

Purchase Pattern: Total Sample (cont'd)

Primary method of purchasing
echocardiogram equipment

Direct from manufacturer	51.2%
From single distributor	9.8%
From a number of distributors	2.4%
Direct and from distributors	7.3%
Hospital purchasing group	7.3%

Of those who buy from both manufacturer and distributor:

Average % purchased from manufacturers	50.0%
Average % purchased from distributors	50.0%

Major Suppliers

SKF	25.0%
Irex 81	25.0%
Varian	21.4%
ATL	21.4%
Scientific Prod	7.1%
Hewlett Packard	3.6%
Dolby Scientific	3.6%
Advanced Tech	3.6%
Keystone	3.6%
Cormetics	3.6%
Sonic Ade	3.6%
General Electric	3.6%
Cambridge	3.6%
Medisonics	3.6%
Narco Diagnostics	3.6%
Siemens Xray	3.6%
Other	32.1%

Primary method of purchasing
radio telemetry monitoring equipment

Direct from manufacturer	46.3%
From a single distributor	14.6%
From a number of distributors	4.9%
Direct and from distributors	2.4%
Hospital purchasing group	4.9%

Of those who buy from both manufacturer and distributor:

Average % purchased from manufacturers	50.0%
Average % purchased from distributors	50.0%