

Purchase Pattern: Total Sample (cont'd)

Major Suppliers

Hewlett Packard	34.5%
Avionics	13.8%
Marquette	10.3%
Abbott	6.9%
Graphic Control	6.9%
General Electric	6.9%
Honeywell	6.9%
General Scientifics	3.4%
Dyagram American Optical	3.4%
Other	27.6%

Primary method of purchasing
diagnostic cardiac equipment

Direct from manufacturer	48.8%
From a single distributor	22.0%
From a number of distributors	7.3%
Direct and from distributors	4.9%
Hospital purchasing group	4.9%

Of those who buy from both manufacturer and distributor:

Average % purchased from manufacturers	52.2%
Average % purchased from distributors	63.3%

Major Suppliers

Hewlett Packard	38.5%
General Electric	10.3%
Honeywell	7.7%
Abbott	5.1%
Edwards Lab	5.1%
Graphic Control	5.1%
Cardio Data	5.1%
Technicon	2.6%
General Med	2.6%
Marquette	2.6%
ICR	2.6%
Avionics	2.6%
Space Lab	2.6%
Life Pak	2.6%
Irex 81	2.6%
Quinton	2.6%
Dyagram American Optical	2.6%
Other	28.2%