

	<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 equipment 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
Improved relations between sales vendors staff credit purchase	21.1
<u>Things that would simplify and improve purchase operations:</u>	
Red tape/paperwork/too many people/lack of communication	34.2
More samples, info, photos left for evaluation/replace or rent if equipment do	15.8
Improved relations between sales vendors, staff, credit purchaser	21.1