

PMA PRESCRIPTION DRUG INDUSTRY FACTBOOK 1973.

Industry Structure

Periodically, the government analyzes industrial concentration based upon the Commerce Department's "Census of Manufactures" data. According to the latest report, published in 1967, 1,130 establishments produce pharmaceutical preparations. (As defined, an "establishment" is a statistical concept which itemizes each plant location as a separate entity. This differs from a "firm", in that a firm may include two or more divisions of the same corporation.)

Data gathered by the U. S. Treasury Department (again, 1967 is the most recent year reported) indicate that individual corporations filing "drug and pharmaceuticals" corporate returns numbered 1,265. Not all of these firms, however, made prescription pharmaceuticals.

Table 3 provides a breakdown of market shares for companies in various sales size groups, as compiled from PMA surveys.

The PMA estimates that perhaps 600-700 firms in the United States produce prescription products. Many of these firms are quite small. PMA represents 115 manufacturers, both large and small, who

Table 3. U.S. Market Shares by Sales Size Group, 1970

Firm Sale Size (millions)	Total Sales By Group (millions)	Percent of Domestic Market	Number of Companies
\$200 & over	\$1,793	38.1%	6
\$100-\$200	1,244	26.5	9
\$50-\$100	775	16.5	11
\$25-\$50	350	7.5	10
Less than \$25	538	11.4	5
	\$4,701	100.0%	

(5) All other companies.