

## NAPMR Survey Results for: 2016 Year to Date

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		General Business Conditions											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
Better	100	53.2	50.0	52.6	51.2	50.0	53.2	62.1	52.5	53.3	49.2	50.9	56.0	Actual change 3mo ave
Same	50	4.8	-3.2	2.6	-1.4	-1.2	3.2	8.9	-9.6	0.8	-4.2	1.7	5.1	
Worse	0	50.2	50.5	51.9	51.2	51.2	51.5	55.1	56.0	56.0	51.7	51.1	52.0	

		New Orders											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
More	100	53.0	50.0	54.0	52.2	50.0	58.2	63.0	58.3	58.3	50.0	51.1	52.7	Actual change 3mo ave
Same	50	3.6	-3.0	4.0	-1.8	-2.2	8.2	4.8	-4.7	0.0	-8.3	1.1	1.6	
Less	0	50.9	50.8	52.3	52.1	52.1	53.5	57.1	59.9	59.9	55.6	53.2	51.3	

		Commodity Pricing											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
Higher	100	45.6	48.3	48.3	49.0	41.0	50.1	54.4	59.2	53.3	54.2	53.3	50.0	Actual change 3mo ave
Same	50	0.8	2.7	0.0	0.7	-8.0	9.1	4.3	4.8	-5.8	0.9	-0.9	-3.3	
Lower	0	46.3	46.3	47.4	48.5	46.1	46.7	48.5	54.5	55.6	55.6	53.6	52.5	

		Inventories											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
Higher	100	51.0	50.0	50.7	51.7	49.0	51.3	55.6	47.5	51.7	50.8	55.4	50.7	Actual change 3mo ave
Same	50	1.7	-1.0	0.7	1.0	-2.7	2.3	4.3	-8.1	4.2	-0.8	4.5	-4.7	
Lower	0	50.3	50.1	50.6	50.8	50.5	50.7	52.0	51.5	51.6	50.0	52.6	52.3	

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		Employment											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
More	100	50.0	45.7	45.3	50.0	33.0	47.2	53.1	50.0	51.7	50.8	45.7	50.6	Actual change 3mo ave
Same	50	0.7	-4.3	-0.4	4.7	-17.0	14.2	5.9	-3.1	1.7	-0.8	-5.1	4.9	
Less	0	48.8	48.3	47.0	47.0	42.8	43.4	44.4	50.1	51.6	50.8	49.4	49.0	

		Delivery Performance											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
Better	100	49.0	51.3	52.1	60.0	51.0	49.4	52.3	51.7	51.7	51.7	48.0	51.4	Actual change 3mo ave
Same	50	-2.4	2.3	0.9	7.9	-9.0	-1.6	2.8	-0.6	0.0	0.0	-3.7	3.4	
Worse	0	50.4	50.6	50.8	54.5	54.4	53.5	50.9	51.1	51.9	51.7	50.4	50.4	

		Order Lead Time											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
Longer	100	50.0	51.3	51.7	54.2	50.0	51.3	56.9	51.6	50.0	51.7	52.0	50.7	Actual change 3mo ave
Same	50	2.2	1.3	0.4	2.5	-4.2	1.3	5.5	-5.3	-1.6	1.7	0.3	-1.3	
Shorter	0	49.8	49.7	51.0	52.4	51.9	51.8	52.7	53.3	52.8	51.1	51.2	51.5	

		Projected 3-month Forecast (new orders, demand, etc.)											2016	
		Oct	Nov	Dec	Jan-16	Feb	Mar	April	May	June	July	Aug	Sept	
Better	100	52.0	51.7	52.6	55.3	59.0	56.6	60.3	54.2	51.7	59.2	54.4	53.3	Actual change 3mo ave
Same	50	2.6	-0.3	0.9	2.8	3.7	-2.4	3.7	-6.1	-2.5	7.5	-4.8	-1.1	
Worse	0	50.7	51.0	52.1	53.2	55.6	57.0	58.6	57.0	55.4	55.0	55.1	55.6	