

Purchase Pattern: Total Sample (cont'd.)

Primary Method of Buying In Vitro Radioimmunoassay Lab Supplies and Diagnostic Kits

Direct from manufacturer	67.5%
From single distributor	2.5%
From a number of distributors	0%
Direct and from dist.	7.5%
Hospital purchasing group	0%

Of those who buy from both manufacturers and distributors:

Avg. % purchased from manufacturer	50.0%
Avg. % purchased from distributor	50.0%

Major Suppliers

Abbott Lab	41.9%
Beckman	29.0%
Corning	25.8%
Du Pont N.E. Nuclear	19.6%
Syva	6.5%
Nobel	3.2%
Dolby Sci.	3.2%
Bio Rad	12.9%
NML	6.5%
Clinical Assays	22.6%
Other	35.4%

Amount Spent Per Year:

Average:	\$64,500
Range:	(\$8-\$150,000)

Change (over last 2 years) in Amount Spent

% which increased	89.7%
(avg. % increase)	(27.2%)
% which decreased	0%

Expected change in next year

Increase	89.7%
(avg. expected inc.)	(15.1%)
Decrease	0%