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

**General Business Conditions** regressed slightly since last month with a few reports of worse conditions. Responses indicate better conditions in the Manufacturing Sector than in Non-Manufacturing.

Thirteen percent of the respondents reported fewer **New Orders / Requests for Services** since the last report. The same amount as last month reported increases.

**Commodity Prices** remained unchanged. Once again there were no reports of lower prices for the fifth month.

**Inventory** levels remained stable in both Sectors.

**Employment** improved in Manufacturing but dropped in Non-Manufacturing.

**Delivery Performance** returned to the levels of January. There have now been no early reports in thirteen months.

**Order Lead Times** improved slightly in both Sectors since the last report but there were no reports of early lead times for the fifth month.

The **Three-Month Forecast** mirrors this month's general business conditions locally. As has been the case for the past few months, Manufacturing appears more optimistic than Non-Manufacturing. For the first time in three months there are expectations of some worsening conditions going forward.

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

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

