

Sample Australian Animal Health Industry Audit

September Quarter 2000

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Notes:

- Sample report only, all values are randomly generated.
- Limited state information for market & manufacturer sales.
- Alimentary System & Anaesthetic examples only in product reports.



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Markets x Quarter

Region: Total Aust

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	422298.5	394476.6	367007.8	390151.9	401533.5	422298.5	5	1531467.7	1573934.7	3
Alimentary System	717.9	534.5	624.6	722.2	960.2	717.9	-25	4288.0	2599.2	-39
%	0	0	0	0	0	0		0	0	
Antibloat	436.7	334.6	343.7	452.1	711.8	436.7	-39	3255.4	1567.1	-52
%	61	63	55	63	74	61		76	60	
Antidiarrhoeals	34.6	32.7	43.3	39.2	30.1	34.6	15	113.7	149.8	32
%	5	6	7	5	3	5		3	6	
Laxatives & Antispasmodics	246.7	167.2	237.6	230.9	218.3	246.7	13	918.8	882.3	-4
%	34	31	38	32	23	34		21	34	
Anaesthetics	2621.7	2258.5	1251.3	1357.0	1105.5	2621.7	137	4163.9	7488.5	80
%	1	1	0	0	0	1		0	0	
Anaesthetics Analgesics	2145.5	1422.3	797.8	688.4	574.1	2145.5	274	2002.0	5054.0	152
%	82	63	64	51	52	82		48	67	
Anaesthetics Local & General	476.2	836.1	453.6	668.6	531.4	476.2	-10	2162.0	2434.5	13
%	18	37	36	49	48	18		52	33	
Antibiotics	21927.0	22969.8	21613.0	21193.0	20669.4	21927.0	6	84960.3	87702.8	3
%	5	6	6	5	5	5		6	6	
Antibiotics Intramammary	2826.0	4482.6	3214.9	2865.9	3284.9	2826.0	-14	17017.4	13389.4	-21
%	13	20	15	14	16	13		20	15	
Antibiotics Oral - Companion	5831.2	5868.2	5947.8	5903.9	5564.7	5831.2	5	23280.6	23551.1	1
%	27	26	28	28	27	27		27	27	
Antibiotics Oral - Production	7778.9	6940.8	6267.2	6441.7	5819.0	7778.9	34	25538.2	27428.6	7
%	35	30	29	30	28	35		30	31	
Antibiotics Other	2.1	0.0	184.6	228.3	232.5	2.1	-99	914.4	415.0	-55
%	0	0	1	1	1	0		1	0	
Antibiotics Parenteral	5352.0	5419.4	5752.2	5594.8	5623.6	5352.0	-5	14290.6	22118.5	55
%	24	24	27	26	27	24		17	25	
Antibiotics Sulfonamides	136.8	258.8	246.4	158.3	144.6	136.8	-5	3919.1	800.3	-80
%	1	1	1	1	1	1		5	1	
Antidotes	1114.8	902.2	1420.8	1271.6	883.0	1114.8	26	4876.9	4709.3	-3
%	0	0	0	0	0	0		0	0	
Antidotes	1114.8	902.2	1420.8	1271.6	883.0	1114.8	26	4876.9	4709.3	-3
%	100	100	100	100	100	100		100	100	
Aural Preparations	653.7	208.2	214.7	200.0	198.5	653.7	229	792.1	1276.5	61
%	0	0	0	0	0	0		0	0	
Aural Preparations	653.7	208.2	214.7	200.0	198.5	653.7	229	792.1	1276.5	61
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Cardiovascular	1328.6	1644.0	852.3	961.6	1127.3	1328.6	18	3793.7	4786.6	26
%	0	0	0	0	0	0		0	0	
Cardiovascular	1328.6	1644.0	852.3	961.6	1127.3	1328.6	18	3793.7	4786.6	26
%	100	100	100	100	100	100		100	100	
Central Nervous	12141.2	11694.2	10509.6	10025.0	11083.0	12141.2	10	39997.9	44370.0	11
%	3	3	3	3	3	3		3	3	
Central Nervous	12141.2	11694.2	10509.6	10025.0	11083.0	12141.2	10	39997.9	44370.0	11
%	100	100	100	100	100	100		100	100	
Dermatological	3807.5	4377.6	4933.5	5510.6	5262.9	3807.5	-28	15834.6	18629.2	18
%	1	1	1	1	1	1		1	1	
Dermatological Antibiotics etc	666.2	864.2	701.8	602.0	451.0	666.2	48	2134.5	2834.2	33
%	17	20	14	11	9	17		13	15	
Dermatological Antiseptics etc	2213.6	2460.3	3455.2	3954.5	3855.2	2213.6	-43	10013.1	12083.6	21
%	58	56	70	72	73	58		63	65	
Dermatological Grooming Aids	39.0	0.0	0.0	0.0	0.0	39.0		0.0	39.0	
%	1	0	0	0	0	1		0	0	
Dermatological Nonsteroidal	888.7	1053.1	776.5	954.1	956.8	888.7	-7	3687.0	3672.4	0
%	23	24	16	17	18	23		23	20	
Endocrine	1791.3	1478.2	2395.8	1659.3	1847.8	1791.3	-3	10866.8	7324.5	-33
%	0	0	1	0	0	0		1	0	
Endocrine Anabolic Steroids	65.9	0.0	0.0	0.0	0.0	65.9		0.0	65.9	
%	4	0	0	0	0	4		0	1	
Endocrine Corticosteroids	366.5	210.0	340.0	334.1	274.8	366.5	33	1169.4	1250.6	7
%	20	14	14	20	15	20		11	17	
Endocrine Fertility Regulators	737.2	499.0	1475.7	729.7	984.3	737.2	-25	7489.3	3441.6	-54
%	41	34	62	44	53	41		69	47	
Endocrine Other Sex Hormones	128.1	139.6	191.7	124.2	116.0	128.1	10	706.9	583.6	-17
%	7	9	8	7	6	7		7	8	
Endocrine Trophic Hormones	493.6	629.6	388.4	471.3	472.7	493.6	4	1501.3	1982.8	32
%	28	43	16	28	26	28		14	27	
Euthanasiates	163.9	132.4	139.7	135.9	93.4	163.9	76	458.0	572.0	25
%	0	0	0	0	0	0		0	0	
Euthanasiates	163.9	132.4	139.7	135.9	93.4	163.9	76	458.0	572.0	25
%	100	100	100	100	100	100		100	100	
Genitourinary	1471.4	574.2	574.8	722.6	936.6	1471.4	57	2981.7	3343.0	12
%	0	0	0	0	0	0		0	0	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Diuretics & Acidifiers	903.9	180.4	237.3	158.7	235.9	903.9	283	967.4	1480.3	53
%	61	31	41	22	25	61		32	44	
Uterine or Vaginal	567.6	393.8	337.5	563.9	700.8	567.6	-19	2014.3	1862.7	-8
%	39	69	59	78	75	39		68	56	
Immunomodifiers	731.4	2876.1	668.6	702.4	863.7	731.4	-15	2799.6	4978.6	78
%	0	1	0	0	0	0		0	0	
Immunomodifiers	731.4	2876.1	668.6	702.4	863.7	731.4	-15	2799.6	4978.6	78
%	100	100	100	100	100	100		100	100	
Miscellaneous	311.4	110.3	135.3	140.3	248.6	311.4	25	1078.2	697.2	-35
%	0	0	0	0	0	0		0	0	
Miscellaneous	311.4	110.3	135.3	140.3	248.6	311.4	25	1078.2	697.2	-35
%	100	100	100	100	100	100		100	100	
Musculoskeletal	3877.1	2568.8	2864.5	2908.8	2238.9	3877.1	73	7885.2	12219.3	55
%	1	1	1	1	1	1		1	1	
Anti-inflammatory	3771.4	2548.5	2845.7	2877.7	2215.1	3771.4	70	7775.8	12043.4	55
%	97	99	99	99	99	97		99	99	
Counterirritants	105.7	20.3	18.8	31.2	23.8	105.7	345	109.4	175.9	61
%	3	1	1	1	1	3		1	1	
Nutrition & Metabolism	54379.9	50519.6	44884.4	51680.7	50536.3	54379.9	8	210463.3	201464.7	-4
%	13	13	12	13	13	13		14	13	
Antibiotic & Anti-infective	15352.3	15115.3	14379.9	16685.5	19323.5	15352.3	-21	83603.1	61533.0	-26
%	28	30	32	32	38	28		40	31	
Anticoccidial - Poultry & Pig	5465.3	6354.4	6334.8	6405.5	6185.9	5465.3	-12	22013.7	24560.1	12
%	10	13	14	12	12	10		10	12	
Cattle HGPs	4539.5	5582.4	4406.3	5501.3	4465.8	4539.5	2	19859.8	20029.4	1
%	8	11	10	11	9	8		9	10	
Electrolytes	2225.2	813.0	935.2	1067.8	924.8	2225.2	141	4021.2	5041.3	25
%	4	2	2	2	2	4		2	3	
Iron & Haemopoietic	1040.3	418.8	368.9	391.0	473.8	1040.3	120	2036.9	2219.1	9
%	2	1	1	1	1	2		1	1	
Other Growth Promotants	1471.8	1329.5	28.5	0.0	0.0	1471.8		277.5	2829.8	920
%	3	3	0	0	0	3		0	1	
Tonics, Stimulants	192.7	107.4	117.7	95.0	125.8	192.7	53	556.0	512.7	-8
%	0	0	0	0	0	0		0	0	
Vitamin & Mineral - Oral	16886.6	13316.1	11879.5	12842.5	11152.2	16886.6	51	40201.9	54924.6	37
%	31	26	26	25	22	31		19	27	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Vitamin & Mineral - Parenteral	7206.1	7482.6	6433.7	8692.2	7884.4	7206.1	-9	37893.2	29814.7	-21
%	13	15	14	17	16	13		18	15	
Ophthalmic	971.1	1085.1	1493.8	1381.3	831.4	971.1	17	4860.6	4931.2	1
%	0	0	0	0	0	0		0	0	
Ophthalmic	971.1	1085.1	1493.8	1381.3	831.4	971.1	17	4860.6	4931.2	1
%	100	100	100	100	100	100		100	100	
Parasites - External	107410.8	88224.1	92945.1	117853.1	110081.7	107410.8	-2	486675.3	406433.2	-16
%	25	22	25	30	27	25		32	26	
Cattle Lice	15437.6	20216.1	7843.5	10484.6	15822.7	15437.6	-2	80867.5	53981.8	-33
%	14	23	8	9	14	14		17	13	
Cattle Tick & Fly	20868.0	12390.0	14727.9	13605.1	20219.3	20868.0	3	68593.0	61591.0	-10
%	19	14	16	12	18	19		14	15	
Dog, Cat Collars	141.2	344.5	175.6	172.9	164.2	141.2	-14	736.5	834.2	13
%	0	0	0	0	0	0		0	0	
Dog, Cat External Parasites	34287.7	24162.3	36113.2	47025.1	33468.9	34287.7	2	176859.2	141588.3	-20
%	32	27	39	40	30	32		36	35	
External Parasites Other	516.9	976.3	1088.4	876.9	531.9	516.9	-3	3538.3	3458.5	-2
%	0	1	1	1	0	0		1	1	
External Parasites Pig	149.0	49.8	461.2	837.6	847.0	149.0	-82	2903.0	1497.7	-48
%	0	0	0	1	1	0		1	0	
Shampoo & Washes	320.6	472.2	334.2	562.9	527.4	320.6	-39	2029.3	1689.8	-17
%	0	1	0	0	0	0		0	0	
Sheep Fly Preventatives	9856.8	5152.7	8522.0	13871.1	8076.0	9856.8	22	51157.8	37402.6	-27
%	9	6	9	12	7	9		11	9	
Sheep Fly Treatments	1867.1	1816.8	1844.2	2065.4	2511.5	1867.1	-26	8253.9	7593.5	-8
%	2	2	2	2	2	2		2	2	
Sheep Lice Dips & Sprays	9185.2	7199.5	8580.7	14227.8	9104.0	9185.2	1	34632.9	39193.2	13
%	9	8	9	12	8	9		7	10	
Sheep Lice Pour-ons	14780.8	15443.9	13254.3	14123.7	18808.8	14780.8	-21	57103.8	57602.6	1
%	14	18	14	12	17	14		12	14	
Parasites - Internal	206345.4	201863.6	179070.6	171261.5	192067.1	206345.4	7	642825.3	758541.1	18
%	49	51	49	44	48	49		42	48	
Cattle Broad Spectrum	63168.8	66959.9	67286.3	59915.8	69983.2	63168.8	-10	218316.0	257330.9	18
%	31	33	38	35	36	31		34	34	
Cattle Flukicides	20313.3	16389.6	8068.2	4285.4	5963.7	20313.3	241	22728.9	49056.5	116
%	10	8	5	3	3	10		4	6	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Dog, Cat Endectocides	29445.3	27219.2	27635.8	32501.0	29212.4	29445.3	1	110894.8	116801.3	5
%	14	13	15	19	15	14		17	15	
Dog, Cat Other Internal	28979.6	26145.5	23556.0	20725.4	22915.2	28979.6	26	89578.1	99406.5	11
%	14	13	13	12	12	14		14	13	
Internal Parasites Bird	16.1	3.3	12.3	25.3	9.6	16.1	68	71.6	57.1	-20
%	0	0	0	0	0	0		0	0	
Internal Parasites Horse	6486.9	5635.2	2958.3	2204.0	2492.9	6486.9	160	9913.3	17284.4	74
%	3	3	2	1	1	3		2	2	
Internal Parasites Pig	2666.3	3926.1	3384.6	2213.6	3148.5	2666.3	-15	10069.3	12190.5	21
%	1	2	2	1	2	1		2	2	
Sheep Broad Spectrum	48416.8	47503.9	39947.9	40166.0	51318.0	48416.8	-6	156869.1	176034.6	12
%	23	24	22	23	27	23		24	23	
Sheep Narrow Spectrum	6852.4	8080.8	6221.1	9225.1	7023.6	6852.4	-2	24384.2	30379.3	25
%	3	4	3	5	4	3		4	4	
Respiratory	532.2	455.1	415.3	465.1	498.3	532.2	7	1866.4	1867.8	0
%	0	0	0	0	0	0		0	0	
Expectorants & Mucolytics	409.6	309.7	342.3	292.8	349.1	409.6	17	1354.3	1354.4	0
%	77	68	82	63	70	77		73	73	
Respiratory Stimulants	122.6	145.5	73.0	172.4	149.2	122.6	-18	512.2	513.4	0
%	23	32	18	37	30	23		27	27	



Animal Health Market Audit

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	91246.3	87563.1	80541.0	85813.0	91315.2	91246.3	0	327833.2	345163.4	5
Alimentary System	222.1	126.6	194.2	160.3	224.6	222.1	-1	727.5	703.2	-3
%	0	0	0	0	0	0		0	0	
Antibloat	138.2	79.8	120.1	101.3	151.3	138.2	-9	466.7	439.4	-6
%	62	63	62	63	67	62		64	62	
Antidiarrhoeals	12.0	11.4	12.2	15.2	5.4	12.0	120	30.3	50.8	68
%	5	9	6	9	2	5		4	7	
Laxatives & Antispasmodics	71.9	35.5	61.9	43.7	67.9	71.9	6	230.5	213.0	-8
%	32	28	32	27	30	32		32	30	
Anaesthetics	653.0	539.4	230.1	228.5	279.3	653.0	134	861.4	1651.0	92
%	1	1	0	0	0	1		0	0	
Anaesthetics Analgesics	549.5	420.2	157.3	167.3	159.9	549.5	244	366.5	1294.4	253
%	84	78	68	73	57	84		43	78	
Anaesthetics Local & General	103.5	119.1	72.8	61.2	119.3	103.5	-13	494.9	356.6	-28
%	16	22	32	27	43	16		57	22	
Antibiotics	4666.1	5258.9	4928.9	4817.8	4574.5	4666.1	2	27688.7	19671.8	-29
%	5	6	6	6	5	5		8	6	
Antibiotics Intramammary	1078.3	1276.5	1023.8	1050.5	968.2	1078.3	11	4723.0	4429.0	-6
%	23	24	21	22	21	23		17	23	
Antibiotics Oral - Companion	1482.4	1471.0	1287.9	1453.6	1291.7	1482.4	15	5711.6	5694.9	0
%	32	28	26	30	28	32		21	29	
Antibiotics Oral - Production	992.0	1380.9	1091.1	1160.9	1289.7	992.0	-23	6888.8	4624.8	-33
%	21	26	22	24	28	21		25	24	
Antibiotics Other	2.1	0.0	24.8	89.0	95.8	2.1	-98	287.4	116.0	-60
%	0	0	1	2	2	0		1	1	
Antibiotics Parenteral	1093.8	1099.9	1494.0	1046.4	911.6	1093.8	20	10021.6	4734.1	-53
%	23	21	30	22	20	23		36	24	
Antibiotics Sulfonamides	17.5	30.7	7.4	17.5	17.6	17.5	0	56.2	73.1	30
%	0	1	0	0	0	0		0	0	
Antidotes	313.7	393.4	330.0	350.3	201.2	313.7	56	960.1	1387.4	45
%	0	0	0	0	0	0		0	0	
Antidotes	313.7	393.4	330.0	350.3	201.2	313.7	56	960.1	1387.4	45
%	100	100	100	100	100	100		100	100	
Aural Preparations	135.4	40.7	43.7	41.5	43.2	135.4	214	167.8	261.3	56
%	0	0	0	0	0	0		0	0	
Aural Preparations	135.4	40.7	43.7	41.5	43.2	135.4	214	167.8	261.3	56
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	98346.3	94332.9	85134.7	98322.3	87818.4	98346.3	12	365008.8	376136.2	3
Alimentary System	110.3	167.7	130.1	166.5	238.4	110.3	-54	730.5	574.6	-21
%	0	0	0	0	0	0		0	0	
Antibloat	48.8	121.5	94.3	124.2	176.6	48.8	-72	489.9	388.7	-21
%	44	72	72	75	74	44		67	68	
Antidiarrhoeals	7.2	8.8	5.9	5.6	6.7	7.2	7	23.4	27.5	17
%	7	5	5	3	3	7		3	5	
Laxatives & Antispasmodics	54.4	37.4	29.9	36.8	55.0	54.4	-1	217.2	158.4	-27
%	49	22	23	22	23	49		30	28	
Anaesthetics	651.6	585.0	288.4	486.1	302.6	651.6	115	1212.1	2011.0	66
%	1	1	0	0	0	1		0	1	
Anaesthetics Analgesics	551.9	420.1	169.0	250.9	115.0	551.9	380	543.8	1392.0	156
%	85	72	59	52	38	85		45	69	
Anaesthetics Local & General	99.7	164.9	119.3	235.1	187.6	99.7	-47	668.4	619.0	-7
%	15	28	41	48	62	15		55	31	
Antibiotics	6505.5	7013.0	4899.8	4829.6	5858.4	6505.5	11	21286.1	23247.9	9
%	7	7	6	5	7	7		6	6	
Antibiotics Intramammary	846.5	1319.6	899.7	732.2	1252.1	846.5	-32	4701.1	3798.0	-19
%	13	19	18	15	21	13		22	16	
Antibiotics Oral - Companion	1357.3	1343.5	1333.4	1171.3	1373.3	1357.3	-1	4597.4	5205.5	13
%	21	19	27	24	23	21		22	22	
Antibiotics Oral - Production	2950.2	2860.8	1258.1	1194.7	1789.9	2950.2	65	5205.7	8263.8	59
%	45	41	26	25	31	45		24	36	
Antibiotics Other	0.0	0.0	73.7	1.0	55.6	0.0	-100	287.0	74.8	-74
%	0	0	2	0	1	0		1	0	
Antibiotics Parenteral	1270.9	1380.3	1202.2	1690.2	1376.8	1270.9	-8	6237.7	5543.6	-11
%	20	20	25	35	24	20		29	24	
Antibiotics Sulfonamides	80.6	108.8	132.6	40.3	10.6	80.6	659	257.3	362.3	41
%	1	2	3	1	0	1		1	2	
Antidotes	207.7	200.0	224.5	242.2	76.3	207.7	172	927.5	874.4	-6
%	0	0	0	0	0	0		0	0	
Antidotes	207.7	200.0	224.5	242.2	76.3	207.7	172	927.5	874.4	-6
%	100	100	100	100	100	100		100	100	
Aural Preparations	190.6	40.0	44.1	41.1	39.6	190.6	381	161.6	315.8	95
%	0	0	0	0	0	0		0	0	
Aural Preparations	190.6	40.0	44.1	41.1	39.6	190.6	381	161.6	315.8	95
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	92277.7	85903.3	80864.2	81437.3	93455.2	92277.7	-1	323032.0	340482.6	5
Alimentary System	145.0	107.5	101.8	160.9	213.4	145.0	-32	2015.5	515.2	-74
%	0	0	0	0	0	0		1	0	
Antibloat	82.7	36.6	60.1	104.2	161.8	82.7	-49	1769.6	283.6	-84
%	57	34	59	65	76	57		88	55	
Antidiarrhoeals	15.4	12.4	8.2	13.4	11.2	15.4	38	48.4	49.4	2
%	11	12	8	8	5	11		2	10	
Laxatives & Antispasmodics	46.8	58.4	33.5	43.3	40.4	46.8	16	197.5	182.1	-8
%	32	54	33	27	19	32		10	35	
Anaesthetics	464.6	553.5	261.5	389.1	262.3	464.6	77	1057.9	1668.7	58
%	1	1	0	0	0	1		0	0	
Anaesthetics Analgesics	341.9	165.4	145.9	152.1	102.8	341.9	232	448.3	805.2	80
%	74	30	56	39	39	74		42	48	
Anaesthetics Local & General	122.7	388.1	115.6	237.0	159.5	122.7	-23	609.6	863.5	42
%	26	70	44	61	61	26		58	52	
Antibiotics	6420.0	5823.3	5278.8	4951.7	5153.8	6420.0	25	10097.6	22473.8	123
%	7	7	7	6	6	7		3	7	
Antibiotics Intramammary	665.4	1369.6	853.3	848.0	665.1	665.4	0	4615.1	3736.3	-19
%	10	24	16	17	13	10		46	17	
Antibiotics Oral - Companion	1681.7	1373.2	1520.3	1228.5	1354.9	1681.7	24	5823.2	5803.7	0
%	26	24	29	25	26	26		58	26	
Antibiotics Oral - Production	2271.8	1658.1	1391.6	1259.5	1008.0	2271.8	125	4734.2	6581.0	39
%	35	28	26	25	20	35		47	29	
Antibiotics Other	0.0	0.0	86.1	79.2	81.1	0.0	-100	140.7	165.3	17
%	0	0	2	2	2	0		1	1	
Antibiotics Parenteral	1773.4	1361.1	1370.9	1484.9	1951.6	1773.4	-9	-8584.9	5990.4	-170
%	28	23	26	30	38	28		-85	27	
Antibiotics Sulfonamides	27.7	61.3	56.7	51.5	93.1	27.7	-70	3369.3	197.2	-94
%	0	1	1	1	2	0		33	1	
Antidotes	355.5	190.7	329.6	154.4	123.3	355.5	188	839.8	1030.2	23
%	0	0	0	0	0	0		0	0	
Antidotes	355.5	190.7	329.6	154.4	123.3	355.5	188	839.8	1030.2	23
%	100	100	100	100	100	100		100	100	
Aural Preparations	154.0	48.4	38.6	43.6	39.8	154.0	287	179.2	284.7	59
%	0	0	0	0	0	0		0	0	
Aural Preparations	154.0	48.4	38.6	43.6	39.8	154.0	287	179.2	284.7	59
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	44459.6	44837.3	47371.4	44343.4	53710.7	44459.6	-17	202886.6	181011.8	-11
Alimentary System	99.2	63.7	105.2	149.3	164.0	99.2	-39	485.6	417.4	-14
%	0	0	0	0	0	0		0	0	
Antibloat	92.5	52.7	45.3	91.2	144.3	92.5	-36	361.6	281.7	-22
%	93	83	43	61	88	93		74	67	
Antidiarrhoeals	0.0	0.0	9.7	0.0	0.0	0.0		0.0	9.7	
%	0	0	9	0	0	0		0	2	
Laxatives & Antispasmodics	6.7	11.0	50.3	58.1	19.7	6.7	-66	124.0	126.0	2
%	7	17	48	39	12	7		26	30	
Anaesthetics	405.4	255.7	257.5	155.0	187.6	405.4	116	650.4	1073.5	65
%	1	1	1	0	0	1		0	1	
Anaesthetics Analgesics	336.8	181.2	165.9	88.6	164.5	336.8	105	512.7	772.4	51
%	83	71	64	57	88	83		79	72	
Anaesthetics Local & General	68.6	74.5	91.6	66.4	23.1	68.6	197	137.7	301.1	119
%	17	29	36	43	12	17		21	28	
Antibiotics	1391.9	1601.5	2743.5	1543.9	2460.1	1391.9	-43	10745.2	7280.7	-32
%	3	4	6	3	5	3		5	4	
Antibiotics Intramammary	21.6	146.1	0.0	22.1	177.9	21.6	-88	908.2	189.8	-79
%	2	9	0	1	7	2		8	3	
Antibiotics Oral - Companion	385.2	542.8	609.2	591.1	608.4	385.2	-37	2558.5	2128.3	-17
%	28	34	22	38	25	28		24	29	
Antibiotics Oral - Production	773.1	580.0	1557.1	811.8	1328.9	773.1	-42	4987.2	3721.9	-25
%	56	36	57	53	54	56		46	51	
Antibiotics Other	0.0	0.0	0.0	0.0	0.0	0.0		74.6	0.0	-100
%	0	0	0	0	0	0		1	0	
Antibiotics Parenteral	210.5	328.5	575.6	114.5	341.2	210.5	-38	2204.6	1229.0	-44
%	15	21	21	7	14	15		21	17	
Antibiotics Sulfonamides	1.4	4.2	1.6	4.4	3.7	1.4	-61	12.2	11.7	-4
%	0	0	0	0	0	0		0	0	
Antidotes	41.4	0.0	332.6	351.6	132.6	41.4	-69	1110.3	725.6	-35
%	0	0	1	1	0	0		1	0	
Antidotes	41.4	0.0	332.6	351.6	132.6	41.4	-69	1110.3	725.6	-35
%	100		100	100	100	100		100	100	
Aural Preparations	43.9	28.5	31.9	24.4	33.6	43.9	31	108.7	128.6	18
%	0	0	0	0	0	0		0	0	
Aural Preparations	43.9	28.5	31.9	24.4	33.6	43.9	31	108.7	128.6	18
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	71313.8	64017.5	58560.1	64368.3	57401.5	71313.8	24	252208.7	258259.7	2
Alimentary System	118.4	56.5	93.3	54.0	86.0	118.4	38	257.9	322.3	25
%	0	0	0	0	0	0		0	0	
Antibloat	54.9	31.6	23.9	0.0	44.1	54.9	25	96.7	110.4	14
%	46	56	26	0	51	46		38	34	
Antidiarrhoeals	0.0	0.0	7.4	5.0	6.8	0.0	-100	11.6	12.4	7
%	0	0	8	9	8	0		4	4	
Laxatives & Antispasmodics	63.5	24.9	62.1	49.0	35.2	63.5	80	149.6	199.4	33
%	54	44	67	91	41	54		58	62	
Anaesthetics	447.2	324.9	213.8	98.4	73.8	447.2	506	382.1	1084.3	184
%	1	1	0	0	0	1		0	0	
Anaesthetics Analgesics	365.4	235.4	159.6	29.5	31.9	365.4		130.7	790.0	505
%	82	72	75	30	43	82		34	73	
Anaesthetics Local & General	81.7	89.5	54.2	68.8	41.9	81.7	95	251.4	294.3	17
%	18	28	25	70	57	18		66	27	
Antibiotics	2873.1	3196.0	3631.3	4912.5	2537.5	2873.1	13	14411.9	14613.0	1
%	4	5	6	8	4	4		6	6	
Antibiotics Intramammary	197.2	366.4	438.2	207.3	214.3	197.2	-8	2042.1	1209.2	-41
%	7	11	12	4	8	7		14	8	
Antibiotics Oral - Companion	885.2	1085.1	1142.5	1371.4	876.4	885.2	1	4294.6	4484.1	4
%	31	34	31	28	35	31		30	31	
Antibiotics Oral - Production	791.9	461.1	898.6	2014.9	402.6	791.9	97	3359.9	4166.5	24
%	28	14	25	41	16	28		23	29	
Antibiotics Other	0.0	0.0	0.0	23.7	0.0	0.0		124.7	23.7	-81
%	0	0	0	0	0	0		1	0	
Antibiotics Parenteral	991.1	1236.6	1109.5	1254.9	1033.0	991.1	-4	4380.4	4592.0	5
%	34	39	31	26	41	34		30	31	
Antibiotics Sulfonamides	7.7	46.8	42.5	40.3	11.2	7.7	-31	210.2	137.4	-35
%	0	1	1	1	0	0		1	1	
Antidotes	196.5	118.1	204.1	173.0	349.5	196.5	-44	1039.2	691.7	-33
%	0	0	0	0	1	0		0	0	
Antidotes	196.5	118.1	204.1	173.0	349.5	196.5	-44	1039.2	691.7	-33
%	100	100	100	100	100	100		100	100	
Aural Preparations	128.6	46.4	54.2	43.7	41.4	128.6	211	163.3	272.9	67
%	0	0	0	0	0	0		0	0	
Aural Preparations	128.6	46.4	54.2	43.7	41.4	128.6	211	163.3	272.9	67
%	100	100	100	100	100	100		100	100	



Animal Health Market Audit

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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	24654.6	17822.4	14536.5	15867.5	17832.5	24654.6	38	60498.5	72881.0	20
Alimentary System	22.9	12.5	0.0	31.3	33.7	22.9	-32	70.9	66.6	-6
%	0	0	0	0	0	0		0	0	
Antibloat	19.6	12.5	0.0	31.3	33.7	19.6	-42	70.9	63.3	-11
%	85	100		100	100	85		100	95	
Laxatives & Antispasmodics	3.3	0.0	0.0	0.0	0.0	3.3		0.0	3.3	
%	15	0		0	0	15		0	5	
Antibiotics	70.4	77.0	130.7	137.5	85.2	70.4	-17	730.9	415.7	-43
%	0	0	1	1	0	0		1	1	
Antibiotics Intramammary	16.9	4.3	0.0	5.9	7.3	16.9	133	27.9	27.2	-3
%	24	6	0	4	9	24		4	7	
Antibiotics Oral - Companion	39.4	52.7	54.5	88.0	59.9	39.4	-34	295.4	234.6	-21
%	56	68	42	64	70	56		40	56	
Antibiotics Oral - Production	0.0	0.0	70.7	0.0	0.0	0.0		362.4	70.7	-80
%	0	0	54	0	0	0		50	17	
Antibiotics Other	0.0	0.0	0.0	35.3	0.0	0.0		0.0	35.3	
%	0	0	0	26	0	0		0	8	
Antibiotics Parenteral	12.4	13.0	0.0	3.9	9.5	12.4	30	31.1	29.4	-6
%	18	17	0	3	11	18		4	7	
Antibiotics Sulfonamides	1.7	7.0	5.5	4.3	8.5	1.7	-80	14.0	18.5	33
%	2	9	4	3	10	2		2	4	
Aural Preparations	1.1	4.2	2.2	5.6	1.0	1.1	12	11.6	13.1	13
%	0	0	0	0	0	0		0	0	
Aural Preparations	1.1	4.2	2.2	5.6	1.0	1.1	12	11.6	13.1	13
%	100	100	100	100	100	100		100	100	
Dermatological	220.0	114.5	360.0	419.0	407.3	220.0	-46	1031.7	1113.4	8
%	1	1	2	3	2	1		2	2	
Dermatological Antibiotics etc	1.5	8.2	6.3	5.3	0.3	1.5	356	15.6	21.2	36
%	1	7	2	1	0	1		2	2	
Dermatological Antiseptics etc	196.5	97.8	333.8	396.6	387.7	196.5	-49	942.2	1024.7	9
%	89	85	93	95	95	89		91	92	
Dermatological Grooming Aids	2.6	0.0	0.0	0.0	0.0	2.6		0.0	2.6	
%	1	0	0	0	0	1		0	0	
Dermatological Nonsteroidal	19.4	8.5	19.9	17.1	19.3	19.4	0	73.8	64.9	-12
%	9	7	6	4	5	9		7	6	
Endocrine	0.0	37.8	44.5	92.5	2.0	0.0	-100	70.0	174.8	150
%	0	0	0	1	0	0		0	0	



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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	422298.5	394476.6	367007.8	390151.9	401533.5	422298.5	5	1531467.7	1573934.7	3
Alpharma	801.0	0.0	0.0	0.0	0.0	801.0		0.0	801.0	
%	0	0	0	0	0	0		0	0	
Bayer	21900.1	26019.1	19591.9	19997.3	25015.1	21900.1	-12	114378.5	87508.4	-23
%	5	7	5	5	6	5		7	6	
Boehringer Ingelheim	3341.4	2878.2	2951.1	2721.3	2891.8	3341.4	16	11822.4	11892.0	1
%	1	1	1	1	1	1		1	1	
Elanco	15087.3	13933.1	12102.6	11175.8	13555.1	15087.3	11	50401.9	52298.8	4
%	4	4	3	3	3	4		3	3	
Fort Dodge	34810.2	25376.0	22031.3	24844.9	40694.3	34810.2	-14	110418.8	107062.4	-3
%	8	6	6	6	10	8		7	7	
Intervet	7932.5	9184.9	7008.1	10336.5	10415.3	7932.5	-24	30817.7	34462.1	12
%	2	2	2	3	3	2		2	2	
Merial	37710.3	46435.1	46091.3	37562.0	41908.0	37710.3	-10	122841.2	167798.7	37
%	9	12	13	10	10	9		8	11	
Novartis	161294.6	133631.3	141906.5	154032.1	139672.9	161294.6	15	598785.9	590864.5	-1
%	38	34	39	39	35	38		39	38	
Pfizer	25295.8	27611.1	26513.8	30439.9	30173.6	25295.8	-16	144530.9	109860.5	-24
%	6	7	7	8	8	6		9	7	
Pharmacia	8308.1	7004.6	5171.5	5681.6	4514.6	8308.1	84	21407.1	26165.9	22
%	2	2	1	1	1	2		1	2	
Schering Plough	50901.9	50013.3	46508.6	53383.8	57727.7	50901.9	-12	196904.1	200807.6	2
%	12	13	13	14	14	12		13	13	
Virbac	54915.1	52389.9	37131.1	39976.8	34965.1	54915.1	57	129159.2	184412.9	43
%	13	13	10	10	9	13		8	12	
Alimentary System	717.9	534.5	624.6	722.2	960.2	717.9	-25	4288.0	2599.2	-39
Boehringer Ingelheim	72.4	64.5	63.7	55.3	86.7	72.4	-17	302.1	255.9	-15
%	10	12	10	8	9	10		7	10	
Elanco	236.4	164.1	235.5	322.5	525.0	236.4	-55	2715.2	958.4	-65
%	33	31	38	45	55	33		63	37	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		2.5	0.0	-100
%	0	0	0	0	0	0		0	0	
Novartis	157.0	102.7	173.9	175.6	131.6	157.0	19	614.3	609.2	-1
%	22	19	28	24	14	22		14	23	
Pharmacia	34.6	32.7	43.3	39.2	30.1	34.6	15	113.7	149.8	32
%	5	6	7	5	3	5		3	6	



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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Schering Plough	200.3	170.5	108.2	129.6	186.8	200.3	7	540.2	608.6	13
%	28	32	17	18	19	28		13	23	
Virbac	17.3	0.0	0.0	0.0	0.0	17.3		0.0	17.3	
%	2	0	0	0	0	2		0	1	
Anaesthetics	2621.7	2258.5	1251.3	1357.0	1105.5	2621.7	137	4163.9	7488.5	80
Boehringer Ingelheim	6.6	6.1	3.1	13.5	3.5	6.6	90	30.6	29.2	-4
%	0	0	0	1	0	0		1	0	
Fort Dodge	896.2	710.5	807.8	700.6	574.6	896.2	56	2019.5	3115.1	54
%	34	31	65	52	52	34		49	42	
Merial	124.7	177.7	109.1	132.3	103.9	124.7	20	525.3	543.8	4
%	5	8	9	10	9	5		13	7	
Novartis	1259.7	715.6	0.0	0.0	0.0	1259.7		0.0	1975.4	
%	48	32	0	0	0	48		0	26	
Schering Plough	278.4	589.1	280.8	443.4	354.9	278.4	-22	1316.9	1591.6	21
%	11	26	22	33	32	11		32	21	
Virbac	56.2	59.5	50.6	67.2	68.6	56.2	-18	271.6	233.5	-14
%	2	3	4	5	6	2		7	3	
Antibiotics	21927.0	22969.8	21613.0	21193.0	20669.4	21927.0	6	84960.3	87702.8	3
Bayer	881.4	822.4	724.2	1032.0	785.8	881.4	12	2795.9	3460.0	24
%	4	4	3	5	4	4		3	4	
Boehringer Ingelheim	614.3	546.4	467.6	558.7	360.6	614.3	70	1667.4	2187.0	31
%	3	2	2	3	2	3		2	2	
Elanco	1319.5	1855.6	1480.8	945.5	1276.8	1319.5	3	6236.4	5601.4	-10
%	6	8	7	4	6	6		7	6	
Merial	94.8	52.5	77.4	69.4	57.6	94.8	65	273.2	294.1	8
%	0	0	0	0	0	0		0	0	
Novartis	4316.4	4361.1	6495.5	6153.5	6506.8	4316.4	-34	20206.0	21326.5	6
%	20	19	30	29	31	20		24	24	
Pfizer	5785.9	7180.8	6512.7	6153.7	6513.5	5785.9	-11	29512.7	25633.1	-13
%	26	31	30	29	32	26		35	29	
Pharmacia	7932.8	6717.7	4892.1	5340.2	4274.3	7932.8	86	20230.1	24882.8	23
%	36	29	23	25	21	36		24	28	
Schering Plough	363.5	540.2	466.9	328.6	212.2	363.5	71	1326.0	1699.2	28
%	2	2	2	2	1	2		2	2	
Virbac	618.4	893.3	495.8	611.4	681.8	618.4	-9	2712.5	2618.8	-3
%	3	4	2	3	3	3		3	3	
Antidotes	1114.8	902.2	1420.8	1271.6	883.0	1114.8	26	4876.9	4709.3	-3



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Novartis	1114.8	902.2	1420.8	1271.6	883.0	1114.8	26	4876.9	4709.3	-3
%	100	100	100	100	100	100		100	100	
Aural Preparations	653.7	208.2	214.7	200.0	198.5	653.7	229	792.1	1276.5	61
Bayer	8.3	13.1	12.7	11.3	8.7	8.3	-4	35.3	45.5	29
%	1	6	6	6	4	1		4	4	
Boehringer Ingelheim	76.5	96.2	87.7	92.0	82.1	76.5	-7	331.5	352.5	6
%	12	46	41	46	41	12		42	28	
Pfizer	40.6	36.0	56.3	25.5	34.8	40.6	17	119.3	158.5	33
%	6	17	26	13	18	6		15	12	
Schering Plough	471.2	0.0	0.0	7.5	6.9	471.2		34.6	478.7	
%	72	0	0	4	3	72		4	38	
Virbac	57.1	62.8	57.9	63.5	66.1	57.1	-14	271.4	241.3	-11
%	9	30	27	32	33	9		34	19	
Cardiovascular	1328.6	1644.0	852.3	961.6	1127.3	1328.6	18	3793.7	4786.6	26
Merial	231.0	887.2	232.8	183.3	230.6	231.0	0	781.1	1534.3	96
%	17	54	27	19	20	17		21	32	
Novartis	677.9	756.8	619.6	778.3	896.6	677.9	-24	3012.7	2832.6	-6
%	51	46	73	81	80	51		79	59	
Virbac	419.7	0.0	0.0	0.0	0.0	419.7		0.0	419.7	
%	32	0	0	0	0	32		0	9	
Central Nervous	12141.2	11694.2	10509.6	10025.0	11083.0	12141.2	10	39997.9	44370.0	11
Bayer	0.0	96.1	6.2	70.2	109.9	0.0	-100	933.3	172.5	-82
%	0	1	0	1	1	0		2	0	
Boehringer Ingelheim	224.9	142.4	209.2	177.4	196.7	224.9	14	712.8	753.9	6
%	2	1	2	2	2	2		2	2	
Fort Dodge	368.6	0.0	24.9	52.0	37.4	368.6	887	93.6	445.6	376
%	3	0	0	1	0	3		0	1	
Merial	59.5	34.8	0.0	0.0	0.0	59.5		0.0	94.3	
%	0	0	0	0	0	0		0	0	
Novartis	11447.6	11421.0	10269.2	9725.3	10739.1	11447.6	7	38258.2	42863.1	12
%	94	98	98	97	97	94		96	97	
Virbac	40.6	0.0	0.0	0.0	0.0	40.6		0.0	40.6	
%	0	0	0	0	0	0		0	0	
Dermatological	3807.5	4377.6	4933.5	5510.6	5262.9	3807.5	-28	15834.6	18629.2	18
Boehringer Ingelheim	280.4	481.0	411.1	211.0	286.3	280.4	-2	1415.2	1383.5	-2
%	7	11	8	4	5	7		9	7	



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Merial	454.5	559.1	1776.0	1905.2	1961.2	454.5	-77	2175.9	4694.8	116
%	12	13	36	35	37	12		14	25	
Novartis	156.9	208.2	135.0	284.2	164.7	156.9	-5	825.9	784.4	-5
%	4	5	3	5	3	4		5	4	
Pfizer	0.0	0.0	0.0	0.0	0.0	0.0		72.2	0.0	-100
%	0	0	0	0	0	0		0	0	
Schering Plough	1627.3	1676.6	1382.1	1506.6	1374.3	1627.3	18	5761.1	6192.5	7
%	43	38	28	27	26	43		36	33	
Virbac	1288.5	1452.7	1229.2	1603.6	1476.4	1288.5	-13	5584.3	5574.0	0
%	34	33	25	29	28	34		35	30	
Endocrine	1791.3	1478.2	2395.8	1659.3	1847.8	1791.3	-3	10866.8	7324.5	-33
Boehringer Ingelheim	115.1	122.5	99.5	137.6	136.8	115.1	-16	582.4	474.7	-18
%	6	8	4	8	7	6		5	6	
Intervet	109.8	47.0	64.0	111.0	118.6	109.8	-7	331.5	331.8	0
%	6	3	3	7	6	6		3	5	
Novartis	475.0	746.0	1669.7	896.5	1153.1	475.0	-59	3731.2	3787.3	2
%	27	50	70	54	62	27		34	52	
Pharmacia	199.0	200.7	196.4	232.4	162.8	199.0	22	786.1	828.4	5
%	11	14	8	14	9	11		7	11	
Schering Plough	288.8	173.1	132.7	121.3	134.3	288.8	115	4805.8	715.9	-85
%	16	12	6	7	7	16		44	10	
Virbac	603.5	188.9	233.4	160.5	142.2	603.5	324	629.9	1186.4	88
%	34	13	10	10	8	34		6	16	
Euthanasiates	163.9	132.4	139.7	135.9	93.4	163.9	76	458.0	572.0	25
Virbac	163.9	132.4	139.7	135.9	93.4	163.9	76	458.0	572.0	25
%	100	100	100	100	100	100		100	100	
Genitourinary	1471.4	574.2	574.8	722.6	936.6	1471.4	57	2981.7	3343.0	12
Boehringer Ingelheim	56.4	36.7	47.5	76.2	129.5	56.4	-56	416.3	216.7	-48
%	4	6	8	11	14	4		14	6	
Novartis	650.4	457.6	394.6	634.6	706.8	650.4	-8	2201.2	2137.2	-3
%	44	80	69	88	75	44		74	64	
Schering Plough	33.4	79.9	132.7	11.8	100.3	33.4	-67	364.2	257.8	-29
%	2	14	23	2	11	2		12	8	
Virbac	731.2	0.0	0.0	0.0	0.0	731.2		0.0	731.2	
%	50	0	0	0	0	50		0	22	
Immunomodifiers	731.4	2876.1	668.6	702.4	863.7	731.4	-15	2799.6	4978.6	78



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Virbac	731.4	2876.1	668.6	702.4	863.7	731.4	-15	2799.6	4978.6	78
%	100	100	100	100	100	100		100	100	
Miscellaneous	311.4	110.3	135.3	140.3	248.6	311.4	25	1078.2	697.2	-35
Fort Dodge	0.0	0.0	0.0	0.0	30.5	0.0	-100	371.9	0.0	-100
%	0	0	0	0	12	0		34	0	
Merial	0.0	0.0	38.6	0.0	45.0	0.0	-100	45.0	38.6	-14
%	0	0	29	0	18	0		4	6	
Novartis	0.0	32.2	16.0	64.6	71.2	0.0	-100	284.7	112.7	-60
%	0	29	12	46	29	0		26	16	
Schering Plough	0.0	0.0	0.1	0.0	0.0	0.0	-16	0.1	0.1	16
%	0	0	0	0	0	0		0	0	
Virbac	311.3	78.1	80.7	75.7	101.7	311.3	206	376.5	545.8	45
%	100	71	60	54	41	100		35	78	
Musculoskeletal	3877.1	2568.8	2864.5	2908.8	2238.9	3877.1	73	7885.2	12219.3	55
Bayer	155.3	264.7	277.3	202.3	206.7	155.3	-25	729.1	899.6	23
%	4	10	10	7	9	4		9	7	
Boehringer Ingelheim	1310.1	789.7	945.2	845.6	993.8	1310.1	32	3766.0	3890.6	3
%	34	31	33	29	44	34		48	32	
Fort Dodge	564.1	490.4	696.3	548.0	296.1	564.1	91	296.1	2298.8	676
%	15	19	24	19	13	15		4	19	
Merial	144.8	171.6	179.3	183.1	159.7	144.8	-9	574.7	678.8	18
%	4	7	6	6	7	4		7	6	
Novartis	239.3	233.4	196.9	514.9	74.1	239.3	223	476.7	1184.5	148
%	6	9	7	18	3	6		6	10	
Pfizer	303.4	233.6	313.5	285.8	225.0	303.4	35	658.4	1136.2	73
%	8	9	11	10	10	8		8	9	
Schering Plough	296.0	285.4	176.2	210.4	198.2	296.0	49	872.5	968.0	11
%	8	11	6	7	9	8		11	8	
Virbac	864.1	100.0	80.0	118.8	85.3	864.1	913	511.7	1162.8	127
%	22	4	3	4	4	22		6	10	
Nutrition & Metabolism	54379.9	50519.6	44884.4	51680.7	50536.3	54379.9	8	210463.3	201464.7	-4
Alpharma	801.0	0.0	0.0	0.0	0.0	801.0		0.0	801.0	
%	1	0	0	0	0	1		0	0	
Bayer	1669.6	2348.0	1471.9	2166.4	2456.7	1669.6	-32	9129.0	7656.0	-16
%	3	5	3	4	5	3		4	4	
Boehringer Ingelheim	69.9	80.3	72.4	69.3	82.3	69.9	-15	285.4	291.9	2
%	0	0	0	0	0	0		0	0	



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Elanco	12573.4	10833.3	10198.7	9698.8	11482.8	12573.4	9	40432.6	43304.1	7
%	23	21	23	19	23	23		19	21	
Fort Dodge	1061.6	1044.7	998.5	823.4	693.5	1061.6	53	2202.8	3928.2	78
%	2	2	2	2	1	2		1	2	
Intervet	1662.1	1878.5	2329.8	2491.8	2271.2	1662.1	-27	7439.5	8362.2	12
%	3	4	5	5	4	3		4	4	
Merial	286.2	662.0	992.8	1104.5	864.2	286.2	-67	2619.2	3045.5	16
%	1	1	2	2	2	1		1	2	
Novartis	10265.0	10780.9	8998.7	11087.8	10403.0	10265.0	-1	49535.3	41132.4	-17
%	19	21	20	21	21	19		24	20	
Pfizer	6545.3	9538.8	8172.4	10627.7	11184.4	6545.3	-41	55184.5	34884.2	-37
%	12	19	18	21	22	12		26	17	
Pharmacia	141.7	53.6	39.7	69.9	47.3	141.7	200	277.2	304.9	10
%	0	0	0	0	0	0		0	0	
Schering Plough	7116.3	7874.5	7331.2	7536.1	8902.8	7116.3	-20	34833.0	29858.1	-14
%	13	16	16	15	18	13		17	15	
Virbac	12187.8	5424.9	4278.4	6005.0	2148.2	12187.8	467	8524.8	27896.2	227
%	22	11	10	12	4	22		4	14	
Ophthalmic	971.1	1085.1	1493.8	1381.3	831.4	971.1	17	4860.6	4931.2	1
Boehringer Ingelheim	11.3	10.5	14.2	12.0	9.4	11.3	20	41.8	48.0	15
%	1	1	1	1	1	1		1	1	
Pfizer	895.9	1020.0	1330.5	1309.2	754.2	895.9	19	4586.3	4555.6	-1
%	92	94	89	95	91	92		94	92	
Schering Plough	17.7	11.2	102.4	16.6	10.8	17.7	64	51.4	148.0	188
%	2	1	7	1	1	2		1	3	
Virbac	46.2	43.4	46.8	43.4	57.0	46.2	-19	181.1	179.7	-1
%	5	4	3	3	7	5		4	4	
Parasites - External	107410.8	88224.1	92945.1	117853.1	110081.7	107410.8	-2	486675.3	406433.2	-16
Bayer	11814.0	15523.9	10100.1	9506.2	14462.4	11814.0	-18	76892.2	46944.3	-39
%	11	18	11	8	13	11		16	12	
Boehringer Ingelheim	103.1	152.5	122.1	101.3	112.6	103.1	-8	634.8	478.9	-25
%	0	0	0	0	0	0		0	0	
Elanco	634.9	913.8	0.0	0.0	0.0	634.9		0.0	1548.7	
%	1	1	0	0	0	1		0	0	
Fort Dodge	1265.7	1063.6	1040.0	1167.0	5413.3	1265.7	-77	12755.1	4536.3	-64
%	1	1	1	1	5	1		3	1	



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Intervet	3659.1	3649.2	2232.3	4620.1	4865.4	3659.1	-25	12627.5	14160.7	12
%	3	4	2	4	4	3		3	3	
Merial	791.5	832.2	873.3	1775.1	1364.2	791.5	-42	2838.7	4272.0	50
%	1	1	1	2	1	1		1	1	
Novartis	60140.2	39562.3	54520.6	68949.7	51181.4	60140.2	18	260143.3	223172.7	-14
%	56	45	59	59	46	56		53	55	
Pfizer	0.0	0.0	382.9	772.2	765.8	0.0	-100	7795.9	1155.2	-85
%	0	0	0	1	1	0		2	0	
Schering Plough	23173.0	20913.3	19726.1	24788.0	26378.5	23173.0	-12	92407.4	88600.4	-4
%	22	24	21	21	24	22		19	22	
Virbac	5829.2	5613.3	3947.9	6173.5	5538.2	5829.2	5	20580.4	21563.9	5
%	5	6	4	5	5	5		4	5	
Parasites - Internal	206345.4	201863.6	179070.6	171261.5	192067.1	206345.4	7	642825.3	758541.1	18
Bayer	7371.4	6950.8	6999.5	7008.9	6985.0	7371.4	6	23863.7	28330.6	19
%	4	3	4	4	4	4		4	4	
Boehringer Ingelheim	54.1	39.9	65.5	78.7	62.6	54.1	-14	281.9	238.1	-16
%	0	0	0	0	0	0		0	0	
Elanco	323.2	166.4	187.6	208.9	270.6	323.2	19	1017.8	886.2	-13
%	0	0	0	0	0	0		0	0	
Fort Dodge	30653.9	22066.8	18463.8	21553.9	33648.9	30653.9	-9	92679.8	92738.4	0
%	15	11	10	13	18	15		14	12	
Intervet	2501.5	3610.2	2382.1	3113.6	3160.2	2501.5	-21	10416.8	11607.4	11
%	1	2	1	2	2	1		2	2	
Merial	35523.3	43058.0	41812.1	32209.0	37121.6	35523.3	-4	113008.0	152602.4	35
%	17	21	23	19	19	17		18	20	
Novartis	70394.3	63351.3	56996.1	53495.5	56761.3	70394.3	24	214619.6	244237.2	14
%	34	31	32	31	30	34		33	32	
Pfizer	11724.8	9601.9	9745.5	11265.7	10696.0	11724.8	10	46601.6	42337.8	-9
%	6	5	5	7	6	6		7	6	
Schering Plough	17035.9	17699.4	16669.5	18283.8	19867.7	17035.9	-14	54590.8	69688.6	28
%	8	9	9	11	10	8		8	9	
Virbac	30762.9	35319.0	25749.0	24043.5	23493.1	30762.9	31	85745.3	115874.4	35
%	15	17	14	14	12	15		13	15	
Respiratory	532.2	455.1	415.3	465.1	498.3	532.2	7	1866.4	1867.8	0
Boehringer Ingelheim	346.3	309.7	342.3	292.8	349.1	346.3	-1	1354.3	1291.1	-5
%	65	68	82	63	70	65		73	69	



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Virbac
%

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Virbac	185.8	145.5	73.0	172.4	149.2	185.8	25	512.2	576.7	13
%	35	32	18	37	30	35		27	31	



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TOTAL MARKET	91246.3	87563.1	80541.0	85813.0	91315.2	91246.3	0	327833.2	345163.4	5
Alpharma	97.9	0.0	0.0	0.0	0.0	97.9		0.0	97.9	
%	0	0	0	0	0	0		0	0	
Bayer	7643.5	8391.0	8446.5	6524.1	9967.0	7643.5	-23	30899.9	31005.2	0
%	8	10	10	8	11	8		9	9	
Boehringer Ingelheim	787.8	727.1	685.3	777.5	685.2	787.8	15	2875.2	2977.7	4
%	1	1	1	1	1	1		1	1	
Elanco	3668.5	3934.7	3530.2	3354.5	3969.3	3668.5	-8	12109.9	14487.8	20
%	4	4	4	4	4	4		4	4	
Fort Dodge	5003.2	5592.0	4527.6	5466.9	11517.6	5003.2	-57	27102.9	20589.6	-24
%	5	6	6	6	13	5		8	6	
Intervet	2350.2	2394.5	1978.5	2617.9	2496.3	2350.2	-6	7494.1	9341.2	25
%	3	3	2	3	3	3		2	3	
Merial	7263.6	8676.3	8904.6	7527.7	8563.3	7263.6	-15	26648.6	32372.2	21
%	8	10	11	9	9	8		8	9	
Novartis	36726.6	28016.8	28723.3	33308.1	28623.8	36726.6	28	121079.6	126774.8	5
%	40	32	36	39	31	40		37	37	
Pfizer	5850.4	5934.5	6475.4	5268.7	6853.6	5850.4	-15	32281.1	23529.0	-27
%	6	7	8	6	8	6		10	7	
Pharmacia	1502.3	1580.8	1278.4	1348.2	1006.9	1502.3	49	5052.7	5709.7	13
%	2	2	2	2	1	2		2	2	
Schering Plough	9710.6	10274.7	9652.9	11010.2	12097.6	9710.6	-20	40148.8	40648.5	1
%	11	12	12	13	13	11		12	12	
Virbac	10641.7	12040.6	6338.2	8609.2	5534.6	10641.7	92	22140.5	37629.7	70
%	12	14	8	10	6	12		7	11	
Alimentary System	222.1	126.6	194.2	160.3	224.6	222.1	-1	727.5	703.2	-3
Boehringer Ingelheim	15.6	20.5	12.2	20.8	23.4	15.6	-33	71.8	69.2	-4
%	7	16	6	13	10	7		10	10	
Elanco	71.3	44.6	90.0	91.5	98.1	71.3	-27	339.2	297.5	-12
%	32	35	46	57	44	32		47	42	
Novartis	56.3	15.0	49.6	22.9	44.5	56.3	26	158.7	143.8	-9
%	25	12	26	14	20	25		22	20	
Pharmacia	12.0	11.4	12.2	15.2	5.4	12.0	120	30.3	50.8	68
%	5	9	6	9	2	5		4	7	
Schering Plough	66.9	35.2	30.1	9.8	53.2	66.9	26	127.5	141.9	11
%	30	28	15	6	24	30		18	20	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	98346.3	94332.9	85134.7	98322.3	87818.4	98346.3	12	365008.8	376136.2	3
Alpharma	225.5	0.0	0.0	0.0	0.0	225.5		0.0	225.5	
%	0	0	0	0	0	0		0	0	
Bayer	4368.7	4886.3	3484.6	3269.1	4049.9	4368.7	8	44918.6	16008.7	-64
%	4	5	4	3	5	4		12	4	
Boehringer Ingelheim	932.7	704.2	687.9	810.2	807.1	932.7	16	3375.7	3135.0	-7
%	1	1	1	1	1	1		1	1	
Elanco	3079.1	3980.3	2615.4	3266.6	2878.1	3079.1	7	12125.8	12941.6	7
%	3	4	3	3	3	3		3	3	
Fort Dodge	6741.9	6740.6	4813.0	6385.6	6959.4	6741.9	-3	20685.8	24681.2	19
%	7	7	6	6	8	7		6	7	
Intervet	1518.8	1847.3	1717.8	2275.6	2593.6	1518.8	-41	7459.5	7359.5	-1
%	2	2	2	2	3	2		2	2	
Merial	8577.1	9619.9	9955.6	9672.3	7646.8	8577.1	12	24106.7	37825.0	57
%	9	10	12	10	9	9		7	10	
Novartis	39280.7	34632.5	36123.4	40406.3	34375.3	39280.7	14	147176.3	150442.9	2
%	40	37	42	41	39	40		40	40	
Pfizer	8094.8	8165.0	4876.5	8338.0	7456.7	8094.8	9	33157.7	29474.4	-11
%	8	9	6	8	8	8		9	8	
Pharmacia	2884.8	2072.3	1687.1	1518.9	1714.6	2884.8	68	5906.7	8163.2	38
%	3	2	2	2	2	3		2	2	
Schering Plough	9878.1	10827.9	10015.7	13292.0	10765.3	9878.1	-8	35914.6	44013.8	23
%	10	11	12	14	12	10		10	12	
Virbac	12764.1	10856.5	9157.5	9087.5	8571.7	12764.1	49	30181.4	41865.6	39
%	13	12	11	9	10	13		8	11	
Alimentary System	110.3	167.7	130.1	166.5	238.4	110.3	-54	730.5	574.6	-21
Boehringer Ingelheim	7.7	10.2	13.6	17.7	21.8	7.7	-65	83.1	49.1	-41
%	7	6	10	11	9	7		11	9	
Elanco	36.3	66.0	71.9	90.9	109.8	36.3	-67	285.7	265.1	-7
%	33	39	55	55	46	33		39	46	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		0.6	0.0	-100
%	0	0	0	0	0	0		0	0	
Novartis	38.2	27.2	16.3	19.1	33.2	38.2	15	133.5	100.8	-25
%	35	16	13	11	14	35		18	18	
Pharmacia	7.2	8.8	5.9	5.6	6.7	7.2	7	23.4	27.5	17
%	7	5	5	3	3	7		3	5	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	92277.7	85903.3	80864.2	81437.3	93455.2	92277.7	-1	323032.0	340482.6	5
Alpharma	119.4	0.0	0.0	0.0	0.0	119.4		0.0	119.4	
%	0	0	0	0	0	0		0	0	
Bayer	4334.8	3645.1	3067.0	3799.4	3636.5	4334.8	19	13497.1	14846.3	10
%	5	4	4	5	4	5		4	4	
Boehringer Ingelheim	873.0	743.8	697.2	620.9	720.5	873.0	21	2606.2	2934.8	13
%	1	1	1	1	1	1		1	1	
Elanco	2678.7	2896.5	2063.2	1913.7	2483.9	2678.7	8	11253.8	9552.1	-15
%	3	3	3	2	3	3		3	3	
Fort Dodge	6845.0	4999.0	5087.5	4119.0	13448.3	6845.0	-49	26661.6	21050.5	-21
%	7	6	6	5	14	7		8	6	
Intervet	1740.4	1959.9	669.9	1501.8	2030.2	1740.4	-14	5131.0	5871.9	14
%	2	2	1	2	2	2		2	2	
Merial	8516.3	10991.6	10360.9	9123.8	8584.1	8516.3	-1	24594.1	38992.6	59
%	9	13	13	11	9	9		8	11	
Novartis	39138.7	30337.0	33653.1	35411.5	35434.0	39138.7	10	134532.5	138540.2	3
%	42	35	42	43	38	42		42	41	
Pfizer	5729.5	6761.2	6343.8	6253.5	7241.4	5729.5	-21	29964.9	25087.9	-16
%	6	8	8	8	8	6		9	7	
Pharmacia	1994.2	1616.4	748.8	1014.4	828.9	1994.2	141	4378.4	5373.9	23
%	2	2	1	1	1	2		1	2	
Schering Plough	9341.5	9977.2	9587.9	10118.5	11862.7	9341.5	-21	43768.4	39025.1	-11
%	10	12	12	12	13	10		14	11	
Virbac	10966.3	11975.6	8585.0	7560.8	7184.8	10966.3	53	26643.9	39087.7	47
%	12	14	11	9	8	12		8	11	
Alimentary System	145.0	107.5	101.8	160.9	213.4	145.0	-32	2015.5	515.2	-74
Boehringer Ingelheim	22.6	18.7	2.6	2.8	17.6	22.6	28	57.3	46.7	-18
%	16	17	3	2	8	16		3	9	
Elanco	50.5	5.6	38.7	74.7	121.9	50.5	-59	1650.4	169.5	-90
%	35	5	38	46	57	35		82	33	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		0	0	
Novartis	22.8	39.7	30.9	40.5	22.8	22.8	0	139.1	133.9	-4
%	16	37	30	25	11	16		7	26	
Pharmacia	15.4	12.4	8.2	13.4	11.2	15.4	38	48.4	49.4	2
%	11	12	8	8	5	11		2	10	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	44459.6	44837.3	47371.4	44343.4	53710.7	44459.6	-17	202886.6	181011.8	-11
Alpharma	254.5	0.0	0.0	0.0	0.0	254.5		0.0	254.5	
%	1	0	0	0	0	1		0	0	
Bayer	2118.8	4843.0	2120.8	1923.5	2982.9	2118.8	-29	9813.0	11006.1	12
%	5	11	4	4	6	5		5	6	
Boehringer Ingelheim	128.9	286.6	325.0	194.9	285.4	128.9	-55	1296.8	935.4	-28
%	0	1	1	0	1	0		1	1	
Elanco	2391.8	1216.3	1516.2	1079.0	2496.5	2391.8	-4	6805.2	6203.4	-9
%	5	3	3	2	5	5		3	3	
Fort Dodge	4435.8	3767.4	2283.5	3457.3	2842.4	4435.8	56	14900.8	13943.9	-6
%	10	8	5	8	5	10		7	8	
Intervet	497.5	860.6	658.1	1109.6	981.0	497.5	-49	2986.6	3125.8	5
%	1	2	1	3	2	1		1	2	
Merial	4445.0	5574.8	6322.3	4708.2	6572.0	4445.0	-32	17376.6	21050.1	21
%	10	12	13	11	12	10		9	12	
Novartis	14421.0	11604.1	18127.1	15728.2	17171.8	14421.0	-16	77649.2	59880.5	-23
%	32	26	38	35	32	32		38	33	
Pfizer	2224.1	3503.6	4953.9	3479.1	4609.4	2224.1	-52	26802.0	14160.7	-47
%	5	8	10	8	9	5		13	8	
Pharmacia	903.6	729.5	687.6	908.0	401.1	903.6	125	2146.9	3228.8	50
%	2	2	1	2	1	2		1	2	
Schering Plough	6835.4	7281.2	6450.3	7309.0	11567.9	6835.4	-41	29079.7	27875.8	-4
%	15	16	14	16	22	15		14	15	
Virbac	5803.3	5170.3	3926.6	4446.7	3800.3	5803.3	53	14029.8	19346.9	38
%	13	12	8	10	7	13		7	11	
Alimentary System	99.2	63.7	105.2	149.3	164.0	99.2	-39	485.6	417.4	-14
Boehringer Ingelheim	2.3	0.0	15.6	3.8	2.7	2.3	-16	32.5	21.6	-33
%	2	0	15	3	2	2		7	5	
Elanco	42.6	16.2	35.0	40.2	117.4	42.6	-64	288.7	134.0	-54
%	43	25	33	27	72	43		59	32	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		0.7	0.0	-100
%	0	0	0	0	0	0		0	0	
Novartis	0.4	11.0	34.7	54.3	17.1	0.4	-97	90.8	100.4	11
%	0	17	33	36	10	0		19	24	
Pharmacia	0.0	0.0	9.7	0.0	0.0	0.0		0.0	9.7	
%	0	0	9	0	0	0		0	2	



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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	71313.8	64017.5	58560.1	64368.3	57401.5	71313.8	24	252208.7	258259.7	2
Alpharma	103.6	0.0	0.0	0.0	0.0	103.6		0.0	103.6	
%	0	0	0	0	0	0		0	0	
Bayer	2739.3	3496.0	2106.8	2936.9	3568.4	2739.3	-23	12283.5	11279.0	-8
%	4	5	4	5	6	4		5	4	
Boehringer Ingelheim	616.9	393.8	520.9	289.7	383.1	616.9	61	1589.7	1821.3	15
%	1	1	1	0	1	1		1	1	
Elanco	3240.5	1817.3	2255.9	1325.2	1486.8	3240.5	118	7438.3	8638.9	16
%	5	3	4	2	3	5		3	3	
Fort Dodge	4640.8	2306.1	3564.6	3640.7	3744.7	4640.8	24	14402.4	14152.2	-2
%	7	4	6	6	7	7		6	5	
Intervet	1619.2	1703.6	1650.9	2172.3	2037.2	1619.2	-21	6331.4	7146.0	13
%	2	3	3	3	4	2		3	3	
Merial	6097.0	7222.0	7165.0	4811.3	7070.3	6097.0	-14	20004.0	25295.3	26
%	9	11	12	7	12	9		8	10	
Novartis	28180.6	26661.2	22223.0	26836.4	21514.0	28180.6	31	108114.7	103901.2	-4
%	40	42	38	42	37	40		43	40	
Pfizer	3397.1	3246.8	3864.1	7100.5	4012.6	3397.1	-15	22325.3	17608.5	-21
%	5	5	7	11	7	5		9	7	
Pharmacia	1006.3	1001.1	698.9	886.0	555.8	1006.3	81	3532.1	3592.3	2
%	1	2	1	1	1	1		1	1	
Schering Plough	11266.6	9229.8	8795.5	8122.7	7131.1	11266.6	58	35430.7	37414.6	6
%	16	14	15	13	12	16		14	14	
Virbac	8406.0	6939.9	5714.4	6246.6	5897.5	8406.0	43	20756.6	27306.8	32
%	12	11	10	10	10	12		8	11	
Alimentary System	118.4	56.5	93.3	54.0	86.0	118.4	38	257.9	322.3	25
Boehringer Ingelheim	24.2	15.1	19.7	10.1	21.2	24.2	14	57.4	69.2	20
%	20	27	21	19	25	20		22	21	
Elanco	16.1	31.6	0.0	0.0	44.1	16.1	-63	80.3	47.7	-41
%	14	56	0	0	51	14		31	15	
Novartis	39.3	9.8	42.3	38.8	14.0	39.3	181	92.2	130.2	41
%	33	17	45	72	16	33		36	40	
Pharmacia	0.0	0.0	7.4	5.0	6.8	0.0	-100	11.6	12.4	7
%	0	0	8	9	8	0		4	4	
Schering Plough	38.8	0.0	23.9	0.0	0.0	38.8		16.5	62.7	281
%	33	0	26	0	0	33		6	19	



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Region: TAS

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
TOTAL MARKET	24654.6	17822.4	14536.5	15867.5	17832.5	24654.6	38	60498.5	72881.0	20
Bayer	695.0	757.6	366.1	1544.3	810.5	695.0	-14	2966.3	3363.1	13
%	3	4	3	10	5	3		5	5	
Boehringer Ingelheim	2.0	22.8	34.8	28.1	10.5	2.0	-81	78.7	87.8	12
%	0	0	0	0	0	0		0	0	
Elanco	28.8	87.9	121.7	236.7	240.6	28.8	-88	668.9	475.1	-29
%	0	0	1	1	1	0		1	1	
Fort Dodge	7143.6	1970.9	1755.0	1775.4	2181.8	7143.6	227	6665.3	12644.9	90
%	29	11	12	11	12	29		11	17	
Intervet	206.5	419.0	333.0	659.3	277.0	206.5	-25	1415.2	1617.7	14
%	1	2	2	4	2	1		2	2	
Merial	2811.3	4350.5	3383.0	1718.7	3471.4	2811.3	-19	10111.3	12263.5	21
%	11	24	23	11	19	11		17	17	
Novartis	3547.1	2379.7	3056.5	2341.5	2554.0	3547.1	39	10233.6	11324.9	11
%	14	13	21	15	14	14		17	16	
Pharmacia	16.9	4.5	70.7	5.9	7.3	16.9	133	390.4	98.1	-75
%	0	0	0	0	0	0		1	0	
Schering Plough	3869.7	2422.5	2006.3	3531.3	4303.2	3869.7	-10	12561.9	11829.9	-6
%	16	14	14	22	24	16		21	16	
Virbac	6333.7	5407.0	3409.3	4026.1	3976.2	6333.7	59	15407.0	19176.1	24
%	26	30	23	25	22	26		25	26	
Alimentary System	22.9	12.5	0.0	31.3	33.7	22.9	-32	70.9	66.6	-6
Elanco	19.6	0.0	0.0	25.2	33.7	19.6	-42	70.9	44.7	-37
%	85	0		81	100	85		100	67	
Schering Plough	0.0	12.5	0.0	6.1	0.0	0.0		0.0	18.6	
%	0	100		19	0	0		0	28	
Virbac	3.3	0.0	0.0	0.0	0.0	3.3		0.0	3.3	
%	15	0		0	0	15		0	5	
Antibiotics	70.4	77.0	130.7	137.5	85.2	70.4	-17	730.9	415.7	-43
Elanco	8.9	6.5	0.0	3.7	6.0	8.9	47	12.5	19.1	52
%	13	8	0	3	7	13		2	5	
Novartis	0.0	0.0	0.0	35.3	0.0	0.0		0.0	35.3	
%	0	0	0	26	0	0		0	8	
Pharmacia	16.9	4.3	70.7	5.9	7.3	16.9	133	390.4	97.9	-75
%	24	6	54	4	9	24		53	24	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	436.7	334.6	343.7	452.1	711.8	436.7	-39	3255.4	1567.1	-52
<i>Elanco</i>	236.4	164.1	235.5	322.5	525.0	236.4	-55	2715.2	958.4	-65
%	54	49	69	71	74	54		83	61	
Rumensin ABC	236.4	164.1	235.5	322.5	525.0	236.4	-55	2715.2	958.4	-65
%	54	49	69	71	74	54		83	61	
Rumensin ABC - Beef 10s	0.0	25.4	98.4	107.0	253.9	0.0	-100	574.8	230.8	-60
%	0	8	29	24	36	0		18	15	
Rumensin ABC - Dairy 10s	236.4	138.7	137.1	215.5	271.1	236.4	-13	2140.4	727.6	-66
%	54	41	40	48	38	54		66	46	
Schering Plough	200.3	170.5	108.2	129.6	186.8	200.3	7	540.2	608.6	13
%	46	51	31	29	26	46		17	39	
Teric Bloat	200.3	170.5	108.2	129.6	186.8	200.3	7	540.2	608.6	13
%	46	51	31	29	26	46		17	39	
Teric Bloat 20L	200.3	170.5	108.2	129.6	186.8	200.3	7	540.2	608.6	13
%	46	51	31	29	26	46		17	39	



Animal Health Market Audit

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Report: Products by Quarter

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	138.2	79.8	120.1	101.3	151.3	138.2	-9	466.7	439.4	-6
<i>Elanco</i>	71.3	44.6	90.0	91.5	98.1	71.3	-27	339.2	297.5	-12
%	52	56	75	90	65	52		73	68	
Rumensin ABC	71.3	44.6	90.0	91.5	98.1	71.3	-27	339.2	297.5	-12
%	52	56	75	90	65	52		73	68	
Rumensin ABC - Beef 10s	0.0	0.0	23.1	32.5	37.8	0.0	-100	202.2	55.6	-73
%	0	0	19	32	25	0		43	13	
Rumensin ABC - Dairy 10s	71.3	44.6	66.9	59.0	60.3	71.3	18	137.0	241.9	77
%	52	56	56	58	40	52		29	55	
Schering Plough	66.9	35.2	30.1	9.8	53.2	66.9	26	127.5	141.9	11
%	48	44	25	10	35	48		27	32	
Teric Bloat	66.9	35.2	30.1	9.8	53.2	66.9	26	127.5	141.9	11
%	48	44	25	10	35	48		27	32	
Teric Bloat 20L	66.9	35.2	30.1	9.8	53.2	66.9	26	127.5	141.9	11
%	48	44	25	10	35	48		27	32	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	48.8	121.5	94.3	124.2	176.6	48.8	-72	489.9	388.7	-21
<i>Elanco</i>	36.3	66.0	71.9	90.9	109.8	36.3	-67	285.7	265.1	-7
%	75	54	76	73	62	75		58	68	
Rumensin ABC	36.3	66.0	71.9	90.9	109.8	36.3	-67	285.7	265.1	-7
%	75	54	76	73	62	75		58	68	
Rumensin ABC - Beef 10s	0.0	25.4	46.6	37.7	69.8	0.0	-100	156.5	109.6	-30
%	0	21	49	30	40	0		32	28	
Rumensin ABC - Dairy 10s	36.3	40.6	25.3	53.2	40.0	36.3	-9	129.2	155.4	20
%	75	33	27	43	23	75		26	40	
Schering Plough	12.4	55.5	22.4	33.3	66.8	12.4	-81	204.1	123.6	-39
%	25	46	24	27	38	25		42	32	
Teric Bloat	12.4	55.5	22.4	33.3	66.8	12.4	-81	204.1	123.6	-39
%	25	46	24	27	38	25		42	32	
Teric Bloat 20L	12.4	55.5	22.4	33.3	66.8	12.4	-81	204.1	123.6	-39
%	25	46	24	27	38	25		42	32	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	82.7	36.6	60.1	104.2	161.8	82.7	-49	1769.6	283.6	-84
<i>Elanco</i>	50.5	5.6	38.7	74.7	121.9	50.5	-59	1650.4	169.5	-90
%	61	15	64	72	75	61		93	60	
Rumensin ABC	50.5	5.6	38.7	74.7	121.9	50.5	-59	1650.4	169.5	-90
%	61	15	64	72	75	61		93	60	
Rumensin ABC - Beef 10s	0.0	0.0	0.0	36.9	75.0	0.0	-100	121.6	36.9	-70
%	0	0	0	35	46	0		7	13	
Rumensin ABC - Dairy 10s	50.5	5.6	38.7	37.9	46.9	50.5	8	1528.8	132.6	-91
%	61	15	64	36	29	61		86	47	
Schering Plough	32.2	31.0	21.5	29.5	39.9	32.2	-19	119.2	114.1	-4
%	39	85	36	28	25	39		7	40	
Teric Bloat	32.2	31.0	21.5	29.5	39.9	32.2	-19	119.2	114.1	-4
%	39	85	36	28	25	39		7	40	
Teric Bloat 20L	32.2	31.0	21.5	29.5	39.9	32.2	-19	119.2	114.1	-4
%	39	85	36	28	25	39		7	40	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	92.5	52.7	45.3	91.2	144.3	92.5	-36	361.6	281.7	-22
<i>Elanco</i>	42.6	16.2	35.0	40.2	117.4	42.6	-64	288.7	134.0	-54
%	46	31	77	44	81	46		80	48	
Rumensin ABC	42.6	16.2	35.0	40.2	117.4	42.6	-64	288.7	134.0	-54
%	46	31	77	44	81	46		80	48	
Rumensin ABC - Beef 10s	0.0	0.0	28.8	0.0	71.3	0.0	-100	94.5	28.8	-70
%	0	0	64	0	49	0		26	10	
Rumensin ABC - Dairy 10s	42.6	16.2	6.2	40.2	46.1	42.6	-8	194.2	105.2	-46
%	46	31	14	44	32	46		54	37	
Schering Plough	50.0	36.4	10.3	51.0	26.9	50.0	86	72.9	147.7	103
%	54	69	23	56	19	54		20	52	
Teric Bloat	50.0	36.4	10.3	51.0	26.9	50.0	86	72.9	147.7	103
%	54	69	23	56	19	54		20	52	
Teric Bloat 20L	50.0	36.4	10.3	51.0	26.9	50.0	86	72.9	147.7	103
%	54	69	23	56	19	54		20	52	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	54.9	31.6	23.9	0.0	44.1	54.9	25	96.7	110.4	14
<i>Elanco</i>	16.1	31.6	0.0	0.0	44.1	16.1	-63	80.3	47.7	-41
%	29	100	0		100	29		83	43	
Rumensin ABC	16.1	31.6	0.0	0.0	44.1	16.1	-63	80.3	47.7	-41
%	29	100	0		100	29		83	43	
Rumensin ABC - Dairy 10s	16.1	31.6	0.0	0.0	44.1	16.1	-63	80.3	47.7	-41
%	29	100	0		100	29		83	43	
Schering Plough	38.8	0.0	23.9	0.0	0.0	38.8		16.5	62.7	281
%	71	0	100		0	71		17	57	
Teric Bloat	38.8	0.0	23.9	0.0	0.0	38.8		16.5	62.7	281
%	71	0	100		0	71		17	57	
Teric Bloat 20L	38.8	0.0	23.9	0.0	0.0	38.8		16.5	62.7	281
%	71	0	100		0	71		17	57	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	19.6	12.5	0.0	31.3	33.7	19.6	-42	70.9	63.3	-11
<i>Elanco</i>	19.6	0.0	0.0	25.2	33.7	19.6	-42	70.9	44.7	-37
%	100	0		81	100	100		100	71	
Rumensin ABC	19.6	0.0	0.0	25.2	33.7	19.6	-42	70.9	44.7	-37
%	100	0		81	100	100		100	71	
Rumensin ABC - Dairy 10s	19.6	0.0	0.0	25.2	33.7	19.6	-42	70.9	44.7	-37
%	100	0		81	100	100		100	71	
Schering Plough	0.0	12.5	0.0	6.1	0.0	0.0		0.0	18.6	
%	0	100		19	0	0		0	29	
Teric Bloat	0.0	12.5	0.0	6.1	0.0	0.0		0.0	18.6	
%	0	100		19	0	0		0	29	
Teric Bloat 20L	0.0	12.5	0.0	6.1	0.0	0.0		0.0	18.6	
%	0	100		19	0	0		0	29	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	34.6	32.7	43.3	39.2	30.1	34.6	15	113.7	149.8	32
<i>Pharmacia</i>	34.6	32.7	43.3	39.2	30.1	34.6	15	113.7	149.8	32
%	100	100	100	100	100	100		100	100	
Neobiotic	34.6	32.7	43.3	39.2	30.1	34.6	15	113.7	149.8	32
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	34.6	32.7	43.3	39.2	30.1	34.6	15	113.7	149.8	32
%	100	100	100	100	100	100		100	100	



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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	12.0	11.4	12.2	15.2	5.4	12.0	120	30.3	50.8	68
<i>Pharmacia</i>	12.0	11.4	12.2	15.2	5.4	12.0	120	30.3	50.8	68
%	100	100	100	100	100	100		100	100	
Neobiotic	12.0	11.4	12.2	15.2	5.4	12.0	120	30.3	50.8	68
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	12.0	11.4	12.2	15.2	5.4	12.0	120	30.3	50.8	68
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	7.2	8.8	5.9	5.6	6.7	7.2	7	23.4	27.5	17
<i>Pharmacia</i>	7.2	8.8	5.9	5.6	6.7	7.2	7	23.4	27.5	17
%	100	100	100	100	100	100		100	100	
Neobiotic	7.2	8.8	5.9	5.6	6.7	7.2	7	23.4	27.5	17
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	7.2	8.8	5.9	5.6	6.7	7.2	7	23.4	27.5	17
%	100	100	100	100	100	100		100	100	



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Region: VIC

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	15.4	12.4	8.2	13.4	11.2	15.4	38	48.4	49.4	2
<i>Pharmacia</i>	15.4	12.4	8.2	13.4	11.2	15.4	38	48.4	49.4	2
%	100	100	100	100	100	100		100	100	
Neobiotic	15.4	12.4	8.2	13.4	11.2	15.4	38	48.4	49.4	2
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	15.4	12.4	8.2	13.4	11.2	15.4	38	48.4	49.4	2
%	100	100	100	100	100	100		100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	0.0	0.0	9.7	0.0	0.0	0.0		0.0	9.7	
<i>Pharmacia</i>	0.0	0.0	9.7	0.0	0.0	0.0		0.0	9.7	
%			100						100	
Neobiotic	0.0	0.0	9.7	0.0	0.0	0.0		0.0	9.7	
%			100						100	
Neobiotic P Pump 120mL	0.0	0.0	9.7	0.0	0.0	0.0		0.0	9.7	
%			100						100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	0.0	0.0	7.4	5.0	6.8	0.0	-100	11.6	12.4	7
<i>Pharmacia</i>	0.0	0.0	7.4	5.0	6.8	0.0	-100	11.6	12.4	7
%			100	100	100			100	100	
Neobiotic	0.0	0.0	7.4	5.0	6.8	0.0	-100	11.6	12.4	7
%			100	100	100			100	100	
Neobiotic P Pump 120mL	0.0	0.0	7.4	5.0	6.8	0.0	-100	11.6	12.4	7
%			100	100	100			100	100	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	246.7	167.2	237.6	230.9	218.3	246.7	13	918.8	882.3	-4
<i>Boehringer Ingelheim</i>	72.4	64.5	63.7	55.3	86.7	72.4	-17	302.1	255.9	-15
%	29	39	27	24	40	29		33	29	
Buscopan	72.4	64.5	63.7	55.3	86.7	72.4	-17	302.1	255.9	-15
%	29	39	27	24	40	29		33	29	
Buscopan Compositum 100ml	72.4	64.5	63.7	55.3	86.7	72.4	-17	284.4	255.9	-10
%	29	39	27	24	40	29		31	29	
Buscopan Compositum Tabs 100's	0.0	0.0	0.0	0.0	0.0	0.0		17.6	0.0	-100
%	0	0	0	0	0	0		2	0	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		2.5	0.0	-100
%	0	0	0	0	0	0		0	0	
Furlax	0.0	0.0	0.0	0.0	0.0	0.0		2.5	0.0	-100
%	0	0	0	0	0	0		0	0	
Furlax 100g	0.0	0.0	0.0	0.0	0.0	0.0		2.5	0.0	-100
%	0	0	0	0	0	0		0	0	
Novartis	157.0	102.7	173.9	175.6	131.6	157.0	19	614.3	609.2	-1
%	64	61	73	76	60	64		67	69	
Cat-Lax	157.0	102.7	173.9	175.6	131.6	157.0	19	614.3	609.2	-1
%	64	61	73	76	60	64		67	69	
Cat-Lax 12x70g	157.0	102.7	173.9	175.6	131.6	157.0	19	614.3	609.2	-1
%	64	61	73	76	60	64		67	69	
Virbac	17.3	0.0	0.0	0.0	0.0	17.3		0.0	17.3	
%	7	0	0	0	0	7		0	2	
Bilex	17.3	0.0	0.0	0.0	0.0	17.3		0.0	17.3	
%	7	0	0	0	0	7		0	2	
Bilex 20g	17.3	0.0	0.0	0.0	0.0	17.3		0.0	17.3	
%	7	0	0	0	0	7		0	2	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	71.9	35.5	61.9	43.7	67.9	71.9	6	230.5	213.0	-8
<i>Boehringer Ingelheim</i>	15.6	20.5	12.2	20.8	23.4	15.6	-33	71.8	69.2	-4
%	22	58	20	48	34	22		31	32	
Buscopan	15.6	20.5	12.2	20.8	23.4	15.6	-33	71.8	69.2	-4
%	22	58	20	48	34	22		31	32	
Buscopan Compositum 100ml	15.6	20.5	12.2	20.8	23.4	15.6	-33	71.8	69.2	-4
%	22	58	20	48	34	22		31	32	
Novartis	56.3	15.0	49.6	22.9	44.5	56.3	26	158.7	143.8	-9
%	78	42	80	52	66	78		69	68	
Cat-Lax	56.3	15.0	49.6	22.9	44.5	56.3	26	158.7	143.8	-9
%	78	42	80	52	66	78		69	68	
Cat-Lax 12x70g	56.3	15.0	49.6	22.9	44.5	56.3	26	158.7	143.8	-9
%	78	42	80	52	66	78		69	68	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	54.4	37.4	29.9	36.8	55.0	54.4	-1	217.2	158.4	-27
<i>Boehringer Ingelheim</i>	7.7	10.2	13.6	17.7	21.8	7.7	-65	83.1	49.1	-41
%	14	27	45	48	40	14		38	31	
Buscopan	7.7	10.2	13.6	17.7	21.8	7.7	-65	83.1	49.1	-41
%	14	27	45	48	40	14		38	31	
Buscopan Compositum 100ml	7.7	10.2	13.6	17.7	21.8	7.7	-65	75.5	49.1	-35
%	14	27	45	48	40	14		35	31	
Buscopan Compositum Tabs 100's	0.0	0.0	0.0	0.0	0.0	0.0		7.5	0.0	-100
%	0	0	0	0	0	0		3	0	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		0.6	0.0	-100
%	0	0	0	0	0	0		0	0	
Furlax	0.0	0.0	0.0	0.0	0.0	0.0		0.6	0.0	-100
%	0	0	0	0	0	0		0	0	
Furlax 100g	0.0	0.0	0.0	0.0	0.0	0.0		0.6	0.0	-100
%	0	0	0	0	0	0		0	0	
Novartis	38.2	27.2	16.3	19.1	33.2	38.2	15	133.5	100.8	-25
%	70	73	55	52	60	70		61	64	
Cat-Lax	38.2	27.2	16.3	19.1	33.2	38.2	15	133.5	100.8	-25
%	70	73	55	52	60	70		61	64	
Cat-Lax 12x70g	38.2	27.2	16.3	19.1	33.2	38.2	15	133.5	100.8	-25
%	70	73	55	52	60	70		61	64	
Virbac	8.5	0.0	0.0	0.0	0.0	8.5		0.0	8.5	
%	16	0	0	0	0	16		0	5	
Bilex	8.5	0.0	0.0	0.0	0.0	8.5		0.0	8.5	
%	16	0	0	0	0	16		0	5	
Bilex 20g	8.5	0.0	0.0	0.0	0.0	8.5		0.0	8.5	
%	16	0	0	0	0	16		0	5	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	46.8	58.4	33.5	43.3	40.4	46.8	16	197.5	182.1	-8
<i>Boehringer Ingelheim</i>	22.6	18.7	2.6	2.8	17.6	22.6	28	57.3	46.7	-18
%	48	32	8	6	44	48		29	26	
Buscopan	22.6	18.7	2.6	2.8	17.6	22.6	28	57.3	46.7	-18
%	48	32	8	6	44	48		29	26	
Buscopan Compositum 100ml	22.6	18.7	2.6	2.8	17.6	22.6	28	57.3	46.7	-18
%	48	32	8	6	44	48		29	26	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		1	0	
Furlax	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		1	0	
Furlax 100g	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		1	0	
Novartis	22.8	39.7	30.9	40.5	22.8	22.8	0	139.1	133.9	-4
%	49	68	92	94	56	49		70	74	
Cat-Lax	22.8	39.7	30.9	40.5	22.8	22.8	0	139.1	133.9	-4
%	49	68	92	94	56	49		70	74	
Cat-Lax 12x70g	22.8	39.7	30.9	40.5	22.8	22.8	0	139.1	133.9	-4
%	49	68	92	94	56	49		70	74	
Virbac	1.5	0.0	0.0	0.0	0.0	1.5		0.0	1.5	
%	3	0	0	0	0	3		0	1	
Bilex	1.5	0.0	0.0	0.0	0.0	1.5		0.0	1.5	
%	3	0	0	0	0	3		0	1	
Bilex 20g	1.5	0.0	0.0	0.0	0.0	1.5		0.0	1.5	
%	3	0	0	0	0	3		0	1	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: SA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	6.7	11.0	50.3	58.1	19.7	6.7	-66	124.0	126.0	2
<i>Boehringer Ingelheim</i>	2.3	0.0	15.6	3.8	2.7	2.3	-16	32.5	21.6	-33
%	34	0	31	7	14	34		26	17	
Buscopan	2.3	0.0	15.6	3.8	2.7	2.3	-16	32.5	21.6	-33
%	34	0	31	7	14	34		26	17	
Buscopan Compositum 100ml	2.3	0.0	15.6	3.8	2.7	2.3	-16	22.4	21.6	-3
%	34	0	31	7	14	34		18	17	
Buscopan Compositum Tabs 100's	0.0	0.0	0.0	0.0	0.0	0.0		10.1	0.0	-100
%	0	0	0	0	0	0		8	0	
Intervet	0.0	0.0	0.0	0.0	0.0	0.0		0.7	0.0	-100
%	0	0	0	0	0	0		1	0	
Furlax	0.0	0.0	0.0	0.0	0.0	0.0		0.7	0.0	-100
%	0	0	0	0	0	0		1	0	
Furlax 100g	0.0	0.0	0.0	0.0	0.0	0.0		0.7	0.0	-100
%	0	0	0	0	0	0		1	0	
Novartis	0.4	11.0	34.7	54.3	17.1	0.4	-97	90.8	100.4	11
%	7	100	69	93	86	7		73	80	
Cat-Lax	0.4	11.0	34.7	54.3	17.1	0.4	-97	90.8	100.4	11
%	7	100	69	93	86	7		73	80	
Cat-Lax 12x70g	0.4	11.0	34.7	54.3	17.1	0.4	-97	90.8	100.4	11
%	7	100	69	93	86	7		73	80	
Virbac	4.0	0.0	0.0	0.0	0.0	4.0		0.0	4.0	
%	59	0	0	0	0	59		0	3	
Bilex	4.0	0.0	0.0	0.0	0.0	4.0		0.0	4.0	
%	59	0	0	0	0	59		0	3	
Bilex 20g	4.0	0.0	0.0	0.0	0.0	4.0		0.0	4.0	
%	59	0	0	0	0	59		0	3	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	63.5	24.9	62.1	49.0	35.2	63.5	80	149.6	199.4	33
<i>Boehringer Ingelheim</i>	24.2	15.1	19.7	10.1	21.2	24.2	14	57.4	69.2	20
%	38	61	32	21	60	38		38	35	
Buscopan	24.2	15.1	19.7	10.1	21.2	24.2	14	57.4	69.2	20
%	38	61	32	21	60	38		38	35	
Buscopan Compositum 100ml	24.2	15.1	19.7	10.1	21.2	24.2	14	57.4	69.2	20
%	38	61	32	21	60	38		38	35	
Novartis	39.3	9.8	42.3	38.8	14.0	39.3	181	92.2	130.2	41
%	62	39	68	79	40	62		62	65	
Cat-Lax	39.3	9.8	42.3	38.8	14.0	39.3	181	92.2	130.2	41
%	62	39	68	79	40	62		62	65	
Cat-Lax 12x70g	39.3	9.8	42.3	38.8	14.0	39.3	181	92.2	130.2	41
%	62	39	68	79	40	62		62	65	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: TAS

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	3.3	0.0	0.0	0.0	0.0	3.3		0.0	3.3	
<i>Virbac</i>	3.3	0.0	0.0	0.0	0.0	3.3		0.0	3.3	
%	100					100			100	
Bilex	3.3	0.0	0.0	0.0	0.0	3.3		0.0	3.3	
%	100					100			100	
Bilex 20g	3.3	0.0	0.0	0.0	0.0	3.3		0.0	3.3	
%	100					100			100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	2145.5	1422.3	797.8	688.4	574.1	2145.5	274	2002.0	5054.0	152
<i>Boehringer Ingelheim</i>	6.6	6.1	3.1	13.5	3.5	6.6	90	30.6	29.2	-4
%	0	0	0	2	1	0		2	1	
Vetalgine	6.6	6.1	3.1	13.5	3.5	6.6	90	30.6	29.2	-4
%	0	0	0	2	1	0		2	1	
Vetalgine 50ml	6.6	6.1	3.1	13.5	3.5	6.6	90	30.6	29.2	-4
%	0	0	0	2	1	0		2	1	
Fort Dodge	879.2	700.6	794.7	674.9	570.6	879.2	54	1971.4	3049.4	55
%	41	49	100	98	99	41		98	60	
Torbugesic	879.2	700.6	794.7	674.9	570.6	879.2	54	1971.4	3049.4	55
%	41	49	100	98	99	41		98	60	
Torbugesic 10ml	191.1	150.0	146.4	119.2	159.6	191.1	20	468.7	606.7	29
%	9	11	18	17	28	9		23	12	
Torbugesic 50ml	688.2	550.6	648.3	555.7	411.1	688.2	67	1502.7	2442.7	63
%	32	39	81	81	72	32		75	48	
Novartis	1259.7	715.6	0.0	0.0	0.0	1259.7		0.0	1975.4	
%	59	50	0	0	0	59		0	39	
Dormosedan	1259.7	715.6	0.0	0.0	0.0	1259.7		0.0	1975.4	
%	59	50	0	0	0	59		0	39	
Dormosedan 10x5ml	1259.7	715.6	0.0	0.0	0.0	1259.7		0.0	1975.4	
%	59	50	0	0	0	59		0	39	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	549.5	420.2	157.3	167.3	159.9	549.5	244	366.5	1294.4	253
<i>Boehringer Ingelheim</i>	0.0	0.0	0.0	6.5	3.4	0.0	-100	8.3	6.5	-22
%	0	0	0	4	2	0		2	1	
Vetalgine	0.0	0.0	0.0	6.5	3.4	0.0	-100	8.3	6.5	-22
%	0	0	0	4	2	0		2	1	
Vetalgine 50ml	0.0	0.0	0.0	6.5	3.4	0.0	-100	8.3	6.5	-22
%	0	0	0	4	2	0		2	1	
Fort Dodge	228.4	170.6	157.3	160.8	156.6	228.4	46	358.2	717.2	100
%	42	41	100	96	98	42		98	55	
Torbugesic	228.4	170.6	157.3	160.8	156.6	228.4	46	358.2	717.2	100
%	42	41	100	96	98	42		98	55	
Torbugesic 10ml	47.4	14.2	51.5	28.1	40.0	47.4	18	86.9	141.2	62
%	9	3	33	17	25	9		24	11	
Torbugesic 50ml	181.0	156.5	105.8	132.7	116.6	181.0	55	271.2	576.0	112
%	33	37	67	79	73	33		74	45	
Novartis	321.1	249.6	0.0	0.0	0.0	321.1		0.0	570.7	
%	58	59	0	0	0	58		0	44	
Dormosedan	321.1	249.6	0.0	0.0	0.0	321.1		0.0	570.7	
%	58	59	0	0	0	58		0	44	
Dormosedan 10x5ml	321.1	249.6	0.0	0.0	0.0	321.1		0.0	570.7	
%	58	59	0	0	0	58		0	44	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: NSW

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	551.9	420.1	169.0	250.9	115.0	551.9	380	543.8	1392.0	156
<i>Boehringer Ingelheim</i>	4.3	0.0	0.0	4.0	0.1	4.3		11.1	8.3	-25
%	1	0	0	2	0	1		2	1	
Vetalgine	4.3	0.0	0.0	4.0	0.1	4.3		11.1	8.3	-25
%	1	0	0	2	0	1		2	1	
Vetalgine 50ml	4.3	0.0	0.0	4.0	0.1	4.3		11.1	8.3	-25
%	1	0	0	2	0	1		2	1	
Fort Dodge	164.7	216.0	169.0	246.9	114.9	164.7	43	532.6	796.7	50
%	30	51	100	98	100	30		98	57	
Torbugesic	164.7	216.0	169.0	246.9	114.9	164.7	43	532.6	796.7	50
%	30	51	100	98	100	30		98	57	
Torbugesic 10ml	38.8	36.3	32.3	19.0	35.4	38.8	10	109.8	126.4	15
%	7	9	19	8	31	7		20	9	
Torbugesic 50ml	125.9	179.8	136.7	227.9	79.5	125.9	58	422.8	670.3	59
%	23	43	81	91	69	23		78	48	
Novartis	382.8	204.1	0.0	0.0	0.0	382.8		0.0	587.0	
%	69	49	0	0	0	69		0	42	
Dormosedan	382.8	204.1	0.0	0.0	0.0	382.8		0.0	587.0	
%	69	49	0	0	0	69		0	42	
Dormosedan 10x5ml	382.8	204.1	0.0	0.0	0.0	382.8		0.0	587.0	
%	69	49	0	0	0	69		0	42	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: VIC

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	341.9	165.4	145.9	152.1	102.8	341.9	232	448.3	805.2	80
<i>Boehringer Ingelheim</i>	0.0	2.7	0.0	0.0	0.0	0.0		3.5	2.7	-24
%	0	2	0	0	0	0		1	0	
Vetalgine	0.0	2.7	0.0	0.0	0.0	0.0		3.5	2.7	-24
%	0	2	0	0	0	0		1	0	
Vetalgine 50ml	0.0	2.7	0.0	0.0	0.0	0.0		3.5	2.7	-24
%	0	2	0	0	0	0		1	0	
Fort Dodge	190.4	73.7	145.9	152.1	102.8	190.4	85	444.8	562.1	26
%	56	45	100	100	100	56		99	70	
Torbugesic	190.4	73.7	145.9	152.1	102.8	190.4	85	444.8	562.1	26
%	56	45	100	100	100	56		99	70	
Torbugesic 10ml	49.5	38.7	28.5	26.1	21.6	49.5	129	113.4	142.7	26
%	14	23	20	17	21	14		25	18	
Torbugesic 50ml	141.0	35.0	117.4	125.9	81.2	141.0	74	331.4	419.3	27
%	41	21	80	83	79	41		74	52	
Novartis	151.4	89.0	0.0	0.0	0.0	151.4		0.0	240.5	
%	44	54	0	0	0	44		0	30	
Dormosedan	151.4	89.0	0.0	0.0	0.0	151.4		0.0	240.5	
%	44	54	0	0	0	44		0	30	
Dormosedan 10x5ml	151.4	89.0	0.0	0.0	0.0	151.4		0.0	240.5	
%	44	54	0	0	0	44		0	30	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: SA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	336.8	181.2	165.9	88.6	164.5	336.8	105	512.7	772.4	51
Boehringer Ingelheim	2.3	3.4	0.9	3.0	0.0	2.3		0.0	9.6	
%	1	2	1	3	0	1		0	1	
Vetalgine	2.3	3.4	0.9	3.0	0.0	2.3		0.0	9.6	
%	1	2	1	3	0	1		0	1	
Vetalgine 50ml	2.3	3.4	0.9	3.0	0.0	2.3		0.0	9.6	
%	1	2	1	3	0	1		0	1	
Fort Dodge	175.2	177.7	165.0	85.6	164.5	175.2	7	512.7	603.6	18
%	52	98	99	97	100	52		100	78	
Torbugesic	175.2	177.7	165.0	85.6	164.5	175.2	7	512.7	603.6	18
%	52	98	99	97	100	52		100	78	
Torbugesic 10ml	32.8	35.1	21.9	16.5	30.7	32.8	7	95.2	106.2	12
%	10	19	13	19	19	10		19	14	
Torbugesic 50ml	142.5	142.7	143.1	69.1	133.8	142.5	6	417.5	497.4	19
%	42	79	86	78	81	42		81	64	
Novartis	159.2	0.0	0.0	0.0	0.0	159.2		0.0	159.2	
%	47	0	0	0	0	47		0	21	
Dormosedan	159.2	0.0	0.0	0.0	0.0	159.2		0.0	159.2	
%	47	0	0	0	0	47		0	21	
Dormosedan 10x5ml	159.2	0.0	0.0	0.0	0.0	159.2		0.0	159.2	
%	47	0	0	0	0	47		0	21	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	365.4	235.4	159.6	29.5	31.9	365.4		130.7	790.0	505
Boehringer Ingelheim	0.0	0.0	2.1	0.0	0.0	0.0		7.6	2.1	-72
%	0	0	1	0	0	0		6	0	
Vetalgine	0.0	0.0	2.1	0.0	0.0	0.0		7.6	2.1	-72
%	0	0	1	0	0	0		6	0	
Vetalgine 50ml	0.0	0.0	2.1	0.0	0.0	0.0		7.6	2.1	-72
%	0	0	1	0	0	0		6	0	
Fort Dodge	120.4	62.5	157.5	29.5	31.9	120.4	278	123.1	369.9	201
%	33	27	99	100	100	33		94	47	
Torbugesic	120.4	62.5	157.5	29.5	31.9	120.4	278	123.1	369.9	201
%	33	27	99	100	100	33		94	47	
Torbugesic 10ml	22.7	25.8	12.3	29.5	31.9	22.7	-29	63.3	90.3	43
%	6	11	8	100	100	6		48	11	
Torbugesic 50ml	97.7	36.7	145.2	0.0	0.0	97.7		59.8	279.6	368
%	27	16	91	0	0	27		46	35	
Novartis	245.0	172.9	0.0	0.0	0.0	245.0		0.0	418.0	
%	67	73	0	0	0	67		0	53	
Dormosedan	245.0	172.9	0.0	0.0	0.0	245.0		0.0	418.0	
%	67	73	0	0	0	67		0	53	
Dormosedan 10x5ml	245.0	172.9	0.0	0.0	0.0	245.0		0.0	418.0	
%	67	73	0	0	0	67		0	53	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	476.2	836.1	453.6	668.6	531.4	476.2	-10	2162.0	2434.5	13
<i>Fort Dodge</i>	17.0	9.9	13.1	25.7	4.0	17.0	327	48.1	65.7	36
%	4	1	3	4	1	4		2	3	
Ketaset	0.7	0.0	3.8	3.7	2.8	0.7	-75	8.2	8.3	1
%	0	0	1	1	1	0		0	0	
Ketaset 100mg/ml 10ml Vial	0.7	0.0	3.8	3.7	2.8	0.7	-75	8.2	8.3	1
%	0	0	1	1	1	0		0	0	
Telazol	16.3	9.9	9.2	22.0	1.1	16.3		39.9	57.4	44
%	3	1	2	3	0	3		2	2	
Telazol C 5ml	16.3	9.9	9.2	22.0	1.1	16.3		39.9	57.4	44
%	3	1	2	3	0	3		2	2	
Merial	124.7	177.7	109.1	132.3	103.9	124.7	20	525.3	543.8	4
%	26	21	24	20	20	26		24	22	
Halothane	32.4	68.2	15.4	35.3	35.9	32.4	-10	180.2	151.3	-16
%	7	8	3	5	7	7		8	6	
Halothane 250ml	32.4	68.2	15.4	35.3	35.9	32.4	-10	180.2	151.3	-16
%	7	8	3	5	7	7		8	6	
Nembutal	72.4	89.0	69.5	73.6	41.2	72.4	76	250.1	304.5	22
%	15	11	15	11	8	15		12	13	
Nembutal 100ml	72.4	89.0	69.5	73.6	41.2	72.4	76	250.1	304.5	22
%	15	11	15	11	8	15		12	13	
Pentothal	19.9	20.4	24.2	23.5	26.8	19.9	-26	95.0	88.0	-7
%	4	2	5	4	5	4		4	4	
Pentothal 200ml	19.9	20.4	24.2	23.5	26.8	19.9	-26	95.0	88.0	-7
%	4	2	5	4	5	4		4	4	
Schering Plough	278.4	589.1	280.8	443.4	354.9	278.4	-22	1316.9	1591.6	21
%	58	70	62	66	67	58		61	65	
Rapinonet	243.3	169.6	157.9	152.4	179.2	243.3	36	475.0	723.2	52
%	51	20	35	23	34	51		22	30	
Rapinonet 5x20ml	243.3	169.6	157.9	152.4	179.2	243.3	36	475.0	723.2	52
%	51	20	35	23	34	51		22	30	
Saffan	35.1	419.4	123.0	291.0	175.6	35.1	-80	841.9	868.5	3
%	7	50	27	44	33	7		39	36	
Saffan 10x10ml	7.1	404.8	123.0	291.0	175.6	7.1	-96	841.9	825.8	-2
%	1	48	27	44	33	1		39	34	
Saffan 1x10ml	28.1	14.6	0.0	0.0	0.0	28.1		0.0	42.6	
%	6	2	0	0	0	6		0	2	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	56.2	59.5	50.6	67.2	68.6	56.2	-18	271.6	233.5	-14
%	12	7	11	10	13	12		13	10	
Zoetil	56.2	59.5	50.6	67.2	68.6	56.2	-18	271.6	233.5	-14
%	12	7	11	10	13	12		13	10	
Zoletil 100 Injection	39.0	41.7	33.2	41.9	40.9	39.0	-4	180.1	155.9	-13
%	8	5	7	6	8	8		8	6	
Zoletil 50 Injection	17.1	17.8	17.4	25.3	27.7	17.1	-38	91.6	77.6	-15
%	4	2	4	4	5	4		4	3	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	103.5	119.1	72.8	61.2	119.3	103.5	-13	494.9	356.6	-28
<i>Fort Dodge</i>	4.9	0.0	0.0	8.2	6.7	4.9	-27	17.4	13.2	-24
%	5	0	0	13	6	5		4	4	
Ketaset	0.0	0.0	0.0	1.3	1.0	0.0	-100	1.0	1.3	26
%	0	0	0	2	1	0		0	0	
Ketaset 100mg/ml 10ml Vial	0.0	0.0	0.0	1.3	1.0	0.0	-100	1.0	1.3	26
%	0	0	0	2	1	0		0	0	
Telazol	4.9	0.0	0.0	7.0	5.7	4.9	-14	16.4	11.9	-27
%	5	0	0	11	5	5		3	3	
Telazol C 5ml	4.9	0.0	0.0	7.0	5.7	4.9	-14	16.4	11.9	-27
%	5	0	0	11	5	5		3	3	
Merial	43.5	19.7	18.5	21.2	28.6	43.5	52	158.0	102.9	-35
%	42	17	25	35	24	42		32	29	
Halothane	15.3	8.3	0.0	0.0	6.4	15.3	140	48.6	23.6	-51
%	15	7	0	0	5	15		10	7	
Halothane 250ml	15.3	8.3	0.0	0.0	6.4	15.3	140	48.6	23.6	-51
%	15	7	0	0	5	15		10	7	
Nembutal	21.4	9.7	14.9	16.4	13.5	21.4	59	84.0	62.4	-26
%	21	8	20	27	11	21		17	17	
Nembutal 100ml	21.4	9.7	14.9	16.4	13.5	21.4	59	84.0	62.4	-26
%	21	8	20	27	11	21		17	17	
Pentothal	6.8	1.6	3.6	4.8	8.8	6.8	-22	25.4	16.9	-34
%	7	1	5	8	7	7		5	5	
Pentothal 200ml	6.8	1.6	3.6	4.8	8.8	6.8	-22	25.4	16.9	-34
%	7	1	5	8	7	7		5	5	
Schering Plough	47.8	83.2	39.7	14.8	74.3	47.8	-36	262.5	185.5	-29
%	46	70	54	24	62	46		53	52	
Rapinivet	44.2	47.3	39.7	13.3	69.1	44.2	-36	161.1	144.4	-10
%	43	40	54	22	58	43		33	41	
Rapinivet 5x20ml	44.2	47.3	39.7	13.3	69.1	44.2	-36	161.1	144.4	-10
%	43	40	54	22	58	43		33	41	
Saffan	3.7	35.9	0.0	1.5	5.2	3.7	-29	101.4	41.1	-59
%	4	30	0	2	4	4		20	12	
Saffan 10x10ml	0.0	29.9	0.0	1.5	5.2	0.0	-100	101.4	31.4	-69
%	0	25	0	2	4	0		20	9	
Saffan 1x10ml	3.7	6.0	0.0	0.0	0.0	3.7		0.0	9.7	
%	4	5	0	0	0	4		0	3	

*** SAMPLE ONLY - ALL VALUES RANDOMLY GENERATED ***

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Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	7.2	16.2	14.6	17.0	9.7	7.2	-26	57.0	55.0	-3
%	7	14	20	28	8	7		12	15	
Zoetil	7.2	16.2	14.6	17.0	9.7	7.2	-26	57.0	55.0	-3
%	7	14	20	28	8	7		12	15	
Zoletil 100 Injection	4.6	14.0	9.6	11.2	5.9	4.6	-22	33.0	39.4	19
%	4	12	13	18	5	4		7	11	
Zoletil 50 Injection	2.6	2.2	5.0	5.8	3.9	2.6	-32	24.0	15.6	-35
%	3	2	7	9	3	3		5	4	



Animal Health Market Audit

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Region: NSW

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	99.7	164.9	119.3	235.1	187.6	99.7	-47	668.4	619.0	-7
<i>Fort Dodge</i>	7.0	6.1	10.7	9.5	13.2	7.0	-47	30.7	33.3	9
%	7	4	9	4	7	7		5	5	
Ketaset	0.0	0.0	3.8	1.4	1.9	0.0	-100	4.1	5.2	28
%	0	0	3	1	1	0		1	1	
Ketaset 100mg/ml 10ml Vial	0.0	0.0	3.8	1.4	1.9	0.0	-100	4.1	5.2	28
%	0	0	3	1	1	0		1	1	
Telazol	7.0	6.1	6.8	8.1	11.3	7.0	-38	26.6	28.1	6
%	7	4	6	3	6	7		4	5	
Telazol C 5ml	7.0	6.1	6.8	8.1	11.3	7.0	-38	26.6	28.1	6
%	7	4	6	3	6	7		4	5	
Merial	30.9	55.2	33.8	35.8	26.7	30.9	16	108.4	155.7	44
%	31	33	28	15	14	31		16	25	
Halothane	6.8	20.2	0.0	18.6	7.4	6.8	-9	32.5	45.6	41
%	7	12	0	8	4	7		5	7	
Halothane 250ml	6.8	20.2	0.0	18.6	7.4	6.8	-9	32.5	45.6	41
%	7	12	0	8	4	7		5	7	
Nembutal	18.6	25.2	24.3	6.5	9.6	18.6	93	43.9	74.5	70
%	19	15	20	3	5	19		7	12	
Nembutal 100ml	18.6	25.2	24.3	6.5	9.6	18.6	93	43.9	74.5	70
%	19	15	20	3	5	19		7	12	
Pentothal	5.5	9.8	9.5	10.6	9.7	5.5	-43	32.1	35.5	11
%	6	6	8	5	5	6		5	6	
Pentothal 200ml	5.5	9.8	9.5	10.6	9.7	5.5	-43	32.1	35.5	11
%	6	6	8	5	5	6		5	6	
Schering Plough	48.5	83.6	65.5	176.2	130.7	48.5	-63	465.7	373.8	-20
%	49	51	55	75	70	49		70	60	
Rapinonet	39.8	73.9	28.5	55.9	36.1	39.8	10	123.0	198.2	61
%	40	45	24	24	19	40		18	32	
Rapinonet 5x20ml	39.8	73.9	28.5	55.9	36.1	39.8	10	123.0	198.2	61
%	40	45	24	24	19	40		18	32	
Saffan	8.7	9.6	37.0	120.3	94.6	8.7	-91	342.7	175.6	-49
%	9	6	31	51	50	9		51	28	
Saffan 10x10ml	0.0	7.9	37.0	120.3	94.6	0.0	-100	342.7	165.2	-52
%	0	5	31	51	50	0		51	27	
Saffan 1x10ml	8.7	1.7	0.0	0.0	0.0	8.7		0.0	10.4	
%	9	1	0	0	0	9		0	2	

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Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: NSW

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	13.3	20.0	9.3	13.6	17.0	13.3	-22	63.6	56.3	-11
%	13	12	8	6	9	13		10	9	
Zoletil	13.3	20.0	9.3	13.6	17.0	13.3	-22	63.6	56.3	-11
%	13	12	8	6	9	13		10	9	
Zoletil 100 Injection	9.8	11.6	4.2	7.0	9.6	9.8	2	37.6	32.5	-13
%	10	7	3	3	5	10		6	5	
Zoletil 50 Injection	3.5	8.4	5.2	6.7	7.4	3.5	-52	26.0	23.8	-9
%	4	5	4	3	4	4		4	4	



Animal Health Market Audit

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Report: Products by Quarter

Region: VIC

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	122.7	388.1	115.6	237.0	159.5	122.7	-23	609.6	863.5	42
<i>Fort Dodge</i>	5.1	0.5	2.4	6.3	-15.9	5.1	-132	-1.2	14.2	
%	4	0	2	3	-10	4		0	2	
Ketaset	0.7	0.0	0.0	1.1	0.0	0.7		1.9	1.8	-7
%	1	0	0	0	0	1		0	0	
Ketaset 100mg/ml 10ml Vial	0.7	0.0	0.0	1.1	0.0	0.7		1.9	1.8	-7
%	1	0	0	0	0	1		0	0	
Telazol	4.3	0.5	2.4	5.3	-15.9	4.3	-127	-3.2	12.5	-495
%	4	0	2	2	-10	4		-1	1	
Telazol C 5ml	4.3	0.5	2.4	5.3	-15.9	4.3	-127	-3.2	12.5	-495
%	4	0	2	2	-10	4		-1	1	
Merial	36.8	37.2	21.2	57.1	37.4	36.8	-1	177.8	152.3	-14
%	30	10	18	24	23	30		29	18	
Halothane	7.8	18.1	4.6	16.7	22.1	7.8	-65	69.6	47.2	-32
%	6	5	4	7	14	6		11	5	
Halothane 250ml	7.8	18.1	4.6	16.7	22.1	7.8	-65	69.6	47.2	-32
%	6	5	4	7	14	6		11	5	
Nembutal	26.7	12.9	13.5	32.4	7.2	26.7	273	76.5	85.5	12
%	22	3	12	14	4	22		13	10	
Nembutal 100ml	26.7	12.9	13.5	32.4	7.2	26.7	273	76.5	85.5	12
%	22	3	12	14	4	22		13	10	
Pentothal	2.3	6.1	3.1	8.0	8.1	2.3	-71	31.6	19.6	-38
%	2	2	3	3	5	2		5	2	
Pentothal 200ml	2.3	6.1	3.1	8.0	8.1	2.3	-71	31.6	19.6	-38
%	2	2	3	3	5	2		5	2	
Schering Plough	64.7	340.3	82.4	158.3	122.6	64.7	-47	372.6	645.7	73
%	53	88	71	67	77	53		61	75	
Rapinonet	54.4	17.3	22.3	44.4	58.4	54.4	-7	117.2	138.3	18
%	44	4	19	19	37	44		19	16	
Rapinonet 5x20ml	54.4	17.3	22.3	44.4	58.4	54.4	-7	117.2	138.3	18
%	44	4	19	19	37	44		19	16	
Saffan	10.3	323.1	60.1	114.0	64.1	10.3	-84	255.4	507.4	99
%	8	83	52	48	40	8		42	59	
Saffan 10x10ml	7.1	320.0	60.1	114.0	64.1	7.1	-89	255.4	501.2	96
%	6	82	52	48	40	6		42	58	
Saffan 1x10ml	3.3	3.0	0.0	0.0	0.0	3.3		0.0	6.3	
%	3	1	0	0	0	3		0	1	



Animal Health Market Audit

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Report: Products by Quarter

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Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	16.1	10.2	9.6	15.2	15.4	16.1	5	60.5	51.2	-15
%	13	3	8	6	10	13		10	6	
Zoletil	16.1	10.2	9.6	15.2	15.4	16.1	5	60.5	51.2	-15
%	13	3	8	6	10	13		10	6	
Zoletil 100 Injection	9.5	6.3	6.6	6.6	8.7	9.5	10	41.4	29.0	-30
%	8	2	6	3	5	8		7	3	
Zoletil 50 Injection	6.6	3.8	3.0	8.6	6.7	6.6	-2	19.0	22.1	16
%	5	1	3	4	4	5		3	3	



Animal Health Market Audit

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Report: Products by Quarter

Region: SA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	68.6	74.5	91.6	66.4	23.1	68.6	197	137.7	301.1	119
<i>Fort Dodge</i>	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		1	0	
Ketaset	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		1	0	
Ketaset 100mg/ml 10ml Vial	0.0	0.0	0.0	0.0	0.0	0.0		1.2	0.0	-100
%	0	0	0	0	0	0		1	0	
Merial	7.3	9.5	12.3	0.0	0.0	7.3		13.1	29.1	122
%	11	13	13	0	0	11		10	10	
Halothane	0.0	0.0	10.8	0.0	0.0	0.0		0.0	10.8	
%	0	0	12	0	0	0		0	4	
Halothane 250ml	0.0	0.0	10.8	0.0	0.0	0.0		0.0	10.8	
%	0	0	12	0	0	0		0	4	
Nembutal	5.7	9.5	0.0	0.0	0.0	5.7		13.1	15.2	16
%	8	13	0	0	0	8		10	5	
Nembutal 100ml	5.7	9.5	0.0	0.0	0.0	5.7		13.1	15.2	16
%	8	13	0	0	0	8		10	5	
Pentothal	1.6	0.0	1.5	0.0	0.0	1.6		0.0	3.0	
%	2	0	2	0	0	2		0	1	
Pentothal 200ml	1.6	0.0	1.5	0.0	0.0	1.6		0.0	3.0	
%	2	0	2	0	0	2		0	1	
Schering Plough	49.7	60.9	66.5	59.9	12.2	49.7	308	85.8	237.1	176
%	72	82	73	90	53	72		62	79	
Rapinovet	43.8	10.6	40.7	26.1	4.3	43.8	929	19.2	121.1	530
%	64	14	44	39	18	64		14	40	
Rapinovet 5x20ml	43.8	10.6	40.7	26.1	4.3	43.8	929	19.2	121.1	530
%	64	14	44	39	18	64		14	40	
Saffan	5.9	50.4	25.9	33.8	7.9	5.9	-25	66.6	115.9	74
%	9	68	28	51	34	9		48	38	
Saffan 10x10ml	0.0	46.6	25.9	33.8	7.9	0.0	-100	66.6	106.2	60
%	0	62	28	51	34	0		48	35	
Saffan 1x10ml	5.9	3.8	0.0	0.0	0.0	5.9		0.0	9.7	
%	9	5	0	0	0	9		0	3	
Virbac	11.7	4.0	12.8	6.4	10.9	11.7	7	37.6	35.0	-7
%	17	5	14	10	47	17		27	12	
Zoletil	11.7	4.0	12.8	6.4	10.9	11.7	7	37.6	35.0	-7
%	17	5	14	10	47	17		27	12	



Animal Health Market Audit

Period: Sep-00 Qtr

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Region: SA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Zoletil 100 Injection	10.5	0.7	9.6	6.3	7.5	10.5	40	24.0	27.1	13
%	15	1	10	9	32	15		17	9	
Zoletil 50 Injection	1.1	3.4	3.2	0.2	3.4	1.1	-67	13.6	7.9	-42
%	2	5	3	0	15	2		10	3	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	81.7	89.5	54.2	68.8	41.9	81.7	95	251.4	294.3	17
<i>Fort Dodge</i>	0.0	3.4	0.0	1.6	0.0	0.0		0.1	5.0	
%	0	4	0	2	0	0		0	2	
Ketaset	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0	
%	0	0	0	0	0	0		0	0	
Ketaset 100mg/ml 10ml Vial	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0	
%	0	0	0	0	0	0		0	0	
Telazol	0.0	3.4	0.0	1.6	0.0	0.0		0.1	5.0	
%	0	4	0	2	0	0		0	2	
Telazol C 5ml	0.0	3.4	0.0	1.6	0.0	0.0		0.1	5.0	
%	0	4	0	2	0	0		0	2	
Merial	6.2	56.1	23.2	18.2	11.2	6.2	-45	68.0	103.7	53
%	8	63	43	27	27	8		27	35	
Halothane	2.5	21.5	0.0	0.0	0.0	2.5		29.5	24.0	-19
%	3	24	0	0	0	3		12	8	
Halothane 250ml	2.5	21.5	0.0	0.0	0.0	2.5		29.5	24.0	-19
%	3	24	0	0	0	3		12	8	
Nembutal	0.0	31.7	16.8	18.2	11.0	0.0	-100	32.6	66.7	105
%	0	35	31	27	26	0		13	23	
Nembutal 100ml	0.0	31.7	16.8	18.2	11.0	0.0	-100	32.6	66.7	105
%	0	35	31	27	26	0		13	23	
Pentothal	3.6	2.9	6.4	0.0	0.3	3.6		5.9	13.0	120
%	4	3	12	0	1	4		2	4	
Pentothal 200ml	3.6	2.9	6.4	0.0	0.3	3.6		5.9	13.0	120
%	4	3	12	0	1	4		2	4	
Schering Plough	67.7	21.0	26.8	34.1	15.1	67.7	349	130.3	149.6	15
%	83	23	49	50	36	83		52	51	
Rapinonet	61.2	20.5	26.8	12.7	11.3	61.2	440	54.4	121.1	123
%	75	23	49	18	27	75		22	41	
Rapinonet 5x20ml	61.2	20.5	26.8	12.7	11.3	61.2	440	54.4	121.1	123
%	75	23	49	18	27	75		22	41	
Saffan	6.5	0.5	0.0	21.4	3.8	6.5	74	75.9	28.4	-63
%	8	1	0	31	9	8		30	10	
Saffan 10x10ml	0.0	0.5	0.0	21.4	3.8	0.0	-100	75.9	21.9	-71
%	0	1	0	31	9	0		30	7	
Saffan 1x10ml	6.5	0.0	0.0	0.0	0.0	6.5		0.0	6.5	
%	8	0	0	0	0	8		0	2	

*** SAMPLE ONLY - ALL VALUES RANDOMLY GENERATED ***

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Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: \$'000

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	7.9	9.1	4.2	14.9	15.6	7.9	-49	53.0	36.0	-32
%	10	10	8	22	37	10		21	12	
Zoletil	7.9	9.1	4.2	14.9	15.6	7.9	-49	53.0	36.0	-32
%	10	10	8	22	37	10		21	12	
Zoletil 100 Injection	4.6	9.1	3.3	10.8	9.2	4.6	-50	44.0	27.8	-37
%	6	10	6	16	22	6		18	9	
Zoletil 50 Injection	3.3	0.0	0.9	4.1	6.4	3.3	-48	9.0	8.3	-8
%	4	0	2	6	15	4		4	3	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	5064	4652	3863	4921	8287	5064	-39	21928	18500	-16
<i>Elanco</i>	2386	2372	2417	3188	5790	2386	-59	14575	10363	-29
%	47	51	63	65	70	47		66	56	
Rumensin ABC	2386	2372	2417	3188	5790	2386	-59	14575	10363	-29
%	47	51	63	65	70	47		66	56	
Rumensin ABC - Beef 10s	0	291	1007	1029	2754	0	-100	6056	2327	-62
%	0	6	26	21	33	0		28	13	
Rumensin ABC - Dairy 10s	2386	2081	1410	2159	3036	2386	-21	8519	8036	-6
%	47	45	37	44	37	47		39	43	
Schering Plough	2678	2280	1446	1733	2497	2678	7	7353	8137	11
%	53	49	37	35	30	53		34	44	
Teric Bloat	2678	2280	1446	1733	2497	2678	7	7353	8137	11
%	53	49	37	35	30	53		34	44	
Teric Bloat 20L	2678	2280	1446	1733	2497	2678	7	7353	8137	11
%	53	49	37	35	30	53		34	44	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	1599	933	1313	1040	1967	1599	-19	5518	4885	-11
<i>Elanco</i>	705	463	911	909	1256	705	-44	3808	2988	-22
%	44	50	69	87	64	44		69	61	
Rumensin ABC	705	463	911	909	1256	705	-44	3808	2988	-22
%	44	50	69	87	64	44		69	61	
Rumensin ABC - Beef 10s	0	0	223	323	664	0	-100	2266	546	-76
%	0	0	17	31	34	0		41	11	
Rumensin ABC - Dairy 10s	705	463	688	586	592	705	19	1542	2442	58
%	44	50	52	56	30	44		28	50	
Schering Plough	894	470	402	131	711	894	26	1710	1897	11
%	56	50	31	13	36	56		31	39	
Teric Bloat	894	470	402	131	711	894	26	1710	1897	11
%	56	50	31	13	36	56		31	39	
Teric Bloat 20L	894	470	402	131	711	894	26	1710	1897	11
%	56	50	31	13	36	56		31	39	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: NSW

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	539	1577	1021	1344	2105	539	-74	6145	4481	-27
<i>Elanco</i>	373	835	721	899	1212	373	-69	3406	2828	-17
%	69	53	71	67	58	69		55	63	
Rumensin ABC	373	835	721	899	1212	373	-69	3406	2828	-17
%	69	53	71	67	58	69		55	63	
Rumensin ABC - Beef 10s	0	291	467	355	685	0	-100	1702	1113	-35
%	0	18	46	26	33	0		28	25	
Rumensin ABC - Dairy 10s	373	544	254	544	527	373	-29	1704	1715	1
%	69	34	25	40	25	69		28	38	
Schering Plough	166	742	300	445	893	166	-81	2739	1653	-40
%	31	47	29	33	42	31		45	37	
Teric Bloat	166	742	300	445	893	166	-81	2739	1653	-40
%	31	47	29	33	42	31		45	37	
Teric Bloat 20L	166	742	300	445	893	166	-81	2739	1653	-40
%	31	47	29	33	42	31		45	37	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: VIC

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	940	837	666	1121	1767	940	-47	4393	3564	-19
<i>Elanco</i>	509	423	379	727	1233	509	-59	2796	2038	-27
%	54	51	57	65	70	54		64	57	
Rumensin ABC	509	423	379	727	1233	509	-59	2796	2038	-27
%	54	51	57	65	70	54		64	57	
Rumensin ABC - Beef 10s	0	0	0	351	726	0	-100	1188	351	-70
%	0	0	0	31	41	0		27	10	
Rumensin ABC - Dairy 10s	509	423	379	376	507	509	0	1608	1687	5
%	54	51	57	34	29	54		37	47	
Schering Plough	431	414	287	394	534	431	-19	1597	1526	-4
%	46	49	43	35	30	46		36	43	
Teric Bloat	431	414	287	394	534	431	-19	1597	1526	-4
%	46	49	43	35	30	46		36	43	
Teric Bloat 20L	431	414	287	394	534	431	-19	1597	1526	-4
%	46	49	43	35	30	46		36	43	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: SA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	1115	768	544	1088	1501	1115	-26	3967	3515	-11
<i>Elanco</i>	447	281	406	406	1142	447	-61	2880	1540	-47
%	40	37	75	37	76	40		73	44	
Rumensin ABC	447	281	406	406	1142	447	-61	2880	1540	-47
%	40	37	75	37	76	40		73	44	
Rumensin ABC - Beef 10s	0	0	317	0	679	0	-100	900	317	-65
%	0	0	58	0	45	0		23	9	
Rumensin ABC - Dairy 10s	447	281	89	406	463	447	-3	1980	1223	-38
%	40	37	16	37	31	40		50	35	
Schering Plough	668	487	138	682	359	668	86	1087	1975	82
%	60	63	25	63	24	60		27	56	
Teric Bloat	668	487	138	682	359	668	86	1087	1975	82
%	60	63	25	63	24	60		27	56	
Teric Bloat 20L	668	487	138	682	359	668	86	1087	1975	82
%	60	63	25	63	24	60		27	56	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	677	310	319	0	432	677	57	1007	1306	30
<i>Elanco</i>	158	310	0	0	432	158	-63	787	468	-41
%	23	100	0		100	23		78	36	
Rumensin ABC	158	310	0	0	432	158	-63	787	468	-41
%	23	100	0		100	23		78	36	
Rumensin ABC - Dairy 10s	158	310	0	0	432	158	-63	787	468	-41
%	23	100	0		100	23		78	36	
Schering Plough	519	0	319	0	0	519		220	838	281
%	77	0	100		0	77		22	64	
Teric Bloat	519	0	319	0	0	519		220	838	281
%	77	0	100		0	77		22	64	
Teric Bloat 20L	519	0	319	0	0	519		220	838	281
%	77	0	100		0	77		22	64	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: TAS

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antibloat	194	227	0	328	515	194	-62	898	749	-17
<i>Elanco</i>	194	60	0	247	515	194	-62	898	501	-44
%	100	26		75	100	100		100	67	
Rumensin ABC	194	60	0	247	515	194	-62	898	501	-44
%	100	26		75	100	100		100	67	
Rumensin ABC - Dairy 10s	194	60	0	247	515	194	-62	898	501	-44
%	100	26		75	100	100		100	67	
Schering Plough	0	167	0	81	0	0		0	248	
%	0	74		25	0	0		0	33	
Teric Bloat	0	167	0	81	0	0		0	248	
%	0	74		25	0	0		0	33	
Teric Bloat 20L	0	167	0	81	0	0		0	248	
%	0	74		25	0	0		0	33	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	1667	1600	2090	1991	1443	1667	16	5688	7348	29
<i>Pharmacia</i>	1667	1600	2090	1991	1443	1667	16	5688	7348	29
%	100	100	100	100	100	100		100	100	
Neobiotic	1667	1600	2090	1991	1443	1667	16	5688	7348	29
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	1667	1600	2090	1991	1443	1667	16	5688	7348	29
%	100	100	100	100	100	100		100	100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	577	557	592	763	273	577	111	1583	2489	57
<i>Pharmacia</i>	577	557	592	763	273	577	111	1583	2489	57
%	100	100	100	100	100	100		100	100	
Neobiotic	577	557	592	763	273	577	111	1583	2489	57
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	577	557	592	763	273	577	111	1583	2489	57
%	100	100	100	100	100	100		100	100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: NSW

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	346	432	297	279	337	346	3	1162	1354	17
<i>Pharmacia</i>	346	432	297	279	337	346	3	1162	1354	17
%	100	100	100	100	100	100		100	100	
Neobiotic	346	432	297	279	337	346	3	1162	1354	17
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	346	432	297	279	337	346	3	1162	1354	17
%	100	100	100	100	100	100		100	100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: VIC

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	744	611	444	696	561	744	33	2468	2495	1
<i>Pharmacia</i>	744	611	444	696	561	744	33	2468	2495	1
%	100	100	100	100	100	100		100	100	
Neobiotic	744	611	444	696	561	744	33	2468	2495	1
%	100	100	100	100	100	100		100	100	
Neobiotic P Pump 120mL	744	611	444	696	561	744	33	2468	2495	1
%	100	100	100	100	100	100		100	100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: SA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	0	0	387	0	0	0		0	387	
<i>Pharmacia</i>	0	0	387	0	0	0		0	387	
%			100						100	
Neobiotic	0	0	387	0	0	0		0	387	
%			100						100	
Neobiotic P Pump 120mL	0	0	387	0	0	0		0	387	
%			100						100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Antidiarrhoeals	0	0	370	253	272	0	-100	475	623	31
<i>Pharmacia</i>	0	0	370	253	272	0	-100	475	623	31
%			100	100	100			100	100	
Neobiotic	0	0	370	253	272	0	-100	475	623	31
%			100	100	100			100	100	
Neobiotic P Pump 120mL	0	0	370	253	272	0	-100	475	623	31
%			100	100	100			100	100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	6676	3892	5021	4851	5210	6676	28	22301	20440	-8
Boehringer Ingelheim	2424	2159	2130	1850	2903	2424	-17	10805	8563	-21
%	36	55	42	38	56	36		48	42	
Buscopan	2424	2159	2130	1850	2903	2424	-17	10805	8563	-21
%	36	55	42	38	56	36		48	42	
Buscopan Compositum 100ml	2424	2159	2130	1850	2903	2424	-17	10155	8563	-16
%	36	55	42	38	56	36		46	42	
Buscopan Compositum Tabs 100's	0	0	0	0	0	0		650	0	-100
%	0	0	0	0	0	0		3	0	
Intervet	0	0	0	0	0	0		607	0	-100
%	0	0	0	0	0	0		3	0	
Furlax	0	0	0	0	0	0		607	0	-100
%	0	0	0	0	0	0		3	0	
Furlax 100g	0	0	0	0	0	0		607	0	-100
%	0	0	0	0	0	0		3	0	
Novartis	2689	1733	2891	3001	2307	2689	17	10889	10314	-5
%	40	45	58	62	44	40		49	50	
Cat-Lax	2689	1733	2891	3001	2307	2689	17	10889	10314	-5
%	40	45	58	62	44	40		49	50	
Cat-Lax 12x70g	2689	1733	2891	3001	2307	2689	17	10889	10314	-5
%	40	45	58	62	44	40		49	50	
Virbac	1563	0	0	0	0	1563		0	1563	
%	23	0	0	0	0	23		0	8	
Bilex	1563	0	0	0	0	1563		0	1563	
%	23	0	0	0	0	23		0	8	
Bilex 20g	1563	0	0	0	0	1563		0	1563	
%	23	0	0	0	0	23		0	8	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	1491	946	1259	1106	1566	1491	-5	5403	4802	-11
<i>Boehringer Ingelheim</i>	523	685	410	698	782	523	-33	2554	2316	-9
%	35	72	33	63	50	35		47	48	
Buscopan	523	685	410	698	782	523	-33	2554	2316	-9
%	35	72	33	63	50	35		47	48	
Buscopan Compositum 100ml	523	685	410	698	782	523	-33	2554	2316	-9
%	35	72	33	63	50	35		47	48	
Novartis	968	261	849	408	784	968	23	2849	2486	-13
%	65	28	67	37	50	65		53	52	
Cat-Lax	968	261	849	408	784	968	23	2849	2486	-13
%	65	28	67	37	50	65		53	52	
Cat-Lax 12x70g	968	261	849	408	784	968	23	2849	2486	-13
%	65	28	67	37	50	65		53	52	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: NSW

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	1692	784	730	926	1323	1692	28	5447	4132	-24
<i>Boehringer Ingelheim</i>	258	341	451	592	731	258	-65	2982	1642	-45
%	15	43	62	64	55	15		55	40	
Buscopan	258	341	451	592	731	258	-65	2982	1642	-45
%	15	43	62	64	55	15		55	40	
Buscopan Compositum 100ml	258	341	451	592	731	258	-65	2704	1642	-39
%	15	43	62	64	55	15		50	40	
Buscopan Compositum Tabs 100's	0	0	0	0	0	0		278	0	-100
%	0	0	0	0	0	0		5	0	
Intervet	0	0	0	0	0	0		151	0	-100
%	0	0	0	0	0	0		3	0	
Furlax	0	0	0	0	0	0		151	0	-100
%	0	0	0	0	0	0		3	0	
Furlax 100g	0	0	0	0	0	0		151	0	-100
%	0	0	0	0	0	0		3	0	
Novartis	650	443	279	334	592	650	10	2314	1706	-26
%	38	57	38	36	45	38		42	41	
Cat-Lax	650	443	279	334	592	650	10	2314	1706	-26
%	38	57	38	36	45	38		42	41	
Cat-Lax 12x70g	650	443	279	334	592	650	10	2314	1706	-26
%	38	57	38	36	45	38		42	41	
Virbac	784	0	0	0	0	784		0	784	
%	46	0	0	0	0	46		0	19	
Bilex	784	0	0	0	0	784		0	784	
%	46	0	0	0	0	46		0	19	
Bilex 20g	784	0	0	0	0	784		0	784	
%	46	0	0	0	0	46		0	19	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: VIC

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	1292	1312	612	815	996	1292	30	4959	4031	-19
<i>Boehringer Ingelheim</i>	756	626	88	94	590	756	28	2049	1564	-24
%	59	48	14	12	59	59		41	39	
Buscopan	756	626	88	94	590	756	28	2049	1564	-24
%	59	48	14	12	59	59		41	39	
Buscopan Compositum 100ml	756	626	88	94	590	756	28	2049	1564	-24
%	59	48	14	12	59	59		41	39	
Intervet	0	0	0	0	0	0		285	0	-100
%	0	0	0	0	0	0		6	0	
Furlax	0	0	0	0	0	0		285	0	-100
%	0	0	0	0	0	0		6	0	
Furlax 100g	0	0	0	0	0	0		285	0	-100
%	0	0	0	0	0	0		6	0	
Novartis	400	686	524	721	406	400	-1	2625	2331	-11
%	31	52	86	88	41	31		53	58	
Cat-Lax	400	686	524	721	406	400	-1	2625	2331	-11
%	31	52	86	88	41	31		53	58	
Cat-Lax 12x70g	400	686	524	721	406	400	-1	2625	2331	-11
%	31	52	86	88	41	31		53	58	
Virbac	136	0	0	0	0	136		0	136	
%	11	0	0	0	0	11		0	3	
Bilex	136	0	0	0	0	136		0	136	
%	11	0	0	0	0	11		0	3	
Bilex 20g	136	0	0	0	0	136		0	136	
%	11	0	0	0	0	11		0	3	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: SA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	440	173	1066	1005	366	440	20	2870	2684	-6
<i>Boehringer Ingelheim</i>	76	0	521	127	90	76	-16	1188	724	-39
%	17	0	49	13	25	17		41	27	
Buscopan	76	0	521	127	90	76	-16	1188	724	-39
%	17	0	49	13	25	17		41	27	
Buscopan Compositum 100ml	76	0	521	127	90	76	-16	816	724	-11
%	17	0	49	13	25	17		28	27	
Buscopan Compositum Tabs 100's	0	0	0	0	0	0		372	0	-100
%	0	0	0	0	0	0		13	0	
Intervet	0	0	0	0	0	0		171	0	-100
%	0	0	0	0	0	0		6	0	
Furlax	0	0	0	0	0	0		171	0	-100
%	0	0	0	0	0	0		6	0	
Furlax 100g	0	0	0	0	0	0		171	0	-100
%	0	0	0	0	0	0		6	0	
Novartis	7	173	545	878	276	7	-97	1511	1603	6
%	2	100	51	87	75	2		53	60	
Cat-Lax	7	173	545	878	276	7	-97	1511	1603	6
%	2	100	51	87	75	2		53	60	
Cat-Lax 12x70g	7	173	545	878	276	7	-97	1511	1603	6
%	2	100	51	87	75	2		53	60	
Virbac	357	0	0	0	0	357		0	357	
%	81	0	0	0	0	81		0	13	
Bilex	357	0	0	0	0	357		0	357	
%	81	0	0	0	0	81		0	13	
Bilex 20g	357	0	0	0	0	357		0	357	
%	81	0	0	0	0	81		0	13	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: WA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	1475	677	1354	999	959	1475	54	3622	4505	24
<i>Boehringer Ingelheim</i>	811	507	660	339	710	811	14	2032	2317	14
%	55	75	49	34	74	55		56	51	
Buscopan	811	507	660	339	710	811	14	2032	2317	14
%	55	75	49	34	74	55		56	51	
Buscopan Compositum 100ml	811	507	660	339	710	811	14	2032	2317	14
%	55	75	49	34	74	55		56	51	
Novartis	664	170	694	660	249	664	167	1590	2188	38
%	45	25	51	66	26	45		44	49	
Cat-Lax	664	170	694	660	249	664	167	1590	2188	38
%	45	25	51	66	26	45		44	49	
Cat-Lax 12x70g	664	170	694	660	249	664	167	1590	2188	38
%	45	25	51	66	26	45		44	49	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: TAS

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Laxatives & Antispasmodics	286	0	0	0	0	286		0	286	
<i>Virbac</i>	286	0	0	0	0	286		0	286	
%	100					100			100	
Bilex	286	0	0	0	0	286		0	286	
%	100					100			100	
Bilex 20g	286	0	0	0	0	286		0	286	
%	100					100			100	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: Total Aust

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	9643	7285	6478	6298	5476	9643	76	19580	29704	52
<i>Boehringer Ingelheim</i>	607	562	415	1260	320	607	90	3031	2844	-6
%	6	8	6	20	6	6		15	10	
Vetalgine	607	562	415	1260	320	607	90	3031	2844	-6
%	6	8	6	20	6	6		15	10	
Vetalgine 50ml	607	562	415	1260	320	607	90	3031	2844	-6
%	6	8	6	20	6	6		15	10	
Fort Dodge	7098	5622	6063	5038	5156	7098	38	16549	23821	44
%	74	77	94	80	94	74		85	80	
Torbugesic	7098	5622	6063	5038	5156	7098	38	16549	23821	44
%	74	77	94	80	94	74		85	80	
Torbugesic 10ml	3852	3025	2955	2417	3217	3852	20	9386	12249	31
%	40	42	46	38	59	40		48	41	
Torbugesic 50ml	3246	2597	3108	2621	1939	3246	67	7163	11572	62
%	34	36	48	42	35	34		37	39	
Novartis	1938	1101	0	0	0	1938		0	3039	
%	20	15	0	0	0	20		0	10	
Dormosedan	1938	1101	0	0	0	1938		0	3039	
%	20	15	0	0	0	20		0	10	
Dormosedan 10x5ml	1938	1101	0	0	0	1938		0	3039	
%	20	15	0	0	0	20		0	10	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: QLD

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	2303	1408	1538	1811	1667	2303	38	3893	7060	81
Boehringer Ingelheim	0	0	0	619	311	0	-100	800	619	-23
%	0	0	0	34	19	0		21	9	
Vetalgine	0	0	0	619	311	0	-100	800	619	-23
%	0	0	0	34	19	0		21	9	
Vetalgine 50ml	0	0	0	619	311	0	-100	800	619	-23
%	0	0	0	34	19	0		21	9	
Fort Dodge	1809	1024	1538	1192	1356	1809	33	3093	5563	80
%	79	73	100	66	81	79		79	79	
Torbugesic	1809	1024	1538	1192	1356	1809	33	3093	5563	80
%	79	73	100	66	81	79		79	79	
Torbugesic 10ml	955	286	1039	566	806	955	18	1753	2846	62
%	41	20	68	31	48	41		45	40	
Torbugesic 50ml	854	738	499	626	550	854	55	1340	2717	103
%	37	52	32	35	33	37		34	38	
Novartis	494	384	0	0	0	494		0	878	
%	21	27	0	0	0	21		0	12	
Dormosedan	494	384	0	0	0	494		0	878	
%	21	27	0	0	0	21		0	12	
Dormosedan 10x5ml	494	384	0	0	0	494		0	878	
%	21	27	0	0	0	21		0	12	



Animal Health Market Audit

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Report: Products by Quarter

Region: NSW

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	2364	1893	1296	1825	1097	2364	115	5318	7378	39
<i>Boehringer Ingelheim</i>	399	0	0	366	9	399		1119	765	-32
%	17	0	0	20	1	17		21	10	
Vetalgine	399	0	0	366	9	399		1119	765	-32
%	17	0	0	20	1	17		21	10	
Vetalgine 50ml	399	0	0	366	9	399		1119	765	-32
%	17	0	0	20	1	17		21	10	
Fort Dodge	1376	1579	1296	1459	1088	1376	26	4199	5710	36
%	58	83	100	80	99	58		79	77	
Torbugesic	1376	1579	1296	1459	1088	1376	26	4199	5710	36
%	58	83	100	80	99	58		79	77	
Torbugesic 10ml	782	731	651	384	713	782	10	2219	2548	15
%	33	39	50	21	65	33		42	35	
Torbugesic 50ml	594	848	645	1075	375	594	58	1980	3162	60
%	25	45	50	59	34	25		37	43	
Novartis	589	314	0	0	0	589		0	903	
%	25	17	0	0	0	25		0	12	
Dormosedan	589	314	0	0	0	589		0	903	
%	25	17	0	0	0	25		0	12	
Dormosedan 10x5ml	589	314	0	0	0	589		0	903	
%	25	17	0	0	0	25		0	12	



Animal Health Market Audit

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Report: Products by Quarter

Region: VIC

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	1895	1327	1178	1121	819	1895	131	4142	5521	33
<i>Boehringer Ingelheim</i>	0	245	0	0	0	0		366	245	-33
%	0	18	0	0	0	0		9	4	
Vetalgine	0	245	0	0	0	0		366	245	-33
%	0	18	0	0	0	0		9	4	
Vetalgine 50ml	0	245	0	0	0	0		366	245	-33
%	0	18	0	0	0	0		9	4	
Fort Dodge	1662	945	1178	1121	819	1662	103	3776	4906	30
%	88	71	100	100	100	88		91	89	
Torbugesic	1662	945	1178	1121	819	1662	103	3776	4906	30
%	88	71	100	100	100	88		91	89	
Torbugesic 10ml	997	780	574	527	436	997	129	2218	2878	30
%	53	59	49	47	53	53		54	52	
Torbugesic 50ml	665	165	604	594	383	665	74	1558	2028	30
%	35	12	51	53	47	35		38	37	
Novartis	233	137	0	0	0	233		0	370	
%	12	10	0	0	0	12		0	7	
Dormosedan	233	137	0	0	0	233		0	370	
%	12	10	0	0	0	12		0	7	
Dormosedan 10x5ml	233	137	0	0	0	233		0	370	
%	12	10	0	0	0	12		0	7	



Animal Health Market Audit

Period: Sep-00 Qtr

Report: Products by Quarter

Region: SA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	1786	1697	1204	946	1250	1786	43	3923	5633	44
<i>Boehringer Ingelheim</i>	208	317	85	275	0	208		0	885	
%	12	19	7	29	0	12		0	16	
Vetalgine	208	317	85	275	0	208		0	885	
%	12	19	7	29	0	12		0	16	
Vetalgine 50ml	208	317	85	275	0	208		0	885	
%	12	19	7	29	0	12		0	16	
Fort Dodge	1333	1380	1119	671	1250	1333	7	3923	4503	15
%	75	81	93	71	100	75		100	80	
Torbugesic	1333	1380	1119	671	1250	1333	7	3923	4503	15
%	75	81	93	71	100	75		100	80	
Torbugesic 10ml	661	707	444	345	619	661	7	1920	2157	12
%	37	42	37	36	50	37		49	38	
Torbugesic 50ml	672	673	675	326	631	672	6	2003	2346	17
%	38	40	56	34	50	38		51	42	
Novartis	245	0	0	0	0	245		0	245	
%	14	0	0	0	0	14		0	4	
Dormosedan	245	0	0	0	0	245		0	245	
%	14	0	0	0	0	14		0	4	
Dormosedan 10x5ml	245	0	0	0	0	245		0	245	
%	14	0	0	0	0	14		0	4	



Animal Health Market Audit

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Report: Products by Quarter

Region: WA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Analgesics	1295	960	1262	595	643	1295	101	2304	4112	78
<i>Boehringer Ingelheim</i>	0	0	330	0	0	0		746	330	-56
%	0	0	26	0	0	0		32	8	
Vetalgine	0	0	330	0	0	0		746	330	-56
%	0	0	26	0	0	0		32	8	
Vetalgine 50ml	0	0	330	0	0	0		746	330	-56
%	0	0	26	0	0	0		32	8	
Fort Dodge	918	694	932	595	643	918	43	1558	3139	101
%	71	72	74	100	100	71		68	76	
Torbugesic	918	694	932	595	643	918	43	1558	3139	101
%	71	72	74	100	100	71		68	76	
Torbugesic 10ml	457	521	247	595	643	457	-29	1276	1820	43
%	35	54	20	100	100	35		55	44	
Torbugesic 50ml	461	173	685	0	0	461		282	1319	368
%	36	18	54	0	0	36		12	32	
Novartis	377	266	0	0	0	377		0	643	
%	29	28	0	0	0	29		0	16	
Dormosedan	377	266	0	0	0	377		0	643	
%	29	28	0	0	0	29		0	16	
Dormosedan 10x5ml	377	266	0	0	0	377		0	643	
%	29	28	0	0	0	29		0	16	



Animal Health Market Audit

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Report: Products by Quarter

Region: Total Aust

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	16391	16602	13274	17480	15821	16391	4	62648	63747	2
<i>Fort Dodge</i>	1494	634	1394	2761	2204	1494	-32	8996	6283	-30
%	9	4	11	16	14	9		14	10	
Ketaset	358	0	802	1272	956	358	-63	5055	2432	-52
%	2	0	6	7	6	2		8	4	
Ketaset 100mg/ml 10ml Vial	358	0	802	1272	956	358	-63	5055	2432	-52
%	2	0	6	7	6	2		8	4	
Telazol	1136	634	592	1489	1248	1136	-9	3941	3851	-2
%	7	4	4	9	8	7		6	6	
Telazol C 5ml	1136	634	592	1489	1248	1136	-9	3941	3851	-2
%	7	4	4	9	8	7		6	6	
Merial	4880	6454	4628	5166	4480	4880	9	19658	21128	7
%	30	39	35	30	28	30		31	33	
Halothane	988	2009	439	981	998	988	-1	5094	4417	-13
%	6	12	3	6	6	6		8	7	
Halothane 250ml	988	2009	439	981	998	988	-1	5094	4417	-13
%	6	12	3	6	6	6		8	7	
Nembutal	2194	2698	2105	2229	1249	2194	76	7130	9226	29
%	13	16	16	13	8	13		11	14	
Nembutal 100ml	2194	2698	2105	2229	1249	2194	76	7130	9226	29
%	13	16	16	13	8	13		11	14	
Pentothal	1698	1747	2084	1956	2233	1698	-24	7434	7485	1
%	10	11	16	11	14	10		12	12	
Pentothal 200ml	1698	1747	2084	1956	2233	1698	-24	7434	7485	1
%	10	11	16	11	14	10		12	12	
Schering Plough	5480	4472	3128	4137	3683	5480	49	12986	17217	33
%	33	27	24	24	23	33		21	27	
Rapinonet	3160	2232	2216	1999	2358	3160	34	6304	9607	52
%	19	13	17	11	15	19		10	15	
Rapinonet 5x20ml	3160	2232	2216	1999	2358	3160	34	6304	9607	52
%	19	13	17	11	15	19		10	15	
Saffan	2320	2240	912	2138	1325	2320	75	6682	7610	14
%	14	13	7	12	8	14		11	12	
Saffan 10x10ml	252	1064	912	2138	1325	252	-81	6682	4366	-35
%	2	6	7	12	8	2		11	7	
Saffan 1x10ml	2068	1176	0	0	0	2068		0	3244	
%	13	7	0	0	0	13		0	5	

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Region: Total Aust

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	4537	5042	4124	5416	5454	4537	-17	21008	19119	-9
%	28	30	31	31	34	28		34	30	
Zoletil	4537	5042	4124	5416	5454	4537	-17	21008	19119	-9
%	28	30	31	31	34	28		34	30	
Zoletil 100 Injection	2563	2890	2164	2687	2587	2563	-1	11313	10304	-9
%	16	17	16	15	16	16		18	16	
Zoletil 50 Injection	1974	2152	1960	2729	2867	1974	-31	9695	8815	-9
%	12	13	15	16	18	12		15	14	



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Report: Products by Quarter

Region: QLD

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	3481	3306	2502	3437	3594	3481	-3	15118	12726	-16
<i>Fort Dodge</i>	315	0	0	1037	575	315	-45	1858	1352	-27
%	9	0	0	30	16	9		12	11	
Ketaset	0	0	0	589	208	0	-100	735	589	-20
%	0	0	0	17	6	0		5	5	
Ketaset 100mg/ml 10ml Vial	0	0	0	589	208	0	-100	735	589	-20
%	0	0	0	17	6	0		5	5	
Telazol	315	0	0	448	367	315	-14	1123	763	-32
%	9	0	0	13	10	9		7	6	
Telazol C 5ml	315	0	0	448	367	315	-14	1123	763	-32
%	9	0	0	13	10	9		7	6	
Merial	1707	715	763	898	1317	1707	30	5758	4083	-29
%	49	22	30	26	37	49		38	32	
Halothane	477	281	0	0	177	477	169	1349	758	-44
%	14	8	0	0	5	14		9	6	
Halothane 250ml	477	281	0	0	177	477	169	1349	758	-44
%	14	8	0	0	5	14		9	6	
Nembutal	649	294	452	496	408	649	59	2405	1891	-21
%	19	9	18	14	11	19		16	15	
Nembutal 100ml	649	294	452	496	408	649	59	2405	1891	-21
%	19	9	18	14	11	19		16	15	
Pentothal	581	140	311	402	732	581	-21	2004	1434	-28
%	17	4	12	12	20	17		13	11	
Pentothal 200ml	581	140	311	402	732	581	-21	2004	1434	-28
%	17	4	12	12	20	17		13	11	
Schering Plough	849	1389	522	179	949	849	-11	2895	2939	2
%	24	42	21	5	26	24		19	23	
Rapinonet	581	623	522	168	909	581	-36	2132	1894	-11
%	17	19	21	5	25	17		14	15	
Rapinonet 5x20ml	581	623	522	168	909	581	-36	2132	1894	-11
%	17	19	21	5	25	17		14	15	
Saffan	268	766	0	11	40	268	570	763	1045	37
%	8	23	0	0	1	8		5	8	
Saffan 10x10ml	0	285	0	11	40	0	-100	763	296	-61
%	0	9	0	0	1	0		5	2	
Saffan 1x10ml	268	481	0	0	0	268		0	749	
%	8	15	0	0	0	8		0	6	

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Region: QLD

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	610	1202	1217	1323	753	610	-19	4607	4352	-6
%	18	36	49	38	21	18		30	34	
Zoletil	610	1202	1217	1323	753	610	-19	4607	4352	-6
%	18	36	49	38	21	18		30	34	
Zoletil 100 Injection	303	943	649	717	366	303	-17	2110	2612	24
%	9	29	26	21	10	9		14	21	
Zoletil 50 Injection	307	259	568	606	387	307	-21	2497	1740	-30
%	9	8	23	18	11	9		17	14	



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Report: Products by Quarter

Region: NSW

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	4012	5645	4293	5393	5075	4012	-21	18293	19343	6
<i>Fort Dodge</i>	515	390	1241	974	1142	515	-55	3985	3120	-22
%	13	7	29	18	23	13		22	16	
Ketaset	0	0	802	447	416	0	-100	2224	1249	-44
%	0	0	19	8	8	0		12	6	
Ketaset 100mg/ml 10ml Vial	0	0	802	447	416	0	-100	2224	1249	-44
%	0	0	19	8	8	0		12	6	
Telazol	515	390	439	527	726	515	-29	1761	1871	6
%	13	7	10	10	14	13		10	10	
Telazol C 5ml	515	390	439	527	726	515	-29	1761	1871	6
%	13	7	10	10	14	13		10	10	
Merial	1260	2185	1554	1602	1304	1260	-3	4715	6601	40
%	31	39	36	30	26	31		26	34	
Halothane	212	575	0	517	206	212	3	903	1304	44
%	5	10	0	10	4	5		5	7	
Halothane 250ml	212	575	0	517	206	212	3	903	1304	44
%	5	10	0	10	4	5		5	7	
Nembutal	563	763	735	198	292	563	93	1240	2259	82
%	14	14	17	4	6	14		7	12	
Nembutal 100ml	563	763	735	198	292	563	93	1240	2259	82
%	14	14	17	4	6	14		7	12	
Pentothal	485	847	819	887	806	485	-40	2572	3038	18
%	12	15	19	16	16	12		14	16	
Pentothal 200ml	485	847	819	887	806	485	-40	2572	3038	18
%	12	15	19	16	16	12		14	16	
Schering Plough	1186	1185	647	1633	1184	1186	0	4205	4651	11
%	30	21	15	30	23	30		23	24	
Rapinovet	535	973	375	736	475	535	13	1640	2619	60
%	13	17	9	14	9	13		9	14	
Rapinovet 5x20ml	535	973	375	736	475	535	13	1640	2619	60
%	13	17	9	14	9	13		9	14	
Saffan	651	212	272	897	709	651	-8	2565	2032	-21
%	16	4	6	17	14	16		14	11	
Saffan 10x10ml	0	63	272	897	709	0	-100	2565	1232	-52
%	0	1	6	17	14	0		14	6	
Saffan 1x10ml	651	149	0	0	0	651		0	800	
%	16	3	0	0	0	16		0	4	

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Period: Sep-00 Qtr

Report: Products by Quarter

Region: NSW

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	1051	1885	851	1184	1445	1051	-27	5388	4971	-8
%	26	33	20	22	28	26		29	26	
Zoletil	1051	1885	851	1184	1445	1051	-27	5388	4971	-8
%	26	33	20	22	28	26		29	26	
Zoletil 100 Injection	657	851	270	461	641	657	2	2463	2239	-9
%	16	15	6	9	13	16		13	12	
Zoletil 50 Injection	394	1034	581	723	804	394	-51	2925	2732	-7
%	10	18	14	13	16	10		16	14	



Animal Health Market Audit

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Report: Products by Quarter

Region: VIC

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	4441	3213	2619	5524	4284	4441	4	17186	15797	-8
<i>Fort Dodge</i>	664	29	153	645	279	664	138	2183	1491	-32
%	15	1	6	12	7	15		13	9	
Ketaset	358	0	0	236	124	358	189	1135	594	-48
%	8	0	0	4	3	8		7	4	
Ketaset 100mg/ml 10ml Vial	358	0	0	236	124	358	189	1135	594	-48
%	8	0	0	4	3	8		7	4	
Telazol	306	29	153	409	155	306	97	1048	897	-14
%	7	1	6	7	4	7		6	6	
Telazol C 5ml	306	29	153	409	155	306	97	1048	897	-14
%	7	1	6	7	4	7		6	6	
Merial	1228	1430	820	2113	1503	1228	-18	6555	5591	-15
%	28	45	31	38	35	28		38	35	
Halothane	220	520	138	464	615	220	-64	1975	1342	-32
%	5	16	5	8	14	5		11	8	
Halothane 250ml	220	520	138	464	615	220	-64	1975	1342	-32
%	5	16	5	8	14	5		11	8	
Nembutal	809	392	409	982	217	809	273	2134	2592	21
%	18	12	16	18	5	18		12	16	
Nembutal 100ml	809	392	409	982	217	809	273	2134	2592	21
%	18	12	16	18	5	18		12	16	
Pentothal	199	518	273	667	671	199	-70	2446	1657	-32
%	4	16	10	12	16	4		14	10	
Pentothal 200ml	199	518	273	667	671	199	-70	2446	1657	-32
%	4	16	10	12	16	4		14	10	
Schering Plough	1168	846	886	1417	1261	1168	-7	3820	4317	13
%	26	26	34	26	29	26		22	27	
Rapinonet	663	227	432	584	769	663	-14	1563	1906	22
%	15	7	16	11	18	15		9	12	
Rapinonet 5x20ml	663	227	432	584	769	663	-14	1563	1906	22
%	15	7	16	11	18	15		9	12	
Saffan	505	619	454	833	492	505	3	2257	2411	7
%	11	19	17	15	11	11		13	15	
Saffan 10x10ml	252	377	454	833	492	252	-49	2257	1916	-15
%	6	12	17	15	11	6		13	12	
Saffan 1x10ml	253	242	0	0	0	253		0	495	
%	6	8	0	0	0	6		0	3	

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Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	1381	908	760	1349	1241	1381	11	4628	4398	-5
%	31	28	29	24	29	31		27	28	
Zoletil	1381	908	760	1349	1241	1381	11	4628	4398	-5
%	31	28	29	24	29	31		27	28	
Zoletil 100 Injection	623	445	421	420	557	623	12	2641	1909	-28
%	14	14	16	8	13	14		15	12	
Zoletil 50 Injection	758	463	339	929	684	758	11	1987	2489	25
%	17	14	13	17	16	17		12	16	



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Report: Products by Quarter

Region: SA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	2121	1508	2123	1006	1140	2121	86	4870	6758	39
<i>Fort Dodge</i>	0	0	0	0	208	0	-100	871	0	-100
%	0	0	0	0	18	0		18	0	
Ketaset	0	0	0	0	208	0	-100	871	0	-100
%	0	0	0	0	18	0		18	0	
Ketaset 100mg/ml 10ml Vial	0	0	0	0	208	0	-100	871	0	-100
%	0	0	0	0	18	0		18	0	
Merial	304	289	424	0	0	304		397	1017	156
%	14	19	20	0	0	14		8	15	
Halothane	0	0	301	0	0	0		0	301	
%	0	0	14	0	0	0		0	4	
Halothane 250ml	0	0	301	0	0	0		0	301	
%	0	0	14	0	0	0		0	4	
Nembutal	173	289	0	0	0	173		397	462	16
%	8	19	0	0	0	8		8	7	
Nembutal 100ml	173	289	0	0	0	173		397	462	16
%	8	19	0	0	0	8		8	7	
Pentothal	131	0	123	0	0	131		0	254	
%	6	0	6	0	0	6		0	4	
Pentothal 200ml	131	0	123	0	0	131		0	254	
%	6	0	6	0	0	6		0	4	
Schering Plough	1002	778	721	587	113	1002	787	781	3088	295
%	47	52	34	58	10	47		16	46	
Rapinovet	576	139	535	344	56	576	929	253	1594	530
%	27	9	25	34	5	27		5	24	
Rapinovet 5x20ml	576	139	535	344	56	576	929	253	1594	530
%	27	9	25	34	5	27		5	24	
Saffan	426	639	186	243	57	426	647	528	1494	183
%	20	42	9	24	5	20		11	22	
Saffan 10x10ml	0	335	186	243	57	0	-100	528	764	45
%	0	22	9	24	5	0		11	11	
Saffan 1x10ml	426	304	0	0	0	426		0	730	
%	20	20	0	0	0	20		0	11	
Virbac	815	441	978	419	819	815	0	2821	2653	-6
%	38	29	46	42	72	38		58	39	
Zoletil	815	441	978	419	819	815	0	2821	2653	-6
%	38	29	46	42	72	38		58	39	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Zoletil 100 Injection	682	45	612	400	466	682	46	1448	1739	20
%	32	3	29	40	41	32		30	26	
Zoletil 50 Injection	133	396	366	19	353	133	-62	1373	914	-33
%	6	26	17	2	31	6		28	14	



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Report: Products by Quarter

Region: WA

Base: Units

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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Anaesthetics Local & General	2336	2930	1737	2120	1728	2336	35	7181	9123	27
<i>Fort Dodge</i>	0	215	0	105	0	0		99	320	223
%	0	7	0	5	0	0		1	4	
Ketaset	0	0	0	0	0	0		90	0	-100
%	0	0	0	0	0	0		1	0	
Ketaset 100mg/ml 10ml Vial	0	0	0	0	0	0		90	0	-100
%	0	0	0	0	0	0		1	0	
Telazol	0	215	0	105	0	0		9	320	
%	0	7	0	5	0	0		0	4	
Telazol C 5ml	0	215	0	105	0	0		9	320	
%	0	7	0	5	0	0		0	4	
Merial	381	1835	1067	553	356	381	7	2233	3836	72
%	16	63	61	26	21	16		31	42	
Halothane	79	633	0	0	0	79		867	712	-18
%	3	22	0	0	0	3		12	8	
Halothane 250ml	79	633	0	0	0	79		867	712	-18
%	3	22	0	0	0	3		12	8	
Nembutal	0	960	509	553	332	0	-100	954	2022	112
%	0	33	29	26	19	0		13	22	
Nembutal 100ml	0	960	509	553	332	0	-100	954	2022	112
%	0	33	29	26	19	0		13	22	
Pentothal	302	242	558	0	24	302		412	1102	167
%	13	8	32	0	1	13		6	12	
Pentothal 200ml	302	242	558	0	24	302		412	1102	167
%	13	8	32	0	1	13		6	12	
Schering Plough	1275	274	352	321	176	1275	624	1285	2222	73
%	55	9	20	15	10	55		18	24	
Rapinivet	805	270	352	167	149	805	440	716	1594	123
%	34	9	20	8	9	34		10	17	
Rapinivet 5x20ml	805	270	352	167	149	805	440	716	1594	123
%	34	9	20	8	9	34		10	17	
Saffan	470	4	0	154	27	470		569	628	10
%	20	0	0	7	2	20		8	7	
Saffan 10x10ml	0	4	0	154	27	0	-100	569	158	-72
%	0	0	0	7	2	0		8	2	
Saffan 1x10ml	470	0	0	0	0	470		0	470	
%	20	0	0	0	0	20		0	5	



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	Sep-00	Jun-00	Mar-00	Dec-99	Sep-99	Sep-00	% Chg	YA 12mth	Cur 12mth	% Chg
Virbac	680	606	318	1141	1196	680	-43	3564	2745	-23
%	29	21	18	54	69	29		50	30	
Zoletil	680	606	318	1141	1196	680	-43	3564	2745	-23
%	29	21	18	54	69	29		50	30	
Zoletil 100 Injection	298	606	212	689	557	298	-46	2651	1805	-32
%	13	21	12	32	32	13		37	20	
Zoletil 50 Injection	382	0	106	452	639	382	-40	913	940	3
%	16	0	6	21	37	16		13	10	