

highest annual income in 2004 (\$XXX). The lowest annual income for a segment of the pharmacist workforce was slightly lower at \$XXX.

About XX% of pharmacists in 2004 worked part-time while most full-time personnel worked XX hours per week. The pharmacists that owned their own pharmacies often work upwards of XX hours per week. Of the approximate XXX pharmacists in the U.S. in 2004, XX% worked in community pharmacies across the nation. Most pharmacists worked in salaried positions while the remaining were self-employed.

In 2004, XX% of pharmacists worked in general medical or surgical hospitals. In 2005 the number dropped to XX%. In 2006 the trend continued due to an increase in the total number of pharmacists in the workforce. The number of pharmacists working in general medical or surgical hospitals decreased slightly to XX% in 2006. See Tables 2-4 and 2-5 and Figures 2-2 and 2-3 for pharmacists' income statistics for 2005 and 2006.

Table 2-3

2004 Median Annual Income Levels for U.S. Pharmacists

Facility	Median Income

Source: U.S. Dept. of Labor, Bureau of Labor Statistics

sales. Hospital pharmacists are responsible for the majority of changes at nearly XX%. Changes in drug choice were due to several reasons with the most prominent being antibiotic resistance measures. Many hospital pharmacies have protocols which allow the pharmacist to change the drug filled without the approval of the physician if there are no specific notes in the prescription to prevent this. Additionally, hospital pharmacists were active in recommending other products to physicians which would provide improved benefits to the patient, including faster recovery and reduced length of stay. In the retail sector, changes were often prompted due to insurance restrictions.

Blood therapies continue to improve and prices continue to rise. One of the primary reasons for the change or recommended change of a drug in this treatment segment is insurance restrictions. In 2006, pharmacists had an estimated influence in approximately \$XX xxxx of blood therapy sales. Approximately XX% of the drug choice was influenced by pharmacists, with XX% of these in the hospital sector.

The \$XX xxxx respiratory drug market primarily includes asthma and allergy treatments. Approximately XX% of prescriptions in this segment included heavy pharmacist influence, representing \$XX xxxx in sales for 2006.

In the gastrointestinal treatment segment, a market worth \$XX xxxx, pharmacists were estimated to influence drug choice for XX% of prescriptions in 2006. This represents approximately \$XXX. Again, drug choice in this segment was often reflective of insurance restrictions, followed by individual patient information.

The \$XX xxxx diabetes treatment market is moderately influenced by pharmacist's recommendations. In 2006, pharmacists were estimated to influence approximately XX% of prescriptions by drug choice. This represents approximately \$XXX in diabetes treatment sales.

There are several other treatment segments with pharmacist influence. In addition to areas that are covered by both hospital and retail pharmacists there are some areas that are more heavily influenced by one area. For example, in the hospital sector pharmacists are responsible for the choice of parenteral nutrition used in most cases.