

**Officers 2007-2008**

*President*  
LOUIS NICOLosi, C.P.M.  
St Ann's Community

*First Vice President*  
TOMMY JACKSON, C.P.M., A.P.P.  
Carestream Health

*Secretary/Treasurer*  
RONALD ROY, C.P.M.  
Rochester Management

*Immediate Past President*  
JACK WILSON  
Terphane

*Executive Director*  
RICHARD C. RIVERS  
The Rivers Organization

**Directors**

ROBERT HARRADINE  
Rochester Recycling

PAULA RICE, C.P.M., A.P.P.  
Gleason Works

WILLIAM ROSS, C.P.M.  
Eastman Kodak Company

*Official Publication*  
THE  
PURCHASING  
PROFESSIONAL

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

**General Business Conditions** regressed a bit since the last report. The Manufacturing Sector improved slightly while Non-Manufacturing declined. Due to the nature of the businesses represented, there were reports of improvements and declines from both sectors.

There was an overall improvement in **New Orders / Requests for Services** since last month. Nearly half of the respondents indicated they had an increase in orders – a majority from Manufacturing. Seasonal demand is among the reasons indicated for the increases.

**Commodity Prices** continue to increase, though not from as many respondents as last month. There have not been any reports of lower prices in seven consecutive months.

**Inventory** levels were stable again for both sectors.

**Employment** levels improved since the last report in both sectors mainly due to seasonal employment. This is the first month since June 2006 that there were no reports of lower employment.

**Delivery Performance** edged a bit more to the late side. There have now been no early reports in fifteen months.

**Order Lead Times** were reported higher by a third of the respondents, while the remaining two-thirds reported no change.

The **Three-Month Forecast** projections are similar to those of May 2007, the last time as many as 20% of respondents projected worsening conditions. The Manufacturing Sector continues to be the more optimistic sector.

May 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  
November 2007 through May 2008**

**Officers 2007-2008**

*President*  
 LOUIS NICOLOSI, C.P.M.  
 St Ann's Community

*First Vice President*  
 TOMMY JACKSON, C.P.M., A.P.P.  
 Eastman Kodak Company

*Secretary/Treasurer*  
 RONALD ROY, C.P.M.  
 Rochester Management

*Immediate Past President*  
 JACK WILSON  
 Terphane

*Executive Director*  
 RICHARD C. RIVERS  
 The Rivers Organization

**Directors**

ROBERT HARRADINE  
 Rochester Recycling

PAULA RICE, C.P.M., A.P.P.  
 Gleason Works

WILLIAM ROSS, C.P.M.  
 Eastman Kodak Company

*Official Publication*  
 THE  
 PURCHASING  
 PROFESSIONAL

	NOV	DEC	JAN	FEB	MAR	APR	MAY
<b>General Business Conditions:</b>							
Better	27%	8%	20%	27%	20%	25%	20%
Same	53%	84%	67%	73%	73%	67%	67%
Worse	20%	8%	13%	0%	7%	8%	13%
<b>New Orders or Services:</b>							
More	33%	23%	40%	33%	33%	25%	47%
Same	67%	69%	40%	67%	54%	67%	40%
Less	0%	8%	20%	0%	13%	8%	13%
<b>Commodity Prices:</b>							
Lower	0%	0%	0%	0%	0%	0%	0%
Same	47%	69%	40%	20%	20%	8%	20%
Higher	53%	31%	60%	80%	80%	92%	80%
<b>Inventories:</b>							
Lower	27%	38%	7%	20%	13%	17%	7%
Same	60%	31%	80%	53%	60%	58%	73%
Higher	13%	31%	13%	27%	27%	25%	20%
<b>Employment:</b>							
More	27%	31%	40%	33%	20%	8%	27%
Same	60%	61%	47%	60%	67%	75%	73%
Less	13%	8%	13%	7%	13%	17%	0%
<b>Delivery Performance:</b>							
Early	0%	0%	0%	0%	0%	0%	0%
As Promised	87%	85%	80%	67%	80%	75%	60%
Late	13%	15%	20%	33%	20%	25%	40%
<b>Order Lead Times:</b>							
Shorter	0%	0%	0%	0%	0%	8%	0%
Same	67%	69%	73%	60%	73%	50%	67%
Longer	33%	31%	27%	40%	27%	42%	33%
<b>Three Month Forecast:</b>							
Increase	33%	38%	20%	27%	33%	25%	27%
Stable	54%	54%	80%	73%	54%	67%	53%
Decrease	13%	8%	0%	0%	13%	8%	20%

