

Drug Representatives Roundtable

Aventis Pharma (Debbie Hayes)

Bristol-Myers Squibb (Karen Gillespie)

GlaxoWellcome (SmithKline Beecham) (Gary Blalock)

- Currently, GlaxoWellcome has a merger pending with Smith Kline. The merger will yield a corporation with global sales exceeding \$26 billion annually.

Lilly & Company (John Barganier)

- “Over the past three years, we’ve invested an average 18% of our sales in R&D, far above the pattern of other industries.” (1999 Annual Report, p.13)
- “Simply put, if we cut—or we are forced to cut—prices our R&D investments will suffer.” (1999 Annual Report, p.13).

Merck (Bob Kincaid)

Pharmacia & Upjohn (Bob Broadus)

Pfizer (Sandy Johnson)