



THE COMPETITIVE ADVANTAGE FOR U.S. MOLD BUILDERS.

FOR IMMEDIATE RELEASE

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AMBA Publishes Never-Seen-Before Data in the All New *2021 Shop Rate Report*

Indianapolis, IN – The American Mold Builders Association (AMBA), Indianapolis, IN, today announced the release of its *2021 Shop Rate Report*, a report that – for the first time in the industry - gathered charge rates specific to services in engineering, moldmaking and specialty services, as well as current v. anticipated capacities, company demographics and sales information.

The final report includes survey responses from 83 U.S. mold manufacturers from 21 states, primarily located in the Midwest region. Seventy-eight percent of respondents identified the automotive industry as a primary industry served, followed by the medical/optical/dental industry (58 percent) and the consumer products industry (49 percent). Three-quarters of this survey's respondents report primarily building plastic injection molds, and just under half indicated that the average size of their molds is small (250-499T).

Overwhelmingly, respondents - 89 percent – identified new mold/die builds as their primary source of revenue. Over half of this survey's respondents - 58 percent - indicated that their average gross margin was 14 percent or less; the remaining respondents were split between the following ranges: 15-19 percent, 20-24 percent and 25 percent or more.

On average, mold manufacturers reported a current utilization of 74 percent, with companies in the \$5M-\$9.9M range reporting the most positive outlook. Anticipated capacity is expected to rise an average of five percent through the end of the year to 81 percent, while companies in the \$1M-\$2.49M anticipated remaining at a capacity utilization of 69 percent. Respondents also provided insight into whether or not they offered commission on mold sales to their sales staff. Interestingly, although a majority of mold manufacturers (74 percent) reported that they did not offer commission on mold sales to their sales staff, it is worth noting that the 21 percent of respondents who do distribute commissions reported a higher-than-average capacity utilization of 81 percent.

Of the service charge rates studied, no service had only one mode (a single rate that was cited most frequently). For this reason, notable modes - or "peaks" - were identified for every charge rate. On average, the two services that drew the highest charge rate are mold flow simulation, followed by mold sampling (\$96 and \$99, respectively). Polishing, on the other hand, averaged the lowest rate of \$78, followed by surface grinding at \$79.

The full 2021 report provides additional information on over 20 individual charge rates, as well as further charge rate breakdown by annual sales revenue and/or by the top three primary industries served in the final portion of this report. For more detailed analysis on these programs and other trends shared in the final report, visit

<https://amba.org/publications/browse/>.

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About the AMBA

The American Mold Builders Association (AMBA) is the only organization dedicated to elevating the competitive advantage of U.S. mold builders. AMBA provides workforce development initiatives, networking, benchmarking opportunities and industry promotion. AMBA members receive a variety of additional benefits, including access to cost-reduction programs, visibility to mold buyers and problem-solving resources that give members a competitive advantage. To learn more about AMBA membership and ongoing initiatives, visit www.amba.org.

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