

Figure 4
(Cont'd.)

<u>Quality Control</u>	<u>1976 Sales</u>	<u>% of Market</u>
General Diagnostics	\$10.1	25.1
Technicon	7.5	18.7
Dade	6.8	16.9
Hyland	5.8	14.4
Ortho	3.3	8.2
Lederle	2.3	5.7
Du Pont	0.8	2.0
All others	3.6	9.0
	<u>\$51.3</u>	<u>100.0</u>

<u>Standards and buffers</u>	<u>1976 Sales</u>	<u>% of Market</u>
Instrumentation Lab	\$ 2.5	36.8
Corning	1.6	23.5
London Company	0.8	11.8
All others	1.9	27.9
	<u>\$ 6.8</u>	<u>100.0</u>