

Attitudinal Statements Most Frequently Selected

	<u>Total</u>
Hospital is most innovative	42.5%
Prefer known distributors	67.5
Prefer local firms	55.0
Prefer U.S. firms	32.5
Japanese quality as good as U.S.	10.0
European quality as good as U.S.	22.5
Prefer group buying	42.5
More cost conscious in near future	72.5
Satisfied with current suppliers	80.0