

# PAPERITALO SECOND TUESDAY SURVEY RESPONSES

Dates of Survey: 13 Jul 2010 to 27 Jul 2010

Scope: Worldwide



PAGE 1 OF 2: DATA SYSTEMS PROVIDERS

### **Respondents' Preferred Supplier Index**

| Supplier       | Index Value | Total Votes | Rank in 2009 |
|----------------|-------------|-------------|--------------|
| Accuray        | 1.0000      | 1           | n.a.         |
| Bailey         | 1.0000      | 1           | 1.0000       |
| Capstone       | 1.0000      | 1           | 1.0000       |
| Measurex       | 1.0000      | 1           | n.a.         |
| Nokia          | 1.0000      | 1           | n.a.         |
| OSI            | 1.0000      | 1           | 1.0000       |
| PI             | 1.0000      | 3           | n.a.         |
| Proficy        | 1.0000      | 1           | n.a.         |
| Rosemount      | 1.0000      | 1           | n.a.         |
| SAP            | 1.0000      | 1           | -0.8000      |
| Tieto Enator   | 1.0000      | 1           | 0.5000       |
| ABB            | 0.8261      | 23          | 0.9520       |
| Metso          | 0.5385      | 13          | 0.5800       |
| Siemens        | 0.5000      | 4           | 0.8570       |
| Honeywell      | 0.4000      | 10          | 0.6200       |
| ABB Wonderware | 0.0000      | 2           | n.a.         |
| Voith          | -0.2000     | 5           | 0.5000       |
| Aldata         | -1.0000     | 1           | n.a.         |
| IBM            | -1.0000     | 1           | n.a.         |

Index calculated by taking Suppliers' total positive votes and subtracting suppliers' total negative votes, then dividing by total votes.

Respondents were asked this question open-ended without any prompting as to names

Paperitalo Publications is reporting respondents' answers without reflection as to whether or not a name is obsolete or not applicable.

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Full results include paper grade manufactured by respondent, general geographic location of respondent and a number of other questions including least favorite supplier, supplier attributtes liked/disliked and so forth.

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## PAPERITALO SECOND TUESDAY SURVEY RESPONSES

Dates of Survey: 13 Jul 2010 to 27 Jul 2010

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PAGE 2 OF 2: INSTRUMENT SUPPLIERS

#### **Respondents' Preferred Supplier Index**

| Allen Bradley 1.0000 1 n.a.   Braun 1.0000 1 n.a.   CTI 1.0000 3 n.a.   Emerson 1.0000 3 n.a.   Fisher 1.0000 1 1.0000   Krohoe 1.0000 1 n.a.   New England Controls 1.0000 1 n.a.   Rosemount 1.0000 1 n.a.   Siemens 1.0000 1 n.a.   Siemens 1.0000 1 n.a.   Yalmet 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi -1.0000 1 n.a.   | Supplier             | Index Value | Total Votes | Rank in 2009 |
|---|----------------------|-------------|-------------|--------------|
| CTI 1.0000 1 n.a.   Emerson 1.0000 3 n.a.   Fisher 1.0000 1 1.0000   Krohoe 1.0000 1 n.a.   New England Controls 1.0000 1 n.a.   Rockwell 1.0000 1 n.a.   Rosemount 1.0000 6 n.a.   Siemens 1.0000 1 n.a.   SMAR 1.0000 1 n.a.   Technidyne 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi -1.0000 1 n.a.   | Allen Bradley        | 1.0000      | 1           | n.a.         |
| Emerson 1.0000 3 n.a.   Fisher 1.0000 1 1.0000   Krohoe 1.0000 1 n.a.   New England Controls 1.0000 1 n.a.   Rockwell 1.0000 1 n.a.   Rosemount 1.0000 1 n.a.   Siemens 1.0000 1 1.0000   SMAR 1.0000 1 n.a.   Technidyne 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   BTG 0.0000 2 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi 1.0000 1 n.a.  | Braun                | 1.0000      | 1           | n.a.         |
| Fisher 1.0000 1 1.0000   Krohoe 1.0000 1 n.a.   New England Controls 1.0000 1 n.a.   Rockwell 1.0000 1 n.a.   Rosemount 1.0000 6 n.a.   Siemens 1.0000 1 1.0000   SMAR 1.0000 1 n.a.   Technidyne 1.0000 1 n.a.   Valmet 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   BTG 0.0000 2 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi 1.0000 1 n.a.   | CTI                  | 1.0000      | 1           | n.a.         |
| Krohoe 1.0000 1 n.a.   New England Controls 1.0000 1 n.a.   Rockwell 1.0000 1 n.a.   Rosemount 1.0000 6 n.a.   Siemens 1.0000 1 1.0000   SMAR 1.0000 1 n.a.   Technidyne 1.0000 2 1.0000   Valmet 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi 1.0000 1 n.a.  | Emerson              | 1.0000      | 3           | n.a.         |
| New England Controls   1.0000   1   n.a.     Rockwell   1.0000   1   n.a.     Rosemount   1.0000   6   n.a.     Siemens   1.0000   1   1.0000     SMAR   1.0000   1   1.0000     SMAR   1.0000   1   n.a.     Technidyne   1.0000   2   1.0000     Valmet   1.0000   1   n.a.     Metso   0.6364   10   0.7500     L & W   0.5000   4   0.8333     ABB   0.3846   13   0.8570     Foxboro   0.3333   3   n.a.     BTG   0.0000   2   n.a.     BTG   0.0000   2   n.a.     Kajaani   0.0000   2   n.a. | Fisher               | 1.0000      | 1           | 1.0000       |
| Rockwell   1.0000   1   n.a.     Rosemount   1.0000   6   n.a.     Siemens   1.0000   1   1.0000     SMAR   1.0000   1   n.a.     Technidyne   1.0000   2   1.0000     Valmet   1.0000   1   n.a.     Metso   0.6364   10   0.7500     L & W   0.5000   4   1.0000     Honeywell   0.5000   4   0.8333     ABB   0.3846   13   0.8570     Foxboro   0.3333   3   n.a.     BTG   0.0000   2   n.a.     BTG   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.   | Krohoe               | 1.0000      | 1           | n.a.         |
| Rosemount   1.0000   6   n.a.     Siemens   1.0000   1   1.0000     SMAR   1.0000   1   n.a.     Technidyne   1.0000   2   1.0000     Valmet   1.0000   1   n.a.     Metso   0.6364   10   0.7500     L & W   0.5000   4   1.0000     Honeywell   0.5000   4   0.8333     ABB   0.3846   13   0.8570     Foxboro   0.3333   3   n.a.     Ambertec   0.0000   2   n.a.     BTG   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.     Mitsubishi   1.0000   1   n.a.                                  | New England Controls | 1.0000      | 1           | n.a.         |
| Siemens 1.0000 1 1.0000   SMAR 1.0000 1 n.a.   Technidyne 1.0000 2 1.0000   Valmet 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 1.0000   Honeywell 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   BTG 0.0000 2 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi 1.0000 1 n.a.   | Rockwell             | 1.0000      | 1           | n.a.         |
| SMAR 1.0000 1 n.a.   Technidyne 1.0000 2 1.0000   Valmet 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 1.0000   Honeywell 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   Ambertec 0.0000 2 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi 1.0000 1 n.a.  | Rosemount            | 1.0000      | 6           | n.a.         |
| Technidyne 1.0000 2 1.0000   Valmet 1.0000 1 n.a.   Metso 0.6364 10 0.7500   L & W 0.5000 4 1.0000   Honeywell 0.5000 4 0.8333   ABB 0.3846 13 0.8570   Foxboro 0.3333 3 n.a.   Ambertec 0.0000 2 n.a.   BTG 0.0000 2 n.a.   Kajaani 0.0000 2 n.a.   Mitsubishi 1.0000 1 n.a.   | Siemens              | 1.0000      | 1           | 1.0000       |
| Valmet1.00001n.a.Metso0.6364100.7500L & W0.500041.0000Honeywell0.500040.8333ABB0.3846130.8570Foxboro0.33333n.a.Ambertec0.00002n.a.BTG0.000021.0000Endress Hauser0.00002n.a.Kajaani0.00001n.a.   | SMAR                 | 1.0000      | 1           | n.a.         |
| Metso   0.6364   10   0.7500     L & W   0.5000   4   1.0000     Honeywell   0.5000   4   0.8333     ABB   0.3846   13   0.8570     Foxboro   0.3333   3   n.a.     Ambertec   0.0000   2   n.a.     BTG   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.     Mitsubishi   -1.0000   1   n.a.  | Technidyne           | 1.0000      | 2           | 1.0000       |
| L & W0.500041.0000Honeywell0.500040.8333ABB0.3846130.8570Foxboro0.33333n.a.Ambertec0.00002n.a.BTG0.000021.0000Endress Hauser0.00002n.a.Kajaani0.00002n.a.Mitsubishi1.00001n.a.  | Valmet               | 1.0000      | 1           | n.a.         |
| Honeywell0.500040.8333ABB0.3846130.8570Foxboro0.33333n.a.Ambertec0.00002n.a.BTG0.000021.0000Endress Hauser0.00002n.a.Kajaani0.00002n.a.Mitsubishi-1.00001n.a.   | Metso                | 0.6364      | 10          | 0.7500       |
| ABB   0.3846   13   0.8570     Foxboro   0.3333   3   n.a.     Ambertec   0.0000   2   n.a.     BTG   0.0000   2   1.0000     Endress Hauser   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.     Mitsubishi   -1.0000   1   n.a.  | L & W                | 0.5000      | 4           | 1.0000       |
| Foxboro   0.3333   3   n.a.     Ambertec   0.0000   2   n.a.     BTG   0.0000   2   1.0000     Endress Hauser   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.     Mitsubishi   -1.0000   1   n.a.   | Honeywell            | 0.5000      | 4           | 0.8333       |
| Ambertec   0.0000   2   n.a.     BTG   0.0000   2   1.0000     Endress Hauser   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.     Mitsubishi   -1.0000   1   n.a.   | ABB                  | 0.3846      | 13          | 0.8570       |
| BTG   0.0000   2   1.0000     Endress Hauser   0.0000   2   n.a.     Kajaani   0.0000   2   n.a.     Mitsubishi   -1.0000   1   n.a.  | Foxboro              | 0.3333      | 3           | n.a.         |
| Endress Hauser0.00002n.a.Kajaani0.00002n.a.Mitsubishi-1.00001n.a.   | Ambertec             | 0.0000      | 2           | n.a.         |
| Kajaani0.00002n.a.Mitsubishi-1.00001n.a.  | BTG                  | 0.0000      | 2           | 1.0000       |
| Mitsubishi -1.0000 1 n.a.   | Endress Hauser       | 0.0000      | 2           | n.a.         |
|   | Kajaani              | 0.0000      | 2           | n.a.         |
| Yokogama -1.0000 1 1.0000   | Mitsubishi           | -1.0000     | 1           | n.a.         |
|   | Yokogama             | -1.0000     | 1           | 1.0000       |

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