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Gleason Works

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

Although General Business Conditions remained the same for 64% of the respondents' companies, there was a 20% shift for the worse from those that did change. The Manufacturing Sector is still struggling while Non-Manufacturing seems stable. This is reflected in the reports for New Orders or Services, which also showed a decline.

Inventory levels were lower this month while Commodity Prices went up. Forty percent more respondents said their prices increased this month than last.

Employment levels were stable for the most part but there were more reports of a drop in employment and fewer of increases.

Delivery Performance was as promised again and Order Lead Time was longer.

The Three Month Forecast seems more stable than it has been since this time last year. Last month there were no reports of any predicted decrease. However, this month that figure was nine percent; and the anticipated increase from last month dropped in half.

August 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  
February 2009 through August 2009**

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	FEB	MAR	APR	MAY	JUN	JUL	AUG
<b>General Business Conditions:</b>							
Better	11%	13%	20%	13%	29%	29%	9%
Same	47%	47%	47%	67%	71%	64%	64%
Worse	42%	40%	33%	20%	0%	7%	27%
<b>New Orders or Services:</b>							
More	26%	20%	20%	33%	57%	29%	18%
Same	32%	33%	47%	47%	36%	64%	46%
Less	42%	47%	33%	20%	7%	7%	36%
<b>Commodity Prices:</b>							
Lower	42%	27%	20%	7%	14%	21%	9%
Same	37%	67%	73%	80%	79%	64%	36%
Higher	21%	6%	7%	13%	7%	15%	55%
<b>Inventories:</b>							
Lower	21%	20%	27%	27%	43%	43%	27%
Same	53%	53%	46%	46%	43%	50%	55%
Higher	26%	27%	27%	27%	14%	7%	18%
<b>Employment:</b>							
More	21%	13%	20%	40%	29%	50%	9%
Same	42%	47%	47%	27%	50%	36%	64%
Less	37%	40%	33%	33%	21%	14%	27%
<b>Delivery Performance:</b>							
Early	5%	0%	0%	0%	7%	0%	0%
As Promised	95%	100%	100%	93%	79%	93%	100%
Late	0%	0%	0%	7%	14%	7%	0%
<b>Order Lead Times:</b>							
Shorter	11%	13%	13%	7%	7%	0%	0%
Same	89%	80%	87%	93%	79%	93%	64%
Longer	0%	7%	0%	0%	14%	7%	36%
<b>Three Month Forecast:</b>							
Increase	42%	33%	47%	27%	29%	36%	18%
Stable	26%	34%	33%	60%	57%	64%	73%
Decrease	32%	33%	20%	13%	14%	0%	9%

