



# CPI Quarterly Review

**CAREER  
PROFESSIONALS,  
INC.**

PO Box 1216 •  
MORRISTOWN • TN •  
37816

PHONE:  
(800) 476-1103•

FAX:  
(423) 587-0143

EMAIL:  
[JOBS@CPISEARCH.COM](mailto:JOBS@CPISEARCH.COM)

WEB:  
[WWW.CPISEARCH.COM](http://WWW.CPISEARCH.COM)

## A Message From CPI

### *Good Afternoon,*

In our last newsletter (June 2009), we were pondering whether the economy had hit bottom as we tracked the number of manufacturing jobs lost since January 2009. We've continued to follow the numbers and they are posted below.

We are finally starting to see some signs of life returning to the manufacturing sector. Companies have been contacting us the past several weeks regarding job openings that will likely be filled in the 4<sup>th</sup> quarter. We're cautiously optimistic that positive trends will continue in the manufacturing sector.

The numbers below indicate that the worst may be over. Job losses, especially in the manufacturing sector, have been considerably lower the past few months.

### 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
- **May:** 156,000 manufacturing jobs lost
- **June:** 136,000 manufacturing jobs lost
- **July:** 52,000 manufacturing jobs lost
- **August:** 63,000 manufacturing jobs lost

Please keep us updated on whether anything has changed with your job search status.

*Steve Taylor*  
slt@cpisearch.com

*Roni Snyder*  
vls@cpisearch.com

### 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:*

**“Success isn’t  
permanent, and  
failure isn’t  
fatal.”**

*Mike Ditka,  
Football Coach*

## The Economy: What Are Recruiters Seeing?

Signs of life are returning to the manufacturing sector. We started seeing positive signs around the middle of July when client companies began calling with job searches. Granted, the searches have been slow going and there isn't a true sense of urgency yet on the companies' part, but job openings are starting to pop up more consistently. Some jobs openings that were put on hold back in late 2008 now have a shot at being filled in 4<sup>th</sup> quarter of 2009.

We are part of a nationwide recruiters' network and things have started to pick up there as well. More job orders are being posted and the jobs are coming from various industry segments. The "cash for clunkers" program has spurred production for automotive suppliers as demand has increased production on new fuel-efficient cars. The food industry continues to do well, as do packaging and printing companies supplying food manufacturers. In a recent network poll, 60% of recruiters said they are seeing more job orders now than they did during the first half of the year.

We believe the recession is coming to a close. While we don't anticipate job prospects to flourish in the coming months, we do see companies slowly adding employees back to the payroll. Many companies had to make drastic cuts to streamline operations and maintain profitability. Those same companies are now starting to add new business and critical roles will need to be refilled. Two of the positions we've recently filled focus heavily on Lean manufacturing skills. Companies view these Lean roles as "investments in the future" as it will remain critical for companies to continually take cost out of the process.



*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](http://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.**

## Why You Receive This Newsletter:

As a recruiting firm, our focus is on developing long-term relationships with top manufacturing professionals. Usually, we're first introduced to a candidate because of a specific job search, but oftentimes, we end up following the candidate's career over the course of several years.

Receiving this newsletter means that at one time we discussed your job search options and launched an active search on your behalf. Regardless of whether you're currently interested in making a job change, we think it's important to stay connected, while also sharing insight on industry and job trends.

Our best relationships don't end just because the candidate has successfully completed his / her job search. We stay in touch periodically. You never know when you'll need the services of a recruiter, whether as a candidate or a hiring authority---but when the need arises, it's often easiest to call someone you've worked with before.

We hope your experience with CPI has been positive and we look forward to our continued relationship.

## Current Job Openings:

### Tooling Engineer – Stamping: (TN)

Automotive plant. Must have BS degree and prior experience designing progressive die tooling for metal stamping operations.

### Lean Manufacturing Engineer: (GA)

Small plant environment needs Engineer to implement Lean program in metal working operation. Will train employees on Lean and initiate production improvement projects. .

### *Quote:*

**“I am convinced that life is  
10% what happens to me and  
90% how I react to it.”**

Charles Swindoll, Clergyman and Writer