

Purchase Pattern: Total Sample (cont'd.)

Primary Method of Buying Hematology Lab Supplies and Diagnostic Kits

Direct from manufacturer	22.5%
From single distributor	20.0%
From a number of distributors	22.5%
Direct from mfr. and dist.	27.5%
Hosp. purchasing group	2.5%

Of those who buy from both manufacturers and distributors:

Avg. % purchased from mfr.: 24.0%

Avg. % purchased from distr.: 69.3%

Major Suppliers

Sci. Prod.	43.2%
Fisher	37.8%
Coulter	35.1%
Dolby	16.2%
JT Baker	13.5%
General Diag	8.1%
S.M.S.	8.1%
Curity Kendal	5.4%
Ortho	10.8%
Other	11.6%

Amount Spent Per Year:

Average: \$92,750
Range: (\$6-\$500,000)

Change (over last 2 years) in Amount Spent

% which increased	79.4%
(avg. % increase)	(14.0%)
% which decreased	2.9%
(avg. % decrease)	(—)

Expected change in next year

Increase	79.4%
(avg. expected increase)	(11.4%)
Decrease	2.9%
(avg. expected decrease)	(5.0%)