

NAPM BUSINESS SURVEY -- REPORT ON BUSINESS

Answers should reflect the responsibility level of YOUR purchasing organization, be it a plant, division, or company. It is essential that questions only have ONE answer and that ALL questions are answered. For the continuing timeliness and accuracy of the *Report*, it is essential that completed reports are mailed or transmitted by facsimile (not both) to arrive at our office by _____ . You are encouraged to consult with others in your company in order to provide current and accurate answers to all of the questions.

REPORT OF:

RETURN TO: Dr. Barbara Sirotnik
Institute of Applied Research
5500 University Parkway
San Bernardino, California 92407
OR SEND FACSIMILE TO: 909-880-7098

1. **GENERAL REMARKS:** Comment regarding any business condition, local, national, or international that affects your purchasing operation or the outlook for your company or industry. Your opinion and comments are very important.

GENERAL REMARKS:

2. **PRODUCTION:** Check ONE box that best expresses the current month's level of production in your plant, division, or company *compared with the previous month.*

PRODUCTION:

Better Same Worse

3. **NEW ORDERS:** Check ONE box that best expresses the current month's new orders in your plant, division, or company *compared with the previous month.*

NEW ORDERS:

Better Same Worse

4. **COMMODITY PRICES:** Check ONE box that indicates the current month's average level of change in prices of the commodities you buy *compared with the previous month.*

COMMODITY PRICES:

Higher Same Lower

5. **INVENTORY OF PURCHASED MATERIALS** Check the OVERALL inventory level in units including raw, MRO (Maintenance, Repair, Operating), intermediates, etc. *compared with the previous month.* Do not report your company's finished goods unless they were purchased.

INVENTORY OF PURCHASED MATERIALS:

Higher Same Lower

6. **ORDER BACKLOG:** Check the OVERALL level of order backlog in units including raw, MRO, intermediaries, etc. *compared with the previous month.* Do not report your company's finished goods unless they were purchased.

ORDER BACKLOG:

Higher Same Lower

7. **EMPLOYMENT:** Check the OVERALL level of employment within your own plant, division or company *compared with the previous month.*

EMPLOYMENT:

Greater Same Less

8. **SUPPLIER DELIVERIES:** Check the ONE box that expresses the current month's OVERALL delivery performance *compared with the previous month.*

SUPPLIER DELIVERIES:

Faster Same Slower

9. **QUANTITY OF PURCHASED MATERIALS:** Check the OVERALL quantity of purchases in units including MRO, components, intermediaries and purchased finished goods *compared with the previous month.*

QUANTITY OF PURCHASED MATERIALS:

Higher Same Lower

10. **STATE OF THE LOCAL ECONOMY:** Please indicate what you believe will be the state of the local economy in the coming quarter.

STATE OF THE LOCAL ECONOMY:

Stronger Same Weaker
 No Idea