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Recession Hits U.S. Corporate Profits; Economy Might Be Next  
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By Rich Miller Dec. 3, 2007 (Bloomberg) WASHINGTON

U.S. corporate profits are in a recession, and the entire economy may not be far behind. Slower sales and higher energy and labor costs are forcing companies from Bear Stearns Cos. to Pitney Bowes Inc. to reduce spending and hiring. Their efforts to keep earnings from eroding even further raise the risk that the economy, already weakened by the steepest housing slide since 1991, may shrink sometime next year.

"The earnings recession has already arrived," says David Rosenberg, North America economist for Merrill Lynch in New York. "We are going to see an economic recession in '08." Corporate profits, as measured by the Commerce Department, fell at an annual rate of \$19.3 billion in the third quarter from the second, as domestic earnings dropped by \$41.2 billion. The fourth quarter may be an even bigger bust.

"In the third quarter, the tide shifted for the worse," says Joseph Quinlan, chief market strategist for Bank of America Corp. in Charlotte, North Carolina. "The domestic-profits squeeze is in its early stages and will be severe enough to overwhelm strong foreign earnings."

### **First sightings:**

Caterpillar Inc. of Peoria, Illinois, the world's largest maker of bulldozers and excavators, shocked investors in October when it said it expected the economy to be "near to, or even in recession" in 2008. At the time, Dearborn, Michigan-based Ford Motor Co., the second-largest U.S. automaker, was still "optimistic," Chief Executive Officer Alan Mulally said Oct. 15. "There's a lot to be positive about," he told reporters.

Little more than a month later, in a Nov. 19 interview, Ellen Hughes-Cromwick, Ford's chief economist, said the economy was "in some dicey territory," though would likely "edge by" without a recession. Profits for the Standard & Poor's 500 companies fell almost 25 percent on a per-share basis in the third quarter, the biggest year-over-year decline in almost five years. David Wyss, S&P's chief economist, expects their earnings to fall as much as 30 percent in the fourth quarter as companies take writedowns for bad investments. Operating profits may fall as well, he says.

### **Finance losses:**

What's troubling is that much of last quarter's damage came in the financial sector, whereas earnings fell 25 percent, as banks and brokers were hurt by losses from subprime mortgage-related investments. Analysts' estimates compiled by Bloomberg indicate the industry's quarter may decline more than 25 percent. The plunge in financial profits is a triple whammy for the economy as banks and other in financial services pare payrolls, cut capital spending and become stingier with loans.

**Bank of America, JPMorgan Chase & Co., Bear Stearns, Citigroup Inc., Lehman Brothers and Morgan Stanley have announced some 25,000 job cuts so far this year. Gustavo Dolfino of New York executive-search firm Whiterock Group LLC, said in a Nov. 20 interview that he expects them to fire thousands more.**

Claims for unemployment benefits jumped to a nine-month high in the week ended November. Economists polled by Bloomberg forecast that data to be released Dec. 7 will show payroll slowed to 70,000 in October from 166,000 in September, while the jobless rate rose. "We see a significant

slowdown in the growth of jobs and equipment spending in 2008,” Sinai, chief global economist for Decision Economics in New York.

Orders for non-defense capital goods excluding aircraft, a proxy for future business investors, were down 2.3 percent in October, the most since February, according to Commerce Department figures – the biggest hit to the economy from fading financial profits may come from tighter lending. Federal Reserve reported last month that banks were making it harder for businesses and to borrow.