

Table of Contents

1 & 2 Rate your level of optimism...	1
3. For each of the following, please provide the percentage changes that you expect for the NEXT 12 months.	2
3. For each of the following, please provide the percentage changes that you expect for the NEXT 12 months.	3
4a. By what percentage do you expect your profit (free cash flow from operations) to change during the next 12 months?	4
4b & 4c. Do you plan to save/spend more, less or about the same over the next 12 months in each of the following areas?	5
5 On a scale of 1 to 5, with 1 being not concerned and 5 being very concerned:	6
6. What are your company's top two economic worries over the next 12 months? Label your choices 1 and 2:	7
6. What are your company's top two economic worries over the next 12 months? Label your choices 1 and 2:	8
6. What are your company's top two economic worries over the next 12 months? Label your choices 1 and 2: OTHER	9
6. What are your company's top two economic worries over the next 12 months? COMMENTS	10
7. Does your company offer a 401(k) plan?	11
7b. The Pension Protection Act was signed into law last month. Has your company made/might your company make changes to your 401(k) plan based on the law's provisions?	12
7c. If so, what changes are you considering/will you make? (Check all that apply)	13
7d. If adding/using auto enrollment, what is/will your default option for employees be or what default option is most likely?	14
7d. If adding/using auto enrollment, what is/will your default option for employees be or what default option is most likely? OTHER SPECIFIED	15
8. Are you currently seeking employees in the finance area?	16
If yes, what positions are you seeking and how difficult is it to find them?	17
Industry	18
Industry (Other specified)	19
Sales Revenue	20
Weighted Sales Revenue (Millions)	21
Number of Employees	22
Weighted Number of Employees	23
Headquarters	24
Frequencies: Headquarters	26
Ownership	27
Foreign Sales	28
Would you be willing to speak to the press about the results of this survey or related topics?	29
Would you be willing to speak to the press about the results of this survey or related topics? YES - CONTACT INFORMATION	30

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

	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.	67.60	15.39	70	20	95	171
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.	75.46	16.67	80	20	100	171

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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=175)

	Mean & SD	Negative -1	No Change 0	Positive 1
Health care costs	0.96 0.25	2 1.1%	3 1.7%	169 97.1%
Technology spending	0.78 0.52	8 4.6%	23 13.2%	143 82.2%
Capital spending	0.62 0.68	19 11.0%	27 15.6%	127 73.4%
Hiring	0.70 0.57	10 5.7%	32 18.4%	132 75.9%
Prices of your products	0.64 0.61	12 7.0%	37 21.6%	122 71.3%

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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	95% CI	Total
Health care costs	8.73	4.72	9	-5	25	8.03 - 9.43	174
Technology spending	11.29	31.19	5	-80	300	6.66 - 15.93	174
Capital spending	14.39	46.70	5	-80	500	7.43 - 21.35	173
Hiring	5.55	9.88	4	-10	100	4.08 - 7.02	174
Prices of your products	2.79	5.25	3	-20	35	2.00 - 3.58	171

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**4a. By what percentage do you expect your profit (free cash flow from operations) to change during the next 12 months (e.g., +3%, -2%, etc.)?**

Minimum = -50

Maximum = 200

Mean = 11.17

Median = 5

Variance (Unbiased) = 573.31

Standard Deviation (Unbiased) = 23.94

Standard Error Of The Mean = 1.83

95 Percent Confidence Interval Around The Mean = 7.58 - 14.76

99 Percent Confidence Interval Around The Mean = 6.45 - 15.88

4 Groups

1 = 1.75

2 = 5

3 = 15

Valid Cases = 171

Missing Cases = 4

Response Percent = 97.7%

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4b & 4c. Do you plan to save/spend more, less or about the same over the next 12 months in each of the following areas?

(N=175)

	More	About the same	Less
Save	55 31.6%	100 57.5%	19 10.9%
Product investment	61 35.5%	99 57.6%	12 7.0%
Stock buyback	9 6.0%	125 82.8%	17 11.3%
HR	41 23.8%	114 66.3%	17 9.9%
Reinvestment in company	74 43.0%	85 49.4%	13 7.6%

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5 On a scale of 1 to 5, with 1 being not concerned and 5 being very concerned:

(N=175)

	Mean & SD	Not concerned				Very concerned
		1	2	3	4	5
5a. On a scale of 1 to 5, with 1 being not concerned and 5 being very concerned, rank your concern about inflation over the next 12 months.	2.8 1.0	14 8.0%	58 33.3%	60 34.5%	38 21.8%	4 2.3%
5b. On a scale of 1 to 5, with 1 being not concerned and 5 being very concerned, rank your concern about recession over the next 12 months	2.9 1.1	17 9.8%	50 28.9%	46 26.6%	50 28.9%	10 5.8%

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**6. What are your company's top two economic worries over the next 12 months? Label your choices 1 and 2:**

<u>My company has no current economic worries</u>	<u>Number</u>	<u>Percent</u>
Checked	6	3.4 %
Not checked	169	96.6 %
Total	175	100.0 %

Missing Cases = 0

Response Percent = 100.0 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

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

(N=169)

	1st	2nd	Total
U.S. economic growth	28 16.6%	19 11.2%	47 27.8%
Competition	24 14.2%	25 14.8%	49 29.0%
Health care costs	21 12.4%	19 11.2%	40 23.7%
Consumer spending/demand	20 11.8%	10 5.9%	30 17.8%
Wage increases	16 9.5%	10 5.9%	26 15.4%
An increase in interest rates	16 9.5%	10 5.9%	26 15.4%
Cost of regulatory compliance	10 5.9%	12 7.1%	22 13.0%
Oil costs	8 4.7%	19 11.2%	27 16.0%
Global unrest, e.g. Middle East	7 4.1%	6 3.6%	13 7.7%
Value of the dollar	7 4.1%	7 4.1%	14 8.3%
Other:	6 3.6%	12 7.1%	18 10.7%
Inflation	5 3.0%	8 4.7%	13 7.7%
Terrorist attack on U.S. soil	1 0.6%	11 6.5%	12 7.1%
Iraq war	0 0.0%	0 0.0%	0 0.0%

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

Job Growth

weather

gov't healthcare spending

Pandemic

Inflation in metal commodities

Defense Spending

Florida Hurricanes

IMPORTS

pension costs

war for talent

Midwest Economy is Weak

Unemployment

product development

Materials costs

Supplies of specialty metals

Employee recruiting & retention

success of R&D programs

Chinese currency

Trade Deficit

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

6. What are your company's top two economic worries over the next 12 months? COMMENTS

We want oil prices to stay high or increase

Chinese copywrite violations and dumping are both uncontrolled.

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**7. Does your company offer a 401(k) plan?**

	Number	Percent
Yes	156	89.1 %
No	19	10.9 %
Total	175	100.0 %

Missing Cases = 0

Response Percent = 100.0 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**7b. The Pension Protection Act was signed into law last month. Has your company made/might your company make changes to your 401(k) plan based on the law's provisions?**

	<u>Number</u>	<u>Percent</u>
Yes	43	27.6 %
No	61	39.1 %
Don't know	52	33.3 %
Total	156	100.0 %

Missing Cases = 0

Response Percent = 100.0 %

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7c. If so, what changes are you considering/will you make? (Check all that apply)

	Number	Percent
Adding an advice component for employees	21	22.1 %
We already offer advice	24	25.3 %
Adding automatic enrollment	36	37.9 %
We already use auto-enrollment	18	18.9 %
<u>Adding a Roth 401(k) option</u>	21	22.1 %
Total	120	

Number of Cases = 95

Number of Responses = 120

Average Number Of Responses Per Case = 1.3

Number Of Cases With At Least One Response = 70

Response Percent = 73.7 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**7d. If adding/using auto enrollment, what is/will your default option for employees be or what default option is most likely?**

	<u>Number</u>	<u>Percent</u>
Money market fund	17	32.7 %
Asset allocation fund that rebalances	15	28.8 %
GIC (Guaranteed Investment Contracts)	2	3.8 %
Don't know	17	32.7 %
<u>Other</u>	<u>1</u>	<u>1.9 %</u>
Total	52	100.0 %

Missing Cases = 2

Response Percent = 96.3 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

7d. If adding/using auto enrollment, what is/will your default option for employees be or what default option is most likely? OTHER SPECIFIED

LifeCycle Funds

asset allocations based on age

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**8. Are you currently seeking employees in the finance area?**

	Number	Percent
Yes	89	53.3 %
No	78	46.7 %
Total	167	100.0 %

Missing Cases = 8

Response Percent = 95.4 %

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If yes, what positions are you seeking and how difficult is it to find them?

(N=89)

	Mean & SD	Very difficult 1	Moderately difficult 2	Not difficult 3
Senior level	1.49 0.65	22 59.5%	12 32.4%	3 8.1%
Mid-level	1.53 0.58	38 51.4%	33 44.6%	3 4.1%
Junior level	1.81 0.74	26 38.2%	29 42.6%	13 19.1%

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

	Number	Percent
Manufacturing	41	24.0 %
Other	23	13.5 %
Retail/Wholesale	20	11.7 %
Banking/Finance/Insurance	19	11.1 %
Service/Consulting	18	10.5 %
Tech [Software/Biotech]	13	7.6 %
Transportation/Energy	12	7.0 %
Mining/Construction	10	5.8 %
Communications/Media	8	4.7 %
<u>Healthcare/Pharmaceutical</u>	7	4.1 %
Total	171	100.0 %

Missing Cases = 4

Response Percent = 97.7 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

Industry (Other specified)

Business Association
consumer service
Dist & Mfg Chemicals
Education
Education
Education
Fishing
Higher Education
Non Profit
Non-Profit
Non-profit
Nonprofit association
Pension Administration
Public Mass Transit
R.E. Development
Real Estate
Real Estate
Real Estate
Real Estate
retail
Utility
utility
wireless commucations

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

	Number	Percent
Less than \$25 million	28	16.3 %
\$25-\$99 million	47	27.3 %
\$100-\$499 million	60	34.9 %
\$500-\$999 million	15	8.7 %
\$1-\$4.9 billion	15	8.7 %
Over \$5 billion	7	4.1 %
Total	172	100.0 %

Missing Cases = 3

Response Percent = 98.3 %

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

Minimum = 25

Maximum = 6000

Mean = 696.88

Median = 300

Variance (Unbiased) = 1856750.86

Standard Deviation (Unbiased) = 1362.63

Standard Error Of The Mean = 103.90

95 Percent Confidence Interval Around The Mean = 493.24 - 900.53

99 Percent Confidence Interval Around The Mean = 429.34 - 964.42

Skewness = 2.79

Kolmogorov-Smirnov Statistic For Normality = 5.27

Quartiles

1 = 62

2 = 300

3 = 300

Valid Cases = 172

Missing Cases = 3

Response Percent = 98.3%

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

	<u>Number</u>	<u>Percent</u>
Fewer than 100	26	16.8 %
100-499	51	32.9 %
500-999	24	15.5 %
1,000-2,499	23	14.8 %
2,500-4,999	18	11.6 %
5,000-9,999	6	3.9 %
Over 10,000	7	4.5 %
Total	155	100.0 %

Missing Cases = 20

Response Percent = 88.6 %

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

Minimum = 100

Maximum = 12000

Mean = 1759.03

Median = 750

Variance (Unbiased) = 7842937.37

Standard Deviation (Unbiased) = 2800.52

Standard Error Of The Mean = 224.94

95 Percent Confidence Interval Around The Mean = 1318.14 - 2199.92

99 Percent Confidence Interval Around The Mean = 1179.80 - 2338.26

Skewness = 2.52

Kolmogorov-Smirnov Statistic For Normality = 3.77

Quartiles

1 = 300

2 = 525

3 = 1750

Valid Cases = 155

Missing Cases = 20

Response Percent = 88.6%

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

Headquarters

	Number	Percent
Alabama	2	1.2 %
Alaska	0	0.0 %
Arizona	3	1.7 %
Arkansas	0	0.0 %
California	18	10.5 %
Colorado	5	2.9 %
Connecticut	3	1.7 %
D.C.	1	0.6 %
Delaware	0	0.0 %
Florida	3	1.7 %
Georgia	3	1.7 %
Hawaii	0	0.0 %
Idaho	0	0.0 %
Illinois	6	3.5 %
Indiana	4	2.3 %
Iowa	1	0.6 %
Kansas	3	1.7 %
Kentucky	2	1.2 %
Louisiana	0	0.0 %
Maine	1	0.6 %
Maryland	2	1.2 %
Massachusetts	10	5.8 %
Michigan	5	2.9 %
Minnesota	4	2.3 %
Mississippi	0	0.0 %
Missouri	3	1.7 %
Montana	0	0.0 %
Nebraska	0	0.0 %
Nevada	1	0.6 %
New Hampshire	0	0.0 %
New Jersey	3	1.7 %
New Mexico	1	0.6 %
New York	9	5.2 %
North Carolina	4	2.3 %
North Dakota	0	0.0 %
Ohio	10	5.8 %
Oklahoma	1	0.6 %
Oregon	3	1.7 %
Pennsylvania	7	4.1 %
Rhode Island	1	0.6 %
South Carolina	2	1.2 %
South Dakota	0	0.0 %
Tennessee	7	4.1 %
Texas	13	7.6 %
Utah	0	0.0 %
Vermont	0	0.0 %
Virginia	4	2.3 %
Washington	7	4.1 %
West Virginia	0	0.0 %
Wisconsin	7	4.1 %
Wyoming	0	0.0 %
Canada	13	7.6 %
Outside U.S. or Canada	0	0.0 %
Total	172	100.0 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

Headquarters

Missing Cases = 3

Response Percent = 98.3 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006

<u>Headquarters</u>	<u>Number</u>	<u>Percent</u>
Midwest	43	25.0 %
Northeast	34	19.8 %
Pacific	28	16.3 %
South Central	25	14.5 %
South Atlantic	19	11.0 %
Outside U.S.	13	7.6 %
Mountain	10	5.8 %
Total	172	100.0 %

Missing Cases = 3

Response Percent = 98.3 %

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

	<u>Number</u>	<u>Percent</u>
Private	117	68.8 %
Public, Nasdaq/AMEX	28	16.5 %
Public, NYSE	25	14.7 %
Total	170	100.0 %

Missing Cases = 5

Response Percent = 97.1 %

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

	<u>Number</u>	<u>Percent</u>
0%	72	41.4 %
1-24%	79	45.4 %
25-50%	11	6.3 %
Over 50%	12	6.9 %
Total	174	100.0 %

Missing Cases = 1

Response Percent = 99.4 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**Would you be willing to speak to the press about the results of this survey or related topics?**

	Number	Percent
Yes.	19	11.0 %
No thanks.	153	89.0 %
Total	172	100.0 %

Missing Cases = 3

Response Percent = 98.3 %

FEI-Baruch CFO Outlook Survey - Third Quarter, 2006**Would you be willing to speak to the press about the results of this survey or related topics? YES - CONTACT INFORMATION**

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