

**Appendix: Detailed Results from the
PhRMA Annual Membership Survey**

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R&D, PhRMA MEMBER COMPANIES

TABLE 1
DOMESTIC R&D AND R&D ABROAD**, ETHICAL
PHARMACEUTICALS, PhRMA MEMBER COMPANIES: 1970-2002

(dollar figures in millions)

Year	Domestic R&D	Annual Percentage Change	R&D Abroad**	Annual Percentage Change	Total	Annual Percentage Change
*2002	\$ 26,384.0	12.3%	\$ 5,667.3	-8.9%	\$ 32,051.3	7.7%
2001	23,502.0	10.0	6,220.6	33.3	29,772.7	14.4
2000	21,363.7	15.7	4,667.1	10.6	26,030.8	14.7
1999	18,471.1	7.4	4,219.6	9.9	22,690.7	8.2
1998	17,127.9	11.0	3,839.0	9.9	20,966.9	10.8
1997	15,466.0	13.9	3,492.1	6.5	18,958.1	12.4
1996	13,627.1	14.8	3,278.5	-1.6	16,905.6	11.2
1995	11,874.0	7.0	3,333.5	* * *	15,207.4	* * *
1994	11,101.6	6.0	2,347.8	3.8	13,449.4	5.6
1993	10,477.1	12.5	2,262.9	5.0	12,740.0	11.1
1992	9,312.1	17.4	2,155.8	21.3	11,467.9	18.2
1991	7,928.6	16.5	1,776.8	9.9	9,705.4	15.3
1990	6,802.9	13.0	1,617.4	23.6	8,420.3	14.9
1989	6,021.4	15.0	1,308.6	0.4	7,330.0	12.1
1988	5,233.9	16.2	1,303.6	30.6	6,537.5	18.8
1987	4,504.1	16.2	998.1	15.4	5,502.2	16.1
1986	3,875.0	14.7	865.1	23.8	4,740.1	16.2
1985	3,378.7	13.3	698.9	17.2	4,077.6	13.9
1984	2,982.4	11.6	596.4	9.2	3,578.8	11.2
1983	2,671.3	17.7	546.3	8.2	3,217.6	16.0
1982	2,268.7	21.3	505.0	7.7	2,773.7	18.6
1981	1,870.4	20.7	469.1	9.7	2,339.5	18.4
1980	1,549.2	16.7	427.5	42.8	1,976.7	21.5
1979	1,327.4	13.8	299.4	25.9	1,626.8	15.9
1978	1,166.1	9.7	237.9	11.6	1,404.0	10.0
1977	1,063.0	8.1	213.1	18.2	1,276.1	9.7
1976	983.4	8.8	180.3	14.1	1,163.7	9.6
1975	903.5	13.9	158.0	7.0	1,061.5	12.8
1974	793.1	12.0	147.7	26.3	940.8	14.0
1973	708.1	8.1	116.9	64.0	825.0	13.6
1972	654.8	4.5	71.3	24.9	726.1	6.2
1971	626.7	10.7	57.1	9.2	683.8	10.6
1970	566.2	----	52.3	----	618.5	----
Average		12.8%		16.6%		13.4%

* Estimated

** R&D Abroad includes expenditures outside the United States by U.S.-owned PhRMA member companies and R&D conducted abroad by the U.S. divisions of foreign-owned PhRMA member companies. This excludes sales generated abroad by foreign-owned PhRMA member companies.

*** R&D Abroad affected by merger and acquisition activity

Notes: All figures include company-financed R&D only. Domestic R&D includes expenditures within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.

R&D, PhRMA MEMBER COMPANIES

TABLE 2
R&D AS A PERCENTAGE OF SALES,
ETHICAL PHARMACEUTICALS, PhRMA
MEMBER COMPANIES: 1970-2002

Year	Domestic R&D as a % of Domestic Sales	Total R&D as a % of Total Sales
*2002	18.2%	16.3%
2001	18.3	16.7
2000	18.4	16.2
1999	18.2	15.5
1998	21.1	16.8
1997	21.6	17.1
1996	21.0	16.6
1995	20.7	16.7
1994	21.9	17.3
1993	21.6	17.0
1992	19.4	15.5
1991	17.9	14.6
1990	17.7	14.4
1989	18.4	14.8
1988	18.3	14.1
1987	17.4	13.4
1986	16.4	12.9
1985	16.3	12.9
1984	15.6	12.1
1983	15.8	11.8
1982	15.4	10.9
1981	14.7	10.0
1980	13.1	8.9
1979	12.4	8.6
1978	12.1	8.5
1977	12.3	9.0
1976	12.2	8.9
1975	12.5	9.0
1974	12.1	9.1
1973	12.3	9.3
1972	12.4	9.2
1971	12.0	9.0
1970	12.3	9.3

*Estimated

Source: Pharmaceutical Research and Manufacturers of America,
PhRMA Annual Membership Survey, 2003.

R&D, PhRMA MEMBER COMPANIES

TABLE 3
DOMESTIC R&D AND R&D ABROAD**BY END USE,
ETHICAL PHARMACEUTICALS,
PhRMA MEMBER COMPANIES: 2001-2002

(dollar figures in millions)

	2001	*2002
R&D Expenditures for Human-Use Pharmaceuticals		
Domestic	\$ 23,253.5	\$ 26,136.4
Share	78.2%	81.5%
Abroad**	\$ 6,152.8	\$ 5,607.6
Share	20.7%	17.5%
Total Human-Use R&D	\$ 29,406.3	\$ 31,744.0
Share	98.9%	99.0%
R&D Expenditures for Veterinary-Use Pharmaceuticals		
Domestic	\$ 248.6	\$ 247.6
Share	0.8%	0.8%
Abroad**	\$ 67.9	\$ 59.7
Share	0.2%	0.2%
Total Vet-Use R&D	\$ 316.5	\$ 307.3
Share	1.1%	1.0%
GRAND TOTAL R&D	\$ 29,722.7	\$ 32,051.3
	100.0%	100.0%

* Estimated

** R&D Abroad includes expenditures outside the United States by U.S.-owned PhRMA member companies and R&D conducted abroad by the U.S. divisions of foreign-owned PhRMA member companies. This excludes sales generated abroad by foreign-owned PhRMA member companies.

Notes: All figures include company-financed R&D only. Domestic R&D includes expenditures within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.

R&D, PhRMA MEMBER COMPANIES

TABLE 4
R&D BY GEOGRAPHIC AREA*,
ETHICAL PHARMACEUTICALS,
PhRMA MEMBER COMPANIES: 2001

(dollar figures in millions)

Geographic Area*	Dollars	Share
Africa		
Africa	\$ 17.0	0.1%
Americas		
United States	\$ 23,502.0	79.1%
Canada	297.7	1.0
Latin America (South and Central America, Mexico, and all Caribbean nations)	167.0	0.6
Asia-Pacific		
Asia-Pacific (except Japan)	\$ 56.6	0.2%
India and Pakistan	1.5	0.0
Japan	723.6	2.4
Australia		
Australia and New Zealand	\$ 62.5	0.2%
Europe		
France	\$ 363.5	1.2%
Germany	757.8	2.5
Italy	237.4	0.8
Spain	93.5	0.3
United Kingdom	1,174.7	4.0
Other Western European	1,318.0	4.4
Central and Eastern Europe (Cyprus, Czech Republic, Estonia, Hungary, Poland, Slovenia, Bulgaria, Lithuania, Latvia, Romania, Slovakia, and Malta)	71.6	0.2
Other Eastern European (including Russia and the Newly Independent States)	18.0	0.1
Middle East		
Middle East (Saudi Arabia, Yemen, United Arab Emirates, Iraq, Iran, Kuwait, Israel, Jordan, Syria, Afghanistan, Turkey, and Qatar)	\$ 42.1	0.1%
Uncategorized	\$ 818.1	2.8%
GRAND TOTAL	\$ 29,722.7	100.0%

* R&D Abroad includes expenditures outside the United States by U.S.-owned PhRMA member companies and R&D conducted abroad by the U.S. divisions of foreign-owned PhRMA member companies. This excludes sales generated abroad by foreign-owned PhRMA member companies.

Notes: All figures include company-financed R&D only. Total R&D includes both Domestic R&D and R&D Abroad. Domestic R&D includes expenditures within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: *Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.*

R&D, PhRMA MEMBER COMPANIES

TABLE 5
DOMESTIC R&D BY FUNCTION,
ETHICAL PHARMACEUTICALS,
PhRMA MEMBER COMPANIES: 2001

(dollar figures in millions)

Function	Dollars	Share
Prehuman/Preclinical	\$ 9,647.4	32.5%
Phase I	1,659.2	5.6
Phase II	3,151.2	10.6
Phase III	4,502.2	15.1
Approval	2,307.9	7.8
Phase IV	3,286.9	11.1
Uncategorized	5,167.9	17.4
GRAND TOTAL	\$29,722.7	100.0%

Notes: All figures include company-financed R&D only. Domestic R&D includes expenditures within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: *Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.*

R&D, PhRMA MEMBER COMPANIES

TABLE 6
DOMESTIC R&D SCIENTIFIC, PROFESSIONAL,
AND TECHNICAL PERSONNEL BY FUNCTION,
PhRMA MEMBER COMPANIES: 2001

Function	Personnel	Share
Prehuman/Preclinical	28,159	40.2%
Phase I	5,338	7.6
Phase II	7,633	10.9
Phase III	15,492	22.1
Uncategorized Clinical	529	0.8
Approval	3,048	4.4
Phase IV	6,386	9.1
Total R&D Staff	66,585	95.1%
Supported R&D Nonstaff	3,407	4.9
GRAND TOTAL	69,992	100.0%

Source: *Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.*

SALES, PhRMA MEMBER COMPANIES

TABLE 7
DOMESTIC SALES AND SALES ABROAD**, ETHICAL
PHARMACEUTICALS, PhRMA MEMBER COMPANIES: 1970–2002

(dollar figures in millions)

Year	Domestic Sales	Annual Percentage Change	Sales Abroad**	Annual Percentage Change	Total	Annual Percentage Change
*2002	\$ 145,213.4	11.1%	\$ 51,464.2	7.5%	\$ 196,677.6	10.1%
2001	130,715.9	12.8	47,886.9	5.9	178,602.8	10.9
2000	115,881.8	14.2	45,199.5	1.6	161,081.3	10.4
1999	101,461.8	24.8	44,496.6	2.7	145,958.4	17.1
1998	81,289.2	13.3	43,320.1	10.8	124,609.4	12.4
1997	71,761.9	10.8	39,086.2	6.1	110,848.1	9.1
1996	64,741.4	13.3	36,838.7	8.7	101,580.1	11.6
1995	57,145.5	12.6	33,893.5	* * *	91,039.0	* * *
1994	50,740.4	4.4	26,870.7	1.5	77,611.1	3.4
1993	48,590.9	1.0	26,467.3	2.8	75,058.2	1.7
1992	48,095.5	8.6	25,744.2	15.8	73,839.7	11.0
1991	44,304.5	15.1	22,231.1	12.1	66,535.6	14.1
1990	38,486.7	17.7	19,838.3	18.0	58,325.0	17.8
1989	32,706.6	14.4	16,817.9	-4.7	49,524.5	7.1
1988	28,582.6	10.4	17,649.3	17.1	46,231.9	12.9
1987	25,879.1	9.4	15,068.4	15.6	40,947.5	11.6
1986	23,658.8	14.1	13,030.5	19.9	36,689.3	16.1
1985	20,742.5	9.0	10,872.3	4.0	31,614.8	7.3
1984	19,026.1	13.2	10,450.9	0.4	29,477.0	8.3
1983	16,805.0	14.0	10,411.2	-2.4	27,216.2	7.1
1982	14,743.9	16.4	10,667.4	0.1	25,411.3	9.0
1981	12,665.0	7.4	10,658.3	1.4	23,323.3	4.6
1980	11,788.6	10.7	10,515.4	26.9	22,304.0	17.8
1979	10,651.3	11.2	8,287.8	21.0	18,939.1	15.3
1978	9,580.5	12.0	6,850.4	22.2	16,430.9	16.1
1977	8,550.4	7.5	5,605.0	10.2	14,155.4	8.6
1976	7,951.0	11.4	5,084.3	9.7	13,035.3	10.8
1975	7,135.7	10.3	4,633.3	19.1	11,769.0	13.6
1974	6,740.4	13.8	3,891.0	23.4	10,361.4	17.2
1973	5,686.5	9.1	3,152.5	15.9	8,839.0	11.5
1972	5,210.1	1.3	2,720.2	10.6	7,930.3	4.3
1971	5,144.9	13.0	2,459.7	18.0	7,604.6	14.6
1970	4,552.5	----	2,084.0	----	6,636.5	----
Average		11.5%		10.5%		11.1%

* Estimated

** Sales Abroad includes sales outside the United States and exports from U.S.-owned PhRMA member companies and sales abroad and exports by the U.S. divisions of foreign-owned PhRMA member companies. This excludes sales generated abroad by foreign-owned PhRMA member companies.

*** Sales Abroad affected by merger and acquisition activity

Notes: Domestic Sales includes sales within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: *Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.*

SALES, PhRMA MEMBER COMPANIES

TABLE 8
DOMESTIC SALES AND SALES ABROAD* BY END USE
AND CUSTOMER, ETHICAL PHARMACEUTICALS,
PhRMA MEMBER COMPANIES: 2001

(dollar figures in millions)

	Human-Use	Vet-Use	Total
To Private Sector	\$ 113,761.1	\$ 1,334.8	\$ 115,096.0
To Public Sector	11,701.7	0.2	11,701.9
Uncategorized	3,917.5	0.5	3,918.0
Total Domestic Sales	\$ 129,380.4	\$ 1,335.0	\$ 130,715.9
Exports	\$ 807.7	\$ 14.6	\$ 822.4
Foreign Sales	45,535.2	1,528.9	47,064.1
Uncategorized	0.5	-	0.5
Total Sales Abroad*	\$ 46,343.4	\$ 1,543.5	\$ 47,886.9
GRAND TOTAL	\$ 175,723.8	\$ 2,878.5	\$ 178,602.8

* Sales Abroad includes sales outside the United States and exports from U.S.-owned PhRMA member companies and sales abroad and exports by the U.S. divisions of foreign-owned PhRMA member companies. This excludes sales generated abroad by foreign-owned PhRMA member companies.

Notes: Domestic Sales includes sales within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: *Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.*

SALES, PhRMA MEMBER COMPANIES

TABLE 9
SALES BY GEOGRAPHIC AREA*,
ETHICAL PHARMACEUTICALS,
PhRMA MEMBER COMPANIES: 2001

(dollar figures in millions)

Geographic Area*	Dollars	Share
Africa		
Africa	\$ 543.7	0.3%
Americas		
United States	\$ 130,715.9	73.2%
Canada	3,019.0	1.7
Latin America (South and Central America, Mexico, and all Caribbean nations)	4,787.4	2.7
Asia-Pacific		
Asia-Pacific (except Japan)	\$ 2,339.5	1.3%
India and Pakistan	412.8	0.2
Japan	5,996.0	3.4
Australia		
Australia and New Zealand	\$ 1,323.5	0.7%
Europe		
France	\$ 4,336.3	2.4%
Germany	3,597.8	2.0
Italy	3,468.8	1.9
Spain	2,052.8	1.1
United Kingdom	3,115.1	1.7
Other Western European	6,079.1	3.4
Central and Eastern Europe (Cyprus, Czech Republic, Estonia, Hungary, Poland, Slovenia, Bulgaria, Lithuania, Latvia, Romania, Slovakia, and Malta)	1,019.0	0.6
Other Eastern European (including Russia and the Newly Independent States)	411.3	0.2
Middle East		
Middle East (Saudi Arabia, Yemen, United Arab Emirates, Iraq, Iran, Kuwait, Israel, Jordan, Syria, Afghanistan, Turkey, and Qatar)	\$ 1,186.6	0.7%
Uncategorized	\$ 4,198.2	2.4%
GRAND TOTAL	\$ 178,602.8	100.0%

* Sales Abroad includes sales outside the United States and exports from U.S.-owned PhRMA member companies and sales abroad and exports by the U.S. divisions of foreign-owned PhRMA member companies. This excludes sales generated abroad by foreign-owned PhRMA member companies.

Notes: Sales includes both Domestic Sales and Sales Abroad. Domestic Sales includes sales within the United States by PhRMA member companies. Total values may be affected by rounding.

Source: *Pharmaceutical Research and Manufacturers of America, PhRMA Annual Membership Survey, 2003.*

PhRMA Annual Membership Survey Definitions of Terms

Research and Development (R&D) Definitions

R&D Expenditures: Expenditures within PhRMA member companies' U.S. and/or foreign research laboratories plus R&D funds contracted or granted to commercial laboratories, private practitioners, consultants, educational and nonprofit research institutions, manufacturing and other companies, or other research-performing organization.

Prehuman/Preclinical Testing: From synthesis to first testing in humans.

Phase I/II/III Clinical Testing: From first testing in designated phase to first testing in subsequent phase.

Approval Phase: From new drug application (NDA) submission to NDA approval.

Phase IV Clinical Testing: Any postmarketing testing performed.

Uncategorized: Represents data for which detailed classifications were unavailable.

Scientific, Professional, and Technical Staff: Full-time employees, as well as full-time equivalents for part-time employees, whose work requires the application of R&D knowledge, skills, and scientific techniques in the life, physical, engineering, mathematical, or statistical sciences as well as persons engaged in technical work at a level that requires knowledge in one of the above-mentioned fields. Does not include persons who have formal training in the sciences but who are not actively engaged in R&D.

Supported Scientific, Professional, and Technical Nonstaff: Persons whose work requires the application of R&D knowledge, skills, and scientific techniques in the life, physical, engineering, mathematical, or statistical sciences as well as persons engaged in technical

work at a level that requires knowledge in one of the above-mentioned fields who are supported through contracts or grants to commercial laboratories, private practitioners, consultants, educational and nonprofit research institutions, manufacturing and other companies, or other research-performing organizations located in the United States. Does not include persons who have formal training in the sciences but who are not actively engaged in R&D.

Sales Definitions

Sales: Product sales calculated as billed, free on board (FOB) plant or warehouse less cash discounts, Medicaid rebates, returns, and allowances. These include all marketing expenses except transportation costs. Also included is the sales value of products bought and resold without further processing or repackaging as well as the dollar value of products made from the firm's own materials for other manufacturers' resale. Excluded are all royalty payments, interest, and other income.

Exports to Other Customers: Sales to third parties only, FOB U.S. port. Excludes all intrafirm transactions such as sales or shipments to subsidiaries or affiliates.

Foreign Sales: Sales consummated in foreign countries.

Member Companies

Abbott Laboratories
Abbott Park, IL

Allergan, Inc.
Irvine, CA

Amersham Health
Princeton, NJ

Amgen Inc.
Thousand Oaks, CA

AstraZeneca LP
Wilmington, DE

Aventis Pharma AG
Bridgewater, NJ
Aventis Pasteur
Aventis Pharmaceuticals, Inc.

Bayer Corporation Pharmaceutical Division
West Haven, CT

Berlex Laboratories, Inc.
Montville, NJ

Biogen, Inc.
Cambridge, MA

Bio-Technology General Corp.
Iselin, NJ

Boehringer Ingelheim Pharmaceuticals, Inc.
Ridgefield, CT

Bristol-Myers Squibb Company
New York, NY
Bristol-Myers Squibb Company
Worldwide Medicines Group

Fujisawa Healthcare, Inc.
Deerfield, IL

Genzyme Corporation
Cambridge, MA

GlaxoSmithKline
Research Triangle Park, NC

Hoffmann-La Roche Inc.
Nutley, NJ

Johnson & Johnson
New Brunswick, NJ
Advanced Sterilization Products
ALZA Corporation
Centocor, Inc.
Cordis Corporation
DePuy Inc.
Ethicon Endo-Surgery, Inc.
Ethicon, Inc.
Ethicon Products
Gynecare
Johnson & Johnson Wound Management
Janssen Pharmaceutica Inc.
Janssen Research Foundation and The R. W. Johnson
Pharmaceutical Research Institute
Johnson & Johnson Health Care Systems, Inc.
Mitek
Ortho Biotech Products, L.P.
Ortho-Clinical Diagnostics
Ortho Dermatological
Ortho-McNeil Pharmaceutical, Inc.
Therakos, Inc.
Vistakon

Eli Lilly and Company
Indianapolis, IN

Merck & Co., Inc.
Whitehouse Station, NJ
Merck Human Health Division
Merck Research Laboratories
Merck Vaccine Division

Novartis Pharmaceuticals Corporation
E. Hanover, NJ

Organon Inc.
West Orange, NJ

Otsuka America Pharmaceutical, Inc.
Rockville, MD

Pfizer Inc.
New York, NY

Pharmacia Corporation
Peapack, NJ

The Procter & Gamble Company
Mason, OH
Procter & Gamble
Pharmaceuticals, Inc.

Purdue Pharma L.P.
Stamford, CT
The P. F. Laboratories, Inc.
The Purdue Frederick Company

Sanofi-Synthelabo Inc.
New York, NY

Schering-Plough Corporation
Kenilworth, NJ

SCHWARZ PHARMA, INC.
Mequon, WI

Serono, Inc.
Norwell, MA

Solvay Pharmaceuticals, Inc.
Marietta, GA
Unimed Pharmaceuticals, Inc.

3M Pharmaceuticals
St. Paul, MN

Wyeth
Madison, NJ
Wyeth-Ayerst Pharmaceuticals
Wyeth-Ayerst Research

INTERNATIONAL AFFILIATES

Daiichi Pharmaceutical Corporation
Montvale, NJ

Eisai Inc.
Teaneck, NJ

Sankyo Pharma Inc.
Parsippany, NJ

Sigma-Tau Pharmaceuticals, Inc.
Gaithersburg, MD

Takeda Pharmaceuticals North America, Inc.
Lincolnshire, IL

Yamanouchi Pharma America, Inc.
Paramus, NJ

ASSOCIATE (1) (Researchers) (formerly Research Affiliates)

aaiPharma Inc.
Wilmington, NC
AAI International Inc.
NeoSan Pharmaceuticals Inc.

Alkermes, Inc.
Cambridge, MA

Aviron
Mountain View, CA

Celera Genomics Group
Rockville, MD

Celgene Corporation
Warren, NJ

Cephalon, Inc.
West Chester, PA

CIMA Labs Inc.
Eden Prairie, MN

Enzon, Inc.
Piscataway, NJ

Eurand
New York, NY

Eyetechn Pharmaceuticals, Inc.
New York, NY

Human Genome Sciences, Inc.
Rockville, MD

ICOS CORPORATION
Bothell, WA

Idenix Pharmaceuticals
Cambridge, MA (formerly Novirio)

Inhale Therapeutic Systems, Inc.
San Carlos, CA

The Institutes for Pharmaceutical Discovery
Branford, CT

InterMune Pharmaceuticals, Inc.
Burlingame, CA

Isis Pharmaceuticals, Inc.
Carlsbad, CA

Ligand Pharmaceuticals Inc.
San Diego, CA

Maxim Pharmaceuticals, Inc.
San Diego, CA

MGI PHARMA, INC.
Bloomington, MN

Penwest Pharmaceuticals Co.
Patterson, NY

SCIOS Inc.
Sunnyvale, CA

Sepracor, Inc.
Marlborough, MA

Vela Pharmaceuticals Inc.
Lawrenceville, NJ

Vertex Pharmaceuticals Incorporated
Cambridge, MA

ASSOCIATE (2) (CROs)

MDS Pharma Services
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Millennium Pharmaceuticals, Inc.
Cambridge, MA

Quintiles Transnational Corp.
Research Triangle Park, NC

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Philadelphia, PA

American Medical Association Publishing
Chicago, IL

Cap Gemini Ernst & Young
New York, NY

CommonHealth, L.P.
Parsippany, NJ

Computer Sciences Corporation Healthcare Group
Berwyn, PA

The Corbett Healthcare Group
Chicago, IL

Ernst & Young
New York, NY

Euro RSCG
New York, NY
Healthview (formerly Lally,
McFarland & Pantello)
Robert A. Becker

FCB Healthcare
New York, NY

Healthcare Resources Group, Inc.
New York, NY

HealthSTAR Communications, Inc.
Woodbridge, NJ

IMS HEALTH
Plymouth Meeting, PA

iPhysicianNet
Scottsdale, AZ

KPMG LLP
Short Hills, NJ

**McGraw-Hill Healthcare
Information Group**
Minneapolis, MN

McKesson Corporation
San Francisco, CA

Medi-Promotions, Inc.
Hasbrouck Heights, NJ

Medicus Group International
New York, NY

MediMedia USA, Inc.
Teterboro, NJ

NDCHealth
Atlanta, GA

**Nelson Communications
Worldwide**
New York, NY

PDI, Inc.
Upper Saddle River, NJ

Quest Diagnostics Incorporated
Teterboro, NJ

R. P. Scherer Inc.
Basking Ridge, NJ

SYNAVANT Inc.
Fairview, NJ

**Thomson Healthcare/Medical
Economics**
Montvale, NJ

Ventiv Health, Inc.
Somerset, NJ

WebMD
New York, NY