

Mission Statement

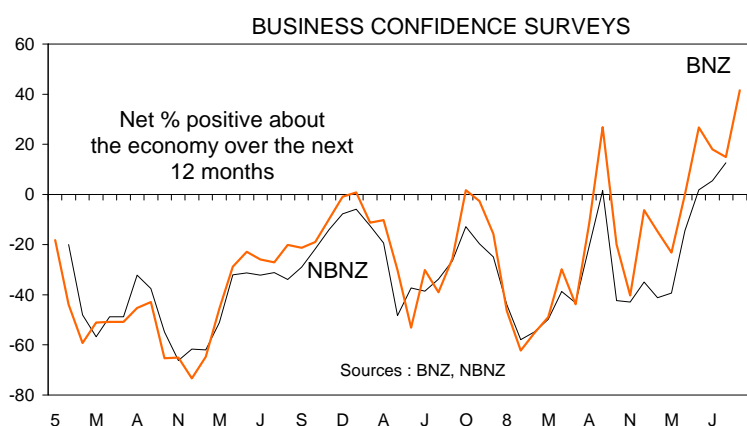
To help Kiwi businesspeople and householders make informed financial decisions by discussing the economy in a language they can understand.

The results here come from a monthly survey of over 19,000 Weekly Overview readers. To receive the Weekly Overview each Thursday night please email tony.alexander@bnz.co.nz with 'Subscribe' in the Subject line.

CONFIDENCE JUMPS UP

Commensurate with the positive economic data appearing offshore, other NZ surveys showing improving sentiment, and in line with our view that economic conditions are improving, we have seen a sharp rise in sentiment in our monthly survey of Weekly Overview readers. A record net 42% of respondents expect the economy to improve over the coming year. This is well up from a net 15% positive in July, well above the previous record of +27% in March, and wipes out the easing in sentiment recorded from April – July.

There is a very strong correlation between this early sentiment survey and the more detailed survey released at the end of each month by NBNZ. As such, to the extent the markets react to improving sentiment indicators today's results suggest some continuation in the short term of recent upward pressure on the NZ dollar and medium to long term fixed borrowing costs.



But positive as the result may be, we still warn that the NZ upturn this time around is going to be patchy and uncertain with a bad balance between many still struggling exporters but a recovering housing market improving far sooner than the Reserve Bank will be happy with.

Here are the main points we have gleaned from respondents across a range of industries.

Accountancy

Generally quite busy with struggling clients looking for advice.

Advertising & Marketing

Activity at still weak levels but some more customers just starting to appear.

Agriculture

Dairy in poor condition, sheep and beef better but with worries about the strong NZ dollar. Spending with suppliers etc. heavily constrained.

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Construction

Noticeable improvement in residential building prospects, commercial still very mixed to weak.

Education

Improving student numbers

Engineering

Generally very quiet still.

Finance

Credit demand appears to be picking up.

Forestry/Manufacturing/Sawmilling

Strong demand from China but exchange rate worries

Human Resources

Firm signs of improving employer demand.

Information Technology/Telecommunications

Mixed as ever with a positive tone however.

Legal

Mixed still but with conveyancing picking up.

Manufacturing

The new development is a rise in orders.

Printing and Publishing

Slow improvement underway with customers looking to lift marketing budgets a tad.

Property Development

Mild upturn with increasing awareness of a property shortage.

Property Management

Rental market showing some signs of improvement.

Real Estate – Non-residential

Things look slightly better but rent discounting continues.

Real Estate – Residential

Continuing shortage of listings though some more vendors coming out of the woodwork. Some interesting comments about prices rising with many multiple bidders.

Retail

Still very challenging but some positive signs starting to appear.

Tourism and Travel

Extremely mixed reports perhaps reflecting the way the generally small operators in this sector are exposed to widely divergent tourist mixtures.

Transport and Storage

Generally weak activity with very low pricing.

BNZ CONFIDENCE SURVEY

Vehicles & Automotive

Still weak overall but with more positive comments than for many months.

Survey Date	Better %	Same %	Worse %	Net %	# of respondents	# of comments
4 April	10.9	22.9	66.2	-55.3	385	258
1 May	12.7	25.7	61.5	-48.8	338	231
29 May	22.3	25.6	52.1	-29.8	309	200
3 July	16.3	23.5	60.2	-43.9	374	200
5 August	29.6	29.3	41.1	-11.5	338	241
4 September	51.5	23.9	24.6	26.9	264	181
2 October	27.7	24.7	47.6	-19.9	376	248
7 November	22.1	15.5	62.4	-40.3	375	279
4 December	35.9	21.9	42.2	-6.3	479	330
6 March	26.5	23.8	49.7	-23.2	867	642
2 April	35.8	28.5	35.8	0.0	741	529
8 May 2009	50.2	26.4	23.5	26.7	618	428
5 June	43.3	31.4	25.3	18.0	566	409
3 July	41.7	31.6	26.7	15.0	621	443
6 August	59.1	23.6	17.4	41.7	657	404

INDUSTRY COMMENTS SUBMITTED BY RESPONDENTS

NOTE: THESE ARE NOT OUR COMMENTS BUT THOSE SUBMITTED BY RESPONDENTS TO OUR MONTHLY SURVEY.

We exclude comments which don't say anything about current business conditions in an industry and are instead mainly rants and raves. Also some comments are chopped off or indecipherable and those in capital letters are also left out.

Accountancy

- Ca in public practice. Clients are doing the essentials, and no more. Little constructive special assignments available. Some clients are trading well, while dairy farmers have really tightened their belts. Work load looks light for later in the year, which is a first for 18 years.
- Busy with clients who want work completed earlier so they can organise refinancing etc. - Accounting
- Accounting: good
- Accountancy. Clients who have made it this far are Hunkering down and riding out the storm.
- From accountants point of view, seeing in clients: constipated payments (money multiplier in reverse), less contracting work available from building to consultancy, more redundancies
- Tax Consultant - We are busy due to the season, but still waiting for an increase in transactional work.
- Business strength is positive with month on month increases in sales from last year of about 20%. Business Compliance Services Payroll, Accounts etc
- Accountancy - busy.
- Accounting - seeing growth in the need for advice, more so than just an acceptance of the profit or loss figure. Managing cash flow is imperative if businesses are to succeed.
- Chartered accounting - very busy. Some clients still struggling, but most seem to have enough work - some not have several months work ahead of them.
- Chartered Accountancy - busier than ever
- Chartered Accountancy - Very busy with work from Banks as they look to protect themselves from their perception of credit risks largely arising from dismal financial results in the 2009 year in almost all sectors of the economy. For the most part Banks are being sensible and accepting the fact good operators do not become bad operators overnight or because of one bad year and trying to assist but within very tight constraints.

BNZ CONFIDENCE SURVEY

- Chartered Accounting: Absolutely flat out trying to process client work. Inflows seem to have slowed for the moment, which gives some room to catch up. No doubt it'll take off again soon with Christmas approaching already!
- Small Chartered Accountant- Auckland- Very busy- a lot of clients coming in sooner to know tax position. Finance deals with the IRD are popular. Provisional tax estimates are generally lower.

Advertising & Marketing

- More promising in the digital marketing world as companies mobilise budgets in the new fiscal year starting 1 July. Larger companies still appear to be quite tentative though as many have not locked down completely their business plans for the June 10 year. Overall cautiously optimistic.
- Market research has been cut quite dramatically over the last 6 months, but it looks like we see some trend upwards. Companies realise that in these tough times they MUST understand their market even better than before.
- Advertising/Sponsorship - sales slow but steady, debtors very slow to pay.
- Advertising industry is still slow and people looking to economise
- Getting tight and in a position that we have never seen before. We are in the advertising industry.
- TV and print media: Maybe not quite as dismal as in the first and second quarters but pretty much the worst its been since 1991. Probably worse than that actually. Gov't's grinding of money out of TVNZ has meant cancellation of shows.
- Things are picking up in the digital direct advertising and communications space. Cost savings and process automation in our sector are keeping us busy. Although we have cut staffing levels back significantly.
- Marketing & Advertising: A healthy flow of new clients who are seeking to update their business positioning to take best advantage of a future upturn.

Agriculture

- Dairying The Spring looks better than the last 2 years so Farmers are feeling better. Finances are still very tight
- Sheep & Beef - Not looking quite so good as lamb schedules starting to decrease. Strong NZ dollar a real concern for beef prices in spring. Pastures under real stress from three years of drought.
- Sheep, beef and deer. High dollar will eat into gains sector has made over last 12 months.
- Sheep and Beef farming. All eyes on the dollar. Markets look sound but chequebooks shut until we get a better read on what our product prices will bring into the new year.
- Dairy-tough, but farming is farming. Rural transport-quietly optimistic, hopefully will reduce the level of competition
- Dairy farming. Payout down but costs are up so not spending more than absolutely necessary.
- Dairy - not good for the next twelve months. Sheep and Beef also not as good with the NZ\$ on the rise.
- Dairy Farming, Sth Taranaki. Sharemilkers under pressure to balance cash forecasts. Some banks taking back their umbrellas now its raining. Latest milk powder auction increase of 25% has not given these people the lift I thought it may.
- Dairy Industry think things will level out commodity prices are starting to be-bound however Farmers have tightened their belts and the businesses that survive off their income will suffer more. I am aware that in several large dairy industry dependent businesses orders have halved compared with last year
- Sick - Dairy
- Agriculture- depressed and looking worse
- Sheep farming: from a 2009 \$329,000 loss to a projected profit of \$44,000

Agriculture Servicing

- Agriculture: Very slow sales.
- Farming, forecast cropping prices are not good, nothing shifting, dairy farmers not buying any due to cheap palm kernel. Fert still needs to come back a bit more yet.
- Ag recruitment and HR and things are deathly quiet. The quietest at this time of year for 10 yrs, plus we have come off a much lower peak this yr (our peak workload is always the first 6 months of the year). I

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have no expectation of improvement until Jan 2010 at the earliest, and then only if Fonterra are able to lift payout predictions for this season.

- Livestock Transport. Diminishing returns driven by low rates and declining livestock movements and volumes.
- Ag Aviation. Fixed wing. Marlborough. Should be getting very busy now with orders for spring topdressing. Not happening. This is serious for the industry and future farm production. Need a 10c drop in US dollar to kick things into gear.
- Farming contractor; things at a very low ebb. No incoming work. Surviving on work held over for some time.
- Rural Fencing & Parks Maintenance. Large percentage of our work is for Local Bodies. We are getting sufficient work, but profit margin is low because competing contractors are pricing low in an effort to obtain contracts.
- Suppliers to the dairy industry: cash is king. The lack of cash coupled with kiwi dollar at circa \$US.67c and coldest May since 1950's has combined to effectively freeze spending and confidence. But, everything changed this week with some nice warm days to grow grass and most importantly Fonterra's successful milk powder auction. Combined they will lift confidence. And any lift can only be good.
- Rural Real Estate South Auckland. Very few sales though residential sector selling well.

Architects

- In architecture, things are looking positive within our firm.
- No decline in work load, but a trend towards clients taking longer to pay their accounts. - Architectural Design
- Construction/Architecture. Very slow, have cleared out old jobs and nothing new on the horizon
- Architecture - Forward revenue until the end of the year is looking strong, not re-employing yet but we are starting to achieve full utilisation.

Business/Management Consulting

- Still as bad as the last six months which have been the toughest in years (market research)
- Professional services - consulting - consistently busy in the area of governance advice - mainly medium size businesses.
- Business Consultancy - People are aware of the value of engaging a third party from a consultancy/coaching role, but are still watching the \$\$
- Business Broker . there has been a marked increase in inquire, have sold two cafes but at very low prices. Substantial increase in leasing with a lot of relocations going on. Banks need to loosen up on lending to motivate the business sales market .

Civil Construction

- Civil Contracting, Christchurch - The pool is getting smaller and the fish are starting to flounder a little. Invitations to tender that a year ago would have received 4 or 5 tenders are now getting prices from 15-20 different companies. There is little work, many hungry contractors and no visible light at the end of the tunnel, yet

Construction

- Building. Work appears to be steady at the moment with more enquiries coming in weekly
- Building Industry - Sales are coming back to life!! Client confidence is lifting visibly. Spring is here.
- Construction Industry - picking up.
- Building consents and resource consents dropping, keen prices in the tender box for public works
- I am a carpenter, feeling a lot more sought after than 12 months ago.
- Commercial construction. More opportunities appearing, but fierce competition.
- The Construction Industry [excluding housing] appears to be impacted by some panic by a few contractors who are trying to fill their order books now by low bidding. Additionally, many contractors seem to be trying to step up into the traditional field of larger contractors. This seems across the board - small contractors stepping up a notch into the realm of mid size contractors, and mid size contractors stepping up into the

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area of expertise of the large contractors. Has some interesting results in prices due to lack of experience and expertise!

- Residential Building (Homes between 500k & 1m) Busy, and could well go fully booked soon. Fully booked means no starts within 6mths
- Residential Construction. Generally much more positivism in the marketplace. decisions still slow to be made, but they are being made.
- New Dwellings (land & building packages) up to \$400,000 very active. Clients in most cases downsizing, want smaller sections with smaller 2-3 bed houses. Change in mindset - don't need a big house in case the family turns up! Section sales virtually nil.
- Commercial Construction Sub Contractor. The next 6 moths will be the toughest ever however expecting to see improvement in the first half of next year. Pricing is ultra competitive with the person who makes the biggest stuff up in quoting winning the job. Hope to see a few of these Johnny come latelyst going bust in the next few months
- Construction Industry. Struggling to maintain a 40 hour working week for 5 staff
- Construction - positive in both domestic and commercial. Still have a long way to go.

Construction Related

- Building industry - manufacturer / supplier - the signs are there indicating it should improve but everyone just seems to be waiting for someone to say "go"!
- Plumbing in Waikato. Maintenance is very busy. I have a lot more plans across my desk. There are more housing projects starting per week than we have had for along time.
- Retail kitchen supply installation. Good demand in the refurbishment sector pricing in the market is patchy with some companies trying to buy work through uneconomic pricing
- The swimming pool service industry is seasonal but it is worth noting that pool permits are down which could affect our growth in the summer period. Our company is ahead of last years sales to date with only one division down on sales compared to this time last year.
- Residential Joinery. Long hard road ahead. Pleased that employees are willing to share the pain.
- Timber, frames, trusses and building materials Supplies.95% of sales to trade customers..... July turnover was up just over 30% over June (which was up 3% over May).This was due to some good contracts picked up and supplied. Have some further good contracts coming up and this helps to give a positive attitude to staff. It's still VERY competitive and profit margins have to be guarded. We try to make it easy to do business with us so that price is not necessarily the most important factor.
- There is a shortage of housing and consents are on the up over LY. Seasonal improvement due soon, and very welcomed. Hardware retail and Builders supplies
- Low levels of construction is keeping our traditional sales flat; however export and import substitution products we have developed has boosted our business so that we are actually trading ahead of the previous year.
- structural steel and metalwork for the building industry. Has been a quiet winter but starting to gain momentum, a lot more optimism out there.
- Electrician. Run off our feet. Not just heat pumps but people are still building, others renovating and appliances are always breaking down.
- Timber importer. business is slow most participants losing money, customers and suppliers alike in the same boat. we all feel things cant get any worse.
- We provide products and services to the building industry. We have seen s slight lift in sales for July and more customers saying they have a bit more work in front. This is despite consents being still very low (June 1100. Any increase is coming off a low base, but a lift in consents seems imminent and our sales will increase accordingly.
- Electrical Wholesaling, less homes being built less product being sold. capturing more of our competitors business and plan for some growth.
- Still tight. We are in the supply of energy-saving high bay lighting products. Clients are still not willing to outlay capital now for significant (50-70%) operational power savings. Any capital outlays are for cheapest solutions that are enforced because of 'no choice' situation. e.g. new builds, extensions, failure of existing lighting. There is no focus at all on 'green' technologies when spending decisions are made, even though many Companies make 'green credential' claims.

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- People seem gun shy. Commercial building and landscaping activity showing little activity and home DIY sales very price focused. Wellington
- Drain laying/excavation. Slowly picking up. More confidence in new home construction.
- Specialist Timber Supplier-We have been losing margin and sales, yet we are aware we are doing better than our competition. We know many will fall out of the tree if things don't get better.
- Painting Industry. Steady work, people are spending their money differently. Rather than big jobs we are getting lots of smaller jobs. Income on a par with last year maybe a little better.
- Aluminium joinery The work is there but constant battle getting paid once the job is done

Education

- Early child hood Education. It will get worse as the unemployment rate increases.
- Institute of Technology: Looking good in that we are leveraging off the downturn and govt policy on out of work people returning to education/courses etc
- Good - Teaching
- There is an increased number of potential students to be trained in tertiary education especially as a result of recent government initiatives.
- Education - very busy, the phone is ringing non-stop.
- Good - increased student enrolments
- Tertiary education - domestic enrolments are still strong. Delays in visa approvals and "waka-jumping" have had a significant impact on international enrolments, which have continued to decline.

Energy

- Electricity Retailer - Due to the economic climate and people having to cut back on spending we are seeing a lot more customer/potential customers comparing prices and switching to the cheaper options.

Engineering

- Engineering Consultancy A small increase in rural industry spending, but coming from a very "tight" base.
- Engineering - Things are not good and I don't see it getting any better in the next 6-8 months.
- Engineering Consultancy. Number of major projects are coming on stream and providing good base workload. General increase in opportunities throughout the infrastructure and development sectors.
- Consulting engineer - commercial buildings. Consistent positive improvement over the past 3 months. Still very price competitive, but we should be working longer hours and thinking about recruitment again soon.
- Engineering consultancy Sectors of work notably subdivisions have all but stopped. Staff layoffs are occurring.
- Companies who have low debt levels (tend to be the quiet achievers) are now expanding current premises or taking use of low land prices, plentiful good quality builders well priced and are developing new Greenfield premises (We are consulting engineers & architects)
- There are some signs of "green shoots" but these are being offset by continuing lay-offs in the sector and margin slashing in order to win work. Projects are taking longer to be initiated or are being placed in hibernation. Professional services - Engineering consultancy
- Marine Eng - a bit quieter over next few months, not entirely unusual at this time of year. Definitely harder to get paid on time, even from good customers.

Finance

- Finance - we are seeing a good flow of lending opportunities being presented over recent weeks. Our appetite for these is tempered by the impact on impending capital adequacy requirements more so than the credit worthiness of applications which has appeared to be of a satisfactorily high level.
- Home Mortgage Finance. After a very busy March/June quarter things have eased back. Lack of quality housing stock remains an issue with good properties being snapped up quickly and multiple offers occurring. Little residential building being undertaken.
- Finance. Credit losses will continue but systemic risk seems eliminated. End of government guarantees will be a challenge.
- Work is increasing. We are in financial services consultant.
- We are seeing some positive results in the Financial Industry. There is definitely a more positive outlook.

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- Finance (Property investment) Very slow, people are interested but not making decisions easily. Very cautious, particularly with job uncertainty.
- As a Mortgage broker I am experiencing an increase in activity (House sales are on the up) (House prices are still very negotiable) in particular the higher priced properties. The first home buyer properties up to \$450ish coming onto the market looking good is gone within a week.
- Finance / Consulting I've never been busier and am struggling to get the work done in a timely fashion
- Financial Services. Although the market is tight we are still having a 12% growth over last year in sales.
- Retail Banking Wellington Region - Seems that confidence is returning and customers are starting to borrow again after a significant slowdown. Loan approvals for July double that of June.

Financial Planning and Investments

- Financial Planning, seeing a few clients that have either lost their jobs, facing reduced hours or just knuckling down and repaying HP debt.
- Financial sector still in wait and see mode. More good news than bad. New regulations for 2010 will decimate the financial planning industry. Government intentions to improve the system will destroy it and lead to the many NZers who should be receiving independent financial advice not being able to find anyone to give it.
- I am in the investment advisory business specialising in the high net worth investor. Business has been booming for the last 9 months, as clients are looking for guidance with their investments. My number of clients has doubled over this time.
- Investors are feeling relieved that the worse is behind them and have become more optimistic, we are seeing more interest buying equities and fear is abating..... fair to say, they are cautiously optimistic
- Investment Adviser - Business has flat-lined and don't expect any improvement any time soon.

Fishing

- Cray fishing in the north of the South Island has been reasonable this year with good catches and good but fluctuating prices being paid for good quality crays. Fin fishers struggle with the prices that they receive but catches have been good.

Food

- Manufacturing(Food) - pretty grim, demand still down, profitability under pressure

Forestry/Manufacturing/Sawmilling

- Forestry. Although there has been a partial recovery domestically in the appearance (pruned) and industrial segments, the structural sawmills are finding it challenging through lack of demand from new house construction, and are becoming increasingly reliant on offshore Asian demand to survive. Despite the in market export log prices being good by historical comparisons, the US\$ exchange rate is killing this segment of forestry companies income.
- Sawmilling business is struggling at present with the high FX rate, but demand for lumber particularly in China markets is strong.
- Forestry, very strong demand from China for Export Logs, FX and shipping rates killing the party.
- Forestry - Not too bad thanks to a buoyant China log export trade. However it is the only bright spot to an otherwise sad looking market so it is a bit like balancing on a ball, if it bursts . . .
- Timber industry - After months of continued reductions in volume, we seem to be bouncing along the bottom of the ocean with a slight lift as we head towards the shore.

Government

- Government: Still spending and hiring people at the moment. Static head capping lasted about a month. Other departments are laying people off so should be the same numbers overall in govt departments. No new projects being released to market currently and more emphasis on doing more with less cash in the next few years. Forecast spending is expected to decline against inflation. People not worried about their jobs as they were 2-3 months ago.

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Health and Fitness

- Health care and optical. Great! Good growth this year.
- Medical Rehab very strong sales line
- Flat out (general medical practice)
- Health Care: There are a number of factors that are beginning to show that funding is getting tighter and expectations from the State, ACC and insurers are challenging what they will pay for. This leads to a lot of cancellations and increases the backlog. It makes delivery of service less efficient and less productive outcomes ensure.
- Acupuncture - We are over the winter freeze and business is picking up again. Yay.
- Medicine- in status quo
- Physiotherapy funding is about to be reduced from ACC even more significantly than anticipated. This will result in small business closures and redundancies in the private health sector.
- Healthcare industry - Medical Wholesaler Stable with many in the industry seeing solid growth.
- Health industry: As the bad press about GPs and PHOs hit the headlines regarding fraud of millions of taxpayer dollars, and the government looks at ways of cutting spending, those in the public health sector are becoming increasingly nervous. Already our DHB has cut jobs in the hospital division. Those in corporate/management figure that they will probably be targeted next.
- Healthcare 2009 is positive. The future impact of reduced government annual spending increases in Healthcare, presents a potentially static market for healthcare delivery 2010 and beyond.

Horticulture

- Horticulture. Steady pricing and a far more responsible import season sees growers well placed for a good spring. Many inputs have dropped in price and there is stronger enquiry from export customers.

Hospitality and Entertainment

- Gambling: Starting to see signs of a bottoming out after 18mths of decline.
- I am employee in sex industry in Wellington. We are not so busy today as before. Our money is less and our hours worked greater. Many girls leave industry as less money now. Too many want full services at 30 or \$40 less for full one hour.
- Hospitality. We have experienced a bit of a general upturn, but every time we are hopeful we experience a dreadful week that shatters that hope. And I have ticked better only because I do not think things will get worse.
- Entertainment - slowing down as the northern hemisphere moves out of show season (summer).
- Hire and Events: Forward orders improving, larger events happening and bills being paid on time.
- Catering/Hospitality -Demand continues to be strong - but lead times are shorter than previously experienced.

Human Resources

- Labour hire/Recruitment, Christchurch. Lots of fairly highly skilled jobseekers, and nowhere to send them. Business is steady - but not much growth happening. Clients tell me that they anticipate needing more staff from October on.
- There appears to be some increasing competition for skilled resources (recruitment industry) primarily in the contingent area
- HR: Recruitment is still down significantly on last year, but now starting to warm as employment expectations lift.
- Gentle increase in business - recruitment and only in certain sectors
- Recruitment: Positive signs starting to happen. Clients are looking at moving on projects and beefing up much needed resources. They are also seeing the value of using an agency to help with the labour intensive parts of recruitment.
- Executive search. Extremely busy.

Information Technology/Telecommunications

- ITC - not as many jobs with an over supply of applicants which means employers are offering less pay and worse conditions as people are desperate for work and will take just about anything.

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- In the IT industry things are going very well with customers looking to implement IT solutions to increase efficiencies and save money.
- Software & software R&D: new technology, we expect to grow by around 30% revenue and increase offshore sales. Hiring.
- IT - slower than a year ago
- IT Contracting - Wgtn. There are contractors still getting work, even though rates are down 10-20%. It seems that any contractors who have been negligent with their networking or keeping their qualifications current have paid the price and have had to take a forced contract break. Hoping the demand factor returns to the market and prices firm a bit.
- IT - still solid
- IT - Software Development. A little worse, but computers are too valuable to go away. This industry will contract, but not disappear.
- software - finding clients interested overseas coming to us & just signed a big deal so things on the up
- IT Consultancy, busy and projects getting signed easier
- ITC - This month is quiet... last month was busy... workload is all over the place with few leads in the pipeline.
- IT Services Vendor- Wellington. Very mixed at present. Large Government organisations appear to be internally focussed on restructuring. Small-Medium organisations are now getting on with it. The next concern is Christmas where NZ has the habit of virtually shutting down for 3 months!
- IT - FMIS and ERP solutions. We are finding things picking up dramatically. A lot of RFI and RFP activity and the really good news is that most of them are only going to select vendors, meaning the prospects have done their homework and are serious.
- Computer graphics & web development mostly to the building & development industry. Almost every person we talk to is positive and we've never had more forward work planned. Brilliant!
- IT- getting work from offshore based on NZ competitive position and currency. Local activity in Wellington but margins tight due to level of competition.
- Information Technology: Quiet for the last month after a record June - plenty of projects in the pipeline and one or two being added weekly.

Insurance

- General acceptance of increased premiums by commercial clients, but interest is there to ensure new premium charges are best in the market to the detriment of coverage. We are experiencing increased sums insured on assets - a sign when things are tough better to lay risk off to an insurer. Liability litigation is on the increase which is a worry to clients, brokers and insurers- good for lawyers however. Number of claims is increasing- a sign of tougher economic times. Reluctance by insurers to make claim decisions- tendency is to rely on third party reports.
- I'm an insurance broker. My customers are manufacturing businesses, machinery importers, engineers, IT consultants. Having a hard time at present, not replacing staff, some on 4 day weeks. Most are optimistic looking say 6 months ahead.
- Insurance sales - okay: some reluctance to increase cash flow commitment, and business protection products are being re-examined for cost effectiveness and logical restructuring often yields new premium.
- Insurance, pressure remains on premiums as clients look to cut costs.

Legal

- In the legal field - conveyancing definitely picking up, other areas steady
- Legal Busy but with cash poor clients
- No apparent downturn yet - law firm
- Lawyer - employment buoyant as is conveyancing
- Provincial legal firm. Lower priced property selling but other business quiet. Lot of slow payers and some not paying at all.
- Legal - like a cheap frypan - hot in some areas - cold in others.
- Legal - still very patchy, not a huge amount of big transactions happening
- Law - moderate, but still plenty of work around. Gross ahead of this time last year.
- So so - legal

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- Legal services. Still evidence of those who will not see / face up to reality and quit now before rising interest rates and growing losses force them under
- Provincial legal ---- Quietest I can ever remember. Partly seasonal but dairy farm concerns may be biting. We may be at the low point of what I believe will be one of the bounces along the bottom of the recession.
- Law - after a quiet steady spell the house deals are piling in. Only one client in trouble during the whole recession (what recession?). Many clients quite buoyant. We predict the beginning of the golden summer when the recession hype is buried and behind us.

Manufacturing

- Manufacturing - we are starting to see, what we hope is a return to some normality albeit stuttering. We are seeing a higher inquiry level coupled with confirmed orders which we have not seen for some 8 very difficult months.
- Manufacturing exporter - Stimulus money is expected to start having an impact in the latter part of this year in USA. All markets down on last year but holding steady or improving.
- Manufacture's of garden products. Compost and fertilisers. We have had growth during the recession which is quite different to other manufacturing companies.
- Construction - manufacturing Christchurch: The incoming work load is somewhat sporadic and tending to emulate a bouncing ball however things are a lot better than earlier on in the year.
- Discretionary spending clearly being tightly controlled impacting on sales (Manufacturing)
- Manufacturing. At this time we are not seeing any improvement with our customers on the local market where most of our customers are reporting that their business is down 20 - 30%. Export wise our sales in some countries have dropped about 10% and in others it's up about 20% in unit sales. We would be in a much better position if our currency hadn't strengthened against other currencies particularly the USD and Yen.
- Manufacturing and Construction - Shutters, blinds and aluminium louvre and screening products - market is showing signs of lift and the July budget achieved. People responding to more positive international commentaries. Less nervous about the future and people with money starting to make definite housing decisions.
- Technology / Manufacturing - Revenues are down by 10% - 30% year on year (varies with markets we sell into), but the worst is likely behind us.
- Manufacturing, order book is empty, some layoffs likely
- Manufacturing Exporter - Being badly hurt by the stronger kiwi dollar. Demand still very weak out of North America and Europe
- Manufacturing - We have had a steady 3 months and now have a step up in orders for August. Still below last year but definitely improving. Payments are also better.
- Manufacturing building products and packaging. Selling every day all day but with varied volumes day to day.

Miscellaneous

- Very busy, plenty of opportunities. Commercial Drapery.
- I am a librarian. It is tight financially and we may not even get salary increases or have a job if they plan on more cuts.
- Data Cabling industry. Things are tight commercially but Government work is still busy, especially in Justice and with Police.
- Start-up in pet-food distribution and dog behaviour training - we expect to grow 200% minimum.
- E-commerce. Very strong sales. Still growing.
- Waste collection slowed a little but steady
- Screen printing. Tough but fair, and definite green shoots. Surprisingly pricing not so much the issue as is quality and service. A lot of technically capable people phoning looking for work, so our upswing is not necessarily across the industry. Long view sales thinking, service and relationship policy is working, and traditional short-view operators (read discount operators) are falling over. We are delivering last Augusts entire t/o in first two weeks, so while it's still "touch wood", the wood is now teak not balsa.
- Machinery sales. A hint of improvement, but perhaps just the pay-off for months of hard work with no reward?

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- Machinery Rental. Our sales income dropped to 25% of one year ago. Winter has crippled several of our customers who are defaulting. This week we received 3 notices of liquidations amounting to \$50,000. The contractors desperately require numerous contracts to be made available before any more staff are laid off and further liquidations are to be avoided.
- No consistent signs of increased sales activity but some spikes happening week to week? Used container sales
- Boat repair - Steady over last 6 months at levels > 50 % down on last year
- Corporate clothing - flat, but we are confident that increased marketing and sales activity will bring additional business.
- Equipment Hire. July was a better month than June both as a direct comparison in 2009, as well as comparing both months to the same months in 2008. We are definitely seeing signs of an activity improvement, which has occurred too soon to be the lift that comes with the on-set of longer days and warmer weather!!
- Rough for the bigger newsrooms - cutbacks seem to be the way of the future for them - but good for small operations like ours.
- Safety Industry. We import for the above industry and generally speaking things are holding their own. Especially if you are involved in supply products for some of the major infrastructure projects that have continued throughout the recession. More Infrastructure projects coming on it can only get better.
- Music industry - instruments etc. Looking stable - our industry has not suffered too much. Biggest issue price rises after years of lower prices due to the high exchange rate.
- Electronic security - still short of decent sized projects but business relatively solid

Printing and Publishing

- We are in the printing and paper supply industry. Publishing - tough but signs companies are looking to spend and promote their products again. There is very low cap ex and volumes are down 40%+ with many of our clients. Two major issues-very tight availability of finance for cap ex, and payment receipts are very slow. Month of July we had three customers fail leaving a total of \$126,000 non recoverable, and two others wanting payment arrangements of 6 - 12 mths or they close. All were at payment 30 days after current. Cash flows are under real pressure and it appears banks are reluctant to assist.
- Printing - things seem to have stabilised and a sense that improving weather, spring real estate sales season, improving strength of the NZD and the lead up to Xmas are all positive for an improved outlook. Activity seems to be picking up however capacity still well above demand for some time yet keeping margins low.
- Plenty of talk, but customers aren't putting up cash. Publishing industry
- Printing, workload still patchy but seems to be slowly improving.
- Print Industry We have budgeted EBIT 34% less than last year. With our first month end we have noticed marginal favourable EBIT
- Pretty good, July one of our biggest months ever.. that's in 12 years) specialising in portable event signage and large format printing etc

Property Development

- Residential housing : market strong, good amount of enquiries re quoting new developments and the speculative sector also.
- Residential land development. Dealing with few potential buyers who are very particular about their purchasing. Still bargain hunting in most cases
- Residential housing, predominantly investment with some owner occupied. Good enquiry levels, hesitancy among buyers mainly fuelled by employment concerns. Sales happening at far greater numbers than in the 2008 year and momentum continuing to build. Biggest concern is a shortage of available land next year, (Christchurch, Wellington and Auckland).
- Property development - The industry is very static. Existing sections are still available from last year i.e. very little new dwellings being constructed in Auckland region.
- Property development, Nelson. The market is very mixed here, indicating that a major shift is imminent. We have seen this in previous cycles, a rush of activity before interest rates rise and kill the enthusiasm. No signs of a shortage of homes here as new homes are failing to excite buyers at current prices.

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- Project Management. Project management design build office fit outs We are seeing a definite pickup in our industry at the moment with a large number of potential projects about to sign and a general increase in interest and enquiry. It has been a very dismal winter but the work that we have been doing preliminary budgeting on finally is coming to fruition.
- Property Development, increase in enquiry over past couple of months has led to some activity not expecting any great resurgence maybe 80% of pre recession era.
- Resource management Consultancy-Land redevelopment sector. Workflow still steady. very few smaller residential land use development occurring. Still developers undertaking land rezoning projects i.e. rural to residential or rural to industrial. Good time to do this as pressure is not so high for quick title issue for sale and purchase agreements. I am steadily picking up new industrial expansion jobs and demand in the construction area for gravel quarries.

Property Management

- Property Management in Wellington - Growing steadily, with plenty of new opportunities. Investors getting back into the market. This "recession" appears to be predominantly Auckland based AND Auckland reported....
- Residential property management is still strong. Although rents are either remaining stable or dropping slightly in some parts of the country. Landlords seem keen to hold on to reliable tenants rather than risk a vacant period. There are more properties on the market for this time of year, increasing the choice for tenants.
- Property Management: Net migration growth, low new housing start ups and slow buying by first home buyers are all contributing to high demand and pressure on rentals, especially in Auckland and Wellington
- Property advisory. Good to excellent.
- Residential Property Management - Chch: Business in general has improved in the last month. We now have less properties available to let and are seeing demand increase slightly from tenants but still see the market as oversupplied with rental properties here in Chch. Some landlords are looking to purchase new dwellings to increase their portfolios more than a month ago and some new entrants with either cash or equity looking for a positively geared investment property.
- Property Manager North Shore of Auckland. Rental market starting to improve with the weather. Rents holding up and increasing bottom range under \$500pw. Landlords very conscious costs requiring more work from Managers. Student demand held up for 2nd semester, good demand for next year, with overseas student numbers up substantially.

Real Estate – Non-residential

- I am a commercial real estate broker. business has definitely picked up recently
- Commercial Real Estate, seems to be more inquiry in the last couple of weeks
- Commercial Landlord.. New tenants looking for deals on rental holidays etc but still plenty of interest in the Franklin area...Doesn't seem to be a shortage of people with money to start new business but they are definitely a little nervous
- Commercial Leasing. New tenants pushing for rental holidays and the like but still plenty of interest
- Property Sector; More optimistic that we are through the worst. Concern however that office demand will fall as unemployment bites with downward pressure on rents. Credit looking a touch easier to achieve for new and sound property investments/developments.
- I work in property valuation (commercial). We are going through a slow patch with very little forward work booked in. Commercial real estate agents have done very few deals in recent weeks and appear quite down. If work rates continue at this level there will not be enough to sustain employment levels within our firm.
- Commercial Real estate Wellington. Leasing active but everyone nickel and diming so deals are slow to negotiate. Very hard to get investment grade stock with solid tenants and no outstanding maintenance items. There is good demand for this type of stock but vendors perceive they will not get a good price - they might be surprised given the known pent up demand and frustration among buyers.
- Commercial Property industry. Leasing very difficult. Have dropped new rentals by 20%, and still taking several months 4-6 before letting. 1 -2 months standard rent holiday, with material contribution to fit out. These relate to studio workspaces that have been upgraded to high standard. 70% of enquiries have been

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to live and work. Of existing tenancies, 15 in no. have dropped existing rentals for 33% of these by 10 - 15% in order to help through their difficult times as well as to keep tenancies no sign at moment of improving.

- Commercial Real estate in South Island starting to show signs of picking up enquiry is stronger but still early days
- Commercial Property - transaction volumes are up for the first half of 2009
- Property – Industrial. Good enquiry of good quality, deals are happening, seems like we are back to a more 'normal' market even if rents and yields are not where they were.
- Commercial Real Estate. Busy. Would be busier if money was easier to get. Good buildings and good returns offered. CHCH relatively unscathed in the investment market. motel yields have gone up to 7%-7.5%. typically they are 1-2% below usual commercial.

Real Estate – Residential

- Property Investment - reduced building consents, increase in inward migration suggest a housing shortage may begin to emerge and a stabilisation in prices followed by a lift in values.
- Rotorua residential investment: Likely to be boosted by the long-awaited announcement of Rotorua airport to be used for international flights.
- Residential rent returns stable and occupancy rates excellent with the least vacancy gaps in many years.
- Still short on listing stock but houses moving well, prices surprising in some cases ... more than expected, auctions going well, multiple offers (Real Estate - Manawatu)
- Christchurch residential property development. Sales are up significantly, almost back to 2006/7 levels surprisingly (although margins are not as big!!). Can't build enough homes to keep up with our sales team. Hopefully this will extend forth into spring with another lift.
- Real Estate - prices have risen 11% in the Eastern Beaches, Auckland between January and June this year. Median price in January, 2009 was \$500,000 and in June, 2009 \$555,000. Having said that listings remain tight.
- Real Estate, increase in buyer enquiry, slow with the top end market.
- The real estate industry is ticking along better than many expected, with a good volume of sales occurring and some good prices being achieved too.
- Real estate in ChCh is looking fantastic
- Real Estate, seems to be more genuine enquiry, and more realistic sellers, so more sales coming in. It is about supply and demand an at present we have a shortage of good stock to sell.
- Real Estate Hastings/Havelock North. Inquiry continues to be constant. Still more buyers than sellers. Vendors very market aware and making rational decisions on sell price when offers are on the table. Few only signs of forced sales.
- More positive attitude from people looking to buy property in our holiday home area on the Coromandel.
- Property Valuer - after a couple of busy months with a lot of clients refinancing, most likely to take advantage of the lower fixed interest rates, it appears to have gone quiet again.
- Real estate Auckland City Fringe, Piha & Whangarei Coastal - residential and commercial up to \$1.5m deals are being negotiated between willing sellers and prudent purchasers who want the property for its intended use with speculative and investment purposes a secondary consideration.
- We have seen consistent sales volume over the last 5 months which show a return to "normal" movement, July was a little down on previous months, however, that is normal for this time of year. Demand is still outstripping supply and the pressure on prices is increasing, we are seeing many "multiple offer" situations and most properties are selling close to asking price. There is hope that some properties will return from the rental pool in the short term to help relieve the pressure on supply until the building industry regains its feet to meet the growing demand. My concern is that this may not happen in time to prevent a "mini boom" in residential property prices due to the demand.
- Real estate (Hamilton) Things are very strong here. Fast turnover of listings, and great buyer demand across all price ranges. (Even top end properties that have been slow). Still a distinct lack of stock coming to the market, compared to buyer demand.
- Real Estate: Gisborne: Listings are scarce, but as well inquiry has slowed noticeably these last two weeks.
- Property valuation, work still reasonably slow however good signs of increased activity being increased sales of vacant sites, and developed sales volumes increasing, prices have stabilized.

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- Real Estate. Slow but improving. Buyers are out looking but there is limited "stock" available. I would say there will be an improvement in number of properties coming to the market in Spring and Summer which is traditionally typical. Prices will not be driven upwards but more plateau for a while until there is more positive movement with the economy and unemployment.
- Real estate - things are moving along quite well however we are not expecting great things to happen for a while yet - probably next year we may see a lift.
- Real estate, Auckland central. Its a sellers market. We need more listings.
- The property market is beginning to 'hot up' with many vendors looking to list their properties in the next few months (Spring) - this topped with increased buyer demand is set to cause a buying frenzie.
- Better...real estate.
- Real Estate Johnsonville. Listings still very slow coming in but better than past months. Good number of buyers around waiting for properties to come to the market. Prices being achieved are near RV or just a little under.
- I am in Real Estate. There is now a shortage of houses on the market in Wanaka (from a surplus 6 months ago). Buyers are starting to buy sections again after 2 years of apathy. There are small signs prices may be rising slightly
- Valuation (mostly residential) North Shore & Rodney. More activity but still slow against 2002-2007. Clients appear more stable and many finishing building projects that were stopped in 2008 because on 'money trouble'. Less desperation from clients. Some very low forced sales being snapped up by investors. Some signs of res-rentals with positive cash flow. Many now aware of the change in market values - but still some with heads in the clouds who can not accept that many values are back near 2006 levels. Values appear to now be mostly holding level with some brackets and types moving at different rates (e.g. few want vacant land or luxury property). Middle value bracket in home owner areas mostly stable.
- Self Employed Property Coach. Enquiry is getting stronger. Leads are better qualified to meet bank criteria. Sales are increasing month by month. Outlook is positive and people are more certain about their job security.
- Real Estate. Shortage of listings mean prices are stronger, often more than one offer on a property. Real buyers and sellers are alive and well
- Auckland Apartment market; Real Estate sales. Bottom end steady if anything upward trend, middle market shallow, top end over \$1ml difficult.
- Real Estate - Far North east coast. Under \$350k house / bach has taken off. Company record for revenue and number of transactions in July. No increase in price, just a big increase in volume
- Residential Real Estate market in Palmerston North is going along nicely at present. Realistically priced houses are selling within a week or two. Currently more buyers than sellers and most homes are now selling above their rateable value.
- Property - confidence is nudging up
- Residential real estate sales. South Auckland. Strong demand with a few more listings just coming available. Prices seem to be stable now and maybe a slight rise in high demand/low stock price ranges.
- Residential Real Estate Taupo/ Turangi; July 2009 was our best month for sales since January 2008, with that same trend likely to carry on into August. New listing stock also apparent. All in all the Winter looks done and dusted!
- Real estate investing. Great time to buy property right now but agents are reporting a lack of listings. Good volume of buyers attending open homes in Auckland close to CBD.
- Residential Real Estate – ChCh I own a low-commission company in ChCh and we are currently selling 80% of homes before the first open home. 3 quarters of these have had between 2-4 multiple offers which have resulted in bidding wars and in 2 recent cases \$60k above asking price. Buyer demand very strong. Listings still steady for us however larger companies are reporting listing shortages. Spring will be interesting with typically the bulk of homes coming to the market.
- Mainly small value transactions of people needing to sell property. A few larger transactions taking advantage of bargain price asset sales.
- Real estate -- pretty steady with a lack of properties, but definitely clearing out old stock and prices are pretty acceptable.
- Real Estate - "booming" - lots of sales and lots of buyers at open homes if there is any negative - it is a lack of new stock to sell people.

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- Residential real estate Christchurch, desperate shortage of listings, strong numbers at open homes. If you can list a property you know you will soon sell it. Auctions gaining more and more ground as the preferred marketing method. The real worry is that we are well down on appraisals compared to previous years, suggesting the stock shortage could be with us for sometime.
- Property valuations showing a mild recovery of confidence in Auckland market but values static this year even though demand good and supply now limited apart from oversupply of second tier investment properties
- Real Estate - Market is improving
- Residential Sales (South Auckland) There is more activity in the marketplace in the \$300K - \$400K segment. Open-home attendences have increased and buyers are making offers more quickly than over the past year as many have missed out on other properties through tardiness.

Retail

- Retail : challenging, slow
- Still fragile in the point of sale supplies
- Hairdressing supplies - flat sales and negative sentiment on part of hairdressing salons. Sales consistent with last year.
- Retail - times are tricky for some however so long as you stick to the knitting and don't be too clever they will make it.
- Pharmacy has been busy with a particularly widespread influenza
- Meat Retailing Wholesaling. Retail customers actively searching for lower priced meat. Wholesale still slow. Expect costs to rise as commodity demand overseas increases or lower NZD.
- Florist: Things are looking up we have reached budget turn over the past four weeks.
- The Retail Manchester market has been trading ahead of projections for the last quarter. We have met our targeted budgets to date.
- We are finding that the coffee industry is willing to spend money on upgrading their services due to higher demand
- Liquor Recession just starting to bite income up 5% Expenses up 10% year on year
- Retail Bakery Remuera Auckland. Another month of steady sales, customers becoming more confident about the future however still being prudent with there money.
- Vehicle Wash Industry - We are the same as last year as we are not a big spend and it is a job that still needs to be done. The wet weather affects us more than the recession. The recession affects us in as far as the costs of materials and services has gone up so much and therefore our profit margin down considerably.
- Carpet retailer. Business pretty good, margins a little tighter. Calendar year 2008/2009 to date about the same sales.
- Boutique retail, lower North Island Variable on a weekly basis, but a far better winter than last year
- We supply point of sale systems to hospitality and retail businesses. We have noticed a real lift in sales over the past 3 months and sales are as good as they have ever been at this time of the year.
- (Hot Beverages) Coffee sales are steady, but there seems to be some reluctance to buy as often (i.e. less espressos/day than before).
- Retail - groceries. All great and we wonder what recession everyone is talking about.....!
- Supermarket supplier. Sales continue to be strong for us.
- Natural Health Retail - up 32% yoy Excellent
- Things are looking good only in clearance and when special promotions are done. Furniture Retail
- Ice Cream: Very very busy which is unusual. Mainly retail bases demand (eating at home). Foodservice struggling with seasonal decline (normal). Heaps of applicants for jobs we don't have.
- Sales are strong although value offerings are becoming more necessary to attract consumers (Retail sector)
- June was down 3.5% for our pub style restaurant, July looking similar but a bit early to tell.
- Not as bad as expected to date - retail
- Retail Clothing - considerable dip in sales over last month. Although this traditionally occurs during winter, this year is particularly bad. Having to discount considerably which impacts upon brand.

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- Retail Jeweller, things are picking up in Taranaki, with sales holding compared to last year, clients still taking time to make informed decisions. Dairy and farming could be a concern latter in the year, with the flow on effects of the lower payout. The \$us creeping up is a help on diamonds and bullion for us.
- Slight improvement, more positive outlook- retail
- Very slow in retail. Increasing unemployment continues to worsen retail
- Office Furniture (specified) fair to middling
- Retail appliance numbers were good in July. There is a good backlog of forward orders in both this business and a building company I am associated with.
- Retail. Cautious spending
- In the cosmetic/beauty supply industry there is normally a seasonal upturn from Aug/Sept and is happening as expected. Reduced buoyancy from early 2008 indicates the next year to be about the same as the last.
- Building supplies Taranaki - margin holding but under pressure. Dairy customers inactive due to calving but prospects are better with farm infrastructure still needed. Residential improving steadily with greater customer orders. cash sales holding well.
- Unicycle retail has shown no ill effects from economic conditions. Sales continue to grow as same rate as for the last 5 years.
- Retail housewares and general goods mix - very slow over the last two months - recession has really kicked in hopefully spring will bring a lift.
- Furniture retail. Business remains difficult. Trading continues but at a different (lower) level than 2 years ago. Customers seem more quality driven than previously but also need deals to actually purchase.
- Hand tool wholesaler ----July was down on last July but we had our best month since last October and August has started strongly and seems to be more positive feed back from our customers.

Signage

- Sign Industry - we have found it very tough over the last 6 - 8 weeks. It seems that people are taking longer to make a decision and then they are taking the cheapest option available. It is very competitive. People are getting more quotes than they would normally. We are about 18% down on the previous year. We hope it will improve soon.
- Signage - Volume and cash flow still good with no sign of a slowdown in orders but have had first bounced cheque in over 5 years - hopefully not a sign of things to come.

Tourism and Travel

- Passenger transport (tourism). Quieter than normal.. maybe chickens are finally coming home to roost.
- Accommodation is experiencing fluctuations. However there are positive signs that would suggest that businesses are getting more mobile again.
- Travel - have some good forward bookings for travel next year
- Adventure Tourism - West Coast. things are fantastic at the moment with all the extra Aussies coming over for a bumper ski season. Very hard to see what is coming for this summer season though.
- I work in the travel consulting industry. Big shift to home based models due to less overheads of bricks and mortar agency. This sector is growing very fast.
- Travel and tourism on the rise
- Tourism Business Broker - tourism down but depends who you talk to, ski areas and holiday parks up. Lots of product on the market, better enquiry levels than 6-12 months ago, those not needing credit willing to make offers. Majority vendors still unrealistic.
- Tourism (Piha) has been shocking this year. We have had to prop up the business all winter although the last few weeks have been a tiny bit better.
- Luxury lodge and vineyard. International guests are not travelling due to the recession. Restaurants and Wine outlets are taking over 2 months to pay their accounts and have to be sent reminders.
- Tourism - fwd bookings still down on last year, but the gap has been getting progressively smaller
- Accommodation & Farming - bleak
- Insurance and travel. People are still travelling at very high levels

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- Strong winter result and surprisingly are well ahead of same period last year. Still quite anxious about summer ahead and potential for significant drop in overall visitor numbers from key western markets. Adventure activity, South Island.
- Inbound Tourism. Forward demand is looking much worse. For the past 12 months we have ridden the wave of tourists who paid and committed to their holiday before the recession became serious. Now potential tourists are putting off the commitment given their interest income has dipped and their job future is less certain. The stronger dollar won't be helping but at this stage that issue is minor. More tourist businesses are looking for a quick sale at silly prices given their current performance. The educated are standing back and waiting to feed on the carcass. Unemployment in this important sector will increase over the next few months.
- Travel Industry and things are still very challenging.

Transport and Storage

- Public storage facility, Whakatane. This month even better than last month. Actually the most new clients have moved in since we opened in 2000 cheers.
- Road Transport...supply is exceeding demand with some operators working for rates that are not providing any profit margin. Sales on pcp last year down by 25%. The recession impacts are not yet showing any signs of diminishing.
- Slow at the moment but slowly building. Firms beginning to re order after being over stocked which is beginning to generate work.
- Freight: Volumes are holding up reasonably well, but still well down on the same time last year.
- Transport/Courier We are still under pricing pressure due to competitors 'buying volume'. We did however manage to slightly exceed the July target. Volumes are slightly up on this time last year. Hoping for better things to come as consumer sentiment looks stronger
- Transport- a lot of operators pricing small volume of work. A lot of pressure by clients to drop rates because they have to drop their rates to get work. The sentiment seems to be survival rather than any form of profitability.
- Less freight in the transport industry at the moment
- Commercial Aviation is stable, waiting for the recovery.
- Freight- Since April, getting progressively slower.
- Transport Industry - volumes 20% down and a RUC increase effective 1st October will not help things.
- Taxi industry: Drivers state that they have noticed a down turn in work over the last few months with people being more careful about their spending.

Vehicles & Automotive

- Automotive servicing. Mixed bag. Some employers are starting to talk about taking on apprentices and others are still letting staff go.
- Auto industry 30% drop in sales
- Our business is down 25% on vehicle sales from where it should be; but with out distressing the business we have realigned structure and worked hard to grow margins, resulting in similar bottom line results from what we had in the 'good old days.
- New and Used Motor Vehicles - We have seen slightly better trading to the end of July, but it is still fairly tough and I don't expect it to change in a hurry.
- Automotive. Sales are holding up but competition is aggressive.
- Passenger Tyre Industry - slow but steady
- Seems to be some lift in sales at the moment. Used car dealer HB
- Fuel retail/convenience. Impulse sales approx 6% down YOY. Vehicle servicing buoyant with competitive pricing
- Used cars Canterbury. a little more promising. green shoots???? perhaps.
- Motor industry. Things are very slowly starting to improve. However, it's still tough.
- Automotive is still sluggish, however it has picked up from the first half of the year and phone is ringing more.
- Motor industry - its been a quite few weeks. Still seem to be genuine enquiry but they are taking longer to make up their minds and are negotiating harder.

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- Sales volume is still very slow with buyers not committing to large capital purchases. Pricing between Japanese and European manufactures is very close giving the few buyers in the heavy truck market some interesting options. As shown in the recent NBR report RUC and freight movement way down on last year with a number of operators ?parking? some of their trucks up. First 6 months total national sales down by 45.57% (source July Autofile). At some point sales will recover as delay in capital spends cant be deferred to long or new-used gap will get to wide. (Truck sales)
- Motor Industry - Consultant/broker. Sales are still down across New & Used vehicles. Finance is down from Motor Vehicle dealers with most applicants being low income earners and average or worse credit.
- New motor vehicles - demand remains depressed.

Wine

- Wine Industry. Distribution. Business will improve for me.. I run a very lean business and have good value product.

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The BNZ Confidence Survey is run (usually) on the first Thursday of each month. In the Weekly Overview email sent to the 19,000 non-BNZ email addresses on our database respondents are asked to click on a URL which takes them to a survey site. Respondents are asked if they feel the economy will get Better, Worse or stay the Same over the next 12 months. Respondents may also make comments on their own industry if they wish. Results are collated on Monday or Tuesday and released that day in this publication to media and WO readers.

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