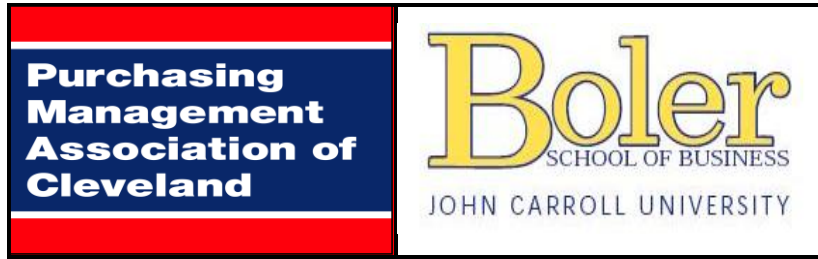


**Northeast Ohio Business Survey Report
for
November, 2011**



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GENERAL BUSINESS CONDITIONS

The barometer index of 18.50 indicates that economic activity is approximately the same as it was last month and somewhat lower than a year ago.

The forecast index of 25.00 indicates that manufacturing activity should increase next month.

Barometer readings above "0" indicate that the manufacturing sector of the economy is generally expanding.

Readings below "0" mean generally contracting.

Month	Nov-11	Oct-11	Sep-11	Nov-10
Cleveland Barometer-%	18.50	19.69	19.39	30.22
Cleveland Forecast-%	25.00	31.00	24.78	45.11

PRODUCTION

Production activity increased from last month.

The Production Index is now 7

Production	%Better	%Same	%Worse	Net	Index
November 2011	27	55	18	9	7
October 2011	33	55	11	22	22
September 2011	17	83	0	17	20

NEW ORDERS

New orders remained constant

The New Order Index is now 3

New Orders	%Better	%Same	%Worse	Net	Index
November 2011	27	46	27	0	3
October 2011	44	44	11	33	31
September 2011	42	50	8	34	34

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EMPLOYMENT

Employment is increasing.
The Employment Index is 34

Employment	%Greater	%Same	%Lower	Net	Index
November 2011	46	36	18	28	34
October 2011	22	78	0	22	23
September 2011	25	50	25	0	5

INVENTORIES

RAW MATERIALS

Raw material inventories are decreasing somewhat.
The Raw Material Index is -11

Raw Material Inventories	%Higher	%Same	%Lower	Net	Index
November 2011	9	64	27	-18	-11
October 2011	38	50	12	26	27
September 2011	18	46	36	-18	-18

FINISHED GOODS

Finished goods inventories are decreasing.
The Finished Goods Index is -46

Finished Goods Inventories	%Higher	%Same	%Lower	Net	Index
November 2011	11	33	56	-45	-46
October 2011	25	50	25	0	-4
September 2011	9	64	27	-18	-13

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BUYING POLICIES

Buying policies for Production Materials remain spread out
Buying policies for MRO Supplies are more hand to mouth.
Capital expenditure decisions remain weighted toward longer or shorter terms

PERCENT REPORTING

PRODUCTION MATERIALS	Hand to Mouth	30 Days	60 Days	90 Days	6 Mos	1 Year
November 2011	30	10	20	20	20	0
October 2011	37	13	25	13	13	0
September 2011	33	25	25	8	0	8
MRO SUPPLIES						
November 2011	56	33	11	0	0	0
October 2011	57	29	14	0	0	0
September 2011	40	50	10	0	0	0
CAPITAL EXPENDITURES						
November 2011	22	0	11	22	11	33
October 2011	29	0	14	0	14	43
September 2011	11	0	33	11	22	22

COMMODITY PRICES

The commodity prices are remaining constant.
The Commodity Price Index is now 3

Commodity Prices	%Higher	%Same	%Lower	Net	Index
November 2011	11	78	11	0	3
October 2011	38	50	12	26	31
September 2011	17	75	8	9	0

COMMODITY CHANGES:

- Prices Up:** "- T1-02
- Prices Down:** - Steel scrap and alloy surcharges are both down.
"- Stainless steel, aluminum ingot
"- Ingot (aluminum)
- Items in Short Supply:** - Inconel and A286 stainless rod lead times are out to June 12th.

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FROM GENERAL REMARKS:

- Project bidding has increased.
- Business remains strong for this time of year. Expecting price increases of 3-5% effective 1/1/12.
- We cont' to see an upswing in customer orders. We have orders booked well into next year and no slow in sight this month. We are hiring and extremely busy.
- " - The malaise of this economy is pitiful!
- " - Still waiting for the economic recovery.
- " - Seeing typical slowdown due to slowdown in construction at utilities. Good backlog.
- " - Business is up but we are trying to keep raw materials down for the year end physical. However, we are trying to increase finished goods inventory, but b/c of increased demand we are not being v. successfu.
- " Have no clue as to whether this is a "fluke" or true demand increase is an indicator of a better 2012.