

Manufacturing	1		2		3		4		5		6	
	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09
Sales - Home sales	-16	-15	-11	1	-11	7	-13	15	-10	-11	-10	3
Home orders	-19	-18	-12	0	-9	-5	-9	-4	-9	-12	-9	-5
Export sales	-2	1	-2	22	-13	12	12	21	0	19	0	20
Export orders	-6	-2	-6	15	-11	13	4	22	-4	15	-4	17
Employment last 3 months	-18	-5	-9	0	-42	0	-15	-5	-15	10	-19	3
Employment next 3 months	0	2	-4	4	-19	-14	-2	5	-1	-1	-5	-1
% Tried to recruit	39	43	45	55	48	83	66	63	49	56	53	65
% Part-time	32	33	18	16	10	25	18	6	26	17	18	16
% Full-time	86	85	85	86	57	66	68	61	77	86	73	76
% Temporary	52	61	36	45	40	60	37	43	62	68	40	50
% Permanent	48	51	64	57	45	34	40	32	40	34	51	44
% Skilled manual	59	56	35	29	32	26	21	23	45	35	32	28
% Professional/managerial	19	20	29	23	4	16	45	27	34	21	27	22
% Clerical	27	16	10	16	3	10	15	8	9	19	11	13
% Semi & unskilled	34	18	14	11	18	3	8	1	14	10	15	7
% Recruitment difficulties	43	50	55	54	30	34	33	36	59	47	49	47
Cashflow	-27	-24	-13	-2	-6	4	-6	17	-16	-12	-10	1
Investment - plant/machinery	-10	-8	-10	3	-23	7	-28	-8	-12	-3	-18	-2
Investment - training	-14	-7	1	7	-16	7	-1	2	-4	5	-4	7
Confidence - turnover	16	20	29	35	34	38	41	38	28	32	36	38
Confidence - profitability	1	-4	14	21	22	22	38	8	11	19	21	17
% Full capacity	27	22	28	29	15	24	23	39	30	24	27	32
Prices	7	17	4	21	3	4	-3	0	3	21	0	10
% Pay settlements	15	16	15	13	26	24	17	14	15	18	18	17
% Raw materials	74	71	56	61	48	57	22	48	56	72	47	64
% Financial costs	28	31	26	28	16	14	13	31	21	32	17	26
% Other overheads	48	49	31	35	35	30	26	35	37	45	34	37
Number of companies	677	679	678	656	72	50	42	32	1469	1417		
Number of employees	5329	5876	36892	37425	19281	12908	65578	31999	127080	88208		
Number of exporters	346	349	453	427	51	42	35	27	885	845		

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 for enquiries on each region's survey please see page 42**

KEY

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

Services	1		2		3		4		5		6	
	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09	3Q09	4Q09
Sales - Home sales	-3	-5	1	6	7	-8	-8	-10	-1	-5	-1	-2
Home orders	-10	-5	-7	-4	7	-13	-30	-11	-9	-7	-10	-7
Export sales	-1	8	6	13	45	0	-9	-2	6	8	6	8
Export orders	-6	0	7	3	39	-2	-6	7	1	1	3	4
Employment last 3 months	-6	-3	-19	-3	0	1	12	-7	-10	-4	-6	-3
Employment next 3 months	6	7	6	6	4	15	6	-11	3	6	5	4
% Tried to recruit	32	33	58	60	79	81	83	67	40	40	58	56
% Part-time	44	42	37	36	44	37	44	48	43	40	38	37
% Full-time	58	61	67	69	55	65	52	56	60	62	63	64
% Temporary	53	46	45	38	39	40	49	40	47	43	42	38
% Permanent	48	53	57	62	58	56	41	56	53	58	57	62
% Skilled manual	27	15	14	16	16	22	32	22	23	18	21	18
% Professional/managerial	26	21	32	23	31	33	46	34	30	23	33	26
% Clerical	14	11	15	15	4	11	31	5	15	13	16	12
% Semi & unskilled	12	9	13	12	5	20	5	7	11	9	11	11
% Recruitment difficulties	56	47	57	48	43	58	45	48	56	50	52	49
Cashflow	-18	-15	-18	-10	27	-9	-5	-11	-14	-12	-8	-11
Investment - plant/machinery	-11	-7	-12	-1	-3	2	-3	-4	-11	-5	-9	-3
Investment - training	1	0	-4	9	19	24	29	21	0	4	6	11
Confidence - turnover	33	32	20	37	49	36	-12	11	26	29	20	30
Confidence - profitability	17	14	6	22	35	9	-9	-1	13	13	9	13
% Full capacity	28	28	26	30	29	37	61	49	28	30	34	34
Prices	15	26	20	27	16	0	7	9	14	21	15	18
% Pay settlements	12	12	18	19	27	16	37	31	14	14	20	18
% Raw materials	23	27	27	33	35	21	6	16	24	28	23	27
% Financial costs	23	22	25	25	19	28	42	13	26	22	28	22
% Other overheads	38	41	46	42	35	40	47	29	39	40	42	38
Number of companies	2842	2807	1054	1077	96	87	75	94	4067	4065		
Number of employees	16425	16191	58464	61522	27721	24479	342226	372146	444836	474338		
Number of exporters	648	715	314	333	28	27	25	30	1048	1140		

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 for enquiries on each region's survey please see page 42**

KEY

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