

Perceived Problems

	<u>Percent of Total Surveyed</u>
<u>Percent who face other major problems that, if solved, would help them improve their purchasing operations</u>	13.2%
Q: <u>"What could simplify and improve your purchase operations?"</u>	
Improve inventory/accounting system	13.2%
Delivery and price protection/consistency	10.5
Red tape/paperwork/too many people/ lack of communication	31.6
More samples/info/photos left for evaluation/replace or rent if equip. down	10.5
Educated sales approach/expertise/ explain product/don't be pushy	13.2
If product new, improved, tested better/ deal/prices/is competitive	10.5