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The major problem facing the Wholesale & Distribution industry is its low profit margin which is in the region of only 1-2%. However, this market is entering into a crucial period with many key products losing patent protection, facing heavy generic competition. As generics are priced lower than their branded counterparts, the actual dollar profit on them taken by W&D companies, for their movement, is reduced. In the light of this, other key factors such as new pricing and distribution models are also discussed in more detail. Other important issues that are affecting the industry and discussed in detail include:

1. Drug Counterfeiting
2. Direct-to-Pharmacy Distribution
3. Parallel Trade
4. Canada and US Drug Reimportation
5. Internet drugs: Mail Order and On-line Pharmacies.

The objectives of this report are to understand the W&D industry, why it occurs, who it affects, different natures of wholesale-distribution and what kinds of strategies are involved. Wholesale-Distribution has both pros and cons for different healthcare stakeholders. Wholesale-Distribution is a complex area, where there are many “grey” areas.

In particular, The Pharmaceutical Wholesale and Distribution Sector concentrates on the following essential aspects of the industry:

• Discussion of the current W&D market
• Forecast of the big three US wholesalers from 2008-2013
• Drivers and restraints facing the W&D market
• Opportunities and threats facing the W&D market
• Commercial prospects for the W&D market
• Discussion of unmet needs

This report examines the industry critically through a comprehensive review of available information, including that from commercial databases and other highly relevant sources, including SWOT analysis. We apply financial forecasting, qualitative analyses and the assessment of unmet needs to provide a comprehensive market report with detailed analysis and informed opinion.

Why you should buy this report:

• To receive a comprehensive analysis of the prospects for the W&D market
• To discover predicted revenues, growth rates and other key metrics for the big three US wholesalers from 2008-2013
• To determine key activities of leading pharmaceutical manufacturers
• To determine the forces that influence the W&D market
• Competitive characteristics of the market
• Drivers
• Restraints
- Strengths, weaknesses, opportunities and threats (SWOT analysis)
- To find out where the W&D industry is heading - both technologically and commercially

Companies Listed

- AAH Pharmaceuticals
- Alliance UniChem
- American Bank Note Holographics (ABNH)
- AmerisourceBergen Corp. (ABC)
- AstraZeneca
- British Association of Pharmaceutical Wholesalers (BAPW)
- Cardinal Health (CAH)
- Caremark Rx
- Celesio
- ClearCount Medical Solutions (CMS)
- Department of Health (DH)
- DIGEMID
- Eli Lilly
- EMEA
- Express Scripts
- FDA
- FSHSS
- GSK
- Health and Human Services (HHS)
- Health Maintenance Organisations (HMOs)
- IMS
- International Pharmaceutical Manufacturers Group (IPMG)
- IWS
- McKesson (MCK)
- Medco Health Solutions
- Medicines and Healthcare Products Regulatory Agency (MHRA)
- MINSA
- National Association of Boards of Pharmacy (NABP)
- National Health Service (NHS)
- Nielsen
- OFT
- Patented Medicine Prices Review Board (PMPRB)
- Pembroke Consulting
- Pfizer
- Pharmaceutical Care Management Association (PCMA)
- Sanofi-Aventis
- UniChem Limited
- UnitedHealth Group
- World Health Organisation (WHO)
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