

Request for Input on Flowmeter Line Size Study

[Flow Research](#) is conducting a study on flowmeter line sizes. Our goal is to determine what percent of different types of flowmeters are sold into various line sizes, from 1/16 inch to 20 inches and above. We believe that this information will be extremely valuable, as it will enable suppliers to better understand their potential markets. All flowmeter types will be included in the study.

Our plan is to do a two-pronged study that includes both supplier data and end-user data. We will ask suppliers for shipment data for flowmeters by line size. At the same time, we are planning an end-user survey that will attempt to provide a breakout by industry. For example, it stands to reason that there are more large flowmeters sold into the water & wastewater industry than into the chemical industry. We plan to quantify this by calling representative end-users from the different process industries.

The response to our current series of flowmeter studies has been extremely good. We now have a complete analysis of the worldwide flowmeter market by technology and by geographic region. This new study enables us to build on this data and look at it from another perspective. We will not be asking for new shipment data for this study; instead, we will be asking for a line size breakout for shipment data that has already been provided.

Your input is extremely important to this study. We want to know what is most important to you so we can be sure to cover the subjects of concern to you. Please respond to Flow Research by email (jesse@flowresearch.com), by fax (781-224-7552), or by phone (781-245-3200). Our regular mail address is Flow Research, 27 Water Street, Wakefield, MA 01880. Also, if you prefer not to deal with the structure of this form, just send an email or fax with your comments. Please visit our website at www.flowresearch.com for more information. Thank you! – Jesse Yoder, Flow Research, Inc.

Also, please use this occasion to let us know about any needs you might have for custom market research.

Name _____ Company _____

Address _____

City, State _____ Postal Code _____

Country _____ Website _____

Phone Number _____ Email Address _____

Fax Number _____

Market Research

1. What are your sources of market research information (check all that apply)?

- We don't use market research
- We do our own market research
- We get what we need from the Internet
- We use custom market research studies from outside companies
- We use off-the-shelf studies from outside companies
- Other (please specify) _____

What are your current market research needs (e.g., custom work, off-the-shelf studies)? Please specify any subject areas that you need market research in, or anticipate future needs. Please include, but do not limit yourself to, instrumentation topics.

2. What are your main criticisms of market research reports you have seen?

3. How do you feel that the market research reports you have seen could be improved? (please be as specific as possible)

Flowmeter Line Sizes

4. What information would you like to see about flowmeter line sizes? Please rate the following in terms of importance to you, using the following scale from 1 to 5:

- Unimportant = 1
- Slightly important = 2
- Of Average Importance = 3
- Quite Important = 4
- Highly Important = 5

Line size breakout by type of flowmeter

Line size breakout by industry

- _____ Forecast of changes in line size demand for flowmeters over the next five years
- _____ Factors driving growth in different line sizes
- _____ Special regulations that apply to particular line sizes, such as very large meters
- _____ An analysis of units vs. revenues as it relates to flowmeter line sizes
- _____ Geographic Breakdown of Flowmeter Market (North America, Europe, Japan, Asia Asia without Japan, Rest of World)
- _____ I prefer to see the following geographic breakdown _____

5. Please list any other topics not listed here that you would like to see covered. Rate their importance, if possible:

Segmentation

6. Our plan is to include the following types of flowmeters:

- Coriolis
- Magnetic
- Ultrasonic
- Vortex
- DP transmitters used for flow
- Positive displacement
- Turbine
- Thermal
- Variable area

NOTE: Open channel is not included, since this is a study on closed-pipe flowmeters.

We are planning to include the following industries:

- Oil & gas
- Refining
- Chemical
- Food & beverage
- Pharmaceutical
- Pulp & paper
- Power
- Water & Wastewater

Comments on this segmentation _____

7. We could also potentially do some related segmentation if there is interest. For example, would you like to see the following segmentation?

Insertion flowmeters vs. Full Bore Flowmeters _____ Yes _____ No _____ Uncertain

Liners used in flowmeters of different line sizes _____ Yes _____ No _____ Uncertain

End-User Survey

8. We are planning to do a survey of end-users that will seek to quantify flowmeter line sizes by industry. Please let us know what information you would like to receive from this survey. Please rate the following in terms of importance to you, using the following scale:

Unimportant = 1

Slightly important = 2

Of Average Importance = 3

Quite Important = 4

Highly Important = 5

_____ User comments on what types of meters they use with particular line sizes

_____ User willingness to order insertion meters for large pipe sizes

_____ What types of liners are used in different size pipes

_____ How often there is a difference between flowmeter size and line size (e.g., a two inch Coriolis meter in a three inch line)

_____ The extent to which line size determines what type of flowmeter is used

_____ Current and future buying plans for flowmeters of specific line sizes – or any projected change from what has been true in the past

_____ What factors users consider when selecting flowmeters of certain line sizes, e.g., how do they select between magnetic, ultrasonic, and turbine for line sizes above 20 inches

9. Other questions you'd like us to ask _____

10. Any other comments (attach another sheet if you like):

11. Are you interested in purchasing this study when it is completed? _____

Please send to jesse@flowresearch.com. Or, fax to 781-224-7552. Visit our website at www.flowresearch.com for information on the entire 10-Volume series of flowmeter studies.

Our mailing address is:

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Wakefield, MA 01880.

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Thanks for your input!