

# BARNES *Reports*

**Medicinal & Botanical Mfg.  
Industry** (NAICS 325411)

- Market Reports
- Industry Trends
- Demographic Data

– **2008 edition**

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# MEDICINAL & BOTANICAL MFG. (NAICS 325411)

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# MEDICINAL & BOTANICAL MFG. (NAICS 325411)

## USERS' GUIDE

The Barnes Reports are the leading publications on U.S. industries and estimates and forecasts on sales and employment demographics. As a way of making the most of this information, we have included a few suggestions and tips to aid you in processing and using this information.

Managers, planners, and market researchers use this information for a variety of activities:

- Sizing markets and segments – You can estimate the size of the regional markets you sell in and your company's market penetration into that market. You can do the same with the market segments in which you participate.
- Sales territory potential – You can estimate your market penetration and also the market potential in any regional area or market segment.
- Sales forecasting – With the estimates on the size of the industry, market researchers supporting a sales force can then estimate and forecast the future size of the industry.
- Advertising strategies – You can use this information for forecasting and estimating sales potential and target advertising campaigns.
- Competitive analysis – You will use the information to locate your possible competitors (if it is not already known), to estimate their size, growth and strengths and weaknesses and to see what market segments in which they participate.

We recognize that many managers today are asked to provide detailed analysis of their markets, sales territories, distribution channels, and product placements. We have organized these reports in a logical format making your market analysis and research tasks easy to accomplish.

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# **MEDICINAL & BOTANICAL MFG. (NAICS 325411)**

## **INDUSTRY DEFINITION AND RELATED INDUSTRIES**

### **NAICS 325411: Medicinal & Botanical Mfg.**

This U.S. industry comprises establishments primarily engaged in (1) manufacturing uncompounded medicinal chemicals and their derivatives (i.e., generally for use by pharmaceutical preparation manufacturers) and/or (2) grading, grinding, and milling uncompounded botanicals.

### **Related Industries**

- Pharmaceutical Preparation Manufacturing
- Pharmacies and Drug Stores
- Chemical Manufacturing

### **U.S. Census Categories**

NAICS 325411: Medicinal & Botanical Mfg. is  
100 % comparable to SIC 2833– Medicinals & botanicals

### **Sub-Industries**

- Medicinals and botanicals
- Medicinal chemicals
- Anesthetics, in bulk form
- Inorganic medicinal chemicals: bulk, uncompounded
- Mercury compounds, medicinal
- Organic medicinal chemicals: bulk, uncompounded
- Sulfa drugs
- Vitamins, natural or synthetic: bulk, uncompounded
- Alkaloids and other botanical based products
- Agar-agar (ground)
- Botanical products, medicinal: ground, graded, or milled
- Caffeine and derivatives
- Codeine and derivatives
- Drugs and herbs: grading, grinding, and milling