

<u>Attitudinal Statements - Top Two Selections of Private Labs vs. Hospital Labs</u>	<u>Percent of Total Surveyed in each Group</u>	
	<u>Private Labs</u>	<u>Hospital Labs</u>
Hospital is most innovative	50%	42.5%
Decision making highly centralized	25%	27.5
Among last to buy new products	0%	7.5
Among first to buy new products	0%	7.5
Administration and physicians at odds	0%	7.5
Canadian quality as good as U.S.	50%	17.5
Experimenting with new suppliers too risky	0%	15.0
Prefer known distributors	40%	67.5
Lowest priced supplier is choice	0%	12.5
Prefer local firms	40%	55.0
Prefer U.S. firms	40%	32.5
Getting funds is difficult	20%	32.5
Hospital in terrible financial shape	NA	--
Politics more important	NA	5.0
Japanese quality as good as U.S.	0%	10.0
European quality as good as U.S.	0%	22.5
Prefer group buying	0%	42.5
More cost conscious in near future	40%	72.5
Priorities not well defined	0%	12.5
Status quo hospital	0%	7.5
Disagreement on future directions	0%	7.5
Close relationships among physicians	NA	35.0
Change and innovation stifled	0%	5.0
Certification of needs a major obstacle	0%	20.0
Canadian firms not reliable as U.S.	0%	--
Japanese firms not reliable as U.S.	0%	2.5
Satisfied with current suppliers	60%	80.0