

Market Composition

The composition of the market for the major laboratory products sold in the United States is shown in Figure 1. Of the total of \$1.35 billion of laboratory products sold in 1976, \$553 million (41%) was generated from sales of diagnostic products, with the remainder coming from instruments, apparatus, supplies, and computer products. Diagnostic products sales were in turn distributed among ten laboratory sections, with the largest amount going to the clinical chemistry lab.

More recent estimates of the size of the clinical laboratory and diagnostic products market are in the vicinity of \$2.25 billion for 1981.

The data represented here are, however, for 1976 since the 1981 data does not include the desired product category breakdown.

Diagnostic Products

The remainder of this report is devoted to diagnostic products only. Figure 2 shows the growth (actual and projected) of laboratory diagnostic product sales in the United States. Between 1976 and 1978, sales volume showed a 73% increase from \$553 million to \$955 million. The figures for the years from 1980 to 1986 are projections, and show that the astronomical growth in this product category is expected to continue.