

Frost & Sullivan Market Intelligence

FILE DESCRIPTION

Frost & Sullivan Market Intelligence contains in-depth analyses and forecasts of technical market trends. Each industry-specific report within the database contains five-year forecasts of market size by product category and end-user application. Marketing and distribution strategies are discussed, and assessments of the competitive and legislative environment are also provided. European, U.S., and worldwide studies are organized by geographic region and include an Executive Summary, Introduction, Scope and Methodology, Technical Review, Current Product Characteristics, End-user/Application Analysis, Competitor Market Shares and Profiles, Five-Year and Interim Forecast by Major National Market, Product Group and End-user/Application, Trends and Opportunities, and company names and addresses.

SUBJECT COVERAGE

- Aerospace & Defense
- Automotive
- Biotechnology
- Data & Telecommunications
- Data Processing & Office Automation
- Diagnostic Equipment & Reagents
- Energy
- Electro-medical Instrumentation
- Environmental Controls
- Fast-moving Consumer Goods
- Food & Beverages
- Industrial Automation
- Instruments & Controls
- Medical Devices
- Paper & Packaging
- Pharmaceuticals
- Plants & Machinery
- Plastics
- Security & Access Control
- Textiles
- Veterinary Medicine & Agriculture

TIPS

USE FILE 765

to track the latest market trends in the technical marketplace.

EXPAND MT=

to see a complete list of reports included in the file.

USE SF=TABLE

to locate records that contain tables or exhibits.

USE CO=

to locate a company name mentioned in an individual report.

USE REPORT TITLES

to gather all records together for an individual report.

DIALOG FILE DATA

Inclusive Dates: January 1994 to 1999

Update Frequency: Closed

File Size: 408,316 records as of December 1999

CONTACT

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SAMPLE RECORD

DIALOG(R)File 765: FROST & SULLIVAN MARKET INTELLIGENCE
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00000857

/TI,SE= FORECASTS OF THE TOTAL U.S. ENDOSCOPIC ACCESSORY MARKET:
Revenues and Revenue Growth Rates

/MT,MT= Main Report Title: ENDOSCOPIC ACCESSORY MARKETS

CS= Source: Frost & Sullivan
Telephone: US (415) 961-1000; London 071 730 3438

PD= April 1993

LA=,WD= Language: English Word Count: 496 (1 pp.)

/TX Revenues and Revenue Growth Rates

In 1989, revenues for the total endoscopic accessories market in 1989 were \$329.5 (see Figure 3-1).

In 1990, revenues grew by 23.2 percent to \$406 million. During this period, an explosion in demand for rigid endoscopic accessories occurred. Many accessories were approved for laparoscopic cholecystectomies by the FDA and simultaneously many surgeons were trained to perform the newest endoscopic procedures. Other markets also benefited from more therapeutic procedures being performed. In 1992, total endoscopic accessories market revenues reached \$597.4 million at a 19.6 percent growth rate. Following the introduction of new rigid endoscopic accessories (mostly laparoscopic cholecystectomy accessories, which caused a tremendous growth period in previous years), the total endoscopic accessories market revenue growth rate fell mildly. However, this factor was offset by further growth in all other endoscopic accessory markets.

Revenue growth rates are projected to slow in 1994 and 1995 at 17 percent as the total endoscopic accessory market reaches an end to the phenomenal growth period following the introduction of new endoscopic procedures, products, and physicians.

From 1995 to 1999, the market growth rate will again rise, benefiting from newly introduced accessories which will increase the number of possible procedures. New accessories are expected to be introduced in every market. Also, the reusable accessories market will rebound from its decline as more physicians discontinue purchasing some disposables and renew purchases of some reusables.

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Also, a greater variety of endoscopic accessories will be introduced into the market. And, finally, the entire endoscopic accessories market will be benefiting from the aging population.

Most endoscopic procedures are more common in people over 50 years, so as the population grows older, so will the number of procedures rise each year. The compound annual growth rate from 1992 to 1999 is forecasted to be 17.5 percent.

THIS IS THE FULL-TEXT. Copyright Frost & Sullivan 1993

/CN,CN= Country: UNITED STATES

/DE,IN= Industry: Health Care

Sample Report Titles

All records comprising a report can be grouped together with the REPORT TITLES command, e.g., REPORT S2/TITLES.

EXAMPLE

```
?S (LAN OR LANS OR LOCAL(W)AREA)/TI,MT
  407 LAN/TI,MT
    0 LANS/TI,MT
  306 LOCAL/TI,MT
    76 AREA/TI,MT
    26 LOCAL/TI,MT(W)AREA/TI,MT
```

Sample Report Titles (cont'd)

S1 423 (LAN OR LANS OR LOCAL(W)AREA)/TI,MT

?REPORT S1/TITLES

- Processed 100 records...
- Processed 200 records...
- Processed 300 records...
- Processed 400 records...
- Processed ALL records

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7 Market Research Reports Available

Item Number, Main Title

1 World PC Card Markets
April 1993/ 307 records

2 Global Strategic Assessment of Personal Communications
March 1993/ records

3 Private Line Service Markets
February 1993/ 390 records

4 The European Market for Pharmaceutical & Medical Packaging
February 1993/ 468 records

Enter one item number, P for next page, or EXIT to leave TITLES:

? EXIT

Leaving Report/TITLES...

?

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	All Basic Index Fields	Word	S ENDOSCOPIC(W)ACCESSOR?
/CN	CN	Country Name ¹	Word	S UNITED(W)STATES/CN
/CO	CO	Company Name ^{1,2}	Word	S UNISYS/CO
/DE	DE	Industry Description	Word	S HEALTH(W)CARE/DE
/MT	MT	Main Title ¹	Word	S ENDOSCOPIC(W)ACCESSORY/MT
/TI	TI	Section and Subtitle	Word	S GROWTH(W)RATES/TI
/TX	TX	Text	Word	S EXPLOSION(1W)DEMAND/TX

¹ Searchable in the Basic Index and in the Additional Indexes.

² DIALOG Generated.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	FIELD NAME	INDEXING	SELECT EXAMPLES
—	AZ	DIALOG Accession Number		
CN=	CN	Country Name ¹	Phrase	S CN=UNITED STATES
CO=	CO	Company Name ^{1,2}	Phrase	S CO=UNISYS?
CS=	CS	Source of Data	Phrase	S CS=FROST & SULLIVAN
IN=	IN	Industry Description	Phrase	S IN=HEALTH CARE
LA=	LA	Language	Phrase	S LA=ENGLISH
MT=	MT	Main Title ¹	Phrase	S MT=ENDOSCOPIC ACCESSORY MARKETS
PD=	PD	Publication Date	Phrase	S PD=199304
PY=	PY	Publication Year	Phrase	S PY=1993
RN=	RN	Report Number	Phrase	S RN=00250
SE=	SE	Section Name	Phrase	S SE=FORECASTS OF THE TOTAL U.S. ENDOS?
SF=	SF	Special Feature	Phrase	S SF=TABLE
UD=	—	Update	Phrase	S UD=9999
WD=	WD	Word Count ³	Phrase	S WD>=400

³ For searching, numbers are rounded down to the two left-most significant digits. Use numeric operators (>, <, >=, <=) to search a range of values.

SPECIAL FEATURES

For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK online.

LIMIT	/NONUS -- Report does not have a U.S. focus /USA -- Report focuses on U.S. /YYYY -- Publication Year	S S3/NONUS S S3/USA S S2/1993
SORT	AN, CN, CS, IN, MT, PD, PY, SE, TI, WD	SORT S1/ALL/AN PRINT S5/5/1-24/PD,D
RANK	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK CN S3

PREDEFINED FORMAT OPTIONS

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Full Record except Text
3	Medium	Bibliographic Citation
5	Long	Full Record
6	Free	Main Title, Title, Publication Date, Section Name, and Word Count
8	--	Main Title, Title, Publication Date, Section Name, Country Name, Company Name, Word Count, and Indexing
9	Full	Full Record
K	--	KWIC (Key Word In Context) displays a window of text; may be used alone or with other formats

OTHER OUTPUT OPTIONS

For an explanation, enter HELP TYPE, HELP PREFORM, HELP UDF, HELP TAG online.

REPORT TITLES	All records comprising a report can be grouped together with the REPORT TITLES command.	REPORT S2/TITLES
USER DEFINED FORMATS	User-defined formats can be specified using the display codes indicated in the Search Options tables.	TYPE S3/MT,TI/1-5
TAG	TAG can be used for tagged fields.	TYPE S3/5/1-10 TAG
DIRECT RECORD ACCESS	DIALOG Accession Number	TYPE 00000105/8 DISPLAY 0000483/TI,MT PRINT 00001964/9