

Officers 2007-2008

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**National Association of Purchasing Management - Rochester
Business Survey for February 2008**

General Business Conditions improved a bit since last month – especially for the Manufacturing Sector. Note that for the first time since January 2007 there were no reports of worse conditions. In fact, that has occurred once in 2004, 7 times in 2005, 6 times in 2006 and once in 2007.

New Orders / Requests for Services remained stable for both sectors. There were no reports of fewer orders.

Reports of **Commodity Prices** took a sharp increase in the last two months. That represents the highest monthly increase since 85% of respondents reported increases in September 2005. There were no reports of lower prices for the fourth month in a row.

Inventory levels moved in both directions since the last report – especially in the Manufacturing Sector. Non-Manufacturing showed no significant change.

Employment levels remained stable. Increases from at least a third of the respondents came in eight of the last twelve months.

Delivery Performance was on the late side again this month – especially in the Non-Manufacturing Sector. There have been no early reports in twelve months.

Order Lead Times were reported a bit longer since January and there have now been no reports of early lead times in four months.

The **Three-Month Forecast** looks more promising for the Manufacturing Sector. Non-Manufacturing expects stability. There have been no expectations of worse conditions in the last two months.

February 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
August 2007 through February 2008**

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	AUG	SEP	OCT	NOV	DEC	JAN	FEB
General Business Conditions:							
Better	18%	13%	17%	27%	8%	20%	27%
Same	64%	81%	77%	53%	84%	67%	73%
Worse	18%	6%	6%	20%	8%	13%	0%
New Orders or Services:							
More	29%	12%	28%	33%	23%	40%	33%
Same	42%	69%	55%	67%	69%	40%	67%
Less	29%	19%	17%	0%	8%	20%	0%
Commodity Prices:							
Lower	12%	6%	6%	0%	0%	0%	0%
Same	64%	63%	61%	47%	69%	40%	20%
Higher	24%	31%	33%	53%	31%	60%	80%
Inventories:							
Lower	24%	44%	22%	27%	38%	7%	20%
Same	41%	56%	61%	60%	31%	80%	53%
Higher	35%	0%	17%	13%	31%	13%	27%
Employment:							
More	35%	31%	33%	27%	31%	40%	33%
Same	47%	44%	56%	60%	61%	47%	60%
Less	18%	25%	11%	13%	8%	13%	7%
Delivery Performance:							
Early	0%	0%	0%	0%	0%	0%	0%
As Promised	94%	81%	78%	87%	85%	80%	67%
Late	6%	19%	22%	13%	15%	20%	33%
Order Lead Times:							
Shorter	6%	6%	0%	0%	0%	0%	0%
Same	82%	81%	72%	67%	69%	73%	60%
Longer	12%	13%	28%	33%	31%	27%	40%
Three Month Forecast:							
Increase	12%	31%	11%	33%	38%	20%	27%
Stable	82%	56%	78%	54%	54%	80%	73%
Decrease	6%	13%	11%	13%	8%	0%	0%

NAPM - Rochester Business Survey Report
General Business Conditions
February 2007 through February 2008

