

## Independent Pharmacy Today

Independent pharmacy: \$84 billion marketplace

- Down \$300 Million since 2006

Independent pharmacy prescription sales: \$78 billion

- The average pharmacy dispensed 61,052 prescription drugs in 2007.

There are 23,318 single-store independent pharmacies, independent chains, independent franchises, independent long-term care and home I.V. pharmacies, and independent pharmacist-owned supermarket pharmacies

- 39.4% of the nation's 59,190 community drugstores

Prescription medicines are our business: 92.8% of annual sales are Rx medicines

- Up 0.4 percentage points since 2006.

Average independent pharmacy sales: \$3.604 million

- Down 0.3% since 2006

Average prescription sales: \$3.345 million

- Up 0.2% since 2005

Independent pharmacies offer a wide range of patient services

- The top services offered in 2007 were: nutrition (93%), delivery (87%), patient charge accounts (86%), herbal medicine (73%), durable medical goods (69%), compounding (67%) and hospice (61%)

Independents utilize technology

Point of Sale System: 59%

Integrated Voice Response System: 42%

Automated Dispensing System: 34%

Staffing in independent pharmacies

- Average independent employs 11.3 full-time equivalent (FTE) employees
- Average independent employs 2.6 FTE pharmacists (including owner)
- Average independent employs 3.7 FTE technicians

Generic drug utilization

- 61% of drugs dispensed by independent pharmacies are generics

*Source: 2008 NCPA Digest, sponsored by Cardinal Health*