

Independent Pharmacy Today

Independent pharmacy: \$92 billion marketplace

Independent pharmacy prescription sales: \$85 billion

Independents dispense 1.5 billion prescriptions annually

- 42% of retail prescriptions

Prescription medicines are our business: 92% of annual sales are Rx medicines

Average independent pharmacy sales: \$3.75 million

- up 5% over 2004

Average prescription sales: \$3.45 million

- up 5% over 2004

Average number of prescriptions per pharmacy: 61,071 annually, 196 per day

There are 24,500 single-store independent pharmacies, independent chains, independent franchises, independent long-term care and home I.V. pharmacies, and independent pharmacist-owned supermarket pharmacies

- 42% of the nation's 58,661 drugstores

Independent Ownership

- Over 33% of independent owners have ownership in two or more pharmacies
- Overall, the average independent owns 1.9 pharmacies

Independent pharmacies offer a wide range of patient services

- The top services offered in 2005 were: delivery (88%), nutrition (88%), charge accounts (84%), durable medical equipment (74%), compounding (68%), and herbal medicine (63%)

Staffing in independent pharmacies

- Average independent employs 12.8 full-time equivalent (FTE) employees
- Average independent employs 2.8 FTE pharmacists (including owner)
- Average independent employs 4.3 FTE technicians

Generic drug utilization

- 56% of drugs dispensed by independent pharmacies are generics

Source: 2006 NCPA-Pfizer Digest