

## ***Flowmeter User Requirements, Preferences, and Trends***

Flow Research is conducting a survey of flowmeter users. The purpose of this survey is to capture the views of the market's end-users as another means of informing suppliers to the markets. Purchase decisions and application requirements and changes are best understood – and most easily anticipated – from the perspective of end-users. The survey provides detailed insight into the purchasing plans and preferences of those who purchase, specify, and use flowmeters.

The industries sampled in the survey will be drawn from the process industries. The pertinent questions regarding applications, product preferences, buying criteria, accuracy and safety considerations, purchase plans, and supplier sources will all be asked and included in the results. The results of both an Internet survey and telephone survey will be combined into a comprehensive profile of flowmeter users. Below is a brief outline of the *Flowmeter User Requirements Survey* for your review:

### **Survey Segments**

- Industry
- Company Size / Employee Totals
- Primary Applications
- Flowmeters in Use (by quantities and by types)
- Purchase Factors and Supporting Rationales (with priority ratings)
- Unmet Needs from Products and Suppliers
- Anticipated Changes in Applications
- Industry Growth Estimates (through 2008)
- Purchase Plans (through 2008)
- Purchase of Multivariable DP Flowmeters in 2004
- Expectations for Future Purchase of Multivariable DP Flowmeters
- Use of DP Flowmeters to Measure Mass vs. Volumetric Flow
- If Volumetric for Gas, use of Actual Volumetric vs. Base Volumetric
- Use of Primary Elements with DP Transmitters Purchased
- Types of Primary Elements Purchased in 2004
- Types of Primary Elements Expected to be Purchased in 2008
- Reasons for Changing Types, if any
- Size of Installed Base of Flowmeters
- Communication Protocols Used with Flowmeters Purchased
- Safety and Other Approvals
- Non-Product Considerations in Flowmeter Selection
- Openness to Doing Business with New Suppliers
- Ways to Become Aware of Flowmeters and Vendors (Internet, Product Literature, Salespeople, Ads, Articles, etc.)

- Trade Periodicals and Trade Shows that are Sources of Information about Flowmeters and Vendors