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**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****1 & 2 Rate your level of optimism...**

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	Mean	SD	Median	Minimum	Maximum	Total
1. Rate your optimism about the US economy on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.	71.06	14.50	75	10	95	199
2. Rate your optimism about the financial prospects for your company on a scale from 0-100, with 0 being the least optimistic and 100 being the most optimistic.	78.12	13.68	80	25	95	199

## FEI-Baruch CFO Outlook Survey - First Quarter, 2006

### **3. For each of the following, please provide the percentage changes that you expect for the NEXT 12 months (e.g., +3, -2, etc.).**

(N=201)

	Negative	No Change	Positive
Prices of your products	19 9.8%	38 19.7%	136 70.5%
Capital spending	10 5.1%	36 18.5%	149 76.4%
Hiring	8 4.1%	37 19.1%	149 76.8%
Health care costs	5 2.6%	5 2.6%	185 94.9%
Technology spending	4 2.1%	25 12.8%	166 85.1%
Outsourcing to overseas service providers	0 0.0%	130 68.8%	59 31.2%

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**3. For each of the following, please provide the percentage changes that you expect for the NEXT 12 months (e.g., +3, -2, etc.).**

	Mean	SD	Median	Minimum	Maximum	Total
Health care costs	9.30	9.90	8	-20	100	195
Technology spending	14.48	34.16	5	-20	300	195
Capital spending	16.64	49.02	5	-35	500	195
Hiring	7.13	13.95	4.50	-50	100	194
Prices of your products	3.34	5.29	3	-20	25	193
Outsourcing to overseas service providers	4.69	14.21	0	0	100	189

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****4a. What percent of health care premiums does your company pay (as opposed to employees)?**

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	Mean	SD	Median	Minimum	Maximum	Total
4a. What percent of health care premiums does your company pay (as opposed to employees)?	71.08	19.89	75	0	100	195

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****4b. How has this changed from 3 years ago?**

	Number	Percent	95% CI
3=Higher	31	15.9 %	± 5.5 %
2=Not changed	100	51.3 %	± 7.3 %
1=Lower	64	32.8 %	± 6.8 %
Total	195	100.0 %	

Mean = 1.83

SD = .68

Missing Cases = 6

Response Percent = 97.0 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**5. The 3-month Libor Rate as of March 7 was 4.87%. Futures markets are assuming the rate will rise to 5.12% in the next 12 months. In your opinion, rank the accuracy of this prediction.**

**Markets are:**

	Number	Percent	95% CI
1=Significantly underestimating the rise in rates.	4	2.0 %	± 3.4 %
2=Somewhat underestimating the rise in rates.	54	27.3 %	± 6.5 %
3=Just about right.	123	62.1 %	± 7.1 %
4=Somewhat overestimating the rise in rates.	17	8.6 %	± 4.4 %
5=Significantly overestimating the rise in rates.	0	0.0 %	
Total	198	100.0 %	

Mean = 2.8

SD = .6

Missing Cases = 3

Response Percent = 98.5 %

## FEI-Baruch CFO Outlook Survey - First Quarter, 2006

### **6a. What are your company's top two economic worries over the next 12 months? Label your first and second choices as 1 and 2:**

(N=201)

	1st	2nd
Competition	48 23.9%	28 13.9%
Consumer spending/demand	28 13.9%	15 7.5%
U.S. economic growth	27 13.4%	33 16.4%
Oil costs	17 8.5%	18 9.0%
Increasing interest rates	14 7.0%	21 10.4%
Health care costs	13 6.5%	19 9.5%
Cost of regulatory compliance	13 6.5%	21 10.4%
Wage increases	12 6.0%	18 9.0%
Other	11 5.5%	7 3.5%
Value of the dollar	8 4.0%	10 5.0%
Inflation	6 3.0%	7 3.5%
No major worry	1 0.5%	1 0.5%

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**6a. What are your company's top two economic worries over the next 12 months? Label your first and second choices as 1 and 2: OTHER SPECIFIED**

Hiring qualified engineers

Stability of the auto industry

Labor

Retaining people

Commodity prices

Health care reimbursement environment

competition

affordable housing for employees

Commodity Costs

global growth

Housing Market

finding qualified staff

Nat Gas prices

finding employees

hiring

Pension Legislation

Geopolitical uncertainty

copyright

Tax law

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**6b. What are your company's top two business opportunities over the next 12 months? Label your first and second choices as 1 and 2:**

(N=201)

	1st	2nd
Ability to gain market share	66 32.8%	53 26.4%
Bringing a new product(s) to market or enhancing a product(s)	46 22.9%	40 19.9%
Regional or national expansion	34 16.9%	36 17.9%
Acquisition	27 13.4%	40 19.9%
Ability to raise prices	22 10.9%	21 10.4%
Other	2 1.0%	7 3.5%

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**6b. What are your company's top two business opportunities over the next 12 months? Label your first and second choices as 1 and 2: OTHER SPECIFIED**

Divestiture

Outsource to overseas

collective bargaining agreement modifications

Improving cost effectiveness

Find reserves

Internet Expansion

International expansion

FEI-Baruch CFO Outlook Survey - First Quarter, 2006

**7. The SEC has proposed expanded disclosure requirements to provide a more complete picture of the compensation earned by a company's CEO and principal financial officer, as well as other executive officers and members of its board. Among other changes the proposal would require information on performance hurdles, deferred compensation, pensions, and perks. If the proposal passes, do you think it will impact executive officer pay?**

	Number	Percent	95% CI
No.	114	57.6 %	± 7.2 %
Yes, companies will be more careful not to award excessive pay.	69	34.8 %	± 7.0 %
Yes, the added disclosure will tend to drive up pay.	8	4.0 %	± 3.5 %
Other.	7	3.5 %	± 3.4 %
Total	198	100.0 %	

Missing Cases = 3

Response Percent = 98.5 %

FEI-Baruch CFO Outlook Survey - First Quarter, 2006

**7a. The SEC has proposed expanded disclosure requirements to provide a more complete picture of the compensation earned by a company's CEO and principal financial officer, as well as other executive officers and members of its board. Among other changes, the proposal would require information on performance hurdles, deferred compensation, pensions, and perks. If the proposal passes, do you think it will impact executive officer pay? OTHER SPECIFIED**

It will change mix from post employment to ST incentive pay

yes-change structure of pay

Standardize mix of compensation

Enough is enough

Hopefully it will mitigate the extreme cases that give all of us a bad feeling

No, but the components may shift

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****7b. Do you support the proposal?**

	Number	Percent	95% CI
Yes, entirely or almost entirely	65	32.7 %	± 6.9 %
Yes, but with some reservations	77	38.7 %	± 7.1 %
No	39	19.6 %	± 5.9 %
No opinion	18	9.0 %	± 4.5 %
Total	199	100.0 %	

Missing Cases = 2

Response Percent = 99.0 %

FEI-Baruch CFO Outlook Survey - First Quarter, 2006

**8. Representative Barney Frank has proposed a bill (H.R. 4291) that would require shareholder approval of compensation plans for principal executive officers of a public corporation. Do you support shareholder approval of executive pay?**

	Number	Percent	95% CI
No.	127	64.1 %	± 7.0 %
Yes.	25	12.6 %	± 5.1 %
Under certain circumstances.	43	21.7 %	± 6.1 %
<u>No opinion.</u>	3	1.5 %	± 3.9 %
Total	198	100.0 %	

Missing Cases = 3

Response Percent = 98.5 %

## FEI-Baruch CFO Outlook Survey - First Quarter, 2006

### **8. Representative Barney Frank has proposed a bill (H.R. 4291) that would require shareholder approval of compensation plans for principal executive officers of a public corporation. Do you support shareholder approval of executive pay? COMMENTS**

This will be very difficult to implement and manage. It will also make the CEO more political in terms of swing votes. They need to focus on what is right for the shareholders first and themselves second. Then success will come versus the other way.

Shareholders are not involved in the day-to-day operations and have no idea of the complexity of decisions that managers must make in today's business climate. Shareholder approval on compensation will stifle risk taking and decision making that increases shareholder value. Under this law decisions will be made on the basis of the impact to the manager's compensation and not necessarily in the best interests of the business or shareholders.

This is a matter left to the board. If shareholders cannot control the board, it is likely they will control even less the executives. This will simply add costs to the company and confusion to many individual shareholders, leaving many decisions in the hands of activists or raiders, and less responsibility with the board.

Is there no shame? Congress presides over a government accounting system that can not or will not allow certified financial statements to be presented. Likewise they will make no changes to the financial systems and controls to force measurement of their activities in a public forum. What would ever give them the right or even the thought of a right to request such minutiae from a publicly held company that already provides more information than any Congressman ever provides about his finances.

Executive pay needs to be more objectively established and controlled, tied to sustainable performance, and without the (near) corrupt influence of the C-suite executives themselves. Too self-serving of a group, both in defining the actual compensation schemes they are paid under and the benefits provided to those fail to perform.

I would say that the board must go to the shareholders for greater than 15% incr. Comp has gotten out of control.

The shareholders effectively vote by electing to hold or not hold the stock.

The trial and error process as shareholders reject negotiated deals, then discover that they had hurt the company, would be very disruptive to some companies. Weak or turnaround companies may not be able to attract the needed talent. For some situations this would add to the attractiveness of going private and hedge fund ownership.

If they can't trust the board to make that kind of decision they cannot have any trust in the board. This is totally ludicrous.

While I think there are certain high-profile cases where comp. exceeds ability I don't think it's the job of the government to regulate comp. Doing so will be another burden on the 90% of companies who do manage comp to performance. Our govt. continue to make it more attractive to move business off-shore then wonder where the jobs went. It would be nice if congress could regulate its own comp. and performance.

Only if disclosure does not otherwise improve

Shareholders already explicitly show support for management compensation based on whether or not they purchase, retain or dispose of shares

I believe the data necessary to evaluate Exec Pay and have discussion of pros and cons to awards are best reserved for comp committees.

Shareholders need to be informed on the matter. Minority shareholders generally will feel ineffective through this process.

Most shareholders know little about what it takes to compensate business leaders and are voting from emotion more than facts

Diligence by Board should be the requirements. Shareholders not sufficiently involved in business.

Congress has no clue how business works.

Shareholders pay board members for this role. This is not a democracy.

Absurd

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**8. Representative Barney Frank has proposed a bill (H.R. 4291) that would require shareholder approval of compensation plans for principal executive officers of a public corporation. Do you support shareholder approval of executive pay? COMMENTS**

Another system of beaurocracy

Will impact the ability to act quickly and could loose good candidates to privately held corps. I personally think that institutional shareholders believe that a lot of execs are underpaid and will not take exception.

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****9. Has a credit rating agency that rates your company's debt ever encouraged your company to purchase consulting services from it?**

	Number	Percent	95% CI
Yes.	25	12.6 %	± 5.1 %
No.	74	37.4 %	± 7.0 %
<u>Our company's debt is not rated.</u>	99	50.0 %	± 7.3 %
Total	198	100.0 %	

Missing Cases = 3

Response Percent = 98.5 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****10. Are you concerned about a potential conflict of interest in credit rating agencies offering consulting services to the companies it rates?**

	Number	Percent	95% CI
Yes.	124	62.0 %	± 7.1 %
No.	25	12.5 %	± 5.1 %
No opinion.	51	25.5 %	± 6.4 %
Total	200	100.0 %	

Missing Cases = 1

Response Percent = 99.5 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**10. Are you concerned about a potential conflict of interest in credit rating agencies offering consulting services to the companies it rates? COMMENTS**

Definite conflict

Our consulting services and 'opportunities' were minimal...not impacting any decision making process.

I never heard of this but if it is happening it should not.

This could end up being the same issue that we saw with the Big Four.

However, concerned about the lack of competition in the credit rating agency space (only 3 players).

sepaate areas of company

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****11. Does your company have a Defined Benefit plan?**

	Number	Percent	95% CI
Yes.	62	30.8 %	± 6.8 %
No.	139	69.2 %	± 6.7 %
Total	201	100.0 %	

Missing Cases = 0

Response Percent = 100.0 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**12a. Is your company considering any modifications or eliminations to the DB plan? Check all that apply.**

	Number	Percent	95% CI
No changes under consideration now.	39	62.9 %	± 13.3 %
Yes, considering freezing the plan to new entrants.	7	11.3 %	± 10.7 %
Yes, considering converting to a DC plan.	8	12.9 %	± 11.0 %
Yes, considering converting to a cash balance plan.	2	3.2 %	
Yes, other:	13	21.0 %	± 12.2 %
Total	69		

Number of Cases = 62

Number of Responses = 69

Average Number Of Responses Per Case = 1.1

Number Of Cases With At Least One Response = 61

Response Percent = 98.4 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**12a. Is your company considering any modifications or eliminations to the Defined Benefit plan?**  
**Check all that apply. OTHER SPECIFIED**

Consideration various options

freezing future accruals

All alternatives

Termination

already froze the plan to new entrants.

Review options

Plan frozen last year

Already done for 2006

Discussing many alternatives.

already converted/frozen

minor technical changes

reducing benefit calculation

caps

FEI-Baruch CFO Outlook Survey - First Quarter, 2006

**12b. On a scale of 1 to 5, with 1 meaning not concerned and 5 meaning very concerned, how concerned are you about the cost associated with upcoming Pension Benefit Guaranty Corporation (PBGC) premium increases?**

	Number	Percent	95% CI
1=Not Concerned	10	16.7 %	± 11.5 %
2=	11	18.3 %	± 11.7 %
3=	8	13.3 %	± 11.0 %
4=	20	33.3 %	± 13.3 %
5=Very Concerned	11	18.3 %	± 11.7 %
Total	60	100.0 %	

Mean = 3.18

SD = 1.38

Missing Cases = 2

Response Percent = 96.8 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**12c. What measures if any should CFOs managing a pension plan take to decrease the effect of the PBGC premium increases on their business? Check all that apply.**

	Number	Percent	95% CI
Reduce the number of term-vested participants by liberalizing cash-out provisions	16	25.8 %	± 12.8 %
Consider purchasing annuities	14	22.6 %	± 12.4 %
Charge premiums to the plan	17	27.4 %	± 12.9 %
Charge employees	8	12.9 %	± 11.0 %
None of the above - Other	22	35.5 %	± 13.5 %
Total	77		

Number of Cases = 62

Number of Responses = 77

Average Number Of Responses Per Case = 1.2

Number Of Cases With At Least One Response = 58

Response Percent = 93.5 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**12c. What measures if any should CFOs managing a pension plan take to decrease the effect of the PBGC premium increases on their business? Check all that apply. OTHER SPECIFIED**

maximize contributions

increase plan funding

Eliminate Pension

drop the plan and convert to a defined contribution plan

Not clear until pension rules are redefined and known

keep plan fully funded

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**Manufacturing Companies: 1. How will your business fair in an environment in which the dollar falls against the value of Asian currencies?**

	Number	Percent	95% CI
1=Benefit significantly	2	3.6 %	
2=Benefit somewhat	15	27.3 %	± 13.9 %
3=Neutral	20	36.4 %	± 14.6 %
4=Hurt somewhat	6	10.9 %	± 11.8 %
5=Hurt significantly	6	10.9 %	± 11.8 %
=Not applicable	6	10.9 %	± 11.8 %
Total	55	100.0 %	

Mean = 2.98

SD = 1.05

Missing Cases = 0

Response Percent = 100.0 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**Manufacturing Companies: 2. How will your business fair in an environment in which the dollar strengthens against the value of Asian currencies?**

	Number	Percent	95% CI
1=Benefit significantly	4	7.3 %	± 12.2 %
2=Benefit somewhat	11	20.0 %	± 13.0 %
3=Neutral	20	36.4 %	± 14.6 %
4=Hurt somewhat	15	27.3 %	± 13.9 %
5=Hurt significantly	1	1.8 %	
=Not applicable	4	7.3 %	± 12.2 %
Total	55	100.0 %	

Mean = 2.96

SD = .96

Missing Cases = 0

Response Percent = 100.0 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**Manufacturing Companies: 3. Futures markets are forecasting the U.S. dollar will decline by 5% against Asian currencies over the next 12 months. In your opinion, how accurate is this forecast?**

**Markets are:**

	Number	Percent	95% CI
1=Significantly underestimating the decline.	1	1.9 %	
2=Somewhat underestimating the decline.	10	18.5 %	± 12.8 %
3=Just about right.	33	61.1 %	± 14.5 %
4=Somewhat overestimating the decline.	10	18.5 %	± 12.8 %
5=Significantly overestimating the decline.	0	0.0 %	
Total	54	100.0 %	

Mean = 2.96

SD = .67

Missing Cases = 1

Response Percent = 98.2 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**
**Companies with Foreign Sales: 1. How does your company handle situations where U.S. law may conflict with in-country law when doing business in non-U.S. sites?**

	Number	Percent	95% CI
Just follow U.S. law.	24	19.4 %	± 7.5 %
Just follow in-country law.	24	19.4 %	± 7.5 %
Depending upon issue, work with both U.S. government and in-country government on a resolution.	64	51.6 %	± 9.2 %
Other, please explain:	12	9.7 %	± 6.0 %
Total	124	100.0 %	

Missing Cases = 6

Response Percent = 95.4 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**Companies with Foreign Sales: 1. How does your company handle situations where U.S. law may conflict with in-country law when doing business in non-U.S. sites? EXPLAIN**

We have non-US customers, but no non-US sites.

not applicable

No foreign presence. Only foreign sales.

Non-US Company with minor operations in US and some (small minority) US shareholders. Conform to US laws in the US operations and conform with SEC requirements regarding US shareholders.

Adhere to company legal and governance standards which always exceed U.S. and in-country guidelines.

Volume is small. We try to follow both countries' laws.

We are a Canadian company. Canadian laws only apply in Canada. If we do business in the US we follow US law.

We have no non-U.S. sites and foreign orders are shipped FOB shipping point. We follow US law.

n/a

Not significant

no such situations in our business

Non-US company

not applicable

not aware of any current related issues

Not applicable to us-export products only.

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**Companies with Foreign Sales: 2. When doing business in non-U.S. sites, which of the following applies to your company's policies and procedures?**

	Number	Percent	95% CI
Applicable to all of the company's subsidiaries, world-wide.	85	70.2 %	± 8.7 %
Applicability is based upon the size and activity of the subsidiary.	28	23.1 %	± 7.8 %
Applicability is based upon on other criteria. Please list criteria:	8	6.6 %	± 5.4 %
Total	121	100.0 %	

Missing Cases = 9

Response Percent = 93.1 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006**

**Companies with Foreign Sales: 2. When doing business in non-U.S. sites, which of the following applies to your company's policies and procedures? LIST CRITERIA**

Geographic (local) laws and operating practices, local and subsidiary cultural norms, and the global core values of the Company.

Applicable to all unless foreign procedures or requirements are more restrictive.

Volume is too small to have subsidiaries.

We follow the law of the country where we do business.

See above.

Local Law

Non-US company

employment vs comp vs ..... you have to balance the issues. You have to keep out of US and foreign jails

Local custom. Workweek may be 35 hours instead of 40 in the US

Certain provisions are related to Intl or Domestic only

Our export business is insignificant-no impact.

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Industry**

	Number	Percent	95% CI
Manufacturing	55	28.1 %	± 6.6 %
Other	25	12.8 %	± 5.1 %
Service/Consulting	24	12.2 %	± 5.0 %
Retail/Wholesale	24	12.2 %	± 5.0 %
Tech [Software/Biotech]	17	8.7 %	± 4.4 %
Banking/Finance/Insurance	16	8.2 %	± 4.3 %
Healthcare/Pharmaceutical	11	5.6 %	± 3.8 %
Communications/Media	9	4.6 %	± 3.6 %
Transportation/Energy	8	4.1 %	± 3.5 %
Mining/Construction	7	3.6 %	± 3.4 %
Total	196	100.0 %	

Missing Cases = 5

Response Percent = 97.5 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Industry (Other specified)**

'Agribusiness' - agricultural products and services

Agribusiness

Arts

distribution

Education

Energy

Fixed Satellite Services

Higher Education

medical devices

Non-profit

Nonprofit

not for profit

Oil & Gas

real estate development

Retail

Satellite Services

Security Services

semiconductor

Telecom

Travel/Hospitality

Utility

Wholesale Distribution

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Sales Revenue**

	Number	Percent	95% CI
Less than \$25 million	25	13.0 %	± 5.1 %
\$25-\$99 million	54	28.0 %	± 6.5 %
\$100-\$499 million	61	31.6 %	± 6.8 %
\$500-\$999 million	23	11.9 %	± 4.9 %
\$1-\$4.9 billion	17	8.8 %	± 4.4 %
Over \$5 billion	13	6.7 %	± 4.0 %
Total	193	100.0 %	

Missing Cases = 8

Response Percent = 96.0 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Weighted Sales Revenue (Millions)**

Minimum = 25

Maximum = 6000

Mean = 873.18

Median = 300

Variance (Unbiased) = 2565106.43

Standard Deviation (Unbiased) = 1601.59

Standard Error Of The Mean = 115.29

95 Percent Confidence Interval Around The Mean = 647.22 - 1099.14

99 Percent Confidence Interval Around The Mean = 576.32 - 1170.04

Skewness = 2.36

Kolmogorov-Smirnov Statistic For Normality = 5.23

**Quartiles**

1 = 62

2 = 300

3 = 750

Valid Cases = 193

Missing Cases = 8

Response Percent = 96.0%

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Number of Employees**

	Number	Percent	95% CI
Fewer than 100	25	14.5 %	± 5.1 %
100-499	60	34.7 %	± 6.7 %
500-999	24	13.9 %	± 5.0 %
1,000-2,499	28	16.2 %	± 5.3 %
2,500-4,999	11	6.4 %	± 3.8 %
5,000-9,999	7	4.0 %	± 3.4 %
Over 10,000	18	10.4 %	± 4.5 %
Total	173	100.0 %	

Missing Cases = 28

Response Percent = 86.1 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Weighted Number of Employees**

Minimum = 100

Maximum = 12000

Mean = 2296.24

Median = 750

Variance (Unbiased) = 13564854.99

Standard Deviation (Unbiased) = 3683.05

Standard Error Of The Mean = 280.02

95 Percent Confidence Interval Around The Mean = 1747.41 - 2845.08

99 Percent Confidence Interval Around The Mean = 1575.20 - 3017.29

Skewness = 1.94

Kolmogorov-Smirnov Statistic For Normality = 4.64

**Quartiles**

1 = 300

2 = 750

3 = 1750

Valid Cases = 173

Missing Cases = 28

Response Percent = 86.1%

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Headquarters**

	Number	Percent	95% CI
Midwest	48	24.5 %	± 6.3 %
Pacific	38	19.4 %	± 5.9 %
Northeast	37	18.9 %	± 5.8 %
South Central	27	13.8 %	± 5.2 %
Outside U.S.	18	9.2 %	± 4.5 %
South Atlantic	17	8.7 %	± 4.4 %
Mountain	11	5.6 %	± 3.8 %
Total	196	100.0 %	

Missing Cases = 5

Response Percent = 97.5 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Ownership**

	Number	Percent	95% CI
Private	116	61.4 %	± 7.2 %
Public, Nasdaq/AMEX	37	19.6 %	± 5.8 %
Public, NYSE	36	19.0 %	± 5.8 %
Total	189	100.0 %	

Missing Cases = 12

Response Percent = 94.0 %

**FEI-Baruch CFO Outlook Survey - First Quarter, 2006****Foreign Sales**

	Number	Percent	95% CI
0%	66	33.7 %	± 6.9 %
1-24%	98	50.0 %	± 7.3 %
25-50%	15	7.7 %	± 4.2 %
Over 50%	17	8.7 %	± 4.4 %
Total	196	100.0 %	

Missing Cases = 5

Response Percent = 97.5 %