

Figure 6

Product Categories in the In Vitro RIA Market

	<u>% of Market</u>
T-4 CPB tests	27.2
T-3 uptake	16.2
T-4 RIA tests	9.3
Thyroid stimulating hormone tests	3.7
T-3 RIA	1.9
Digoxin test kits	11.8
Hepatitis associated antigen	9.0
Carcinoembryonic antigen assay	4.4
Vitamin B ₁₂ tests	2.9
Folate tests	2.3
Cortisol tests	1.8
Gastrin tests	1.6
Insulin tests	1.3
Digitoxin tests	1.0
Miscellaneous	5.6

Figure 7

Major Competitors in the In Vitro RIA Market

	<u>1976 Sales</u>	<u>% of Market</u>
Abbott	\$16.8	24.7
Nuclear Medical Labs	10.4	15.3
Malinckrodt	7.0	10.3
Clinical Assays	5.4	7.9
Bio-Rad	3.8	5.6
Roche	3.7	5.4
Squibb	2.4	3.4
Beckman	2.3	3.4
Ames	1.8	2.7
Schwarz/Mann	1.7	2.5
Pharmacia	1.4	2.1
Corning	1.1	1.6
Kallestad	1.0	1.5
All others	7.6	11.2
	<u>\$68.0</u>	<u>100.0</u>