

A large vinyl record is the central focus, with a circular cutout in the center. Inside this cutout, a black and white photograph of a vinyl record manufacturing plant is visible. The plant has a high ceiling with industrial lighting and machinery. A worker in a white protective suit is visible in the background. The record's grooves are clearly visible around the perimeter.

VARMMA

VINYL RECORD MANUFACTURERS ASSOCIATION

Making Vinyl Conference - Haarlem, Netherlands

September 28, 2023



Dustin Blocker

President, VRMA

Chief Creative Officer, Hand Drawn Pressing

Vision of the VRMA

The Vinyl Record Manufacturers Association is a professional trade association of independent businesses committed to the craft of vinyl record manufacturing through **collaboration**, **advocacy**, **standardization**, and **education**.

The VRMA currently represents 48 companies within the vinyl record manufacturing supply chain throughout North America and Europe; including pressing plants, PVC manufacturers, galvanics companies, audio cutting service providers and more.

VINYL RECORD INDUSTRY

GLOBAL SALES 2023: \$3.25B (+11.3%) (source: Futuresource)

CONSUMER SPEND (US\$)	GLOBAL			WESTERN EUROPE		
	2022	2023	YoY	2022	2023	YoY
Digital Single & Album Sales	0.765b	0.623b	-18.5%	0.165b	0.138b	-16.7%
Physical Album Sales	5.472b	5.408b	+0.6%	1.838b	1.856b	+1.0%
- CD	2.336b	2.069b	-11.4%	0.893b	0.800b	-10.4%
- Vinyl	2.904b	3.233b	+11.3%	0.924b	1.040b	+12.5%

*There are currently fifty-two pressing plants in the US that are conservatively producing 193,550,000 records per year. Globally, the annual number is 359,888,000, with close to 200 plants targeted to be online by the first quarter of 2024. (source: VRMA - September 2023)

MAKING VINYL



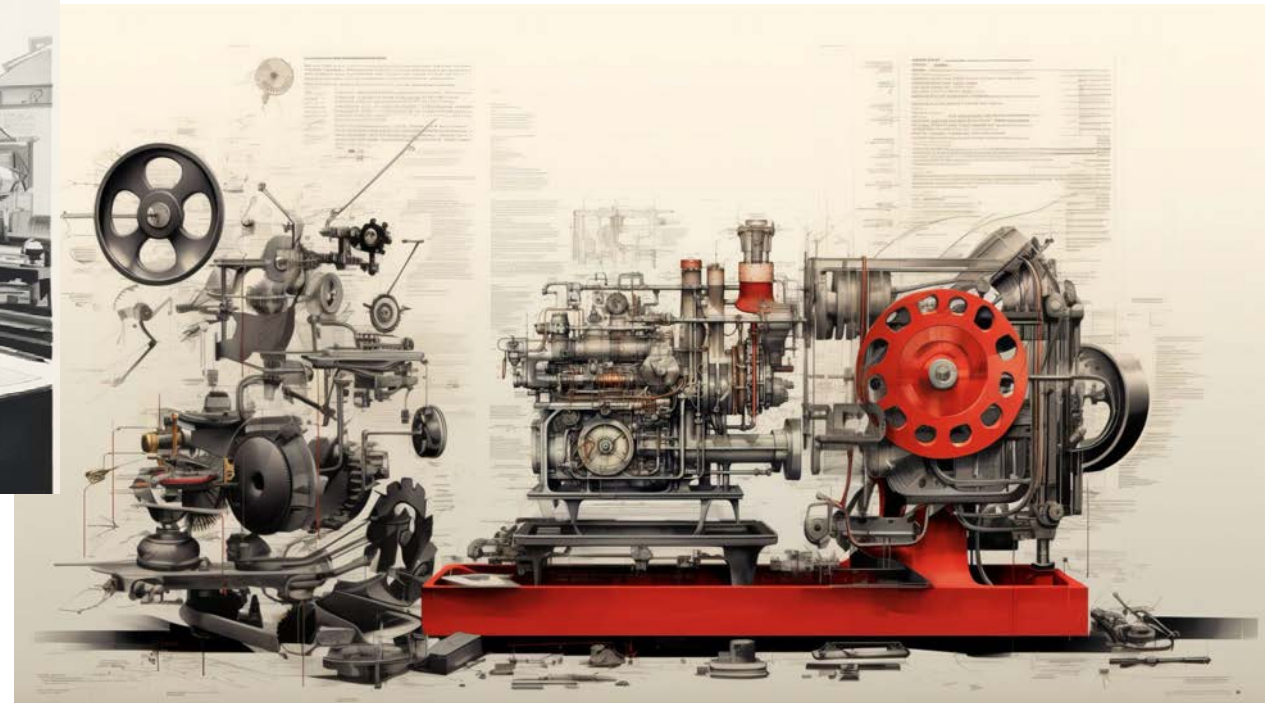
SUSTAINABILITY INITIATIVES



Vinyl Sustainability Council (Washington D.C., USA): Regional Recycling Pilot Program

Carbon Footprint Project (Sheffield, UK): Peter Frings - Committee Chair

Standardization + R&D

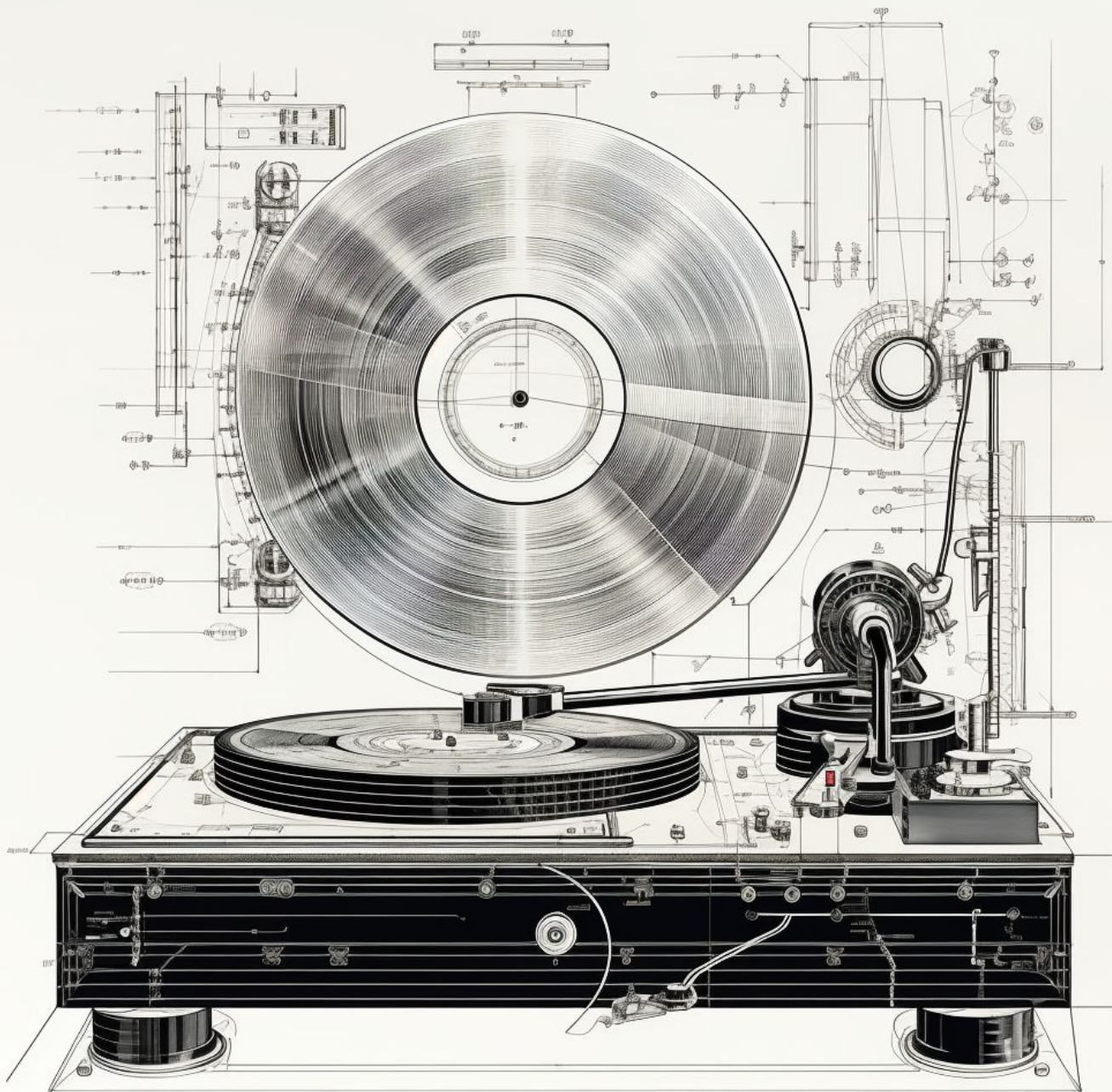


Best Practices

- QC Manual + Video “How-To’s”: Broc Barnes - Committee Chair
- Record Technician Manual: Broc Barnes - Committee Chair

Research & Development

- New Mold Designs: TK Molds (Detroit, MI, USA)
- New Compounds & Stabilizers: PVC to PLA (USA & EU)



Questions? Answers.