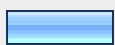
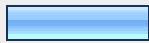
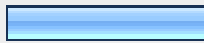
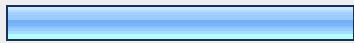
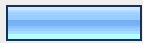


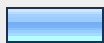


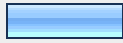



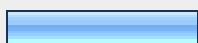
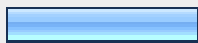
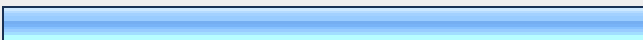
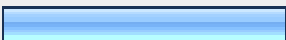


# Chemical Processing Reader Demographic Survey: General

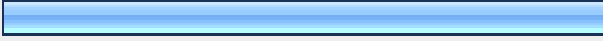
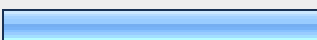
1. What is your primary job function?			Response Percent	Response Count
General Management			11.4%	21
Production & Plant Operations			15.2%	28
Research & Development			21.2%	39
<b>Engineering</b>			<b>37.5%</b>	69
Other (please specify)			14.7%	27
			<b>answered question</b>	<b>184</b>
			<b>skipped question</b>	<b>0</b>

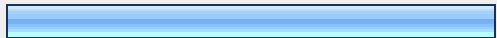
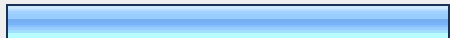
2. Please identify your industry.			Response Percent	Response Count
Industrial inorganic chemicals			4.9%	9
Plastic/synthetic manmade fibers			5.5%	10
Drugs-Pharmaceutical Preparations			10.4%	19
Soap, cosmetic & related preparations			1.1%	2
Paints, varnishes & allied products			6.0%	11
Industrial organic chemicals			12.0%	22
Agricultural chemicals			4.4%	8
Miscellaneous chemical products			6.6%	12
Petroleum refining & related products			8.2%	15
<b>Construction/engineering firms, consultants, independent labs</b>			<b>20.8%</b>	38
Other (please specify)			20.2%	37
			<b>answered question</b>	<b>183</b>
			<b>skipped question</b>	<b>1</b>

3. What is the end product produced at your facility?		
		Response Count
		177
		<b>answered question</b> 177
		<b>skipped question</b> 7


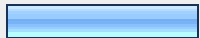


4. Regarding your company, is there more than one plant or facility?			
		Response Percent	Response Count
Yes		69.6%	119
No		30.4%	52
		<b>answered question</b>	<b>171</b>
		<b>skipped question</b>	<b>13</b>

5. If yes, how many other locations are there?		
		Response Count
		118
		<b>answered question</b> 118
		<b>skipped question</b> 66

6. Are you involved with recommending, specifying or purchasing equipment, supplies or services for this one plant location only or for multiple locations?			
		Response Percent	Response Count
This location only		65.6%	107
Multiple locations, if multiple locations		34.4%	56
		<b>answered question</b>	<b>163</b>
		<b>skipped question</b>	<b>21</b>

7. Are any of these other locations outside of the U.S.?			Response Percent	Response Count
Yes			52.7%	87
No			47.3%	78
			<i>answered question</i>	<b>165</b>
			<i>skipped question</i>	<b>19</b>

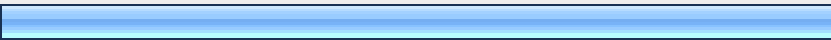


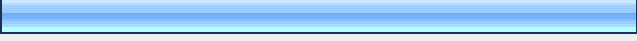
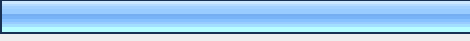

8. What is the approximate square footage of your plant/facility (this location)?		Response Count
		146
		<i>answered question</i>
		<b>146</b>
		<i>skipped question</i>
		<b>38</b>

9. Considering your work experience, how many years have you spent in the industry with your current company and in your current position?			Response Percent	Response Count
1-3 years			18.7%	29
4-7 years			20.7%	32
8-10 years			6.5%	10
10+ years			54.2%	84
			<i>answered question</i>	<b>155</b>
			<i>skipped question</i>	<b>29</b>

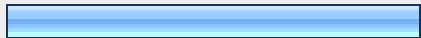


10. What number of employees do you supervise?		Response Count
		153
		<i>answered question</i>
		<b>153</b>
		<i>skipped question</i>
		<b>31</b>

11. What is your plant's approximate budget for 2006 capital equipment and software?		
		Response Count
		119
	<i>answered question</i>	119
	<i>skipped question</i>	65


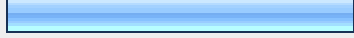


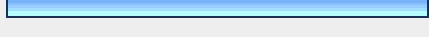
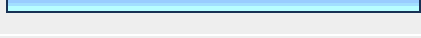
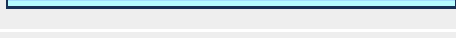
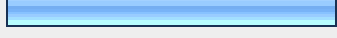
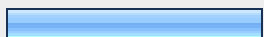



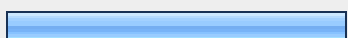
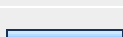

12. During the past year, what was the approximate total dollar amount of purchases (equipment, supplies, software or services) you were personally involved in spending for your company?		
		Response Count
		126
	<i>answered question</i>	126
	<i>skipped question</i>	58

13. What aspects of the purchase decision process are you involved in? (please check all that apply)			
		Response Percent	Response Count
Identifying the need		89.1%	123
Determining specs		76.8%	106
Reviewing/assuring compatability issues		71.7%	99
Recommend vendors		68.1%	94
Selecting the vendor		50.7%	70
Authorize purchase		31.2%	43
		<i>answered question</i>	138
		<i>skipped question</i>	46

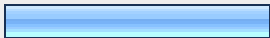


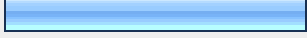

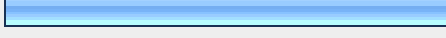

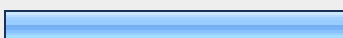



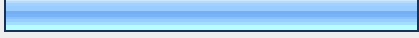
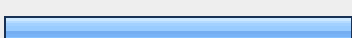
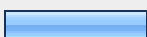

14. Do you expect your plant's 2007 capital expenditures to:

		Response Percent	Response Count
Increase		44.0%	59
Decrease		6.7%	9
<b>Remain the same</b>		<b>49.3%</b>	66
<i>answered question</i>			<b>134</b>
<i>skipped question</i>			<b>50</b>

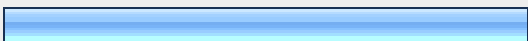
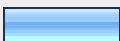
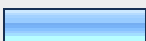
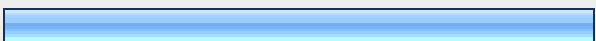

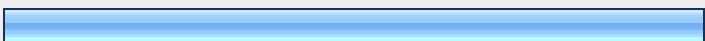
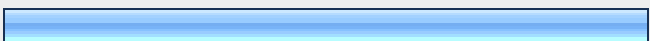
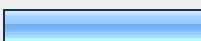
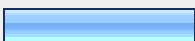
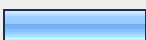
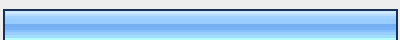
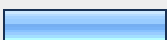
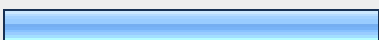
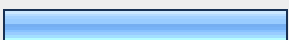
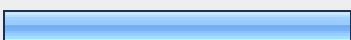

15. What are the current major initiatives/projects at your plant location? (please check all that apply to your location or operation)

		Response Percent	Response Count
Automation		33.8%	45
Compliance		37.6%	50
Energy savings		43.6%	58
Environmental upgrades		36.1%	48
Health/safety improvements		45.1%	60
Improve reliability		44.4%	59
Increasing capacity		48.1%	64
Instrumentation and process controls		35.3%	47
Lower maintenance costs		27.1%	36
Lower operating costs		40.6%	54
<b>Process improvements</b>		<b>62.4%</b>	83
Quality improvements		43.6%	58
Replacement of worn out or obsolete equipment		36.1%	48
Site security		12.8%	17
Other (please specify)		8.3%	11
<i>answered question</i>			<b>133</b>
<i>skipped question</i>			<b>51</b>

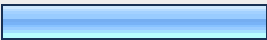
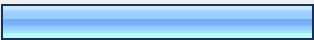

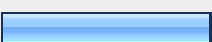
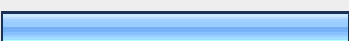
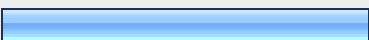
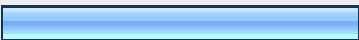
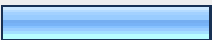
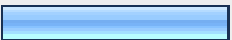
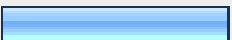
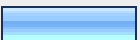
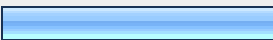


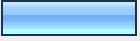

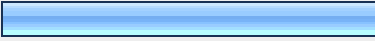





16. What future initiatives do you expect in the next 24 months for your site? (please check all that apply)

		Response Percent	Response Count
Automation		28.5%	37
Compliance		31.5%	41
Energy savings		39.2%	51
Environmental upgrades		32.3%	42
Health/safety improvements		33.1%	43
Improve reliability		47.7%	62
Increasing capacity		44.6%	58
Instrumentation and process controls		36.2%	47
Lower maintenance costs		33.9%	44
Lower operating costs		40.8%	53
<b>Process improvements</b>		<b>57.7%</b>	<b>75</b>
Quality improvements		44.6%	58
Replacement of worn out or obsolete equipment		37.7%	49
Site security		15.4%	20
Other (please specify)		7.7%	10
		<b>answered question</b>	<b>130</b>
		<b>skipped question</b>	<b>54</b>

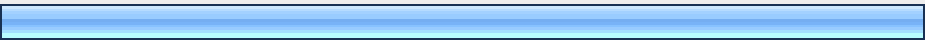
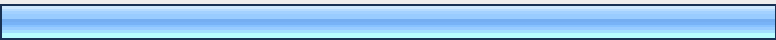
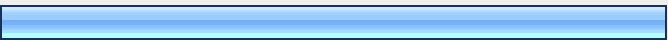
17. What current trends do you think will have the most impact on operations in U.S. chemical plants? (please check all that apply)

		Response Percent	Response Count
Environmental regulations		56.4%	75
Automation		12.8%	17
Advanced process control		15.8%	21
Global competition		63.2%	84
ISO		7.5%	10
<b>Energy prices</b>		<b>75.9%</b>	101
Raw material/capital costs		69.9%	93
Improved productivity		21.8%	29
Safety and security		20.3%	27
Worker safety		15.0%	20
Global economy		42.1%	56
R&D		17.3%	23
Outsourcing		40.6%	54
Downsizing		30.1%	40
Loss of institutional knowledge		37.6%	50
Other (please specify)		0.8%	1
		<b>answered question</b>	<b>133</b>
		<b>skipped question</b>	<b>51</b>

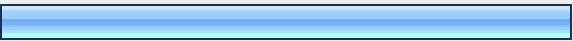

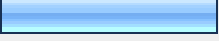

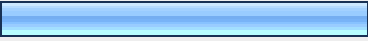
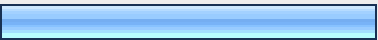
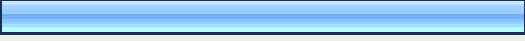
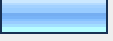
**18. What equipment or services do you expect to specify, recommend or purchase in the next 12 months? (please check all that apply)**

		Response Percent	Response Count
Automation equipment and controls		28.4%	36
Chemical raw materials		33.1%	42
Communications equipment and systems		8.7%	11
Control systems and software		22.8%	29
Filtration/Separation equipment		37.0%	47
Heat transfer/Energy conservation equipment		39.4%	50
Instrumentation equipment		38.6%	49
Materials of construction		22.1%	28
Mixing/Blending		24.4%	31
Motors/Drives		24.4%	31
Personal protective equipment		15.0%	19
Piping		29.9%	38
Powder and bulk handling equipment		20.5%	26
Pumps or Compressors		37.0%	47
Seals, gaskets		14.2%	18
Security systems		4.7%	6
<b>Tank/Vessels/Reactors</b>		<b>40.9%</b>	<b>52</b>
Toll manufacturing		5.5%	7
Training services and products		16.5%	21
Valves		33.9%	43
Wireless technology		7.9%	10
Other (please specify)		7.1%	9
		<b>answered question</b>	<b>127</b>
		<b>skipped question</b>	<b>57</b>

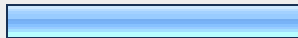

**19. Can you name 3 areas where a preferred vendor relationship (established by your company) influences your product purchasing decision(s)?**

		Response Percent	Response Count
1		100.0%	74
2		83.8%	62
3		71.6%	53
		<b>answered question</b>	<b>74</b>
		<b>skipped question</b>	<b>110</b>

**20. What action(s) have you taken during the past year as a result of seeing an item (ad or article) in *Chemical Processing*? (please check all that apply)**

		Response Percent	Response Count
Clip/copy an item for future use		61.5%	80
Bought product or services advertised		9.2%	12
Recommended/specified products		23.9%	31
Referred an ad/article to someone else in the company by passing along a tearsheet, photocopy or actual issue		53.1%	69
Discussed an ad/article with someone else in the company		39.2%	51
Requested additional information from a company, sales representative or distributor		40.8%	53
Visited an advertiser's Web site		56.2%	73
None of the above		11.5%	15
		<b>answered question</b>	<b>130</b>
		<b>skipped question</b>	<b>54</b>

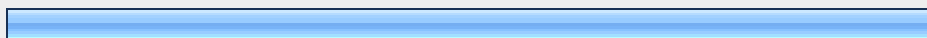
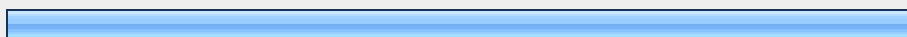
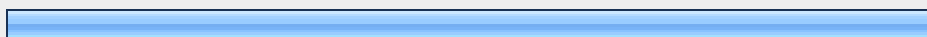
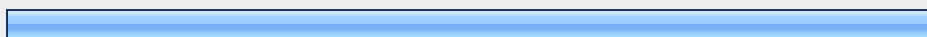
**21. Have you attended any trade shows in the last 12 months?**

		Response Percent	Response Count
Yes		31.1%	41
No		68.9%	91
		<i>answered question</i>	<b>132</b>
		<i>skipped question</i>	<b>52</b>

**22. If yes, which ones?**

		Response Count
		39
		<i>answered question</i>
		<b>39</b>
		<i>skipped question</i>
		<b>145</b>

**23. Your cooperation is greatly appreciated. If you would like to enter the drawing for a \$300 gift card, please enter your information below.**

		Response Percent	Response Count
Name		100.0%	109
Title		97.3%	106
Company		99.1%	108
Email Address		100.0%	109
		<i>answered question</i>	<b>109</b>
		<i>skipped question</i>	<b>75</b>