

Manufacturing	1		2		3		4		5		6	
	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09
Sales - Home sales	-41	-37	-37	-50	-42	-62	-29	-61	-39	-52	-38	-55
Home orders	-49	-38	-47	-53	-59	-69	-37	-42	-48	-51	-48	-52
Export sales	-3	0	-12	-23	-15	-40	-4	-35	-14	-16	-12	-27
Export orders	-14	-5	-19	-28	0	-46	-4	-34	-21	-17	-19	-28
Employment last 3 months	-15	-4	-21	-33	-7	-33	-5	-45	-26	-33	-17	-36
Employment next 3 months	-19	-13	-29	-27	-56	-40	-45	-39	-30	-31	-41	-35
% Tried to recruit	33	48	47	40	73	45	75	58	42	42	59	49
% Part-time	16	25	14	10	15	14	13	25	17	16	11	18
% Full-time	84	92	96	92	78	77	70	47	94	88	82	76
% Temporary	34	40	31	30	0	38	24	28	60	54	26	33
% Permanent	49	42	77	70	0	53	77	45	37	46	64	56
% Skilled manual	68	59	53	43	67	30	43	21	60	43	53	32
% Professional & managerial	40	23	38	28	45	26	39	22	44	34	38	28
% Clerical	14	10	21	16	31	10	17	0	18	10	20	8
% Semi & unskilled	11	12	10	12	7	5	2	2	9	15	7	9
% Recruitment difficulties	37	52	45	73	34	51	47	32	39	72	42	59
Cashflow	-42	-40	-30	-36	-17	-36	-24	-23	-33	-29	-28	-32
Investment - plant & machinery	-30	-19	-21	-31	-32	-41	-3	-41	-26	-39	-22	-38
Investment - training	-31	-21	-4	-14	-17	-24	8	-20	-15	-20	-6	-19
Confidence - turnover	-42	-10	-22	-29	-30	-46	-22	-53	-39	-30	-32	-38
Confidence - profitability	-49	-16	-37	-46	-16	-55	-37	-60	-44	-36	-39	-48
% Full capacity	26	39	22	13	33	16	20	15	32	22	29	20
Prices	29	1	11	-3	-3	-9	-7	0	2	-9	0	-7
% Pay settlements	26	13	20	12	22	12	18	4	20	15	21	11
% Raw materials	80	73	67	55	66	55	56	33	74	61	69	53
% Financial costs	27	26	34	28	32	17	15	9	32	23	26	18
% Other overheads	59	45	46	41	50	39	25	27	48	47	43	39
Number of companies	797	901	707	823	101	133	37	36	1642	1893		
Number of employees	6421	7778	39756	47817	18013	22412	380226	76583	444416	154590		
Number of exporters	404	396	454	449	76	87	29	22	963	954		

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	
	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09	4Q08	1Q09
Sales - Home sales	-22	-26	-33	-27	-34	-30	-36	-10	-24	-22	-31	-23
Home orders	-33	-30	-43	-34	-41	-34	-18	-14	-35	-30	-36	-29
Export sales	-16	-17	-17	-14	-20	-16	26	7	-21	-16	-9	-11
Export orders	-21	-20	-21	-16	-19	-7	26	7	-24	-19	-13	-10
Employment last 3 months	-7	-13	-21	-20	-30	-18	-45	-26	-11	-16	-22	-18
Employment next 3 months	-5	-2	-28	-11	-27	-17	-46	-20	-12	-7	-24	-12
% Tried to recruit	28	29	58	53	71	74	59	85	38	37	52	55
% Part-time	49	40	32	37	34	44	37	42	42	40	30	36
% Full-time	64	62	84	63	66	56	43	61	69	61	65	64
% Temporary	48	45	48	32	19	52	39	33	46	42	33	35
% Permanent	63	54	64	66	54	44	34	66	65	58	60	65
% Skilled manual	30	20	24	21	18	8	14	13	27	19	23	17
% Professional & managerial	36	31	37	33	29	37	22	39	36	35	33	34
% Clerical	18	15	16	13	8	9	9	7	15	14	13	12
% Semi & unskilled	13	12	14	12	16	7	12	3	14	9	14	9
% Recruitment difficulties	72	55	64	54	46	46	30	42	63	54	56	50
Cashflow	-32	-30	-39	-26	-29	-13	-16	-32	-34	-24	-32	-26
Investment - plant & machinery	-21	-23	-29	-25	-42	-27	-19	-7	-23	-22	-27	-21
Investment - training	-6	-9	-13	-5	-16	-26	-8	10	-8	-8	-11	-6
Confidence - turnover	-15	-11	-28	-14	-20	-2	-33	-15	-16	-12	-23	-12
Confidence - profitability	-22	-21	-43	-26	-46	-24	-22	-18	-29	-21	-34	-23
% Full capacity	35	33	34	36	35	45	44	51	37	33	36	38
Prices	14	6	1	2	10	0	-4	7	8	2	4	3
% Pay settlements	13	10	22	19	28	35	22	15	17	15	19	18
% Raw materials	27	27	36	28	32	27	24	15	29	26	31	24
% Financial costs	22	22	26	23	21	20	46	30	23	23	29	23
% Other overheads	45	40	47	41	44	42	19	45	41	39	40	41
Number of companies	2843	3237	1071	1047	133	253	82	83	4129	4620		
Number of employees	16491	18806	58150	57343	29079	34327	135465	626638	239185	737114		
Number of exporters	727	701	318	260	39	34	22	24	1119	1028		

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)