Bystolic® Gains Commercial Momentum for Forest Laboratories

Forest Laboratories, Inc. recently issued its third-quarter financial statements for its 2013 fiscal year. During this period, Forest Laboratories' anti-hypertension drug [Bystolic](http://en.wikipedia.org/wiki/Nebivolol)® (nebivolol) showed strong performance figures. The company reported sales of more than $108 million for the third-generation beta-blocker, a figure that represents an increase of more than 20 percent over the same quarter in the previous year. After five years on the market, Bystolic demonstrated a stronger rate of growth than in the previous quarter, and continues to add new prescribers every week. Bystolic works like other beta blockers to lower blood pressure, and has vasodilation properties—vasodilation is the relaxing and widening of blood vessels which allows blood to flow more easily through blood vessels.
High blood pressure, or hypertension, affects some 50 million Americans and is the most commonly diagnosed medical condition at the primary care level. The condition often goes hand-in-hand with other serious disorders, including heart failure, myocardial infarction, diseases of the kidneys, and stroke. There are many lifestyle changes and treatment options available to help lower blood pressure.

Elaine Hochberg has more than 25 years of experience within the pharmaceutical industry. She currently serves as Forest Laboratories’ Executive Vice President, Sales and Marketing, and Chief Commercial Officer.