

Foreign Sales: Sales abroad made up 94 percent of the foreign sales total in 1965. Exports from the United States accounted for the rest. In 1965, drug products for human use dominated the export sales as well as the drug sales overseas. Most of the 1965 foreign sales revenue was obtained from dosage-form products.

Table 2

ETHICAL DRUG SALES, ^{1/} 1965
(millions of dollars)

Product Form and End Use	Domestic ^{2/}	Foreign ^{3/}	Total
Dosage form: human	\$2,779.3	\$ 929.8	\$3,709.1
Dosage form: veterinary	76.6	55.7	132.3
Bulk: human	161.1	68.7	229.8
Bulk: veterinary	<u>104.1</u>	<u>43.5</u>	<u>147.6</u>
TOTAL	<u>\$3,121.1</u>	<u>\$1,097.7</u>	<u>\$4,218.8</u>

^{1/} Sales are before deducting cash discounts and other marketing expenses, but after returns and allowances (domestic returns and allowances totalled \$86.3 million in 1965). Export sales are f. o. b. port. The majority of the firms reported most sales were made f. o. b. purchaser's location or equivalent.

^{2/} "Domestic sales" are "gross" at invoice price. For "f. o. b. manufacturers' plant" totals, deduct \$81.7 million (\$37.2 million transportation out and \$44.5 million company branch or field warehousing).

^{3/} "Foreign sales" refer to exports and sales in a foreign area by subsidiary or other corporate operations.