

Lab Manager Magazine Pittcon 2010 Attendance Survey

Q2 Grouping

Are you planning to attend Pittcon 2010 in Orlando?

Yes, and I have also attended Pittcon previously	78	30.71%
Yes, and 2010 will be my first time attending Pittcon	38	14.96%
No, but I have attended Pittcon previously	54	21.26%
No, and I have not attended Pittcon previously	84	33.07%

Total 254

Mean	2.57
Standard Dev.	1.24
Variance	1.53

Q3 Grouping

What is your main purpose for going to Pittcon?

Visit equipment manufacturers	52	39.10%
Network with attendees	9	6.77%
Learn about new technologies	40	30.08%
Attend seminars/workshops	17	12.78%
Find a new job	4	3.01%
Other (please specify)	11	8.27%

Total 133

Mean	2.59
Standard Dev.	1.57
Variance	2.47

Other Option [Other (please specify)]

Exhibitor
 sale LIMS
 exhibitor
 Exhibit
 Exhibitor
 n.a.
 ABIH CM Points
 exhibitor
 Exhibitor
 Exhibiting
 check shows viability for exhibiting again

Q4 Grouping

Do/will you research vendors and their products in advance of Pittcon?

Yes	120	78.43%
No	33	21.57%

Total 153

Mean	1.22
Standard Dev.	0.41
Variance	0.17

Q5

Grouping

How do/will you conduct that research?

Read information and ads in trade magazines	24	17.52%
Review product literature	10	7.30%
Visit vendor website	37	27.01%
Search the Internet for product information	37	27.01%
Participate in social networking sites	3	2.19%
Speak with colleagues	7	5.11%
Visits/calls from vendors	7	5.11%
Other (please describe)	12	8.76%

Total	137
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Mean	3.69
Standard Dev.	2.04
Variance	4.16

Other Option [Other (please describe)]

Several of the above
 Review Pittcon abstracts and promotional material
 visit pittcon website
 all above
 various
 multiple of the above
 much of the above
 n.a.
 all of the above
 N/A
 PittCon website
 all the above

Q6

Grouping

How do/will you decide which vendors to visit?

Vendor reputation	15	10.00%
Vendor products	64	42.67%
Vendor website	12	8.00%
Discussions with vendor representatives	13	8.67%
Current supplier of product/service	11	7.33%
Recommendation from a colleague	9	6.00%
Vendor promotion	6	4.00%
Other (please describe)	20	13.33%

Total	150
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Mean	3.61
Standard Dev.	2.32
Variance	5.38

Other Option [Other (please describe)]

products, website, representative, supplier, promotion
 interest in new product/service
 Several of the above
 Needs of facility
 Try to visit all in area of interest
 walk around to all
 all of the above
 Attractiveness of booth
 I visit ALL booths appropriate
 My need/interest
 Specific need
 items 2,3,4,5,6
 Multiple

various
 My current needs within my facility
 Competitors/Potential Clients
 based on lab needs
 My needs
 visit all
 whether or not they are a good fit for business development

Q7			Grouping
Do/will you set up appointments in advance with specific vendors?			
Yes	49	32.24%	
No	103	67.76%	
Total	152		
Mean	1.68		
Standard Dev.	0.47		
Variance	0.22		

Q8			Grouping
Who at a vendors booth are you most interested in talking to?			
Product manager	92	60.53%	
Marketing manager	16	10.53%	
Sales representative	26	17.11%	
Other (please describe)	18	11.84%	
Total	152		
Mean	1.80		
Standard Dev.	1.10		
Variance	1.22		

Other Option [Other (please describe)]

anyone
 Tech. Specialist
 Technical person
 technical person
 nobody
 anyone who knows the product
 anyone, everyone reflects something about company culture
 technical person
 application specialist
 Owner / Principle
 Technical People
 Technical personnel
 tech service
 technical service
 Applications
 applications scientist
 Service Rep

Q9			Grouping
How often is your decision to purchase a particular instrument based on a meeting at the vendor's booth?			
Always	16	10.60%	
Occasionally	106	70.20%	
Never	17	11.26%	
Don't know	12	7.95%	
Total	151		
Mean	2.17		
Standard Dev.	0.72		
Variance	0.51		

Q10	Grouping
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How many Pittcons have you attended in the course of your career?

None, 2010 will be my first one	45	29.61%
1 - 3	49	32.24%
4 - 7	23	15.13%
8 - 10	12	7.89%
11 - 15	8	5.26%
More than 15	15	9.87%
Total	152	
Mean	2.57	
Standard Dev.	1.58	
Variance	2.51	

Q11	Grouping
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Over the past 5 to 10 years, how, if any, has the value of attending Pittcon changed?

Increased in value	24	15.69%
Decreased in value	34	22.22%
No change	50	32.68%
Don't know	45	29.41%
Total	153	
Mean	2.76	
Standard Dev.	1.05	
Variance	1.09	

Q12

Please explain how you think the value of attending Pittcon has changed — either for better or worse.

	The value I receive is meeting with business contacts and checking out the competition.
	Pittcon is loosing its value because you can now use the internet for information. Save money and time of not attending. Basically a paid vacation for some.
	Pittcon should be every two years like Analytica in Munich which will take place right after Piuttcon. March 23 to 27,2010.Achema is every three years.Much greater value every two or three years.
6356774	
6357360	There are fewer vendors and smaller presentations by each vendor.
	It's less and less about the capabilities of the instrument and more about the 'sales pitch' those salesmen will promise anything!
6357404	More variety/more people/more papers
6357487	
6357501	
	More people are conducting research on-line and due to economic reasons less companies exhibit and less visitors.
6357510	
	Infomatics grouped together...my usual vendors usually near each other so I don't waste time on every aisle...also new products
6357522	In this climate it's hard to get approval to attend, so we have to rely on other means of getting the needed information.
6357563	Exoanede scope
6357579	

6357780	lower participation rates I beleive the value is in having a one stop approach to new technologies, and networking with others who are in your field. I like being able to talk to vendors and scientists rather than getting all my info from the internet.
6357950	
6358078	Have never attended
6358166	The vendor websites are more helpful now. My first Pittcon trip was recently, I do plan on attending another when it is closer.
6358265	Seems like mostly vendor participation
6358365	Much more information is available on products via the internet
6358607	Emphasis has moved to Biotech and Pharm instruments and apps-- I am still more interested in analytical chemistry and related instrumentation
6358861	Electronic recap and literature - more promotion
6358973	more marketing, less chemistry, more focused towards quantitation
6358983	Decreased in value for me because I do very little analytical work now.
6359094	not as many booths or manufacturers, many Thermo companies no longer exhibit, fewer attendees
6359127	I think that it is still beneficial to see the products and talk to the vendors but the current economic climate makes it even more difficult to travel that in the past.
6359146	I have felt that PittCon has become more of a vendor show case than a place to learn more technically about equipment offerings
6359200	I don't know
6359422	Smaller exhibition, less new product introduction, less attendees
6359464	Too much pharma
6359633	
6359640	It is smaller than previous and some vendors I would like to talk to are no longer exhibiting.
	Pittcon used to be THE show, now it's one of many. Both vendors and attendees need to budget for the many versus the few.....
6359684	I think value is the same.
6359941	I've only attended two--seven years apart, and I didn't notice much change.
6360035	Fewer vendors are attending.
6360439	
	Even though it is smaller that several years ago, the value of the conference has increase because of changes the organizers have made in recent years, including the Networking Sessions and the Expo Only time.
6360470	cost benefit has declined
6360670	
6360685	
6360793	cuts out a lot of the leg work
	The quality of the scientific content has become too comercial andthe selection of content for oral presentations has become too political.
6360922	
	Because we have more and more instruments in our portfolio, so is the best opportunity we have to contact every company we represent
6361145	Valuable way to keep up with technological innovations
6362216	The last Pittcon I attended seemed to have less vendors than in the past. I have attended Pittcon in Orlando several times over the past 10 years.
6362875	
6364172	More networking has added to my experience More 'hands-on'
6367706	One - on - One Applications

6368910	It has changed for the better since increased number of manufacture use the opportunity to showcase their products
6369046	Better I find it beneficial to meet and discuss productlines with vendors in a setting where all the players are in the same room at the same time. It allows for greater and more timely comparison.
6371168	more alternatives for info
6371410	locations are too esoteric not centrally located
6371496	Not enough changes from year to year to support an annual show. Vendor base and attendees have declined
6371706	no conclusion can be made based on the information I have
6371750	variety, increased comparison, product knowledge
6376167	Not much microbiology
6376230	Markets have changed and so have manufacturer's, this will help me to keep in touch with new trends and forge new relationships and improve old ones.
6376607	for Better
6380485	improving in latest technology information
6383441	I have only attended one, so I can't really comment on this.
6399027	worse
6414973	More technical discussion/posters/symposia/short courses on frontiers of analytical chemistry
6436182	Lower attendance is not a good thing. Sign of the economic times.
6440309	fewer vendors, lack of new product announcements.
6453075	The value of attendees has gone down along with the number of viable attendees. Price of booth space and other expenses have gone up, up, up.
6460481	i know new products an advance tecnique in quality control
6468074	More info is more easily available from internet, trade magazines
6475614	The value increased but no opportunity yet to attend again
6505416	

Q13

Grouping

Have you ever participated in an Online Trade Show?

Yes	15	6.98%
No	200	93.02%
Total	215	
Mean	1.93	
Standard Dev.	0.26	
Variance	0.07	

Q14

If you replied yes to the previous question, please list the events you attended and identify their overallusefulness (very useful, useful, neutral, or not useful).

6358169	PDA -- useful	
6358842	Hach virtual	useful
6359776	Bioconference online	
		others (don't remember names) either neutral or slightly useful
6359928	Varian, not useful at all	

6360470	BioConference Live - not very useful
6360793	lubrication excellence
6375312	neutral
6468074	expopack useful

Q15	Grouping
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Do you attend the following trade shows?

Lab Automation

Yes	35	21.34%
No	129	78.66%

Total	164
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Mean	1.79
Standard Dev.	0.41
Variance	0.17

HPLC

Yes	24	16.00%
No	126	84.00%

Total	150
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Mean	1.84
Standard Dev.	0.37
Variance	0.14

ACS - Spring meeting

Yes	24	16.33%
No	123	83.67%

Total	147
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Mean	1.84
Standard Dev.	0.37
Variance	0.14

ACS - Fall meeting

Yes	22	15.07%
No	124	84.93%

Total	146
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Mean	1.85
Standard Dev.	0.36
Variance	0.13

Eastern Analytical Symposium

Yes	33	21.71%
No	119	78.29%

Total	152
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Mean	1.78
Standard Dev.	0.41
Variance	0.17

ASMS Conference on Mass Spectrometry

Yes	14	9.72%
No	130	90.28%
Total	144	

Mean	1.90
Standard Dev.	0.30
Variance	0.09

American Society of Microbiology

Yes	14	9.66%
No	131	90.34%
Total	145	

Mean	1.90
Standard Dev.	0.30
Variance	0.09

Gulf Coast Conference

Yes	17	11.81%
No	127	88.19%
Total	144	

Mean	1.88
Standard Dev.	0.32
Variance	0.10

AOAC INTERNATIONAL

Yes	18	12.59%
No	125	87.41%
Total	143	

Mean	1.87
Standard Dev.	0.33
Variance	0.11

Material Reference Society

Yes	6	4.29%
No	134	95.71%
Total	140	

Mean	1.96
Standard Dev.	0.20
Variance	0.04

Other

Yes	59	43.70%
No	76	56.30%
Total	135	

Mean	1.56
Standard Dev.	0.50
Variance	0.25

Q16

If you selected Other in the previous question, please specify.

6356709	NPE, ANTEC
6357271	FEW
6357360	Design and Engineering Conferences
6357703	Cleaning Validation training
6357780	pda
6357835	specific trade shows as it is : food,medical,etc
6357950	Regional phosphate conference
6358166	FACCS
6358169	AAPS
6358209	Pack expo, Plastics show
6358265	Trade shows more directly related to the metal casting industry
6358395	AACC, CLMA, ASQ, CSMLS
6358396	CLMA one staff member AACC some local
6358625	Experimental biology (FASEB)
6358700	FSEA
6358842	WVOA
6358983	Radtech and STLE
6359094	none
6359127	Institute of Food Technologists, Food Safety Summit
6359146	APHL
6359200	Reliability 2.0
6359222	AAMI
6359444	USP, Dioxin conf
6359592	IPC APEX
6359633	SME Society for Mining Metallurgy and Exploration
6359684	Analytica
6359708	AWWA, WET
6359776	biophysical society
6360625	AAVLD
6360922	International Ion Chromatography Symposium
6361505	AWWA conferences & Water related topics
6361820	NW Lab Symposium
6361858	AABB
6362540	AACC
6363205	CLMA
6365685	Indian Paint association annual conference & show.Colour Society conference.
6366919	Gulfood, Interpack
6367040	cosmetic fair
6367215	Isranalytica, Israel; Annual Israeli Chem. Soc. Symposium
6367547	GC-MS, LC-MS, Spectroscopy
6368808	afds
6368942	AIHCE
6369873	AALAS, ABSA
6370266	PAAEL
6371168	APIII, NSH, USCAP, CAP
6371706	NSTA, Distributors Sales Meetings
6372707	National AALAS
6374569	ILDA
6374787	SEMICON West & Intersolar North America
6376230	AACC
6377141	MEDICA IN DUSSELDORF
6384098	ARABLAB
6399103	aabb, clma, camlt
6407052	Association of Clinical Biochemists of India(ACBI) held at Cochin from 2nd Nov, 09 till 7th Nov, 09
6433922	qPCR MuenchenGermany
6440309	Chem Show

6440324	ASCLD/LAB where they do have a trade show
6475614	set up
6493368	Winter Plasma Conference
	NYAAEL Annual Convention

Q17

What is your job title?

6356709	EPS Technical Development Team Leader
6356774	President
6356784	Director Laboratory Operations
6357271	QA/Lab Manager
6357332	
6357360	V.P. Engineering
6357404	chromatograpy supervisor
6357487	Senior Chemist
6357501	Sr. Laboratory Planner
6357510	Service manager
6357522	Lab Supervisor
6357563	Lab Manager
6357579	Vice-President of Analytical Research
6357703	Product Specialist
6357738	Laboratory Manager
6357780	
6357794	lab mgr
6357803	
6357812	senior scientist
6357822	analytical Chemist
6357835	manager
6357840	Lab Operations Manager
6357863	lab mgr
6357928	
6357950	Laboratory manager
6357968	President
6358046	
6358078	QC Lab Supervisor
6358161	Failure Analysis Engineer
6358166	Team leader
6358168	Lab Operations Director
6358169	Associate Director
6358173	Professor
6358174	laboratory manager
6358178	
6358209	Technical Manager
6358265	Lab Manager
6358365	Senior Chemist
6358395	Director, Laboratory Medicine
6358396	Lab manager
6358429	
6358490	
6358552	chemist
6358579	chemist
6358607	Analytical Chemist II.
6358625	scientist
6358660	Lab Supervisor
6358700	chemist
6358842	Head operator
6358861	Technical Marketing Manager
6358879	Lab Director
6358960	Bureau Chief
6358973	COO
6358983	Mananger
6359094	President
6359105	Marketing Manager
6359127	Merchandising Manager
6359146	Lab Division Supervisor
6359173	

6359189	Chemistry ATL Supervisor
6359200	Director of EMA & Metrology
6359222	Director
6359403	Product Manager
6359422	Insurance manager
6359444	Lab director
6359464	CEO
6359489	Research Associate
6359503	marketing manager
6359553	Lab Supervisor
6359577	Biologist
6359592	Manufacturing Engineer
6359633	Chief Chemist
6359640	Lab Manager
6359663	Chief Env. Scientist
	Director, Global Strategic Sourcing & Partnerships
6359684	Laboratory Superintendent
6359708	
6359729	
6359741	Lab Manager
6359776	lab manager
6359928	Group Leader
6359941	QC Director
6360035	Supervising Chemist
6360063	Technical Sales Director
6360121	National Lab Sales Manager
6360222	Chief Chemist Lab Director
6360273	R&D manager
6360439	Manager, Analytical & Testing
6360470	Chemistry Professor
6360625	Senior Microbiologist
6360670	director of chemistry
6360685	Lab Manager
6360732	supervisor
6360781	Chemical engineer
6360793	Lab Manager
6360858	Associate research scientist
6360922	Sr. V.P. or R&D, CSO
6360958	
6361055	Senior Group Leader
6361059	Chemist
6361145	Manager
6361232	Senior Engineer
6361505	Water Quality Analyst
6361820	Laboratory Manager
6361858	Engineer, Validation
6362193	Business Unit Manager
6362216	Vice President - Quality Assurance Manager
6362540	Lab Director
6362875	Senior Scientist
6363205	Laboratory Director
6363530	manager
6363538	Lab manager
6363688	Medical Technologist, Lead
6364172	Lab Manager
6364614	Lab Supervisor
6365685	Development of automotive paints
6365715	analytical chemist
6365810	IT Support
6365858	Laboratory Manager
6366272	Assistant Director Training
6366420	researcher
6366445	
6366775	
6366919	Business Development
6367040	director
6367046	Quality manager
6367121	

6367208	
6367215	Chief Chemist
6367547	Dy. Manager Q.A.
6367706	Senior Chemist
6368473	General Manager
6368808	executive
6368910	Manager Chromatography
6368942	Industrial Hygienist
6369046	Director
6369188	Generalist Med Tech II
6369288	
6369474	Research scientist
6369500	architecture
6369538	Sr. Tech
6369723	R&D Laboratory Manager
6369873	Manager
6369914	Research Chemist
6370127	Quality Lab Manager
6370165	Professor
6370266	Laboratory Manager
6370272	Marketing Communications Mgr
6370411	Senior Analytical Chemist
6370483	Chemist
6370572	
6370723	TECHNICION
6370759	Lab Manager
6370932	Lab Manager
6371168	Director of Pathology Development
6371320	Manager
6371410	Region Manager
6371496	Vice President
6371544	Lab Manager
6371706	VP Sales
6371750	Lab mgr
6371842	Scientist
6371913	Research Manager
6372274	Administrative Director, Laboratory
6372707	Administrative Assistant
6372874	Lab Mgr
6374569	Vice President of Sales
6374787	Engineering Manager
6375312	Consulter
6376167	Quality Manager, manufacturing
6376230	Chief marketing Officer
6376508	Laboratory Director
6376607	Analytical Chemist
6377141	DIRECTOR
6379015	Professor
6379546	
6380485	
6383441	chairman
6384098	PRODUCT MANAGER
6385254	
6389036	
6390067	Career Counsellor
6397609	Laboratory Manager
6399027	Site Analytical Manager
6399103	andministrative director, laboratory services
6400492	Professor of Chemistry
6403062	lab manager
6406900	Tech. Director
6406951	
6407052	Director
6414973	manager
6432092	
6433922	academic professor
6436182	Principal Research Chemist
6436743	Research Assistant

6440275	Science Technician
6440309	Product Manager
6440324	crime lab manager
6441397	pathologist incharge
6444045	Lab manager
6445796	Testing Services Research Manager
6453075	Sr. Scientist
6460481	Customer Service Manger
6461522	Laboratory Manager
6468074	director
6475614	Principal Scientist
6478364	FME-LAB Branch Head
6493368	Division Chief
6501582	Manager of Business Development
6505416	Laboratory Manager

Q18	Grouping
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Do you have purchasing authority?

Yes	157	77.34%
No	46	22.66%

Total	203
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Mean	1.23
Standard Dev.	0.42
Variance	0.18