

Purchase Pattern: Total Sample (cont'd)

Major Suppliers

ICR	2.5%
NDM Co.	2.5%
International Med	2.5%
Advanced Tech	2.5%
Space Lab	2.5%
Elecath	2.5%
Data Scope	2.5%
Irex 81	2.5%
Medisonics	2.5%
Advanced Tech	2.5%
Varian	2.5%
Stems Xray	2.5%
Other	27.5%

Primary method of purchasing
electrocardiogram equipment

Direct from manufacturer	68.3%
From a single distributor	12.2%
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	40.2%
Average % purchased from distributors	46.7%

Major Suppliers

Hewlett Packard	71.1%
Cambridge	18.4%
Graphic Control	5.3%
Technicon	2.6%
SKF	2.6%
General Med	2.6%
Marquette	2.6%
Space Lab	2.6%
Data Scope	2.6%
Edwards Lab	2.6%
Squibb	2.6%
Dyagram American Optical	2.6%
Honeywell	2.6%
Other	13.2%