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

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

General Business Conditions regressed a bit as we close out the year. New Orders did likewise. As has been the case most of this year, the Non-Manufacturing Sector slowly improved while Manufacturing struggled.

Commodity Prices did not change significantly overall with slightly more reports of increases than decreases. Inventory levels edged higher.

Employment in the Non-Manufacturing Sector improved a bit but the Manufacturing Sector reported some layoffs.

Delivery Performance came in on the late side again and Order Lead Times were slightly longer.

Respondents expect the Three Month Forecast to continue the current trend. Price increases are expected in the first quarter of 2010. Some companies are still in a slowdown while others have turned the corner.

December 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  
June 2009 Through December 2009**

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	JUN	JUL	AUG	SEP	OCT	NOV	DEC
<b>General Business Conditions:</b>							
Better	29%	29%	9%	29%	42%	27%	21%
Same	71%	64%	64%	50%	58%	73%	50%
Worse	0%	7%	27%	21%	0%	0%	29%
<b>New Orders or Services:</b>							
More	57%	29%	18%	43%	59%	27%	21%
Same	36%	64%	46%	36%	33%	73%	50%
Less	7%	7%	36%	21%	8%	0%	29%
<b>Commodity Prices:</b>							
Lower	14%	21%	9%	7%	17%	13%	21%
Same	79%	64%	36%	50%	75%	60%	50%
Higher	7%	15%	55%	43%	8%	27%	29%
<b>Inventories:</b>							
Lower	43%	43%	27%	21%	50%	40%	36%
Same	43%	50%	55%	65%	42%	60%	64%
Higher	14%	7%	18%	14%	8%	0%	0%
<b>Employment:</b>							
More	29%	50%	9%	29%	25%	13%	21%
Same	50%	36%	64%	43%	67%	67%	50%
Less	21%	14%	27%	28%	8%	20%	29%
<b>Delivery Performance:</b>							
Early	7%	0%	0%	0%	0%	6%	0%
As Promised	79%	93%	100%	64%	83%	67%	79%
Late	14%	7%	0%	36%	17%	27%	21%
<b>Order Lead Times:</b>							
Shorter	7%	0%	0%	0%	8%	20%	14%
Same	79%	93%	64%	64%	59%	60%	65%
Longer	14%	7%	36%	36%	33%	20%	21%
<b>Three Month Forecast:</b>							
Increase	29%	36%	18%	36%	33%	20%	29%
Stable	57%	64%	73%	57%	67%	53%	50%
Decrease	14%	0%	9%	7%	0%	27%	21%

