

JOB OUTLOOK FOR MID-MANAGERS IN THE WEST BETTER THAN NATIONAL AVERAGE

The percentage of businesses in the West with plans to add to their managerial and professional staffs during the second half of 1993, although somewhat smaller than last half, continues to exceed the national average, according to a new national survey of hiring trends.

More than 3,000 executives in companies throughout the country responded to a poll conducted by Management Recruiters International Inc. (MRI), the

nation's largest search and recruitment organization.

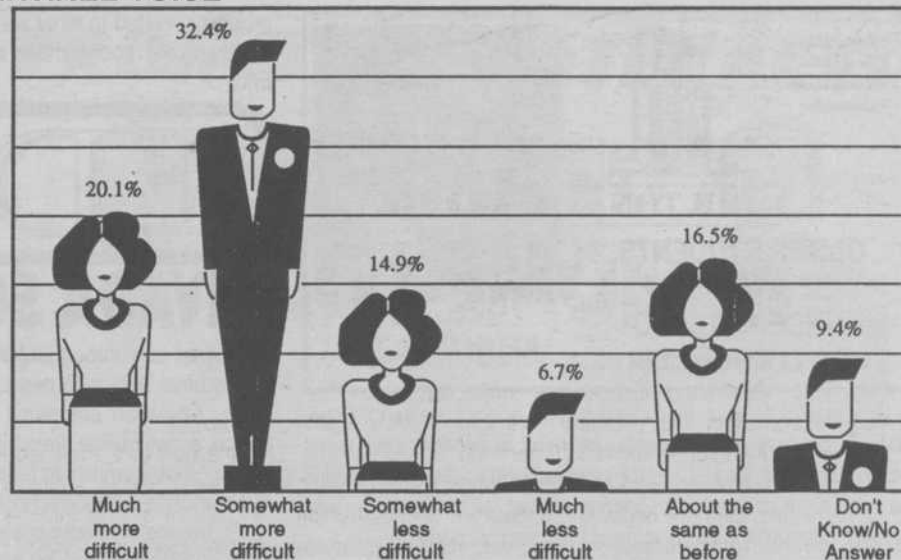
A total of 35.4% of the executives polled in the Western region indicated that they plan to increase their mid-management and professional staffs in the next six months.

Another 48.9% plan to maintain their current staff sizes, and 14.8% anticipate making reductions in staff. These figures represent a 3.3 point decrease in staff additions, a slight .9 of a

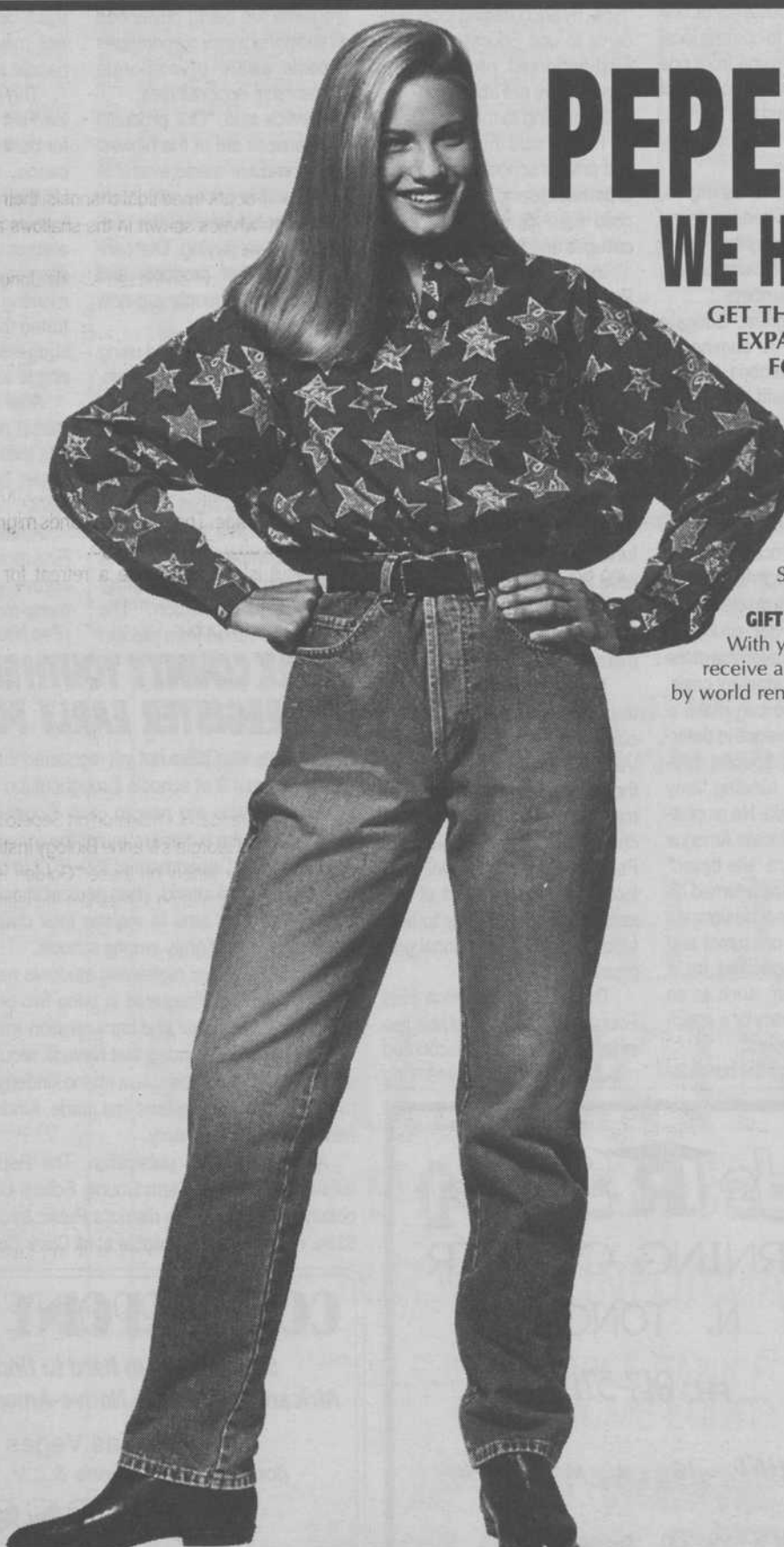
point increase in staff reductions, and a two point rise in the maintain figure from projections for the first half of 1993.

By comparison, 35.1% of the executives polled nationally are planning to increase staff sizes, 50.9% said they would maintain current staff sizes, and 13.5% anticipated reductions in staff.

"The stability of hiring projections in the West over the past year and a half is very encouraging" (See Job Outlook, Page 12)



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