

Table 18 represents how a firm in a specific sales group typically allocated its R&D dollar among the organizations performing research; whereas the preceding table indicated the proportion of R&D expenditures accounted for by groups of companies. The table depicts the "typical" allocation of the firm's own R&D dollar for human-use drugs, excluding R&D funds for veterinary-use drugs as well as monies received from the government.

Manufacturers with global sales of \$100 million and over perform, intramurally, a larger percent of their research abroad, as compared with other sales groups. Medium-to-small producers direct a larger portion of their funds for projects contracted to outside organizations.

Table 18

RESEARCH AND DEVELOPMENT EXPENDITURES
BY COMPANY SALES, 1965

Company Financed R&D for Human Use Drugs by Performing Organization	Sales Group				Average All Firms
	over \$100 million	\$30- \$100 million	\$5- \$30 million	Less than \$5 million	
Amount spent <u>within</u> firms	88.8%	82.2%	84.7%	86.4%	86.7%
In the United States	81.8	77.7	82.2	86.4	80.8
In foreign countries	7.0	4.5	2.5	*	5.9
Amount spent <u>outside</u> firms	11.2	17.8	15.3	13.6	13.3
In the United States	10.3	13.8	15.0	13.2	11.6
Manufacturing & other companies	0.1	0.4	0.3	0.1	0.2
Commercial laboratories	1.2	1.9	2.8	1.2	1.5
Private practitioners, consultants	3.1	4.1	4.5	3.8	3.5
Educational institutions & hospitals:					
Medical schools	2.0	2.5	2.1	6.0	2.2
Other academic institutions	1.0	0.9	0.6	0.7	1.0
Hospitals and clinics	2.1	2.8	3.3	1.0	2.3
Non-profit research institutions	0.6	0.8	1.3	0.4	0.7
Other	0.2	0.4	0.1	*	0.2
In foreign countries, total	0.9	4.0	0.3	0.4	1.7
TOTAL, Human-Use R&D	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>
(Number of Respondents)	(13)	(14)	(25)	(25)	(77)

* Less than .05%.