

In 1965 wholesalers accounted for 48 percent of manufacturers' domestic sales of ethical drug products in dosage form (see Table 5). The remainder was made directly to retailers, hospitals and other outlets (see Table 6).

Table 5

SALES BY CLASS OF CUSTOMER, 1965
Manufacturers' Direct Dosage Form Sales in the U. S.

<u>Customers</u>	<u>Value (millions)</u>	<u>Percent of Total</u>
Wholesalers	\$1,344.5	48.4%
Retailers	840.4	30.2
Private Hospitals.	287.9	10.4
State and Local Government Hospitals. . . .	138.2	4.9
Federal Government Hospitals.	83.6	3.0
Federal Government, Other Than Hospitals	22.1	0.8
Practitioners, Private Medical and Dental	41.0	1.5
Manufacturers and Repackagers.	2.6	0.1
All Other Direct Sales	<u>19.0</u>	<u>0.7</u>
TOTAL	<u>\$2,779.3</u>	<u>100.0%</u>