#### **DEFINITIONS AND SPECIAL INSTRUCTIONS**

### 1. Scope of survey

This survey covers manufacturers of pharmaceutical preparations, except biologicals, in the United States, and includes all preparations which can be dispensed in measured portions to produce the therapeutic effect for which the preparation is most commonly employed (liquids, tablets, pills, capsules, lozenges, powders, ointments, jellies, salves, inhaler tubes, etc.). Products manufactured in Puerto Rico or other U.S. possessions should be excluded.

#### 2. Figures to be reported

Companies with more than one establishment manufacturing the products covered by this survey are requested to complete a separate report form for each location. If you have not received a separate form for each of your establishments, please call the contact listed on the report form or write to the U.S. Census Bureau for additional forms.

Operations for which data should be reported include:

Manufacturing drugs in packaged dosage form for consumer use

Manufacturing drugs in dosage form and shipping in "bulk" type containers for repackaging or for export

Compounding pharmaceutical preparations and shipping dosage forms in "bulk"

Please examine the reference list to determine which of the listed pharmaceuticals are produced by you. If you are unable to find a specific line which describes a drug product, include this product in the not elsewhere classified (n.e.c.) product category at the end of the product grouping with which it is most closely associated. In the "n.e.c." products categories, a separate line should be used to describe and report each major product. Describe each "n.e.c." product by using common commercial name, generic name, or other specific name, and enter any other name, description, or use that will help to classify the product using the "Remarks" section for additional space if necessary.

### a. Value of shipments

Report total value of shipments of each pharmaceutical preparation sold, transferred to other establishments within your company, or shipped on consignment, whether for domestic or export sale. Value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to your own branches should be assigned the same value as comparable sales to unaffiliated customers, i.e., the value includes an appropriate allocation of company overhead and profit.

Products bought and resold without further manufacture should not be included in shipments.

Establishments shipping dosage forms, in bulk and requiring repackaging, to other establishments of the same company, should report in column (4) a transfer value reflecting only services or operations performed including profit (or loss) normally assigned to the manufacturing establishment. For plants shipping similar products to other companies for repackaging report in column (4) dosage forms shipped in bulk at net sales value as defined above.

Commercial shipments (packaged for consumer use) Report the value of each drug product produced in dosage form, packaged for consumer use and shipped from this establishment to sales branches, warehouses of your company, wholesale or retail stores, and other commercial customers such as hospitals, institutions, etc.

Contract operations include shipments of products made for others from your own materials. Exclude receipts for capsulating and/or packaging of preparations owned by others; companies for whom such work is done should report value of shipments of these products.

#### b. Units of measure

Report values in thousands of dollars.

### c. Columnar structure of report

When posting your figures to the original report, be sure to report the information in the correct columns.

Column 1 (Total) - Report the sum of columns 2 through 4.

Column 2 (Prescription legend) — Report the value of each drug product which by Federal Law is available only by prescription from a licensed practitioner.

Column 3 (Non-prescription) — Report the value of each non-prescription drug product shipped.

Column 4 (Bulk shipments) — Report the value of each drug product shipped in dosage forms, or in bulk, requiring only repackaging.

Note: Export shipments are to be included in these figures.

#### 3. Definitions

The product detail for this survey, as shown in the Reference List is defined according to standard nomenclature for this industry.

### DEFINITIONS AND SPECIAL INSTRUCTION — Continued

### 4. Comparability

Data reported in this survey should correspond to data reported in the Annual Survey of Manufactures Form. The sum of values for item codes shown in column (a) should correspond to the dollar values reported under product codes indicated in column (b) below:

Current Industrial Reports (Form MA325G)	Annual Survey of Manufacturers
Item codes (a)	Product class codes (b)
5113 through 5198	3254121
5211 through 5298	3254124
5325 through 5397	3254127
5412 through 5489	325412A
5511 through 5597	325412D
5611 through 5698	325412G
5711 through 5797	325412L
5811 through 5898	325412P
5911 through 5997	325412T

### REFERENCE LIST

FORM MA325G	PHA	RMACEUTICAL PREPARATIONS EXCEPT BIOLOGICALS (MANUFACTURERS)			
Product code	Item code	Item description			
		PHARMACEUTICAL PREPARATIONS AFFECTING NEOPLASMS, ENDOCRINE SYSTEM AND METABOLIC DISEASES, FOR HUMAN USE			
		Hormones and synthetic substitutes			
3254121114	5113	Corticoids, such as cortisone, desoxycorticosterone, hydrocortisone, and prednisone, including systemic, local and topical (including anti-infective combinations)			
3254121121	5117	Androgens, except anabolic agents, such as fluoxymesterone and methyltestosterone			
3254121126	5119	Estrogens, such as estradiol and estrone			
3254121131	5121	Insulins and anti-diabetic agents such as glucagon and sulfonylureas			
3254121141	5127	Oral contraceptive preparations (Report vaginal contraceptives in code 325412D191)			
3254121146	5129	Progestogens, such as ethisterone and progesterone (Report premenstrual tension preps in code 325412D193)			
3254121156	5135	Thyroid and antithyroid preparations, such as iodides and propylthiouracil			
3254121161	5137	Anabolic agents (synthetic and semisynthetic androgens employed primarily for anabolic activity), such as nandrolone phenpropionate and norethandrolone			
3254121165	5138	Other hormone preparations, such as chorionic gonadotropin, parathyroids, andvasopressin, ACTH (corticotropni), and Sex hormone combinations (except progestogen combinations)			
		Anti-neoplastic agents			
3254121177	5146	Anti-neoplastic agents, including busulfan, chlorambucil, cyclophosphamide, vincristine and antimetabolites (folic acid, purine, and glutamine antagonists), and Radioactive isotopes for internal use			
3254121181	5198	Other pharmaceutical preparations affecting neoplasms, the endocrine system and metabolic diseases such as metabolic agents, parenteral fats, carbohydrates, and protein preparations			
3254121	5199	TOTAL, PHARMACEUTICAL PREPARATIONS AFFECTING NEOPLASMS, ENDOCRINE SYSTEM AND METABOLIC DISEASES, FOR HUMAN USE			
		PHARMACEUTICAL PREPARATIONS ACTING ON THE CENTRAL NERVOUS SYSTEM AND THE SENSE ORGANS, FOR HUMAN USE			
3254124111	5211	Parasympathomimetic cholinergic drugs (agents employed mainly for treatment of myasthenia gravis) such as ambenonium, neostigmine, and pyridostigmine			
3254124114	5213	Skeletal muscle relaxants such as methocarbamol and metaxalone			
		Internal analgesics and antipyretics (Report external analgesics in codes 325412G146 to 325412G161)			
		Narcotic, such as alphaprodine, meperidine, methadone, and morphine			
3254124117	5219	Opium and derivatives			
3254124121	5220	Synthetic narcotics			

FORM MA325G		
Product code	Item code	Item description
		PHARMACEUTICAL PREPARATIONS ACTING ON THE CENTRAL NERVOUS SYSTEM AND THE SENSE ORGANS, FOR HUMAN USE — Continued
		Internal analgesics and antipyretics (Report external analgesics in codes 325412G146 to 325412G161) — Continued
		Non-narcotic
3254124122	5221	Salicylates, including Aspirin (acetylsalicylic acid), and others such as sodium salicylate
3254124131	5225	Aspirin combinations
3254124134	5226	Acetaminophen and combinations
3254124137	5227	Anti-arthritics and anti-inflammatory agents (non-hormonal), such as flunisolide and fluorometholone
3254124141	5228	Other internal analgesics and antipyretics including effervescent types and suppositories, such as acetophenetidin, and ethoheptazine
3254124144	5241	Anticonvulsants, except barbiturates and analogs (For treatment of petit mal, grand mal, psychomotor and focal epilepsy) such as phenytoin, ethotoin, paramethadione, and methsuximide
		Psychotherapeutic agents
3254124147	5251	Antidepressants (for treatment of pyschoneurotic depression, involutional melancholia, the depressive phase of manic-depressive psychosis and the depression of schizophrenia), such as imipramine hydrochloride, isocarboxazid, and maprotiline
		Tranquilizers (for treatment of emotional instability and anxiety-tension states) Report sedatives in codes 3254124171 to 3254124181
3254124151	5255	Phenothiazine derivatives, such as promazine, prochlorperazine, and thioridazine
3254124154	5257	Other tranquilizers, such as chorprothixene and molindone
3254124157	5259	Other psychotherapeutic agents
3254124165	5265	Central nervous system stimulants, including amphetamine, anorexiants containing CNS stimulants such as phenylpropanolamine hydrochloride, except amphetamines (Report diet aids containing local anesthetics in code 3254124189), and other, (respiratory and cerebral stimulants, including sympathomimetic agents employed mainly as CNS stimulants) (exclude nondrug dietaries for weight control)

Product code	ltem code	Item description
code	code	PHARMACEUTICAL PREPARATIONS ACTING ON THE CENTRAL NERVOUS SYSTEM AND
		THE SENSE ORGANS, FOR HUMAN USE — Continued
		Sedatives, anxiolytics and hypnotics (products primarily used for sedation) (Report products combined with sedative agents under the primary therapeutic indication)
		Prescription
3254124171	5271	Barbiturates, such as amobarbital, butabarbital, pentobarbital, and phenobarbital
3254124174	5275	Non-barbiturates, such as ethchlorvynol, glutethimide, and methyprylon .
3254124178	5278	Non-prescription sleep inducers (excluding antihistamines), and calming agents such as scopalomine
3254124189	5287	Anesthetics except urinary tract anesthetics and antipruritic skin preparations, including general, local, and topical, such as proparacaine, piperocaine, benoxinate, and ethylaminobenzoate (Report urinary tract anesthetics in code 325412D196, and antipruritics in code 325412G116)
		Eye and ear preparations (excluding anti-infectives corticoids, anti-bacterials and antiseptics) (Report antibiotics, sulfonamides, and other anti-infectives in codes 325412P111 to 325412P174; local and topical corticoid preparations in code 3254121116; and anti-bacterials and antiseptics including mouthwashes and gargles in codes 325412P177 and 325412P181)
3254124193	5293	Contact lens solutions
3254124196	5295	Other eye and ear preparations, including mydriatics and miotics
3254124197	5298	Other pharmaceutical preparations acting on the central nervous system and the sense organs
3254124	5299	TOTAL, PHARMACEUTICAL PREPARATIONS ACTING ON THE CENTRAL NERVOUS SYSTEM AND THE SENSE ORGANS, FOR HUMAN USE
		PHARMACEUTICAL PREPARATIONS ACTING ON THE CARDIOVASCULAR SYSTEM, FOR HUMAN USE
3254127118	5325	Anticoagulants (for the prophylaxis and treatment of intravascular clotting, thrombophlebitis pulmonary embolism, arterial thromboses, and coronary occlusion) such as anisindione, heparin, and warfarin, hemostatics (for control of capillary, venous, or arterial bleeding) such as thrombin and aminocaproic acid), and digitalis preparations such as digitalis, digitoxin, and digoxin

FORM MA325G		
Product code	Item code	Item description
		PHARMACEUTICAL PREPARATIONS ACTING ON THE CARDIOVASCULAR SYSTEM, FOR HUMAN USE — Continued
		Hypotensives
3254127128	5345	Hypotensives such as guanethidine, hydralazine, and methyldopa, rauwolfia-alkaloid preparations such as reserpine and rescinnamine, and rauwolfia-diuretic combinations, and beta receptor blocking agents, such as propanolol hydrochloride
		Vasodilators
3254127143	5353	Coronary (for treatment of angina pectoris) including amylnitrite, erythrityl tetranitrate, and pentaerythritol tetranitrate, and peripheral (for relief of vasospasm) including isoxuprine and cyclandelate
3254127151	5361	Anti-arrhythmics, such as propanolol and quinidine
3254127156	5371	Calcium channel blockers such as isoptin, calan, procardia, cardizem and adalat
3254127161	5381	Ace inhibitors such as vasotec, capoten, prinivil and zestril
3254127166	5397	Other pharmaceutical preparations acting on the cardiovascular system including vasopressors, and antiheparin agents
3254127	5399	TOTAL, PHARMACEUTICAL PREPARATIONS ACTING ON THE CARDIOVASCULAR SYSTEM, FOR HUMAN USE
		PHARMACEUTICAL PREPARATIONS ACTING ON THE RESPIRATORY SYSTEM, FOR HUMAN USE
325412A113	5412	Antihistamines, except cold preparations and anti-emetics such as brompheneramine, diphenhydramine, diphenylpyraline, and chlorpheneramine maleate, and bronchial dilators including antiasthmatics (for the relief of bronchial spasm or congestion such as theophylline
		Cough and cold preparations (prescription)
325412A123	5423	Cough preparations and expectorants (containing an antitussive or other ingredient intended primarily to treat cough only), including non-narcotic, and narcotic such as benzonatate, glycerylguaiacolate, terpin hydrate, codeine, and hydro codeine
		Cold preparations (containing combinations of the following ingredients, (but no antitussive) nasal decongestant, antihistamine, analgesic, bioflavanoid, or antibiotic)
325412A136	5435	Antihistamine cold preparations, such as tripelennamine and cyproheptadine
325412A143	5438	Other prescription cold preparations, including nasel decongestants, such as proplhexadrine
325412A146	5441	Cough and cold combinations (prescription)

## ${\bf REFERENCE\ LIST\ -\ Continued}$

FORM MA325G		
Product code	Item code	Item description
		PHARMACEUTICAL PREPARATIONS ACTING ON THE RESPIRATORY SYSTEM, FOR HUMAN USE — Continued
		Cough and cold preparations (non-prescription)
325412A153	5452	Decongestants, including nasal sprays, nose drops, and others
325412A166	5461	Cough syrups
325412A171	5463	Capsules and tablets
325412A176	5465	Lozenges
325412A189	5478	Other non-prescription cough and cold preparations, including topical preparations, and cough drops
325412A196	5489	Other pharmaceutical preparations acting on the respiratory system, including beta agonists such as proventil and ventolin
325412A -	5499	TOTAL, PHARMACEUTICAL PREPARATIONS ACTING ON THE RESPIRATORY SYSTEM, FOR HUMAN USE
		PHARMACEUTICAL PREPARATIONS ACTING ON THE DIGESTIVE OR THE GENITO- URINARY SYSTEMS, FOR HUMAN USE
		Digestive system preparations
325412D111	5511	Enzymes such as amylase, lipase, cellulase
325412D115	5517	Antacids including acid neutralizing products and products with coating functions, but excluding effervescent salicylate products classified as analgesics, such as aluminum-hydroxide, calcium carbonate, dihydroxy aluminum aminoacetate, and aluminum-phosphate (Report internal analgesics in code 3254124141), and antidiarrheals such as bismuth subcarbonate (except narcotics)
		Laxatives such as bisacodyl, cascara sagrada, castor oil, danthron, dioctyl sodium sulfosuccinate, magnesium sulfate, methylcellulose, sodium carboxymethylcellulose, and petrolatum (liquid)
325412D121	5521	Irritants
325412D123	5522	Bulk producing, and emollients
325412D127	5525	Fecal softeners
325412D134	5528	Saline
325412D137	5529	Enema specialties

FORM MA325G		
Product code	Item code	Item description
		PHARMACEUTICAL PREPARATIONS ACTING ON THE DIGESTIVE OR THE GENITO-URINARY SYSTEMS, FOR HUMAN USE — Continued
		Digestive system preparations — Continued
		Antispasmodics and anticholinergics, including ataractic combinations, belladonna and derivatives, and H2 blocking agents such as zantec, tagamet, carafate, and pepcid
325412D157	5541	Synthetics (such as adiphenine, anisotropine, dicyclomine, and papaverine)
325412D168	5548	Antispasmodics and anticholinergics, including ataractic combinations, belladonna and derivatives, and H2 blocking agents such as zantec, tagamet, carafate, and pepcid
325412D175	5559	Other digestive system preparations including emetics such as ipecac, including Digestants; Bile therapy preparations including bile products, choleretics, and cholagogues; Antinauseants and motion sickness remedies (anti-emetics) including antihistaminic anti-emetic preparations; Lipotropics and cholesterol reducers; and Diet aids containing local anesthetics such as benzocaine. (Report anorexiants containing CNS in codes 3254124165)
		Genito-urinary preparations
325412D177	5561	Urinary antibacterials and antiseptics such as methenamine mandelate, and nitrofurantoin
325412D182	5575	Diuretics, including chlorthalidone, ethacrynic acid, and triampterene, thiazides and related agents such as chlorothiazide, hydrochlorothiazide, and hydroflumethiazide (report aminophylline, xanthine, and rauwolfia-diuretic combinations ascardiovascular preparations)
325412D187	5581	Oxytocics such as ergonovine and oxytocin
325412D195	5587	Vaginal cleansers (Report trichomonacides in code 325412P111, fungicides in code 325412P167, and antibacterials in code 325412P177)
325412D196	5597	Other pharmaceutical preparations acting on the genito-urinary system including urinary tract anesthetics, including premenstrual tension preparations, and contraceptive agents (aerosols, jels, sponges, and creams)(Report oral in code 3254121141)
325412D	5599	TOTAL, PHARMACEUTICAL PREPARATIONS ACTING ON THE DIGESTIVE OR THE GENITO-URINARY SYSTEMS, FOR HUMAN USE

Product code	Item code	Item description			
		PHARMACEUTICAL PREPARATIONS ACTING ON THE SKIN, FOR HUMAN USE			
		Dermatological preparations			
325412G111	5611	Emollients and protectives including burn remedies and ointment bases			
325412G116	5613	Antipruritics and local anesthetic skin preparations (products used primarily to alleviate itching), such as cyclomethylcaine and benzocaine			
325412G126	5616	Antiacne preparations			
325412G131	5618	Antidandruff and antiseborrheic preparations, except dandruff shampoos			
325412G138	5620	Other dermatological preparations, including coal tar, sulfur, and resorcinol preparations			
325412G141	5621	Hemorrhoidal preparations			
325412G163	5638	External analgesics and counter irritants, including ointments, jellies, pastes, creams, cerates, salves, liquids, and rubbing alcohol			
325412G166	5698	Other pharmaceutical preparations acting on the skin			
325412G	5699	TOTAL, PHARMACEUTICAL PREPARATIONS ACTING ON THE SKIN, FOR HUMAN USE			
		VITAMIN, NUTRIENT, AND HEMATINIC PREPARATIONS, FOR HUMAN USE			
		Vitamins			
325412L111	5711	Multivitamins, plain and with minerals, except B complex vitamins and fish liver oils			
325412L116	5713	Pediatric vitamin preparations (drops, suspensions, and chewable tablets)			
325412L121	5714	Prenatal vitamin preparations			
325412L126	5715	B complex preparations			
325412L135	5718	All other vitamin preparations, including fluoride preparations (Report fluoride-vitamin combinations in applicable code 315412L116, 325412L121, or 325412L135)			
325412L141	5721	Fish liver oils			
325412L146	5731	Nutrients excluding therapeutic dietary foods and infant formulas			
325412L151	5741	Tonics and alteratives			
		Hematinic			
325412L158	5752	Oral, and parenteral, with B12			

FORM MA325G			
Product code	ltem code	Item description	
		VITAMIN, NUTRIENT, AND HEMATINIC PREPARATIONS, FOR HUMAN USE — Continued	
		Hematinics — Continued	
325412L168	5756	Other hematinics, including oral, and parenteral	
325412L179	5797	Other vitamin, nutrient, and hematinic preparations, including hospital solutions (including dextrose, dextran, etc., but excluding biologicals such as blood plasma)	
325412L	5799	TOTAL, VITAMIN, NUTRIENT AND HEMATINIC PREPARATIONS, FOR HUMAN USE	
		PHARMACEUTICAL PREPARATIONS AFFECTING PARASITIC AND INFECTIVE DISEASES, FOR HUMAN USE	
		Anti-infective agents (Report corticoid-anti-infective combinations in code 3254121116)	
325412P111	5811	Amebicides and trichomonicides such as diiodohydroxyquin, emetine, metronidiazole, and furazolidone	
325412P114	5815	Anthelmintics (for roundworms, hookworms, pinworms, whipworms, and tapeworms) such as dithiazanine, hexylresorcinol, piperazine, and tetrachloroethylene	
		Systemic antibiotic preparations	
		Broad and medium spectrum (single or in combinations with other antibiotics)	
325412P117	5820	Tetracyclines, including chlortetracycline and congeners	
325412P121	5822	Cephalosporins, such as cefamandole nafate and cephalexin	
325412P124	5824	Erythromycins	
		Penicillins (single)	
		Semisynthetic penicillins, such as amoxicillins and ampicillin	
325412P127	5826	Injectable	
325412P131	5828	Other forms	
325412P135	5831	Other penicillins, injectable and other forms (except semisynthetic), such as penicillin V and penicillin G	
325412P141	5834	Other broad and medium spectrum antibiotics (except sulfa-antibiotic combinations)	
325412P144	5836	Antibiotics in combination with sulfonamides	
325412P147	5838	Other systemic antibiotic preparations, including narrow-spectrum antibiotics and streptomycins	
325412P151	5841	Topical antibiotic preparations	

 ${\tt REFERENCE\ LIST\ -\ Continued}$ 

FORM MA325G			
Product code	Item code	Item description	
		PHARMACEUTICAL PREPARATIONS AFFECTING PARASITIC AND INFECTIVE DISEASES, FOR HUMAN USE — Continued	
		Anti-infective agents (Report corticoid-anti-infective combinations in code 3254121116) — Continued	
325412P156	5853	Tuberculostatic agents, including isoniazid (isonicotinic acid hydrazide) preparations, aminoslicylic acid, capreomycin, and cycloserine	
325412P161	5861	Antimalarials (plasmodicides) such as chloroquine, primaquine, pyrimethamine, and quinine	
325412P164	5863	Sulfonamides, such as sulfamerazine, sulfamethizole, and sulfadiazine (except sulfa-antibiotic combinations)	
325412P167	5865	Antifungal preparations such as iodochlorhydroxyquin	
325412P171	5867	Antivirals, systemic, such as zovirax and retrovir	
325412P174	5869	Other anti-infective agents	
		Antibacterials and antiseptics (Report urinary preparations in code 325412D177, antibiotics in codes 325412P117 to 325412P151, and sulfonamides in code 325412P164)	
325412P177	5871	General	
325412P181	5875	Mouth and throat preparations, including mouthwashes and gargles	
325412P184	5898	Other pharmaceutical preparations affecting parasitic and infective diseases	
325412P	5899	TOTAL, PHARMACEUTICAL PREPARATIONS AFFECTING PARASITIC AND INFECTIVE DISEASES, FOR HUMAN USE	
		PHARMACEUTICAL PREPARATIONS FOR VETERINARY USE	
		(Note: INCLUDE drug and vitamin pre-mixes for use in animal feeds; EXCLUDE supplements, concentrates, and complete feeds)	
325412T111	5911	Anesthetics	
325412T116	5921	Anthelmintics	
		Antibiotics	
325412T126	5924	Penicillins	
325412T133	5925	Other antibiotics, including tetracyclines	
325412T136	5927	Antiseptics, wound dressings and fungicides	
325412T163	5937	Hormones, including insulin, ACTH (corticotropin), and other hormone preparations	

## ${\sf REFERENCE\ LIST\ -\ Continued}$

FORM MA325G		
Product code	Item code	Item description
		PHARMACEUTICAL PREPARATIONS FOR VETERINARY USE — Continued
325412T171	5941	Nitrofurans
325412T176	5943	Nutrients and tonics
325412T181	5945	Parasiticides, external
325412T196	5997	Other pharmaceutical preparations for veterinary use, including vitamins, minerals, tranquilizers, ataractics, sulfonamides, intravenous solutions, electrolytes, hemostatics, and hematinics
325412T	5999	TOTAL, PHARMACEUTICAL PREPARATIONS FOR VETERINARY USE

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