



CPI Quarterly Review

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A Message From CPI

Have We Hit Bottom?

The big question seems to be “has the economy hit bottom?” Forecasters and economists are trying to predict whether fewer job losses in the last couple of months means that the economy is leveling off. Only time will tell.

Since December 2007, the time now declared as the official start of the recession, more than 5.7 million jobs have been lost with over 3.3 million shed in the last six months. In the manufacturing sector alone, more than 855,000 jobs have been lost since January 2009 with a total of 1.2 million manufacturing jobs shed since September 2008. The one bright spot seems to be that the number of manufacturing job losses seems to finally be lessening:

MANUFACTURING JOBS LOST in 2009:

- January: 207,000 manufacturing jobs lost
- February: 338,000 manufacturing jobs lost
- March: 161,000 manufacturing jobs lost
- April: 149,000 manufacturing jobs lost

TOTAL JOBS LOST (Across All Sectors) in 2009

- January: 741,000 total jobs lost
- February: 681,000 total jobs lost
- March: 699,000 total jobs lost
- April: 380,000 total jobs lost

Forecasters are predicting that it may be awhile before companies start hiring in mass again. Our belief is that manufacturers are going to be in strong need of top talent when things do turnaround. Job cuts have been deep and plants have had to layoff talented employees. Hopefully we'll start seeing hiring figures begin to trend upwards soon.

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TYPES OF CANDIDATES CPI PLACES:

- Plant Managers
- Production Supervisors
- Engineering Managers
- Manufacturing Engineers
- Product Design Engineers
- Industrial Engineers
- Electrical Engineers
- Maintenance Engineers,
Supervisors and Technicians
- Accounting Professionals
- Human Resources Managers
- Quality Engineers
- Purchasing Professionals



Quote:

COUNT YOUR BLESSINGS:

**Nothing hurts more
than having to pay
income tax---unless it's
not having an income
to pay taxes on."**

(Carolyn Oates)

How Are Manufacturers Dealing with the Recession?

We recently conducted a poll among our client companies located throughout the Southeast to gauge how they are weathering the recession. Responses came from a variety of manufacturing sectors including automotive, plastics, food & beverage, metal fabrication, packaging, aerospace, textile, chemical, electronics and consumer products. Seventy-two percent of responding companies had gone through layoffs within the past six months.

The poll indicated that COST CONTROL is priority #1 right now and manufacturers are doing a variety of things to remain profitable. These include reducing headcount, working shortened production schedules, implementing wage & hiring freezes, temporarily stopping or reducing 401(k) matches, scheduling temporary shutdowns, and deferring / canceling capital projects. Companies are also keeping a close eye on inventory and scrap levels. Additionally, many companies are renegotiating pricing and terms with vendors to keep raw material costs down.

Some companies feel that the downward spiral is finally ending and business is beginning to level off as demand is starting to increase. Responses varied greatly as to when the market will return to normal levels. Some companies predict that orders will increase substantially in Q3 2009, while others feel it will be at least 2010 before order levels return to normal. However, all manufacturers are putting a strong emphasis on quality as they want to ensure that they maintain their current customer base.



Since referrals are the backbone of our business, we'd appreciate you sharing this newsletter with your friends, colleagues and co-workers who may be interested in considering new job opportunities.

FOR ANY ADDITIONAL INFORMATION

PLEASE REFER TO OUR WEBSITE: www.cpisearch.com

OR CALL US AT 1-800-476-1103

**PLEASE KEEP US INFORMED OF ANY UPDATES
TO YOUR RESUME.**

**WE WELCOME ANY COMMENTS OR QUESTIONS REGARDING
THE NEWSLETTER CONTENT.**

Are Unemployed People Finding Jobs?

Yes, there are still companies hiring. Mainly these are "replacement" hires...not hires for newly created jobs. While there aren't nearly enough jobs being created right now to absorb all of the 1.2 million people who lost their jobs in manufacturing, there are some opportunities available. Candidates who have successfully completed recent job searches have had to make some sacrifices though. Sacrifices include relocating to unfamiliar areas; accepting roles of lesser responsibility and pay; and entering new industries. Since companies are cutting costs in all areas, candidates are even offering to pay their own relocation costs in some instances.

Current Job Openings:

Controls Engineer (SC) must have BSEE and experience working with Siemens S7, SCADA, DCS and pick-n-place robotics (FANUC). Background in high-speed production and continuous process environments is ideal.

Tooling Engineer (AL) must have BSME along with strong project management skills. This is a metal stamping and welding operation undergoing major changes to the production process. Must be able to direct tooling efforts on this large-scale project.

National Sales Manager (KY) must have strong sales background in law enforcement and public safety products as well as skills directing multiple Sales Reps nationwide. Understanding state, local and municipal bidding process is key. Prefer BS degree.

Quote:

"It is not the employer who pays the wages---he only handles the money. It is the product that pays the wages."

Henry Ford, Founder of Ford Motor Company
(1863-1947)