

SALES OF DRUGS FOR URINARY TRACT INFECTIONS

The need for Furadantin or competitive drugs was apparently much more restricted than many of the other drugs studied.

During the four weeks covered by the prescription audits a total of only 40 prescriptions on the five drugs were filled and 14 of these were for the two analgesics, Pyridium and Serenium. The dollar value totaled \$211 for the five drugs. The 40 prescriptions were written by 20 physicians.

On an annual basis this amounted to approximately 520 prescriptions and about a \$2750 market not counting refills or direct dispensing. Analgesics excluded, the annual totals would have come down to about 340 prescriptions and \$2200.

Sales of these products are too small to justify comparisons of the four audit periods.

FURADANTIN SALES

Only 13 Furadantin prescriptions were filled during the four periods under audit, but because this product was relatively expensive (it was reduced in price in March 1955) the dollar value was nevertheless substantial.

The price of these 13 prescriptions was \$148. This meant that Furadantin made up 33%

of the prescriptions for the five drugs and 70% of their dollar volume. In terms of annual sales this became about 170 prescriptions and \$1925, exclusive of refills and whatever amount may have been dispensed by the one physician who said he had dispensed this drug.