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**National Association of Purchasing Management - Rochester  
Business Survey for January 2009**

**General Business Conditions** were reported better by fewer respondents than last month but there were also 9% less respondents indicating worse conditions. The Manufacturing Sector still appears worse off than-Non Manufacturing.

**New Orders / Requests for Services** increased for 26% of the companies, but decreased for 42%. Manufacturing led the way in decreases.

**Commodity Prices** increased slightly since last month. Overall, Manufacturing saw decreasing prices while Non-Manufacturing went the other way.

**Inventory** levels dropped since the last report.

**Employment** levels decreased a bit – especially in the Manufacturing Sector.

**Delivery Performance** was unchanged.

**Order Lead Times** were reported shorter by 8% more respondents than last month while 5% more indicated longer lead times.

The **Three-Month Forecast** leaned a bit to the better side despite recent dire headlines. As expected, both sectors are less optimistic for the short term but for different reasons. Manufacturing expects lower demand for its products. Non-Manufacturing reasons include less government aid.

January statistics are enclosed.

Ron Roy, C.P.M.  
NAPM-Rochester

Data in this survey is compiled only from individuals and companies who have been screened and authorized by the Business Survey Committee.

**NAPMR Business Survey Report  
July 2008 through January 2009**

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**JUL    AUG    SEP    OCT    NOV    DEC    JAN**

**General Business Conditions:**

Better	13%	25%	18%	6%	5%	12%	5%
Same	81%	67%	71%	88%	58%	47%	63%
Worse	6%	8%	11%	6%	37%	41%	32%

**New Orders or Services:**

More	6%	33%	17%	6%	5%	12%	26%
Same	81%	50%	59%	82%	42%	53%	32%
Less	13%	17%	24%	12%	53%	35%	42%

**Commodity Prices:**

Lower	0%	0%	29%	35%	32%	41%	37%
Same	6%	42%	36%	35%	53%	53%	42%
Higher	94%	58%	35%	30%	15%	6%	21%

**Inventories:**

Lower	13%	0%	12%	12%	26%	24%	42%
Same	68%	75%	82%	53%	47%	65%	47%
Higher	19%	25%	6%	35%	27%	11%	11%

**Employment:**

More	19%	25%	23%	24%	16%	6%	5%
Same	62%	67%	53%	47%	42%	76%	69%
Less	19%	8%	24%	29%	42%	18%	26%

**Delivery Performance:**

Early	0%	8%	0%	0%	6%	0%	0%
As Promised	69%	75%	71%	71%	89%	100%	95%
Late	31%	17%	29%	29%	5%	0%	5%

**Order Lead Times:**

Shorter	0%	8%	0%	6%	26%	18%	26%
Same	56%	75%	65%	82%	63%	76%	63%
Longer	44%	17%	35%	12%	11%	6%	11%

**Three Month Forecast:**

Increase	13%	17%	12%	6%	16%	12%	16%
Stable	74%	75%	70%	76%	68%	47%	47%
Decrease	13%	8%	18%	18	16%	41%	37%

