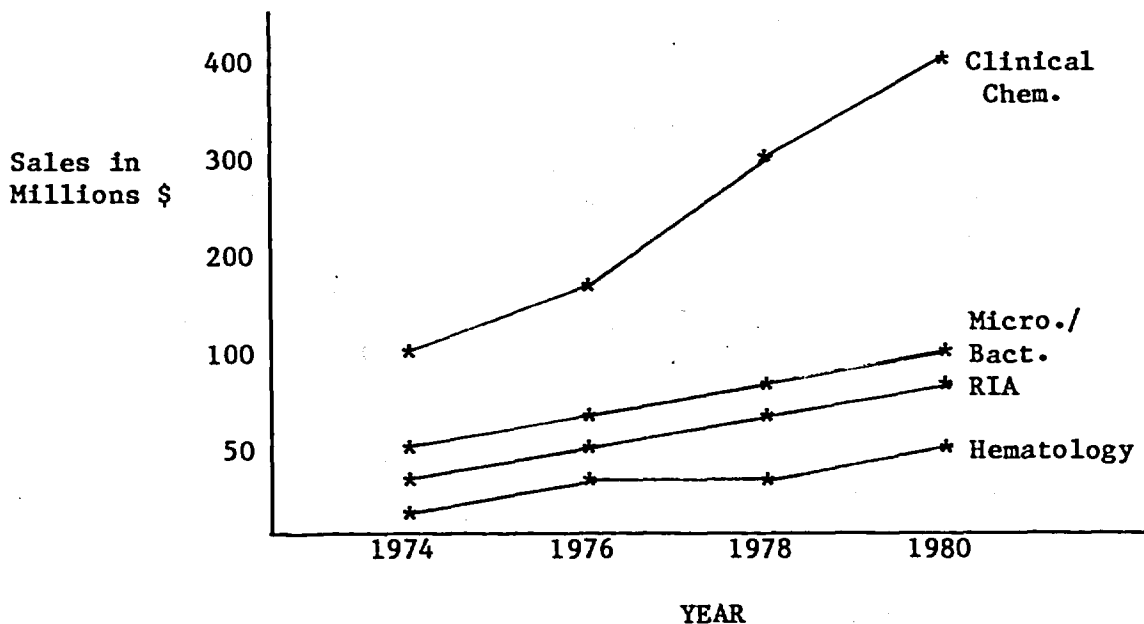


Figure 3

Sales Growth of Selected Diagnostic Supplies



Data Points

| Hematology  |              | Micro./Bact. |              | RIA         |              | Clinical Chem. |              |
|-------------|--------------|--------------|--------------|-------------|--------------|----------------|--------------|
| <u>Year</u> | <u>Sales</u> | <u>Year</u>  | <u>Sales</u> | <u>Year</u> | <u>Sales</u> | <u>Year</u>    | <u>Sales</u> |
| 1974        | 26           | 1974         | 46           | 1974        | 45           | 1974           | 115          |
| 1976        | 30           | 1976         | 73           | 1976        | 68           | 1976           | 190          |
| 1978        | 53           | 1978         | 138          | 1978        | 125          | 1978           | 305          |
| 1980        | 65           | 1980         | 220          | 1980        | 195          | 1980           | 400          |