

NEW YORK PHARMA FORUM PROGRAM
WEDNESDAY, JANUARY 20th, 1999

SPEAKER: Mr. Steve Perlowski, Director of Industry Affairs
National Association of Chain Drug Stores

TOPIC: *“New Trends and Future Outlook for Pharmaceutical Distribution”*

The National Association of Chain Drug Stores forecasts that the 31,000 chain drug stores in the U.S. will account for 61%, or \$62 billion, in prescription drug sales in 1998, a 16% increase over total chain prescription sales in 1997. NACDS estimates that by 2005, 4 billion prescriptions will be dispensed in the United States per year. This is 44% more than this year, and twice as many as in 1992.

To keep up with this growth in prescriptions, NACDS has said there must be an adequate number of pharmacists, new technology, improved technician to pharmacist ratios, and innovative distribution systems.

Mr. Steve Perlowski, Director of Industry Affairs at NACDS, will discuss the effects on NACDS member companies of this growth in the number of prescriptions and the structural changes in the pharmaceutical and pharmacy industries. He will address the dramatic shift of the pharmacy business to third party and managed care programs and the types of innovations in distribution systems that NACDS foresees in the years ahead.