

Fall Purchasing Survey 2005

1. In what type of institution do you work?

Private Research
Government
Biotech
Pharmaceutical
Clinical Diagnostic Testing
Academic
Other

2. Which title best applies?

Professor/Instructor
Process Engineer
Business Development Director/Manager
Research Director/VP of Research
Department Head
Technician/Research Assistant
Account Manager
Graduate Student
Staff Scientist
Principal Investigator
President/CEO/Owner/VP
Lab Director/Chief Scientist
Postdoctoral Fellow
Procurement Manager
Consultant
Other

3. Which best describes your purchasing authority?

Authorize
Recommend
Evaluate
No Purchase Role

4. What is your principle area of research or work? (check all that apply)

Bioinformatics
Microbiology/Virology
Immunology
Genomics/Genetics
Cell Biology
Diagnostics/Pathology
Drug Discovery
Administration
Biochemistry
Marketing/Sales
Pharmacology/Toxicology
Molecular Biology

Bioengineering
Neuroscience
Proteomics
Purchasing
None of the Above
Other (please specify)

5. Will your laboratory budget increase or decrease for 2006?

Increase
Decrease
Stay the same

6. Please estimate how much your laboratory budget will increase (or decrease) in 2006?

1 – 10%
11 – 20%
21 – 30%
More than 30%

7. Do you research products when planning your laboratory budget?

Yes
No

8. What techniques or technologies do you currently use in your lab? (check all that apply)

Capillary Electrophoresis
Gene Transfer
Real-time PCR
Nucleic Acid Labeling and Detection
Protein Sequence Analysis
RNA Isolation & Purification
Mass Spectrometry
Recombinant Protein Expression
Chromatography
Nucleic Acid Synthesis
Microarray Analysis
Robotics/Automation
DNA Isolation & Purification
Gene Targeting
Electrophoresis
Vector Design/Construction
Laser Capture Microdissection
Mutagenesis
Nucleic Acid Hybridization
Gene Expression Analysis
Nucleic Acid Sequence Analysis
High-Throughput Screening
PCR/RT-PCR
Protein Isolation & Purification
Protein Microarrays

Crystallization
Protein-DNA Interaction Analysis
Protein-Protein Interaction Analysis
Cell/Tissue Culture
SNP Analysis
DNA Microarrays
Image Analysis
RNAi/siRNA
Microscopy
Spectroscopy
Antibody-based Technologies
2D Electrophoresis
Other (please specify)

9. How much do you have budgeted for new lab equipment in 2006?

\$0 – 50,000
\$50,001 – 100,000
\$100,001 – 500,000
\$500,001 – 1,000,000
>\$1,000,000

10. Which of the following equipment/systems do you plan to purchase and when?

(check all that apply)

Within 0-3 months

within 3-6 months

Within 6 – 12 months

in >12 months

Fume hoods
Microfluidics equipment
Nucleic Acid Synthesizers
Mass Spectrophotometers
Automated Nucleic Acid Extraction
Hybridization Ovens
Incubators
Autoclave/Sterilizers
Nucleic Acid Sequencers
Microarray Equipment
HPLC/FPLC Systems
Gel Electrophoresis Systems
Water Purification Systems
Imaging/Gel Documentation Systems
Spectrophotometers
Flow Cytometers
HTS Workstations
Microscopes
Peptide Synthesizers
Clean Room Equipment
Heating Blocks
Centrifuges

Real Time Thermal Cyclers
Balances
Thermal Cyclers
Tissue Culture Hoods
Water Baths
2D Electrophoresis Systems
Cell Analyzers
Protein Array Equipment

11. Which of the following promotions do you prefer?

Free trial products
Discounted products
Customer reward programs
Giveaways with Purchases
Free Technical Manuals/Posters
Other (please specify)

12. Are you planning on purchasing any of the following software and, if so, what would be your time frame for purchase?

Within 0 - 3 months
Within 3 - 6 months
Within 6 – 12 months
In >12 months
N/A

LIMS
Mass Spectrometry Software
Bioinformatics Software
Image Analysis Software
2D Image Analysis Software
Microarray Analysis Software
Pathway Analysis/Mapping Software
Other Laboratory Software

13. Do you plan to start any new techniques in 2006?

Yes
No

14. Which of the following techniques will be NEW to you in 2006? (check all that apply)

Capillary Electrophoresis
Gene Transfer
Real-time PCR
Nucleic Acid Labeling and Detection
Protein Sequence Analysis
RNA Isolation & Purification
Mass Spectrometry
Recombinant Protein Expression
Chromatography
Nucleic Acid Synthesis
Microarray Analysis

Robotics/Automation
DNA Isolation & Purification
Gene Targeting
Electrophoresis
Vector Design/Construction
Laser Capture Microdissection
Mutagenesis
Nucleic Acid Hybridization
Gene Expression Analysis
Nucleic Acid Sequence Analysis
High-Throughput Screening
PCR/RT-PCR
Protein Isolation & Purification
Protein Microarrays
Crystallization
Protein-DNA Interaction Analysis
Protein-Protein Interaction Analysis
Cell/Tissue Culture
SNP Analysis
DNA Microarrays
Image Analysis
RNAi/siRNA
Microscopy
Spectroscopy
Antibody-based Technologies
2D Electrophoresis
Other (please specify)

15. Please rate from 1 to 5 how much you are influenced by each of the following to purchase lab products.

(1 = Very influenced, 5 = Not at all influenced)

Email advertisements
Journal advertisements
Colleague recommendations
Print catalogs
Web advertisements
Online buyer's guides (Biocompare, Labvelocity, BioSupplyNet)
Journal articles
Storeroom availability
Brand reputation
Samples

16. What conferences do you plan on attending in 2006? (check all that apply)

AAAS: American Association for the Advancement of Science
AACC: American Association for Clinical Chemistry
AACR: American Association of Cancer Research
ABRF: Association of Bimolecular Resource Facilities
ACS: American Cancer Society
ASCB: American Society of Cell Biology
ASHG: American Society for Human Genetics
ASM: American Society for Microbiology

ASMS: American Society of Mass Spectrometry
Biotechnica
Drug Discovery Technology
ENDO: Endocrine Society
FASEB: Federation of American Societies for Experimental Biology
Society for Neuroscience
None
Other (please specify)

17. Those that answered 'None' will be asked...

Please tell us why you will not be attending any meetings in 2006.

It's not in my budget
There isn't a meeting that pertains to my research interests
Other (please specify)

18. Which advertising medium below is the most influential in encouraging you to visit a vendor's website?

Referral from friend/colleague
Online advertising
Print advertising
Search engine results
E-mail message
Booth at a tradeshow
Third party comparison site
Other (please specify)

19. Which of the following resources do you use to look for life science products?

Supplier print catalogs
Journal advertisements
Conferences
Colleague referral
Biocompare
Email newsletters
Google
Journal websites
LabVelocity
BioResearchOnline
SelectScience
Sciquest
Supplier websites/web catalogs
Other (please specify)

20. Do you plan to commercially outsource any of the following in 2006 (not including use of a core facility)?

Laboratory Animal Services
Mass Spectrometry Services
Peptide Synthesis
Antibody Production
Library Construction
Oligonucleotide Synthesis
siRNA Synthesis

Microarray Services
Protein Production
Microbiology Services
Cell Culture Services
Histology Services
None of the Above
Other (please specify)

21. Do you look for life science products online?

Yes
No

22. Please indicate how often you use each of the following to look for life science products online.

Daily
Monthly
Weekly
Yearly
Never

Biocompare
LabVelocity.com
Google
BiosupplyNet.com
SelectScience
Nature.com
BioResearchOnline
Supplier Websites
Sciquest
Sciencemag.org

**23. Please tell us of any other websites you use to find life science products.
(open-ended)**