

The Industry At A Glance

Sales and Growth

Total domestic and overseas sales of ethical drugs (human & veterinary)	
by U. S. firms: 1970	\$6.9 billion
1971	7.4 billion
Forecast — 1972: (estimate)	8.1 billion

Earnings (Manufacturers), 1971

On Sales	9.5%
On Net Worth	17.9%

Employment, 1971

In the United States	142,970
Overseas	97,650
Total	240,620

Price Levels

Government wholesale (manufacturers level) price index for ethical pharmaceutical products (1967 = 100)	
1970	99.2
1971	98.8

Research and Development

Expenditures:	
1971	\$684 million
1972 (budgeted)	\$728 million
Scientific and Technical Manpower	11,310
Productivity: New Single Chemical Entities introduced to the U. S. Prescription Market from:	
1940-1971	898
1972	14

International Operations, 1971

Foreign Sales	\$2.4 billion
---------------------	---------------

Health Care Industry, 1969

Personnel	23.8 million
-----------------	--------------

National Health Expenditures

Fiscal 1971	\$75 billion
-------------------	--------------