

# Resurgent economy opens door to executive suite

A dramatic turnaround in the search for senior-level executives supports evidence that the economy may be digging its way out of the deepest recession in 35 years.

That's the word from Robert Lamalle, president of Lamalle Associates, one of the nation's top senior-level executive search firms.

"The number of executive search assignments dropped rapidly during July and August, but the trend reversed dramatically late September," said Lamalle.

"Demand is accelerating at a frenetic pace and is expected to continue through the remainder of the year," he added.

While the economic downturn has been severe in some industries, such as automotive, other industries such as data processing, telecommunications and electronics have been almost totally unaware the recession existed, he said.

During the third quarter, general management assignments were up 2 percent, with the major portion occurring in the last three weeks of the quarter, according to the search firm.

General management includes chief executive officers, chief operating officers, executive vice presidents and general managers.

MARKETING was up 8 percent with general engineering and technology leading the way with an increase of 13 percent over the previous quarter.

Lamalle indicated positions for the newly emerging field of productivity improvement were increasing rapidly and would probably keep pace with assignments for strategic planning professionals in the executive suite.

"Major sophisticated corporations are attempting to recruit senior professionals to assist them in projecting the environments of the future and in conceptualizing strategic productivity approaches and programs that will measure all aspects of productivity and help assure sustained profit improvements," he said.

**A majority of executives feel that the worst of the downturn is behind them and conditions will continue to improve.**

— Lamalle Associates Inc.

Although accounting and financial positions dropped 7 percent from the prior quarter, top financial and corporate positions have started to rebound "very dramatically," according to Lamalle.

Both vice presidents of finance and corporate treasurers are going to be highly sought out as pressures on profits are likely to continue for the remainder of this year and perhaps into the early part of next year," he said.

Executives are showing more willingness to consider moves to new opportunities than at any time in the past year, he said.

Lamalle indicated this change to a "more venturesome" and "more optimistic" tone was being created by a number of factors:

• A majority of executives feel that the worst of the downturn is now behind them and conditions will continue to improve. They have demonstrated their ability to survive, both personally and professionally, during this difficult time and are now willing to accept more risk in making a move.

• Most companies now have in place mortgage differential plans and other steps that they will take to make it financially easier for an individual to join their company.

## Housing growth is at all time high

(Continued from Page 1A)

WHILE THE impression persists that Farmington Hills is primarily a community of single-family houses, statistics show that the majority of growth has been in multi-family units.

From 1976 to 1979, 2,720 multi-family units were built. This compares to 2,307 new single-family houses.

Only in 1976 did single-family construction exceed multi-family, 276 to 260. But starting in 1977, the trend was reversed with 720 multi-family being built as compared to 597 single-family houses.

In 1978, multi-family unit construction was set at 850, with 702 single-family houses built. In 1979, figures read 890 multi-family units versus 732 single-family houses.

While Canton Township (Wayne County) and Sterling Heights (Macomb County) have built more units in the four-year period, each fell off dramatically in 1979, leaving the way open for Farmington Hills to take the top spot.

Canton built 5,210 units, while Sterling Heights constructed 6,284. Sterling Heights held first place in 1976-77, with Canton holding it in 1978. But in 1979 Canton fell to sixth place, with 721 units and Sterling Heights to 10th with 628 units.

Clinton Township (Macomb) and Troy (Oakland) have been strong contenders, with Clinton building 4,469 units and Troy 4,192 units from 1976-76.



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