

Percent of Total Surveyed

Attitudinal Statements

Top Two Selections

Hospital is most innovative	29.3%
Decision making highly centralized	34.1
Among last to buy new products	4.9
Among first to buy new products	12.2
Administration and physicians at odds	24.4
Canadian quality as good as U.S.	17.1
Experimenting with new suppliers too risky	14.6
Prefer known distributors	56.1
Lowest priced supplier is choice	14.6
Prefer local firms	41.5
Prefer U.S. firms	41.5
Getting funds is difficult	46.3
Hospital in terrible financial shape	9.8
Politics more important	14.6
Japanese quality as good as U.S.	12.2