









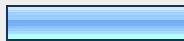
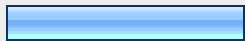


















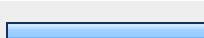


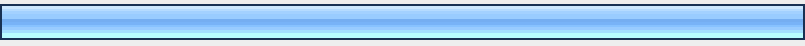
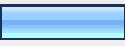
# Plant Services Reader Demographic Survey: General

1. What is your functional role within your company?			Response Percent	Response Count
Corporate/multi-plant management			3.9%	8
Facilities manager			9.1%	19
Maintenance engineer/technician			12.0%	25
Purchasing			1.9%	4
Plant manager			1.0%	2
Reliability engineer			2.4%	5
Reliability manager			0.5%	1
Engineering manager			9.1%	19
Maintenance manager			7.7%	16
Maintenance supervisor			7.2%	15
Staff engineer			19.2%	40
<b>Other (please specify)</b>			<b>26.0%</b>	<b>54</b>
			<b><i>answered question</i></b>	<b>208</b>
			<b><i>skipped question</i></b>	<b>1</b>

**2. Please identify your industry.**

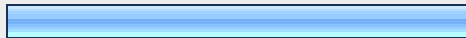
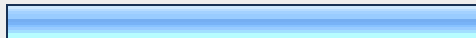
		<b>Response Percent</b>	<b>Response Count</b>
Food & Kindred Products		8.6%	18
Tobacco Manufactures		0.0%	0
Textile Mill Products		1.4%	3
Apparel & Other Textile Products		0.0%	0
Lumber & Wood Products		1.0%	2
Furniture & Fixtures		1.4%	3
Paper & Allied Products		5.3%	11
Printing & Publishing		3.4%	7
Chemicals & Allied Products		6.7%	14
Petroleum & Coal Products		1.9%	4
Rubber & Miscellaneous Plastics Products		4.8%	10
Leather & Leather Products		0.0%	0
Stone, Clay & Glass Products		0.5%	1
Primary Metal Industries		5.3%	11
Fabricated Metal Products		10.5%	22
Machinery, except Electrical		4.3%	9
Electric & Electronic Equipment		5.3%	11
Transportation Equipment		4.8%	10
Instruments & Related Products		1.9%	4
Miscellaneous Manufacturing Industries		5.3%	11
Utilities/Power Generation		6.7%	14
<b>Other (please specify)</b>		<b>21.1%</b>	<b>44</b>
		<b><i>answered question</i></b>	<b>209</b>
		<b><i>skipped question</i></b>	<b>0</b>

3. What is the end product produced at your facility?		
		Response Count
		206
		<b>answered question</b> 206
		<b>skipped question</b> 3


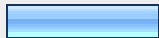


4. Regarding your company, is there more than one plant or facility?			
		Response Percent	Response Count
Yes		86.1%	174
No		13.9%	28
		<b>answered question</b>	<b>202</b>
		<b>skipped question</b>	<b>7</b>

5. If yes, how many other locations are there?		
		Response Count
		173
		<b>answered question</b> 173
		<b>skipped question</b> 36

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		68.7%	138
Multiple locations, if multiple locations		31.3%	63
		<b>answered question</b>	<b>201</b>
		<b>skipped question</b>	<b>8</b>

7. Are any of these other locations outside of the U.S.?			Response Percent	Response Count
Yes			49.5%	99
No			50.5%	101
			<i>answered question</i>	<b>200</b>
			<i>skipped question</i>	<b>9</b>



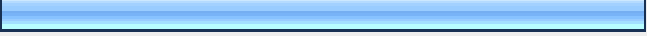
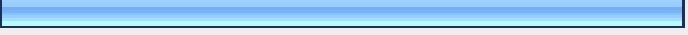
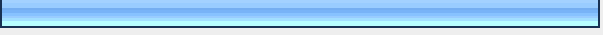
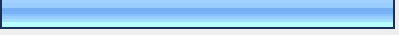
8. What is the approximate square footage of your plant/facility (this location)?		Response Count
		179
		<i>answered question</i>
		<b>179</b>
		<i>skipped question</i>
		<b>30</b>

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			7.7%	14
4-7 years			16.5%	30
8-10 years			9.9%	18
10+ years			65.9%	120
			<i>answered question</i>	<b>182</b>
			<i>skipped question</i>	<b>27</b>

10. What number of employees do you supervise?		Response Count
		174
		<i>answered question</i>
		<b>174</b>
		<i>skipped question</i>
		<b>35</b>

11. What is your plant's approximate budget for 2006 capital equipment?		
		Response Count
		152
	<i>answered question</i>	152
	<i>skipped question</i>	57

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
		159
	<i>answered question</i>	159
	<i>skipped question</i>	50

13. What aspects of the purchase decision process are you involved in? (please check all that apply)			
		Response Percent	Response Count
Identifying the need		83.7%	139
Determining specs		75.3%	125
Reviewing/assuring compatability issues		69.3%	115
Recommend vendors		73.5%	122
Selecting the vendor		64.5%	107
Authorize purchase		42.8%	71
		<i>answered question</i>	166
		<i>skipped question</i>	43

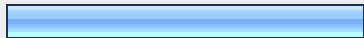



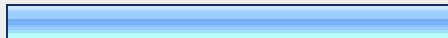
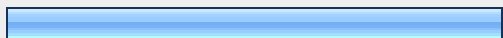
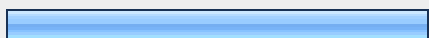
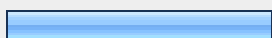
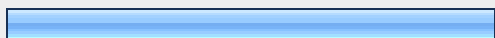
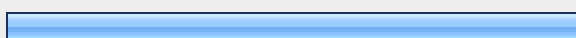
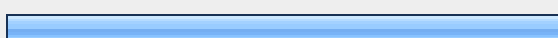

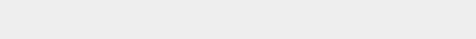
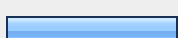

14. Do you expect your plant's 2007 capital expenditures to:

		Response Percent	Response Count
Increase		37.5%	63
Decrease		14.3%	24
<b>Remain the same</b>		<b>48.2%</b>	81
<i>answered question</i>			<b>168</b>
<i>skipped question</i>			<b>41</b>

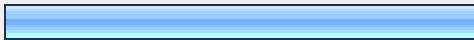
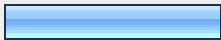
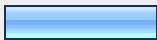
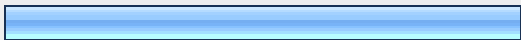
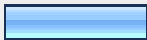
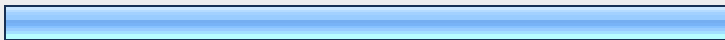
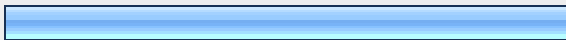
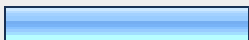
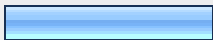
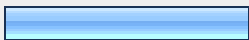
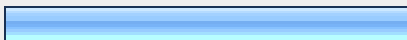
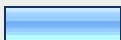
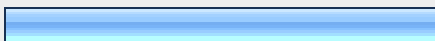
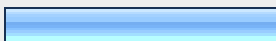
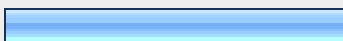

15. What are the current major initiatives/projects at your plant location? (please check all that apply to your location or operation)

		Response Percent	Response Count
Automation		39.4%	67
Compliance		40.6%	69
Energy savings		57.7%	98
Environmental upgrades		32.4%	55
Health/safety improvements		57.1%	97
Improve reliability		51.2%	87
Increasing capacity		44.1%	75
Instrumentation and process controls		33.5%	57
Lower maintenance costs		53.5%	91
Lower operating costs		62.9%	107
<b>Process improvements</b>		<b>66.5%</b>	113
Quality improvements		51.2%	87
Replacement of worn out or obsolete equipment		45.3%	77
Site security		15.9%	27
Other (please specify)		4.7%	8
<i>answered question</i>			<b>170</b>
<i>skipped question</i>			<b>39</b>

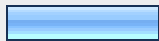
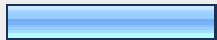
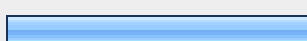
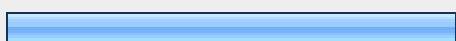
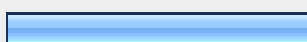
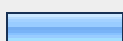


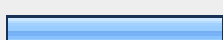
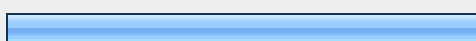
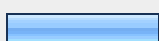
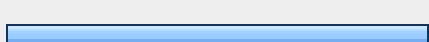


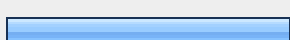
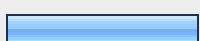
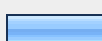
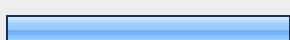
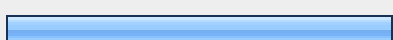
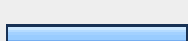
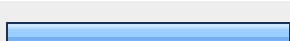
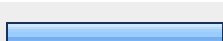
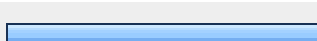

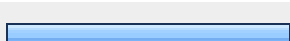
16. What future initiatives do you expect in the next 24 months for your site? (please check all that apply)

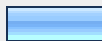
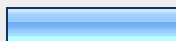
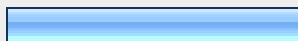
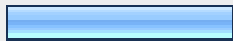




		Response Percent	Response Count
Automation		38.3%	64
Compliance		32.3%	54
<b>Energy savings</b>		<b>61.1%</b>	102
Environmental upgrades		34.7%	58
Health/safety improvements		47.9%	80
Improve reliability		53.3%	89
Increasing capacity		45.5%	76
Instrumentation and process controls		28.1%	47
Lower maintenance costs		52.7%	88
<b>Lower operating costs</b>		<b>61.1%</b>	102
Process improvements		59.3%	99
Quality improvements		50.3%	84
Replacement of worn out or obsolete equipment		50.9%	85
Site security		18.6%	31
Other (please specify)		4.2%	7
		<b>answered question</b>	<b>167</b>
		<b>skipped question</b>	<b>42</b>

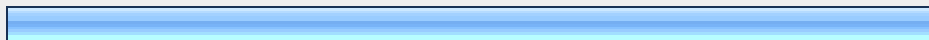
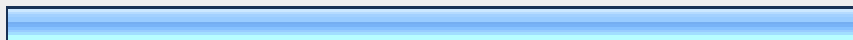
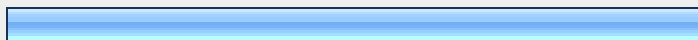
17. What current trends do you think will have the most impact on operations in U.S. manufacturing plants? (check all that apply)

		Response Percent	Response Count
Environmental regulations		50.3%	82
Automation		23.9%	39
Advanced process control		16.6%	27
Global competition		55.2%	90
ISO _____		15.3%	25
<b>Energy prices</b>		<b>77.3%</b>	126
Raw material/capital costs		60.1%	98
Improved productivity		27.0%	44
Safety and security		22.1%	36
Worker safety		26.4%	43
Global economy		43.6%	71
R&D		12.9%	21
Outsourcing		46.6%	76
Downsizing		29.5%	48
Loss of institutional knowledge		36.2%	59
Other (please specify)		3.7%	6
		<b>answered question</b>	<b>163</b>
		<b>skipped question</b>	<b>46</b>

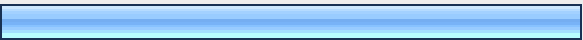
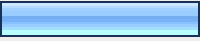
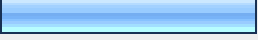
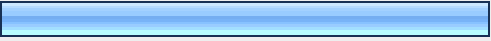

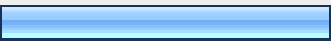
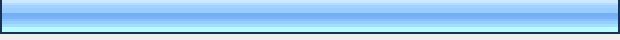

**18. What equipment or services do you expect to specify, recommend or purchase in the next 12 months? (please check all that apply)**

		Response Percent	Response Count
Capital equipment rental		16.9%	27
Cleaning supplies		22.5%	36
Compressors/Compressed air products		32.5%	52
Electric motors		48.8%	78
Filtration products/equipment		32.5%	52
Floor coatings		12.5%	20
Floor maintenance products/equipment		11.9%	19
Heating, ventilating equipment		35.6%	57
In Plant air quality equipment, incl. filters		23.8%	38
<b>Industrial controls</b>		<b>50.6%</b>	81
Infrared inspection equipment		16.9%	27
Instrumentation, measuring, sensing, recording devices		45.6%	73
Lift trucks		18.8%	30
Lighting		34.4%	55
Lubricants, lubrication products/equipment		30.6%	49
Maintenance software		20.0%	32
Manufacturing software		10.6%	17
Material handling equipment		30.0%	48
Motor controls		41.3%	66
Outsourcing services related to plant maintenance		19.4%	31
Personal protection products		30.6%	49
Predictive maintenance equipment		23.8%	38
Pumps		33.1%	53
RFID		9.4%	15
Seals, gaskets		30.0%	48

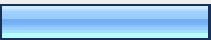
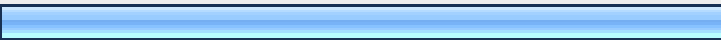
Security products/systems		10.0%	16
Shelving/storage		18.1%	29
Tools, assembly products		31.9%	51
Training compliance products/services		24.4%	39
Valves		37.5%	60
Wireless technology		14.4%	23
Workstations		16.9%	27
Other (please specify)		9.4%	15
		<b>answered question</b>	<b>160</b>
		<b>skipped question</b>	<b>49</b>

<b>19. Can you name 3 areas where a preferred vendor relationship (established by your company) influences your product purchasing decision(s)?</b>			
		<b>Response Percent</b>	<b>Response Count</b>
1		100.0%	99
2		91.9%	91
3		74.8%	74
		<b>answered question</b>	<b>99</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 *Plant Services*? (please check all that apply)**

		Response Percent	Response Count
Clip/copy an item for future use		63.0%	102
Bought product or services advertised		21.6%	35
Recommended/specified products		27.8%	45
Referred an ad/article to someone else in the company by passing along a tearsheet, photocopy or actual issue		52.5%	85
Discussed an ad/article with someone else in the company		55.6%	90
Requested additional information from a company, sales representative or distributor		35.2%	57
<b>Visited an advertiser's Web site</b>		<b>66.1%</b>	<b>107</b>
None of the above		9.3%	15
		<b>answered question</b>	<b>162</b>
		<b>skipped question</b>	<b>47</b>

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

		Response Percent	Response Count
Yes		22.8%	37
No		77.2%	125
		<b>answered question</b>	<b>162</b>
		<b>skipped question</b>	<b>47</b>

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

	Response Count
	34
	<b>answered question</b>
	<b>34</b>
	<b>skipped question</b>
	<b>175</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	<input type="text"/>	99.2%	123
Title	<input type="text"/>	98.4%	122
Company	<input type="text"/>	99.2%	123
<b>Email Address</b>	<input type="text"/>	<b>100.0%</b>	<b>124</b>
		<i>answered question</i>	<b>124</b>
		<i>skipped question</i>	<b>85</b>