

2006 Annual Purchasing Survey

1. Will your laboratory budget increase or decrease for 2007?

- Increase
- Decrease
- Stay the same

2. Please estimate how much your laboratory budget will increase (or decrease) in 2007? (This question will say either 'increase' or 'decrease' depending on the answer to Q1)

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

3. How much do you have budgeted for new lab equipment in 2007?

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

4. 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
CO2 Incubators
Biological Safety Cabinets
Humidity/Stability Test Chambers
Plant Growth Chambers
Freezers
Refrigerators
Ultralow Temperature Freezers

5. From which of the following suppliers will you consider purchasing your [pipe equipment type]? (Select all that apply)

Companies selling the specific equipment types will be listed here.

6. Do you currently conduct or plan to conduct miRNA research?

Currently conducting
Within 3 months
Within 6 months
Within one year
In more than one year
Do not currently conduct or plan to conduct

7. 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

8. What techniques or technologies do you currently use in your lab or will be new to you in 2007? (check all that apply)

Currently Use

Will begin using in 2007

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. Do you plan to commercially outsource any of the following in 2007 (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)

10. What price per 2D gel (20x20cm) would you be willing to pay for a new 2D Gel premix which would offer the following benefits:

- i. A factor of 2 to 3 in detection sensitivity AND
- ii. 70 – 80% hit rate on post MS protein detection

- A) _____ \$ each for up to 100 gels/year
- B) _____ \$ each for up to 500 gels/year
- C) _____ \$ each for up to 1000 gels/year
- D) _____ \$ each for more than 1000 gels/year

11. How many high purify (gel purified) synthetic oligonucleotides (DNA and/or siRNA) do you plan to buy in the next year?

Length	Supplier			
	Manufacturer	Vendor	Core Facility	Other
20 – 30				
30 – 50				
50 – 70				
70 – 120				
➤ 120				

12. What conferences do you plan on attending in 2007? (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 Biomolecular 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)

**13. Those that answered 'None' will be asked...
Please tell us why you will not be attending any meetings in 2007.**

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

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

Yes

No

15. 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)

16. 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

17. 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)

18. 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)

19. Do you look for life science products online?

Yes

No

20. 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

Demographic Questions

21. In what type of institution do you work?

Private Research

Government

Biotech

Pharmaceutical

Clinical Diagnostic Testing

Academic

Other

22. 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

23. Which best describes your purchasing authority?

- Authorize
- Recommend
- Evaluate
- No Purchase Role

24. 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)