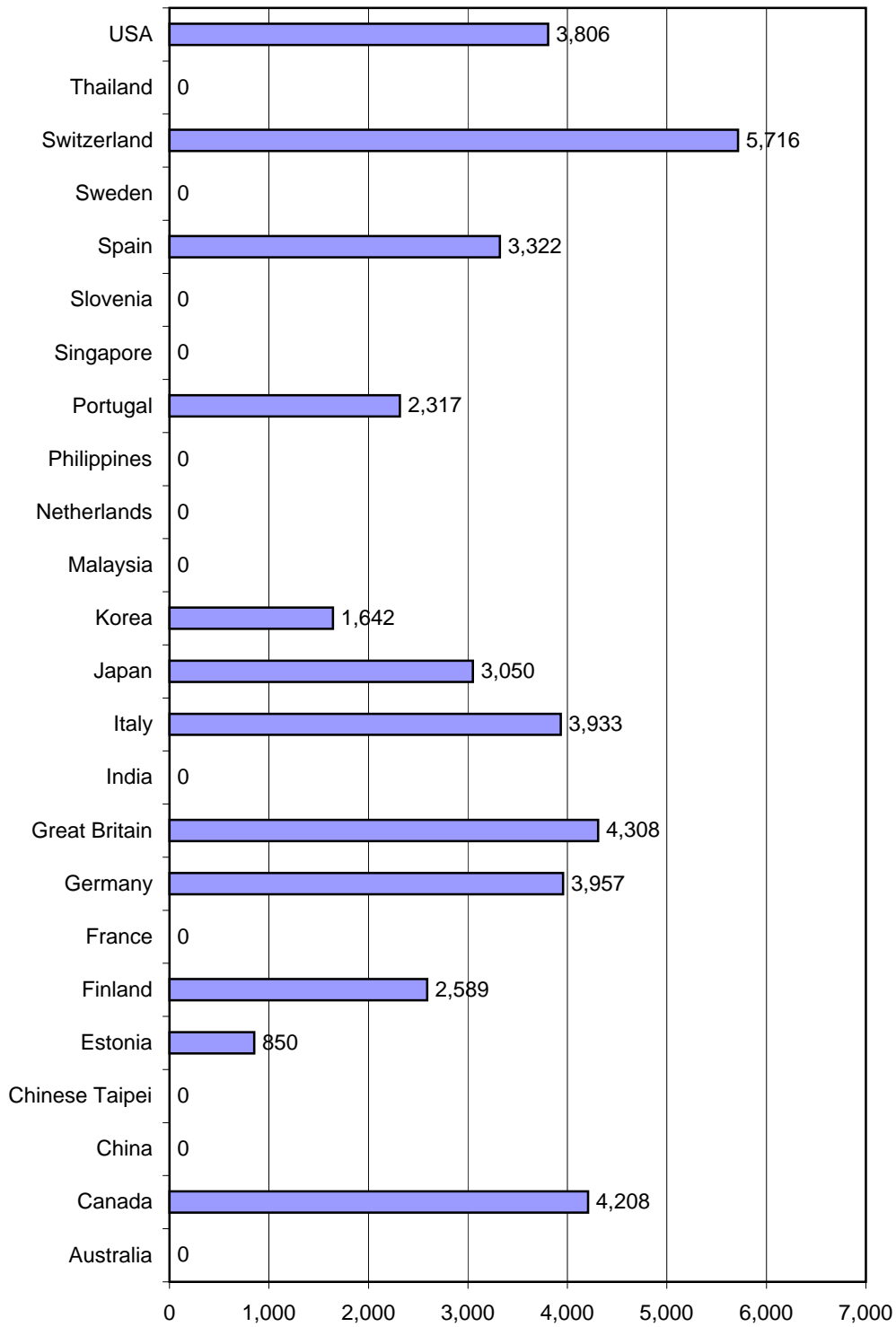
Wages (\$US)

ISTMA Members	Machine Loader/Unloader Wages Per Hour			Foreman Salary Per Month		
	Minimum	Maximum	Average	Minimum	Maximum	Average
Australia	N/A	N/A	N/A	N/A	N/A	N/A
Canada	8.39	14.23	11.58	3,147	5,063	4,208
China	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A
Estonia	1.81	4.14	3.46	346	1,355	850
Finland	11.47	16.31	14.90	2,376	3,026	2,589
France	N/A	N/A	N/A	N/A	N/A	N/A
Germany	N/A	N/A	N/A	3,575	4,530	3,957
Great Britain	11.53	15.16	14.66	3,114	5,272	4,308
India	N/A	N/A	N/A	N/A	N/A	N/A
Italy	8.10	9.88	9.03	3,375	4,600	3,933
Japan	N/A	N/A	N/A	2,535	3,912	3,050
Korea	N/A	N/A	N/A	1,496	1,788	1,642
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	5.91	17.73	12.18	1,892	3,074	2,317
Singapore	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	9.11	11.42	N/A	2,344	2,949	N/A
Spain	10.60	13.34	11.96	3,244	3,401	3,322
Sweden	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	N/A	N/A	N/A	5,021	5,903	5,716
Thailand	N/A	N/A	N/A	N/A	N/A	N/A
USA	13.99	18.57	16.29	3,305	4,282	3,806

Average Wages Per Hour in US \$



Average Foreman Salary Per Month In US\$



ISTMA STATISTICS 2002 in Euro

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total 2002
	CN code	CN codes	CN codes	CN code			
ISTMA Members	8207 30 10	8480 71 00 8480 79 00	8480 41 00 8480 49 00	8466 20 10			

Turnover (Sales) in Euro

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	150,525,362	830,314,010	13,556,763	20,923,913	N/A	N/A	1,015,320,048
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A	1,172,342,013
Estonia	N/A	5,890,671	N/A	N/A	N/A	N/A	5,890,671
Finland	13,050,000	15,430,000	7,600,000	22,800,000	570,000	500,000	59,950,000
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	1,894,733,000	1,521,884,000	246,894,000	309,816,000	202,118,000	0	4,175,445,000
Great Britain	294,793,907	433,580,058	56,249,261	352,595,370	N/A	N/A	1,137,218,596
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	N/A	N/A	N/A	N/A	N/A	N/A	2,221,000,000
Japan	1,317,221,758	1,284,575,323	316,209,091	0	64,264,129	165,193,210	3,147,463,512
Korea	N/A	N/A	N/A	N/A	N/A	N/A	87,958,476
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	15,980,000	332,140,000	11,540,000	800,000	0	0	360,460,000
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	397,458,000	304,280,000	170,379,000	N/A	N/A	N/A	872,117,000
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	158,750,948	232,853,105	12,407,803	25,849,590	0	0	429,861,446
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	1,551,743,867	1,427,003,641	305,221,275	620,697,547	532,026,468	0	4,436,692,799
Total							19,121,719,561

ISTMA STATISTICS 2002 in Euro

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total 2002
	CN code	CN codes	CN codes	CN code			
ISTMA Members	8207 30 10	8480 71 00 8480 79 00	8480 41 00 8480 49 00	8466 20 10			

Exports in Euro

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	140,907,609	716,039,855	6,405,797	17,007,850	N/A	N/A	886,763,285
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	25,244,494	137,552,502	55,848,714	N/A	N/A	N/A	504,194,103
Estonia	N/A	5,184,153	58,594	41,214	N/A	N/A	5,283,962
Finland	670,000	3,750,000	650,000	750,000	0	0	5,820,000
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	376,734,000	696,995,000	104,770,000	83,236,000	55,024,000	0	1,316,759,000
Great Britain	48,307,087	296,571,800	13,281,992	10,357,221	N/A	N/A	368,518,101
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	15,866,712	505,773,830	194,271,910	2,536,409	N/A	N/A	718,448,861
Japan	248,987,334	258,848,775	100,832,637	0	74,808,719	0	683,477,464
Korea	17,737,264	48,161,875	40,063	166,997	0	21,786,254	87,892,454
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	13,256,000	301,033,000	9,865,000	475,000	0	0	324,629,000
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	178,735,000	66,719,000	6,261,000	N/A	N/A	N/A	251,715,000
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	55,559,385	220,652,099	11,167,023	19,369,959	0	0	306,748,466
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	300,388,576	390,294,063	84,613,738	101,007,102	43,314,369	0	919,617,849
Total							6,379,867,544

ISTMA STATISTICS 2002 in Euro

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total 2002
	CN code 8207 30 10	CN codes 8480 71 00 8480 79 00	CN codes 8480 41 00 8480 49 00	CN code 8466 20 10			
ISTMA Members							

Imports in Euro

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	248,820,048	222,815,217	37,229,469	23,766,304	N/A	N/A	532,631,039
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	10,244,067	14,153,104	463,325	N/A	N/A	N/A	102,057,030
Estonia	N/A	2,928,754	25,431	22,236	N/A	N/A	2,976,422
Finland	4,350,000	17,300,000	5,800,000	4,260,000	6,500,000	12,500,000	50,710,000
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	190,109,000	383,985,000	57,957,000	17,236,000	14,655,000	0	663,942,000
Great Britain	64,719,583	127,909,994	60,156,633	8,349,032	N/A	N/A	261,135,241
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	38,647,292	189,454,937	55,531,009	5,192,164	N/A	N/A	288,825,402
Japan	10,841,960	59,474,056	12,706,552	0	1,036,777	0	84,059,345
Korea	0	2,478,315	0	0	0	0	2,478,315
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	8,133,000	43,816,000	2,446,000	471,000	0	0	54,866,000
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	54,401,000	94,141,000	20,147,000	N/A	N/A	N/A	168,689,000
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	42,324,395	116,633,349	8,823,327	15,302,957	0	0	183,084,028
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	511,949,211	897,421,253	95,020,067	75,178,818	103,132,498	0	1,682,701,847
Total							4,078,155,669

ISTMA STATISTICS 2002 in US \$

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total 2002
	CN code	CN codes	CN codes	CN code			
ISTMA Members	8207 30 10	8480 71 00 8480 79 00	8480 41 00 8480 49 00	8466 20 10			

Turnover (Sales) in \$US

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	157,839,748	870,660,942	14,215,519	21,940,656	N/A	N/A	1,064,656,865
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A	1,229,305,616
Estonia	N/A	6,174,013	N/A	N/A	N/A	N/A	6,174,013
Finland	13,684,094	16,179,737	7,969,281	23,907,842	597,696	524,295	62,862,943
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	1,986,797,209	1,595,831,647	258,890,466	324,869,818	211,938,821	0	4,378,327,961
Great Britain	309,117,575	454,647,172	58,982,342	369,727,539	N/A	N/A	1,192,474,628
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	N/A	N/A	N/A	N/A	N/A	N/A	2,328,917,373
Japan	1,381,218,450	1,346,985,901	331,571,984	0	67,386,376	173,219,056	3,300,381,766
Korea	N/A	N/A	N/A	N/A	N/A	N/A	92,232,546
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	16,756,461	348,278,531	12,100,723	838,872	0	0	377,974,586
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	416,770,302	319,064,826	178,657,638	N/A	N/A	N/A	914,492,766
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	166,464,278	244,166,884	13,010,669	27,105,560	0	0	450,747,391
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	1,627,143,102	1,496,341,748	320,051,977	650,857,241	557,877,634	0	4,652,271,702
Total							20,050,820,155

ISTMA STATISTICS 2002 in US \$

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total 2002
	CN code	CN codes	CN codes	CN code			
ISTMA Members	8207 30 10	8480 71 00 8480 79 00	8480 41 00 8480 49 00	8466 20 10			

Exports in \$US

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	147,754,645	750,833,935	6,717,070	17,834,302	N/A	N/A	929,853,222
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	26,471,113	144,236,120	58,562,379	N/A	N/A	N/A	528,692,681
Estonia	N/A	5,433,512	61,413	43,196	N/A	N/A	5,538,121
Finland	702,555	3,932,211	681,583	786,442	0	0	6,102,791
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	395,039,333	730,861,668	109,860,726	87,280,399	57,697,591	0	1,380,739,717
Great Britain	50,654,268	310,981,853	13,927,348	10,860,466	N/A	N/A	386,423,935
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	16,637,668	530,349,149	203,711,493	2,659,652	N/A	N/A	753,357,962
Japan	261,084,284	271,424,839	105,731,550	0	78,443,270	0	716,683,943
Korea	18,599,152	50,502,153	42,010	175,111	0	22,844,890	92,163,315
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	13,900,103	315,660,056	10,344,336	498,080	0	0	340,402,574
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	187,419,652	69,960,846	6,565,219	N/A	N/A	N/A	263,945,717
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	58,258,883	231,373,059	11,709,602	20,311,100	0	0	321,652,644
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	314,984,457	409,258,452	88,725,120	105,915,037	45,419,014	0	964,302,080
Total							6,689,858,703

ISTMA STATISTICS 2002 in US \$

	Tools for pressing, stamping or punching for metal working	Molds for plastic and rubber	Molds for metal or metal carbides	Jigs and fixtures for specific applications; sets of standard jig and fixture components	Standard Tooling Components	Precision Machined Parts	Total 2002
	CN code	CN codes	CN codes	CN code			
ISTMA Members	8207 30 10	8480 71 00 8480 79 00	8480 41 00 8480 49 00	8466 20 10			

Imports in \$US

Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	260,910,806	233,642,339	39,038,537	24,921,166	N/A	N/A	558,512,848
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	10,741,822	14,840,797	485,838	N/A	N/A	N/A	107,015,938
Estonia	N/A	3,069,627	26,655	23,306	N/A	N/A	3,119,588
Finland	4,561,365	18,140,599	6,081,819	4,466,991	6,815,832	13,107,369	53,173,976
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	199,346,309	402,642,655	60,773,104	18,073,489	15,367,080	0	696,202,638
Great Britain	67,864,226	134,124,981	63,079,568	8,754,701	N/A	N/A	273,823,476
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	40,525,146	198,660,466	58,229,235	5,444,449	N/A	N/A	302,859,296
Japan	11,368,712	62,363,580	13,323,895	0	1,087,149	0	88,143,335
Korea	0	2,598,741	0	0	0	0	2,598,741
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	8,528,179	45,944,999	2,564,850	493,886	0	0	57,531,914
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain	57,044,320	98,715,268	21,125,934	N/A	N/A	N/A	176,885,521
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	44,380,837	122,300,286	9,252,031	16,046,491	0	0	191,979,646
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	536,824,823	941,026,952	99,637,092	78,831,757	108,143,706	0	1,764,464,330
Total							4,276,311,246

PRIMARY PRODUCTION OF PARTICIPATING COMPANIES

Number Of Companies

ISTMA Members	Total	Press Tool Mfrs.	Mold Mfrs.	Jigs & Fixtures Mfrs.	Body Dies Mfrs.	Precision Machining	Mixed Production Programs	Integrated (Captive) Shops
Australia	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Canada	78	26	15	6	N/A	14	17	4
China	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Estonia	7	0	1	0	0	0	6	0
Finland	15	N/A	N/A	N/A	N/A	N/A	15	6
France	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Germany	38	10	7	2	3	4	12	6
Great Britain	18	4	5	2	1	6	0	0
India	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Italy	18	4	13	0	0	0	1	0
Japan	149	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Korea	34	11	20	1	0	2	0	0
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Portugal	38	0	38	0	0	0	0	0
Singapore	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Slovenia	25	6	15	1	1	2	0	N/A
Spain	9	2	6	0	1	0	0	N/A
Sweden	N/A	N/A	N/A	N/A	N/A	N/A		N/A
Switzerland	6	1	3	0	0	0	2	3
Thailand	N/A	N/A	N/A	N/A	N/A	N/A		N/A
USA	506	111	111	6	6	222	50	0

**Products Or Services Primarily Bought From Outside Suppliers
Number Of Companies**

ISTMA Members	Total	Complete Tools	Parts of Tools	Other Products	Grinding Work	Milling Work	EDM Work	Design Work	Other
Australia	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Canada	78	33	43	9	28	27	25	29	17
China	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chinese Taipei	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Estonia	7	N/A	N/A	N/A	x	x	x	x	N/A
Finland	15	x	x	x	x	x	x	x	x
France	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Germany	38	2	30	12	12	20	22	26	22
Great Britain	18	0	8	N/A	4	2	6	6	N/A
India	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy	18	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Japan	149	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Korea	34	12	13	10	20	22	13	19	5
Malaysia	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Netherlands	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Philippines	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Portugal	38	N/A	x	N/A	x	x	x	x	x
Singapore	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slovenia	25	20	3	5	N/A	N/A	N/A	N/A	N/A
Spain	9	N/A	4	4	4	4	4	4	4
Sweden	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Switzerland	6	1	5	2	3	3	4	6	2
Thailand	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
USA	506	N/A	35	121	20	40	40	40	40

**Number Of Employees
Number Of Companies**

ISTMA Members	Total	Less than 50	50 to 99	100-299	300 or More
Australia	N/A	N/A	N/A	N/A	
Canada	78	48	12	13	5
China	N/A	N/A	N/A	N/A	
Chinese Taipei	N/A	N/A	N/A	N/A	
Estonia	7	3	3	1	0
Finland	15	7	4	3	1
France	N/A	N/A	N/A	N/A	
Germany	38	4	10	20	4
Great Britain	18	16	2	0	0
India	N/A	N/A	N/A	N/A	
Italy	18	11	3	4	0
Japan	149	N/A	N/A	N/A	N/A
Korea	34	21	7	5	1
Malaysia	N/A	N/A	N/A	N/A	
Netherlands	N/A	N/A	N/A	N/A	
Philippines	N/A	N/A	N/A	N/A	
Portugal	38	17	17	4	0
Singapore	N/A	N/A	N/A	N/A	
Slovenia	25	9	12	4	0
Spain	9	7	1	1	0
Sweden	N/A	N/A	N/A	N/A	
Switzerland	6	1	2	3	0
Thailand	N/A	N/A	N/A	N/A	
USA	506	374	75	50	7