

Purchase Pattern: Total Sample (cont'd.)

Primary Method of Buying Microbiology-Bacteriology Lab Supplies

Direct from manufacturer	22.5%
From single distributor	17.5%
From a number of distributors	12.5%
Direct and from dist.	35.0%
Hospital purchasing group	2.5%

Of those who buy from both manufacturers and distributors:

Avg. % purchased from manufacturer	44.7%
Avg. % purchased from distributor	53.5%

Major Suppliers

Fisher	10%
Sci. Prod.	22.5%
Beckman	
Dolby Sci.	22.5%
Amer. Sci. Labs.	
Du Pont N.E. Nuclear	2.5%
Technicon	
General Sci.	
BMC	
Abbott Lab	5%
Nobel	
Curity Kendal	
General Med.	
Curtin-Mathason	
Coulter Chem.	
Syva	
General Diag.	
Pierce	
S.M.S.	2.5%
Ortho	
Hewlett Packard	
SKF	
Instrument. Lab	
Whitaker General	
Corning	
Union Carbide	
Sarstedt	
All Others	35%