Reference

Ref. 1

NACDS NATIONAL ASSOCIATION OF CHAIN DRUG STORES

PRINT CLOSE

> Industry Statistics

Industry Facts-at-a-Glance

Total Retail Sales 2001 (traditional drug stores)

- Year end 2001 sales for all traditional drug stores (chain & independents) reached an estimated 147.4 billion, up 9.6% from 2000:

	(2001)	(2000)
All traditional drug stores (41,140 units)	$147.4 B	+ 9.6% vs $134.4 B
Traditional chain drug (20,493 units)	$ 109.9 B	+ 9.8% vs $100.2 B

Back to Top

Rx Sales 2001

- 2001 total retail Rx sales $164.3 Billion, up 13% from $145.8 Billion in 2000

	(2001)		(2000)
Tr'd. Chain (20,493)	$67.76 B +10.6%	41.2% of total	$61.29 B
Mass (5,910)	$15.22 B +14.6%	9.3% of total	$13.57 B
Supermarket (8,531)	$19.85 B +14.1%	12.1% of total	$17.39 B
Tot. chain (34,934)	$102.83 B	62.6% of total	$92.24 B 63.3% of total
Independents (20,647)	$33.94 B + 8.1%	20.7% of total	$31.41 B
Mail order	$27.56 B +24.3%	16.8% of total	$22.13 B
Total sales	$164.33 B +12.7%		$145.78 B

- IMS HEALTH has revised their methodology on manufacturer sales of prescription drugs to produce internationally comparable numbers. The values in the table above reflect this new methodology. Mail order sales are estimated.
- 2001 total retail Rx volume 3.01 B scripts, up 5.0% from 2.87 B scripts in 2000

	(2001)			(2000)
Tr'd Chains	1.418 B	+5.5%	47.1% of total	1.344 M
Mass	311 M	+6.3%	10.3% of total	293 M

Supermarket	418 M	+6.0%	13.9% of total	394 M
Tot.chain	**2.148**		**71.4% of total**	**2.031 B 69.8% of total**
Independents	700 M	+ 1.6%	23.3% of total	689 M
Mail order	161 M	+ 10.7%	5.4% of total	146 M
Total Rx	**3.01 B**			**2.87B**

Back to Top

Pharmaceutical Pricing

- Average prescription price, 2001 was $50.17 vs $45.79 in 2000

-- Average brand name Rx in 2001	$71.18 vs	$65.29 in 2000	+9%
-- Average generic in 2001	$21.96 vs	$19.33 in 2000	+14%

- Prescription drugs account for an estimated 10% of total U.S. health care costs
- Gross Rx Income Distribution (2001):

Average estimated retail prescription cost of $50.17, in 2001

-- Manufacturer receives	$37.93	75.6% of cost
-- Wholesaler receives	$ 1.67	3.3% of cost
-- Retailer receives	$10.57	21.1% of cost

Back to Top

NACDS Membership

- NACDS chain member companies stand at 172 as of April 1, 2002.

	1990	1995	2002
Trad	118	97	126
Food	18	26	62
Mass	5	8	7
	141	131	195

- NACDS chain member pharmacies

	1990	1995	2002	
Trad	16,970	17,004	19,327	94% of universe
Food	1,336	3,148	7,630	89% of universe
Mass	2,451	4,286	5,797	98% of universe
	20,757	24,438	32,754	

- Associate members over 1,100
- International membership stands at 121 from 34 countries, with over 22,000

pharmacies
- Of the top 100 retailers, 34 are represented by NACDS, more than any other association

Back to Top

Pharmacy staffing and Rx volume projections:

- Between 2001 and 2005 the supply of all community pharmacists is expected to increase only 3.9% vs an estimated 26% increase in number of prescriptions dispensed, going from 3.01 billion in 2001 to nearly 4 billion in 2005.

	2001	2005
Community pharmacists	130,802	135,839 + 3.9%

Chain pharmacy employs about 108,000 pharmacists, of which 99,000 work full-time

- Slightly more than half (55%) of full-time chain pharmacists are male
- Slightly more than half (60%) of part-time chain pharmacists are female
- There were 6,503 open pharmacy positions as of January 2002

PRINT CLOSE