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**CORPORATE NEWS** 





### Emerson Achieves Record Results Again in Year 2007

Emerson is pleased to announce a record net sales of \$22.6 billion for fiscal 2007, an increase of 12 percent from the prior year. Sales for the fourth quarter ended September 30, 2007 were \$6.1 billion, an increase of 11 percent over the \$5.5 billion reported in the same period last year.

"Emerson had a great finish to 2007 and enters 2008 with solid momentum," said Emerson Chairman, Chief Executive Officer and President David N. Farr. "End market conditions tracked expectations and the Company's ability to execute in this environment led to performance in sales, earnings and cash generation that exceeded our expectations."

For the year ended September 30, 2007, sales increased 12 percent to \$22.6 billion. This strong performance was a result of 7 percent underlying sales growth, which is in line with

Emerson's long-term objective of achieving underlying sales growth in the range of 5 to 7 percent. For fiscal year 2007, earnings per share rose 19 percent to \$2.66 from the \$2.24 reported in 2006.

"Emerson's performance has been outstanding over the last five years," Farr said. "We have focused on the correct strategies to grow across the business platforms." During the announcement of the third quarter results for fiscal year 2007, Farr also said, "Our strong organic growth and profit margin improvements would not be possible without marketleading technologies and global business platforms to serve our customers. Investing in these technologies and business platforms, while expanding our global footprint, will continue to be Emerson's focus moving forward."



This newsletter is produced by Emerson Process Management Asia-Pacific Pte Ltd, Fisher® Marketing. Visit us at http://www.emersonprocess.com/fisher

### Emerson Launches Smart Wireless Solutions for Mainstream Use in Asian Production, Manufacturing and Distribution Facilities

Emerson Process Management has launched Smart Wireless solutions enabling Asian mainstream production, manufacturing, and distribution to move to the next level of reliability and operational performance. The technology opens up the age of wireless. Global introduction of Emerson's Smart Wireless solutions began in North America in October 2006, and Emerson's wireless products are already shipping to users.

"Wireless measurement technology will help users see and control more of what happens in their plants," said Harry Forbes, an analyst with the ARC Advisory Group. "Besides huge savings in installation costs, this will drive fundamental process and automation improvements that are not possible with wired measurements."

Emerson's strong brand and leading market position validates that the area of wireless measurement has arrived.

"That's what makes this the most fundamental improvement in process automation in decades," continued Forbes. "ARC believes there is pentup demand for wireless in both new and existing applications. Emerson's strong brand and leading market position validates that the era of wireless measurement has arrived."

To support the movement of customers into the exciting age of wireless, Emerson also introduced the industry's first free online training on wireless technologies for process manufacturing applications with the



addition of a set of 15-minute courses to the company's unique Plantweb University.

Access to PlantWeb University is through www. PlantWebUniversity.com, where a listing of all courses, including the new wireless technology courses, can be found. Visitors can register and select courses of greatest interest to them. More information are also found on: http://www. emersonprocess.com/smartwireless/



#### TRAINING

### Fisher<sup>®</sup> Control Valve Training for Customers

- Do you wish to get more out of your plant equipment?
- Perhaps you simply wish to enhance your professional knowledge?
- Or as the superior, you wish to bring out the best in your people to deliver more outstanding and sustainable business results

Every year, courses from the Fisher® Education Services have helped many in the industry to hone their technical expertise and knowledge. These courses are attended by both internal Fisher® employees from regional offices and customers alike. In FYO7 alone, 31 training sessions were conducted across over 20 countries in the Asia Pacific region and about 500 people benefitted from these sessions. The new FYO8 calendar is now out and once again, we welcome customers to sign up for these courses. Email your enquiries or registration to: Sherlyn.Ho@emerson.com.

The beautiful thing about learning is that no one can take it away from you,

Month/Cours	se 1300	1350	1400	1751	1752	1759	7036	Product Fundamental	SS School
Duration days	s 41/2	4	5	2	3	2	3	3	4
October	China								
November	China								
December		Singapore		Singapore	Singapore			China	
January						Singapore			Singapore
February	Malaysic	China				China			
March							Singapore		China
April			Singapore						
May		Singapore		China	China				
June	China					China	China		
July			China			Singapore			
August		China						Malaysia	
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(	ads ay a start aining	Course 130 Course 135 Course 175 Course 175 Course 175 Course 703 SS	<ol> <li>Advance (</li> <li>Fundamen Handheld</li> <li>ValveLink c</li> <li>ValveLink c</li> <li>FieldBus D</li> </ol>	Control Valve Engineering I School Advance Control Valve Engineering II School Fundamentals of FIELDVUE Digital Instruments and the Handheld Communicators ValveLink and Diagnostics for FIELDVUE – Operations ValveLink and Diagnostics for FIELDVUE – Data Interpretation FieldBus DVC Severe Service					

#### Fisher Education Program for 2008

#### CORPORATE NEWS

### Emerson Bags Prestigious Vaaler Award for Outstanding Contribution to the Chemical Industry



Emerson has been bestowed with the industry covetous Vaaler Award from Chemical Processing magazine, honouring its Smart Wireless Solutions for outstanding improvements to the operations and economics of chemical plants.

Established more than 40 years ago, and named after former long time editor-inchief, John Vaaler, the Vaaler Award is a biennial event and a highly prized icon in the chemical and related industries.

Emerson has always been at the forefront of technological innovation, as with the introduction of its revolutionary Smart Wireless Solutions in 2006. These field-proven solutions further extend the predictive capabilities of PlantWeb® digital

architecture to improve availability and performance. Emerson has pioneered the implementation of wireless sensors and gateways in some of the most hazardous environments within the process industry.

The chemical industry depends on manufacturers' continual spur to invent and refine technology that helps deliver significant value throughout the plant, and Emerson's solutions are designed to achieve just that.

"We believe the future for the chemical industry includes broader deployment of higher performance wireless networks and the applications that run on them," said John Berra, president of Emerson Process Management. "We are very gratified that Emerson's Smart Wireless, the first wireless solution for mainstream production, manufacturing, and distribution, has been recognized with the coveted Vaaler Award."

### Emerson Wins Contract to Digitally Automate Major BP Chemical Facility in China

Emerson Process Management will digitally automate BP's Purified Terephthalic Acid (PTA) plant expansion in Zhuhai, China. The US\$3.5 billion project is China's largest integrated refining and petrochemicals facilty.

Emerson will supply the best-in-class technologies under the PlantWeb® digital architecture which includes the Delta-V digital automation system, AMS Device Manager software, safety instrumented systems (SIS), Rosemount pressure and transmitters, and Fisher® digital control valves. All systems and devices will be using the FOUNDATION™ fieldbus technology. (secondary source: PROCESS magazine Mar07 editorial).

"We are pleased at this new opportunity to combine our technology with the solutions skill of our Chemical Center of Excellence and the engineering supervision and project management leadership in our Singapore office," said John Berra, president, Emerson Process Management. "We are encouraged by BP's confidence in our ability to provide system design, configuration, staging, acceptance testing, commissioning, and start-up support. We are committed to delivering a world class digital automation system at Zhuhai."

#### About BP China

BP has been operating in China since the early 1970s and has invested over \$ 4.2 billion in commercial projects. Its activities in China include the production and importation of natural gas, supply of aviation fuel, import and marketing of LPG, fuels retailing, lubricants blending and sales, petrochemical manufacturing and solar electric facilities. As one of China's largest foreign investors, BP employs over 3,700 staff in China, either directly or through its joint ventures. For more information about BP China, please visit www.bp.com.cn.

#### About BP Zhuhai

BP Zhuhai is BP's 85% equity joint venture, which manufactures Purified Terephthalic Acid (PTA), a key raw material in the manufacture of polyester fiber, resin and film, and also an ingredient in such common products as clothing, beverage bottles, music tapes, and tires. BP Zhuhai phase-I was commissioned in 2003, which was subsequently debottlenecked, resulting in a capacity of 500,000 tpa. BP Zhuhai expansion involves the construction of a new 900,000 tpa plant. Once completed, the combined PTA production capacity at the Zhuhai site will be 1.4 million tpa, confirming Zhuhai as one of the major PTA production centers in China.

### Emerson to Digitally Automate Largest Integrated Refining/Petrochemical Facility in China

Emerson Process Management has been selected to digitally automate the Fujian Refining and Ethylene Joint Venture Project in Quanzhou City, Fujian Province, China. It is the largest integrated refining and petrochemicals project ever undertaken in China. Project startup is expected by 2009.

Emerson completed front-end engineering and design in September 2006, and is now going ahead with project management, engineering, integration, testing, commissioning and other site services, with work being done out of its Pudong, Shanghai, facility. In addition, Emerson will serve as the Main Instrument and Controls Contractor (MICC) on the project, and will install its PlantWeb<sup>®</sup> digital plant architecture.

The MICC manager of the Fujian Refinery said, "Emerson's goal is to design a reliable, advanced instrument and control system to assure safe, stable, and long-term quality operations while maximizing the profitability of the company. Emerson has the proven technologies and a proven track record in China. Its local resources and the support of global resources help to mitigate and minimize risks for owners."

The Fujian Refining and Ethylene Project is a joint venture by Fujian Petrochemical Company Limited (a 50/50 venture between Sinopec and Fujian Province) (50%), ExxonMobil China Petroleum and Petrochemical Company Limited (25%) and Saudi Aramco Sino Company Limited (25%). The project will expand the existing refinery at Quanzhou, Fujian Province from 80,000 barrels-per-day to 240,000 barrels-per-day. The upgraded refinery will primarily refine and process sour Arabian crude.

In addition, new petrochemical facilities will be constructed, including an 800,000 tons-per-year ethylene steam cracker, an 800,000 tons-per-year polyethylene unit, a 400,000 tonsper-year polypropylene unit, and an aromatics complex to produce 700,000 tons-per-year of paraxylene. A 300,000 tons crude berth and associated utilities will also be built.

Sinopec is China's largest producer and marketer of oil products (wholesale and retail gasoline, diesel, and jet fuel). Sinopec is also China's largest supplier of major petrochemical products (intermediates, synthetic resin, synthetic fiber, synthetic rubber, fertilizer), and China's second largest crude oil producer.

### Emerson is Main Instrumentation Provider for Automation of Lucite International Chemical Plant in Singapore

Emerson Process Management has been selected as the main instrumentation vendor for Lucite's methyl methacrylate (MMA) plant in Singapore, which is currently under construction and is scheduled to begin operation in 2008. MMA is a chemical used in consumer products including plastics, paints and adhesives.

Utilising the patented Alpha technology, liberating the MMA industry from its historical dependence on the pressured raw materials acetone, HCN and isobutylene, the Singapore MMA plant is crucial to Lucite's business strategy. Alpha uses ethylene, methanol and carbon monoxide, which are all readily available and will not limit Alpha's unique scale potential.

The Singapore plant will be the first in a series of state-of-the-art, Alphabased production facilities Lucite is building around the world, so it is critical that the quality of the instrumentation, equipment and services be best in class and easily scalable to higher capacity plants.

Emerson will provide design verification, testing and commissioning, and will supply PlantWeb® digital plant architecture and asset management programs. Emerson was selected as the main instrumentation vendor because of its excellent performance as the digital automation vendor at Lucite's NWA plant near Shanghai. Emerson's strong presence in Singapore and its strong global engineering capabilities were also critical factors of consideration.

"We are very pleased to be selected as the main instrumentation vendor for Lucite's ground-breaking Alpha plant in Singapore," said John Berra, president of Emerson Process Management. "Emerson engineers from the United Kingdom, India, and Singapore collaborated to provide a simple and modular design that can easily be scaled up for future plants without requiring major re-design and sizing work."

Emerson's PlantWeb digital plant architecture substantially reduces project costs, with customers typically reducing their installation costs by 30 percent. The architecture's built-in predictive intelligence can improve plant efficiencies by 2 percent or more, which is key to helping customers derive full value from state-of-the-art control, automation and asset management solutions, whether at the installation or operational phase of the project.

#### **About Lucite International**

Lucite International is the world leader in methacrylate materials and produces a range of high quality products comprising monomers, acrylic sheet, polymers and resins, marketed under their famous brand names including Lucite<sup>®</sup> and Perspex<sup>®</sup>. Customers convert these into a diverse range of consumer, architectural, high tech and medical products.

The Company has an annual turnover in excess of US\$1.5 billion and employs a workforce of over 2100 people serving customers in over 100 countries worldwide.



Once, all climate changes occurred naturally. However, during the Industrial Revolution, we began altering our climate and environment through changing agricultural and industrial practices. Before the Industrial Revolution, human

activity released very few gases into the atmosphere, but now, through population growth, fossil fuel burning, and deforestation, we are affecting the mixture of gases in the atmosphere.

Some greenhouse gases occur naturally in the atmosphere, while others result from human activities. Naturally occurring greenhouse gases include water vapor, carbon dioxide, methane, nitrous oxide, and ozone. Certain human activities, however, add to the levels of most of these naturally occurring gases:

Each greenhouse gas differs in its ability to absorb heat in the atmosphere. HFCs and PFCs are the most heat-absorbent. Methane traps over 21 times more heat per molecule than carbon dioxide, and nitrous oxide absorbs 270 times more heat per molecule than carbon dioxide. Often, estimates of greenhouse gas emissions are presented in units of millions of metric tons of carbon equivalents (MMTCE), which weights each gas by its GWP value, or Global Warming Potential.

The new Fisher<sup>®</sup> C1 pneumatic controller from Emerson is an energy responsible choice for oil and gas operations. It dramatically decreases the amount of pressurized air or natural gas lost to the atmosphere with its low consumption. A green label and green Bourdon tube symbolize the C1's energy and economic benefits.



Lost energy is lost revenue. By identifying and replacing a highconsumption device with the C1, you will see increased profits from additional gas sales. You can save 1 to 5 thousand cubic meters of methane per year-\$350 to \$1400 according to the U.S. Natural Gas STAR program. These savings pay back the cost of the replacement within 3 to 8months.

The C1 continues the strong reputation of the Fisher 4150 and 4160 Series pneumatic controllers by being robust and reliable for increased operating uptime. The C1 succeeds this industry-recognized Series. Most importantly, the C1 has a new, patented proportional band adjustment assembly to replace the three-way valve. This innovative feature provides even more reliable control and increased safety.

Model	Supply Press (psig)	Air Consumption (scfm)	Equivalent Natural Gas Consumption' (scfm)	Annual Operational Cost (US\$) (Nat. Gas)	Annual Savings (US\$)
Natural Gas (US\$/mscf)				\$3.00	
4150 Series	20	0.3833	0.49	\$780	
C1 Pneumatic Controller	20	0.0417	0.05	\$85	\$695
4150 Series	35	0.5500	0.71	\$1,119	
C1 Pneumatic Controller	35	0.0667	0.09	\$136	\$983

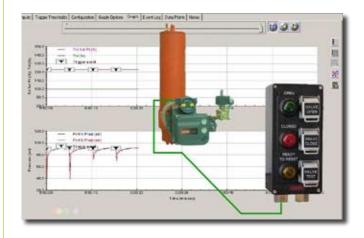
Notes: 1 Conversion factor used: 1.29 times air volume



#### Safety Instrumented System- new demo capabilities

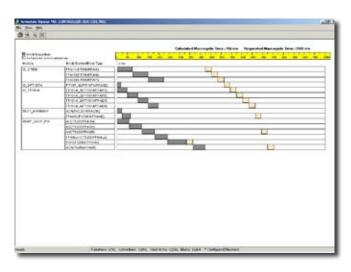
New global safety standards from IEC and ISA have been established. Plant owners are required by government to comply with these regulations. Demos are implemented in the Performance Loop to show how our SIS products can support plant owners in meeting these regulations:

- LCP100 has been installed with the DVC6000 SIS instrument. The setup can initiate partial stroke test and reset the valve and trip after an emergency. The visual indicators and manual controls make it easy for plant personnel to assess and change the status of the valve. Different wiring configurations have been set up to show customer the flexibility of this product to meet their application requirements.
- Solenoid Valve test. The SIS valve in the loop has been installed with a solenoid valve wired to the logic solver. Control strategies have been written to pulse the solenoid valve long enough to verify that it is functioning, and yet short enough so that the actuator does not bleed too much causing the SIS valve to stroke.
- Demo also shows how the test data are automatically captured with a date and time stamp to help the plant operators meet regulatory requirements.
- Visitors can also view the full palette of TUV-certified smart function blocks designed specially for the DeltaV SIS. They can also witness a demo of a voter function block monitoring duplicated pressure measurement, and taking action in the event that a trip limit has been exceeded.



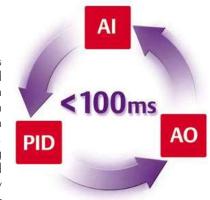
• Automated fault simulation program in the standalone SIS demo has also been modified to have additional selection to pulse, test, and capture the triggered profile of the Solenoid Valve Test.

With a visit, a customer will be able to witness how a safety interlock application can be easily implemented with Emerson's smart SIS architecture, incorporating Rosemount, DeltaV, AMS, and Fisher SIL-PAC final control solution.



#### New FOUNDATION™ Fieldbus demo

The DVC6000f has the fastest AO and PID block execution time available in any Foundation fieldbus devices. This differentiating feature, is highlighted in one of the new fieldbus control-inthe-field demo that



has been set up on the flow control loop. Together with the Macro cycle monitoring page available with DeltaV 9.3, this advantage can be quickly demonstrated to customers. Various control scheme can be set up and compared; controlin-the host, control in a transmitter, and control in DVC6000f. This feature can greatly reduce upfront engineering costs, system controller loading and availability.



#### Performance Loop Visitor Record since Oct 2001

On-site visitors since Oct 01

1508 customers from 493 companies in 25 countries

Remote dial-in demo since Oct 01

4256 customers from 374 companies in 270 locations

Total visitors (on-site and remote)

5764 customers from 867 companies in 25 countries

#### Valve Automation Division - FieldQ pneumatic actuators

2 FieldQ smart products are now available for demo in the Performance Loop, running on different bus communication protocols (FOUNDATION™ Fieldbus, AS-I, and Profibus in future). Customers of rotary products will be impressed with the following features:

- Compact and modular design. The control, feedback, • speed control, and breather function are offered as integrated module resulting in a very compact design. The modular-scalable approach also allowed easy switchover of function modules from conventional to smart digital modules.
- The patented IPT Intelligent Position Tracking technology allows integration of control and feedback in a single product, providing continuous contactless position sensing and feedback.
- Easier and faster installation with push button auto initialization, and LED indication of the initialization status.



#### **Electronic Device Descriptor Language (EDDL)** capability

Emerson is a strong supporter of EDDL, and to demonstrate interoperability in EDDL technology, 3 different host systems have been set up; AMS Device Manager, National linstrument configurator, and 375 handheld communicator. Various divisional devices have been added or upgraded with the

EDDL capability; DVC6000, RMT 3051S, RMT 3144P, RMT XMT-PHT, and CSI 9210. Customers will be able to witness that the essential parameters are similarly displayed with the different host systems.

#### Upgraded hardware and software revisions

- DeltaV is upgraded from 8.4.1 to 9.3. With this upgrade, continuous historian has been set up in DeltaV Application station. PlantWeb® alerts from HART device is now possible, and we can drill into more detailed breakdown of the alerts and its device configuration. PlantWeb® alerts from HART devices such as DVC6000 has been set up.
- AMS Device Manager from 7.6 to 9.0. This has the capability to demonstrate wireless networks, and enhanced EDDL.
- Various AMS SNAP-ON have also been added: Quick Check for loop checking purposes, Engineering Assistant for multivariable 3095 configuration, and Root Cause Diagnostics for loop level diagnostic purposes.
- AMS Asset Portal from 2.0 to 2.5, the new version allows plant health index to be shown and allowed attachment of customized plant SOP.
- AMS Machinery Health from 3.0 to 5.0. This version will allow demo on new CSI feature such as CSI online server

#### Moritani Loop

Moritani has built a demo loop in their facility, which is an hour drive from the Nippon Fisher Tokyo office. It is very similar in construction to the Singapore Loop. The main intention of the loop is to demonstrate PlantWeb® architecture to potential Emerson customers in Japan.



#### **REGIONAL EVENTS**



### Emerson Spirit and Reliability Resonate Strong in Regional Exhibitions

As part of its ongoing branding and marketing outreach, Emerson took part in two regional mega events on September 19-23 and November 7-9, 2007 in Thailand and Japan respectively.

#### Thailand PTT PetroPlas and Rubber Show 2007

The exhibition in Rayong was a petrochemical show sponsored by the country's two largest petrochemical companies in Thailand, namely PTT and Siam Cement Group. According to industry news, the Siam Cement Group, in a joint venture with PetroVietnam, is planning to build a fully integrated petrochemical complex in Vietnam, which will produce Olefins, Aromatics, and other downstream derivatives.

The event was held on September 19-23, 2007. Several customer-visitors to the Emerson stand enquired on products and services, such as the Fisher® range of products – from sliding stem to FIELDVUE® Instrumentation, specifically the DVC2000, the DVC6000 Performance Diagnostic capabilities and special Fisher® engineered products solutions. Others expressed interest in viewing the awesome capabilities of the Emerson flowloop in Singapore.

#### Japan Jemima Show 2007

JEMIMA originated in 1928 as the first industrial union (or association) for measurement and control. It has since evolved and became one of the largest exhibitions for measurement and control technology in Japan.

Held on November 7-9, 2007 at the Tokyo Big Sight (exhibition hall), the event comprised technical seminars, conferences and tutorials as well as product displays from the various leading manufacturers such as Yokogawa, Yamatake, Tomoe, CCI, Endress and Hauser, Fieldbus Foundation and several others.

For Emerson, one of the highlights was the launch of its wireless solutions while a range of other Emerson products which included pressure, temperature, flow, Delta-V, Fisher® control valves. Asset Management Suite (AMS) and the PlantWeb® cruiser were also showcased. Among Fisher® display featured were a 16" 585CLS (10)-EUT-2 with DVC6020f Advanced Diagnostics (AD), small E valves with digital valve controllers (DVC) and the DVC-SIS with El-o-matic actuator.



## When would you like to stop worrying about your plant's severe service valves and start enjoying life?

### Is tomorrow soon enough?

Bring your toughest valve applications under control with Emerson's severe service capabilities.

Begin by relying on Fisher<sup>®</sup> valve application specialists who bring years of know-how to solving tough flow control problems. And then specify field-proven Fisher valve solutions that eliminate cavitation, reduce excessive valve noise, and help avoid damaging pressure surge conditions.

Quit worrying about severe service valves. Learn more by visiting www.FisherSevereService.com



#### EMERSON. CONSIDER IT SOLVED.