

Figure 4

The Major Competitors in Each of the Major Product Categories
of Clinical Chemistry Products

<u>Enzyme chemistries</u>	<u>1976 Sales</u>	<u>% of Market</u>
Technicon	\$ 8.2	16.0
Du Pont	7.3	14.2
Instrumentation Lab.	3.7	7.2
Worthington	3.4	6.6
Abbott	3.3	6.4
Coulter	2.9	5.7
SmithKline	2.3	4.5
General Diagnostics	1.8	3.5
Dade	1.7	3.3
BMC	1.6	3.1
Dow	1.5	2.9
Calbiochem	1.2	2.3
Roche	1.2	2.3
All others	11.2	22.0
	<u>\$51.3</u>	<u>100.0</u>
<u>Regular chemistries</u>	<u>1976 Sales</u>	<u>% of Market</u>
Du Pont	\$14.9	21.3
Technicon	12.4	17.7
Dow	6.0	8.6
Instrumentation Lab	5.3	7.6
Abbott	3.9	5.6
American Motor	3.7	5.3
Hycel	3.6	5.1
BMC	2.6	3.7
Beckman	2.5	3.6
Dade	1.4	2.0
Calbiochem	1.2	1.7
Harleco	1.2	1.7
Hyland	1.0	1.4
SmithKline	1.0	1.4
All others	9.3	13.3
	<u>\$70.0</u>	<u>100.0</u>
<u>Electrolyte tests</u>	<u>1976 Sales</u>	<u>% of Market</u>
Du Pont	\$ 2.0	29.0
Technicon	1.7	24.6
Oxford	1.2	17.4
Harleco	0.6	8.7
Beckman	0.4	5.8
All others	1.0	14.5
	<u>\$ 6.9</u>	<u>100.0</u>