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1. Do you specify, select or influence the purchase of components & systems, on new or existing machinery? 03 Yes 04 No.

If yes, which technologies? (check all that apply)

- 05 Hydraulic 06 Pneumatic 09 None of These
07 Vacuum 08 Electronic Controls

2. What is your primary job title? (check only one)

- 10 Administration: Chairman, Pres., V.P., Sec., Tres., G.M., Owner, Bus. Mgr., Dir., etc.
11 Plant Operations: VP of Mfg/ Oper/ Prod., Plant Mgr./ Dir. Mgr., Supv./ Supt./ Foreman/ Safety Dir., etc.
12 Engineering: V.P. Eng., Eng., Des. Eng., Dir. of Eng., Staff Spec., Chief Eng., Senior Eng., Maint/Prod. Eng., etc.
13 Technical: Chief Tech., Fluid Power Tech., etc.
14 Mechanical: Chief Master Mech., Master Mech., Fluid Power Mech., etc.
15 Purchasing: VP/Dir. of Purch., Procurement Mgr., Buyer, Purch., etc.
16 Other: (please specify) _____

3. Number of employees at this location?

- A 1-19 B 20-49 C 50-99 D 100-249
E 250-499 F 500-999 G 1000+

4. What is the primary business activity at this location?

In the Fluid Power Industry Outside the Fluid Power Industry

- 56 Manufacturer 57 Distributor
58 Education 59 Original Equipment Manufacturer (OEM)
60 End User of Fluid Power Products
61 Other: (please specify) _____

5. Which of the following best describes your market focus?

- | | |
|--|---|
| A <input type="checkbox"/> Aerospace | A <input type="checkbox"/> Marine & Offshore Equipment |
| B <input type="checkbox"/> Agricultural Machinery | B <input type="checkbox"/> Material Handling Equipment |
| C <input type="checkbox"/> Automotive | C <input type="checkbox"/> Mining Machinery |
| D <input type="checkbox"/> Civil Engineering | D <input type="checkbox"/> Packaging Machinery |
| E <input type="checkbox"/> Cranes | E <input type="checkbox"/> Plastic Machinery |
| F <input type="checkbox"/> Drills & Drilling Equip. | F <input type="checkbox"/> Presses & Foundry |
| G <input type="checkbox"/> Flame Cutting/Welding Equip. | G <input type="checkbox"/> Railroad Machinery |
| H <input type="checkbox"/> Food Machinery | H <input type="checkbox"/> Road Construct/Maint. Equip. |
| I <input type="checkbox"/> Forestry | I <input type="checkbox"/> Simulators & Test Equipment |
| J <input type="checkbox"/> Furnaces | J <input type="checkbox"/> Snow Vehicles, Ski Lifts |
| K <input type="checkbox"/> Gas & Oilfield Machinery | K <input type="checkbox"/> Steel Plants & Rolling Mills |
| L <input type="checkbox"/> Heavy Construction & Equip. | L <input type="checkbox"/> Truck & Bus Industry |
| M <input type="checkbox"/> Military Vehicles | M <input type="checkbox"/> Textile Machinery |
| N <input type="checkbox"/> Construction & Utility Equip. | N <input type="checkbox"/> Woodworking Machines |
| O <input type="checkbox"/> Machine Tools | O <input type="checkbox"/> Other (specify) _____ |
| P <input type="checkbox"/> Government Related | P <input type="checkbox"/> Fluid Power Industry |

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