HIGHLIGHTS OF 1965 OPERATIONS[1]

Sales: In 1965, global ethical pharmaceutical sales by U.S. firms rose to $4.2 billion, 13.5 percent more than in 1964. Sales in the United States increased 13 percent, while foreign sales of U.S. manufacturers increased 15 percent.

Product Classes: Central nervous system drugs ranked first in dollar sales volume in 1965. This group also registered the greatest increase, $88 million, from the preceding year.

Market Shares: No single company had as much as seven percent of domestic sales of prescription drugs. The 13 largest manufacturers accounted for only 62 percent of the U.S. market.

Customers: Manufacturers sold approximately half of their dosage form products directly to ultimate dispensing outlets and government agencies and the other half via wholesale channels.

Taxes: Producers of ethical pharmaceuticals paid a record $559 million in taxes for 1965, 73 percent of which went to U.S. Federal taxes. Firms averaged an outlay of 13 cents in taxes for each sales revenue dollar.

Employment: 1965 employment of the U.S. industry totaled one hundred ninety-three thousand, 120,500 in the United States and 72,500 abroad.

Quality Control: Quality control operations involved over 7,000 full-time employees and at least $74 million in expenditures in 1965.

Manufacturing Plants: Fifty-two PMA members operated 338 plants throughout the world, 232 abroad and 106 in the United States.

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[1] The following data, unless indicated to the contrary in the text, have been extrapolated to represent the entire industry based on the estimate that PMA member companies account for 95 percent of the ethical drug industry's U.S. sales of dosage form products for human use.