

Fall 2009 Economic Recovery Outlook Summary

We should be seeing signs of an economic recovery in the near future, according to firms polled for Pro Staff's Fall Economic Recovery Outlook. More than thirty-six percent of the respondents indicate that they expect to see improvements in their business within the next six months and more than seventy percent within the next year. Additionally, nearly thirty-three percent of companies anticipate hiring staff within the first three to four months after seeing improvements.

Thirty-five percent of respondents indicate that they are now more price conscious in their selection of suppliers or service providers as a result of the current economic conditions.

To receive a complete, detailed report including survey comments, please contact your local Pro Staff representative.

Approximately how many employees work at your company?	
<50 employees	39.2%
51 - 99 employees	18.8%
100 - 499 employees	25.1%
500 - 999 employees	5.5%
1000+ employees	11.4%

Now that it appears the current recession has bottomed out, when do you expect to see your business begin to improve?	
Within <3 months	20.4%
Within 3-6 months	16.1%
Within 6-12 months	34.1%
Within 12-18 months	18.8%
Within 18-24 months	7.5%
Within 24+ months	3.1%

As business improves, what departments within your organization tend to experience increased activity first?	
Customer Service/Call Center	15.7%
Distribution/Logistics	7.7%
Finance/Accounting	3.5%
Human Resources	4.0%
Information Technology	2.3%
Operations	16.8%
Production/Manufacturing	21.0%
Sales/Marketing	22.9%
Other	6.1%

When your business begins to improve, which of the following do you anticipate doing within the first 90-120 days?	
Add/hire staff	32.7%
Change/consolidate vendors	3.3%
Invest in research & development	5.0%
Make capital investments	14.7%
Make technology improvements	16.1%
Offer new products or services	11.0%
Purchase new products/services	4.2%
Other	13.0%

How has the current economy impacted your selection of suppliers or service providers?	
We are more price conscious.	35.0%
We now take into consideration the survival/longevity of our vendors.	14.1%
We are more focused on developing collaborative business relationships with vendors.	18.7%
We are maintaining our current relationships with vendors and expect few changes.	32.2%