

3500 COMPETITIVE PROBLEMS IN THE DRUG INDUSTRY

INDOCIN, JANUARY THROUGH FEBRUARY 1967

	Volume	Percent		Volume	Percent
Group:			Benedict's group—Continued		
Lachman.....	\$7,887	79	Richardson.....	\$6,908	64
Lockett.....	9,235	73	Blake.....	8,870	64
Putnam.....	8,450	70	Filler.....	8,584	64
Lewine.....	8,100	70	Total.....	92,876	68
Tonkyro.....	8,633	67			
Groos.....	10,475	60	Lundahl's group:		
Total.....	71,999	73	Walker.....	7,892	64
Perttula's group:			Collins.....	6,110	64
Mazziotti.....	16,331	91	Knight.....	6,835	63
Woolley.....	11,160	83	Doody.....	7,510	62
Houts.....	10,101	71	Nolan.....	5,796	60
Number 2626.....	8,456	71	Locke.....	9,018	58
Wolfe.....	7,136	70	Hydeman.....	9,392	58
Washington.....	5,662	69	Harris.....	5,817	54
Mustard.....	6,017	69	Peper.....	9,061	52
Mickelson.....	7,930	66	Stewart.....	8,579	52
Edwards.....	9,638	66	Lanciotti.....	5,006	51
Hammang.....	8,311	66	Wessells.....	7,879	50
Brekke.....	11,914	62	Total.....	89,893	57
Total.....	105,285	73	McCabe's group:		
Waddle's group:			Mele.....	7,335	74
Powell.....	18,218	83	Gray.....	12,851	66
Iverson.....	13,002	77	Chalmers.....	7,984	66
Bentley.....	10,118	71	Ayala.....	7,365	61
Smith.....	10,482	69	Chazankin.....	4,985	61
Pies.....	10,890	62	Callan.....	9,184	60
Hart.....	7,053	65	Kearney.....	5,557	57
Cargile.....	8,144	64	Hillman.....	4,406	53
Ginger.....	11,588	63	No. 2720.....	6,197	51
Hilliker.....	12,045	62	Total.....	70,225	61
Yarborough.....	8,632	61	Hatfield's group:		
Kohls.....	8,199	58	Furr.....	4,456	65
Total.....	124,868	69	O'Brien.....	8,456	64
Benedict's group:			Burgess.....	7,052	63
Brown.....	8,846	77	Allen.....	8,600	63
Nordquist.....	5,109	72	Pederson.....	5,910	60
Alfano.....	9,282	70	Mansho.....	3,027	59
DuBois.....	9,469	69	Koberstein.....	9,446	57
Solari.....	7,182	68	Baker.....	4,196	52
Lazarus.....	4,159	68	Taylor.....	3,225	62
Lawing.....	9,052	67	Total.....	63,151	61
Vitt.....	7,846	66	Region total.....	618,955	66
Strinz.....	6,315	66			

BULLETIN No. 66, JULY 17, 1967

To: All Western Region Sales Associates.

From: H. Glassner

Subject: Profit-Improvement Promotional Program, 'Indocin'.

PAST PERFORMANCE

For five months of 1966, with 10.8% of the national manpower, the Western Region has contributed 10.7% of national sales on 'Indocin'.

While the nation was 22.6% ahead of the same period in 1966, this region was 24.7% ahead.

At the end of five months, we were running about 2.5% ahead of our Profit Plan for 'Indocin'.

These figures, of course, include the orders that were dated in April and May. However, package sales for June indicate we are again increasing sales of 'Indocin'. It appears the bad publicity we had early in the second quarter is now behind us.