

Percent of Total Surveyed

Attitudinal Statements
Top Two Selections

European quality as good as U.S.	14.6
Prefer group buying	24.4
More cost conscious in near future	63.4
Priorities not well defined	12.2
Status quo hospital	17.1
Disagreement on future directions	9.8
Close relationships among physicians	46.3
Change and innovation stifled	17.1
Certification of needs of major obstacle	34.1
Canadian firms not reliable as U.S.	4.9
Japanese firms not reliable as U.S.	7.3
Satisfied with current suppliers	73.2