

**QUARTERLY**

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RETAIL TRENDS

National Retail Staffing Solutions

It's coming close to the time of year in which you're starting to think about 4th Quarter staffing levels in preparation for the heavy holiday shopping season. Whether you need to reset your stores, perform remodels, or simply ensure that merchandise is on the shelves and not in your stock room, labor resources are key. With that, comes the added pressure of having to recruit, interview, and process reams of endless paperwork to scale your business up quickly during busy times. But there is an alternative - single-source national retail staffing companies that can satisfy all of your labor needs with temporary associates experienced in the retail environment.

The benefits of this approach are many. Staffing solutions enable retailers to quickly scale up their labor forces with retail-ready personnel during busy times such as surges and holidays without the need to increase payroll. It allows for flexibility in scheduling often not possible with employees. All recruiting, hiring, payroll, and insurance is handled by the staffing firm, allowing your busy human resources and operations personnel to focus on more mission-critical tasks. Finally, when you're ready to reduce your staffing back to normal levels, your organization does not have to lay off permanent employees and deal with the resulting paperwork.

So whether your project is as big as a store relocation or as small as a stockroom re-organization, your main focus should be on the task at hand and not on how to staff it. By choosing a national staffing solutions company, knowledgeable and experienced in the retail world, you will be saving valuable time and money, eliminating the headaches in the process.

QUEST EXPERT PROFILE

Mike Shey
Director of Sales

This month we sat down with Mike Shey, Director of Sales at Quest, to talk about the importance temporary staffing resources in the retail industry.

Q: Have you seen a trend with retailers utilizing staffing resources to meet their in-store labor needs?

A: Absolutely! Retailers today are discovering they can't do it all, or at least not at the highest levels of efficiency and quality. In many cases, companies like Quest bring a level of customization, experience, and flexibility the retailer cannot deliver on its own.

Q: What value does Quest bring to retailers by offering these resources?

A: Perhaps the biggest value-added benefit we bring is our ability to manage projects to meet the needs of our clients. Quest can remove many time-consuming tasks from the retailer's plate, enabling them to complete projects with limited stress on the organization. A perfect example is when a retailer uses its own employees to supervise special projects. Who will cover for these employees on the sales floor when they are working on these special projects? With its strong background in retail services, Quest can not only provide the labor to complete these projects, but also the supervision to make sure they're done right. All of this allows store employees to stay in front of customers.

QUEST IN THE NEWS

News Briefs

Quest participated as an exhibitor at the **GlobalShop 2008** retail design and in-store marketing event, which will take place March 18 - 20 in Chicago, Ill.

QUEST FACTOID

3.06 million

Number of temporary and contract workers U.S. staffing firms employed per day in the 4Q 2007.

Source: American Staffing Association 2008

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