

Purchase Pattern: Total Sample (cont'd.)

Primary Method of Buying Microbiology-Bacteriology Lab Supplies

	<u>All Chemistry Supplies</u>	<u>Indiv. Chem. Diag. Reagents</u>	<u>Chem. Diagnostic Reagent Kits</u>
Direct from manufacturer	25.0%	30.0%	32.5%
From single distributor	7.5%	7.5%	12.5%
From a number of distributors	15.0%	20.0%	17.5%
Direct and from dist.	47.5%	32.5%	30.0%
Hospital purchasing group	2.5%	2.5%	0%

Of those who buy from both manufacturers and distributors:

Avg. % purchased from manufacturer	40.7%	40.5%	45.7%
Avg. % purchased from distributor	54.0%	49.5%	54.3%

Major Suppliers

Fisher	32.5%	35.0%	13.2%
Sci. Prod.	35.0%	30.0%	21.1%
Beckman	42.5%	45.0%	42.1%
Dolby Sci.	12.5%	10.0%	10.5%
Amer. Sci. Labs.	2.5%	5.0%	10.5%
Du Pont N.E. Nuclear	20.0%	12.5%	5.3%
Technicon	20.0%	15.0%	18.4%
General Sci.	5.0%	0%	0%
BMC	7.5%	15.0%	18.4%
Abbott Lab	5.0%	5.0%	10.5%
Nobel	5.0%	7.5%	5.3%
Curity Kendal	5.0%	0%	2.6%
General Med.	0%	0%	0%
Curtin-Mathason	2.5%	0%	0%
Coulter Chem.	0%	0%	2.6%
Syva	2.5%	2.5%	10.5%
General Diag.	2.5%	0%	2.6%
Pierce	2.5%	7.5%	5.3%
S.M.S.	5.0%	7.5%	2.6%
Ortho	2.5%	0%	2.6%
Hewlett Packard	0%	0%	0%
SKF	2.5%	2.5%	2.6%
Instrument. Lab	2.5%	0%	0%
Whitaker General	0%	0%	0%
Corning	2.5%	2.5%	2.6%
Union Carbide	5.0%	5.0%	7.9%
Sarstedt	2.5%	0%	0%
Other	25.0%	32.5%	52.6%