

Manufacturing	1		2		3		4		5		6	
	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08
Sales - Home sales	0	-3	-5	-19	-8	-17	0	-2	-2	-22	-3	-13
Home orders	-10	-9	-13	-24	-17	-17	16	-3	-8	-30	-5	-17
Export sales	23	9	22	3	28	-6	33	6	18	-1	28	3
Export orders	12	0	19	-6	0	0	32	2	13	-10	22	-4
Employment last 3 months	9	-3	7	1	-11	3	3	-1	8	-3	3	0
Employment next 3 months	6	14	7	-8	0	-7	-7	-22	-2	-9	-1	-11
% Tried to recruit	44	59	71	68	85	89	78	67	64	65	76	73
% Part-time	25	37	12	13	21	12	23	5	16	19	18	13
% Full-time	92	80	90	89	81	90	71	71	87	83	83	83
% Temporary	60	68	29	32	0	0	21	16	57	54	28	30
% Permanent	53	49	65	62	0	0	64	51	47	48	67	59
% Skilled manual	73	61	60	57	80	69	58	48	63	63	61	57
% Professional & managerial	56	42	42	37	62	54	36	57	53	42	46	44
% Clerical	17	14	18	23	43	31	34	25	19	24	29	26
% Semi & unskilled	35	16	22	12	14	11	40	18	20	15	27	14
% Recruitment difficulties	54	39	55	53	56	54	47	47	56	58	58	57
Cashflow	-12	1	-16	-21	-12	-2	-7	-4	-16	-17	-15	-11
Investment - plant & machinery	9	-1	7	-2	9	-4	-5	6	0	-6	2	-4
Investment - training	0	-7	9	3	2	23	22	1	5	-1	11	8
Confidence - turnover	23	10	27	6	18	24	41	-18	24	1	32	4
Confidence - profitability	3	-1	-8	-15	18	12	23	-13	-4	-17	5	-11
Full capacity	41	33	28	29	36	48	47	28	40	38	40	37
Prices	57	59	54	41	32	30	27	37	53	43	45	42
% Pay settlements	22	23	36	31	18	37	31	17	31	27	30	27
% Raw materials	97	94	81	80	74	91	89	72	91	88	90	86
% Financial costs	24	30	36	39	14	23	38	16	23	29	26	24
% Other overheads	64	55	58	52	46	55	54	43	60	53	58	51
Number of companies	604	614	634	734	72	71	39	45	1349	1464		
Number of employees	5301	5155	37338	43175	18096	20839	72174	54813	132909	123982		
Number of exporters	324	317	416	495	48	61	28	30	816	903		

All figures expressed as a percentage balance, except where title is preceded by %, in which case figures are a pure percentage of companies.

For contact details on each region's survey please see page 40

KEY

- 1 = 1-19 Employees
- 2 = 20-199 Employees
- 3 = 200-499 Employees
- 4 = 500+ Employees
- 5 = All (unweighted)
- 6 = All (weighted)

Service	1		2		3		4		5		6	
	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08	2Q08	3Q08
Sales - Home sales	0	-9	-4	-9	-9	-9	5	-2	-1	-7	-2	-7
Home orders	-8	-14	-7	-12	-21	-32	5	-3	-8	-11	-7	-13
Export sales	3	0	18	20	-2	30	13	7	1	8	9	13
Export orders	-1	-8	7	15	0	31	28	7	-1	0	6	9
Employment last 3 months	1	5	4	3	17	-10	14	-4	4	4	7	2
Employment next 3 months	11	9	5	-2	14	-11	4	15	7	4	8	3
% Tried to recruit	34	37	71	71	82	73	81	72	47	47	66	64
% Part-time	39	36	33	34	34	30	39	51	36	36	33	34
% Full-time	63	66	69	69	67	69	61	49	65	66	69	67
% Temporary	43	40	39	38	26	29	48	33	39	36	35	33
% Permanent	58	60	63	64	51	71	52	67	62	63	63	67
% Skilled manual	27	23	27	27	18	30	26	26	29	27	26	26
% Professional & managerial	37	29	42	35	28	43	47	48	40	34	39	36
% Clerical	21	16	18	13	19	13	20	28	20	14	18	15
% Semi & unskilled	14	12	13	18	17	16	10	23	15	14	14	17
% Recruitment difficulties	64	65	67	67	45	64	57	62	64	63	60	64
Cashflow	-14	-19	-12	-10	-16	-16	1	-15	-11	-13	-10	-14
Investment - plant & machinery	2	-9	2	-3	24	-5	11	12	-1	-5	5	-2
Investment - training	7	3	21	5	15	-4	11	7	10	6	14	4
Confidence - turnover	21	18	16	11	23	-18	11	18	19	13	17	10
Confidence - profitability	5	5	1	-12	1	-21	1	-34	2	0	1	-12
Full capacity	33	34	43	41	39	34	42	52	35	36	38	39
Prices	41	32	44	36	26	40	51	47	41	33	41	38
% Pay settlements	16	15	33	30	20	21	26	32	24	23	26	26
% Raw materials	37	35	36	41	37	38	27	27	38	36	35	36
% Financial costs	26	24	26	28	23	22	22	20	28	26	24	24
% Other overheads	50	47	58	51	47	45	43	34	51	45	51	44
Number of companies	2275	2468	934	997	125	96	75	74	3409	3635		
Number of employees	13432	14664	58158	103057	29691	27247	294833	177221	396114	322189		
Number of exporters	682	678	313	306	30	37	31	27	1079	1062		

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