

SPECIFIC MARKET DATA

This section summarizes the results of a survey of 40 hospitals selected in Eastern Pennsylvania, Virginia, Maryland, Washington, D.C., Delaware, and South Jersey. These hospitals included about an equal number of small (less than 400 beds) and large hospitals.

The contact person in each hospital was the director of purchasing/materials management who was selected as a respondent only if he/she indicated involvement in the purchase of cardiac products.