

Table 6

DISTRIBUTION OF DIRECT SALES, BY SIZE OF FIRM, 1965

<u>Customers</u>	<u>Sales Group</u>				
	<u>over</u> <u>\$100</u> <u>million</u>	<u>\$30-</u> <u>\$100</u> <u>million</u>	<u>\$5-</u> <u>\$30</u> <u>million</u>	<u>Less</u> <u>than \$5</u> <u>million</u>	<u>Average,</u> <u>All</u> <u>Firms</u>
Wholesalers	\$ 35.70	\$ 65.60	\$ 72.30	\$ 66.20	\$ 48.40
Retailers	41.70	14.40	9.30	13.40	30.20
Non-Federal Hospitals .	16.40	15.30	10.90	12.20	15.30
Federal Government ^{1/}	3.70	4.10	4.40	2.20	3.80
Practitioners	1.40	0.50	2.70	5.40	1.50
Other	1.10	0.10	0.40	0.60	0.80
TOTAL	<u>\$100.00</u>	<u>\$100.00</u>	<u>\$100.00</u>	<u>\$100.00</u>	<u>\$100.00</u>

^{1/} Including federal hospitals.