

COLUMNS

- 190 President's Message
- 191 Co-Editors' Messages
- 193 Notes from the Editor Emeritus
- 205 Pioneer of the Month
- 211 From the Literature
- 213 Cyberspace Chat
- 215 Message from the CME Chair
- 219 Scalp Dermatology for the Hair Restoration Surgeon
- 223 Message from the 2006 Program Chair
- 224 Message from the Surgical Assistants Program Chair
- 226 Classified Ads

FEATURE ARTICLES

- 196 Recipient Site Staining: A Powerful Tool in Follicular Unit Hair Transplantation
- 197 A Protocol to Prevent Shock Loss
- 200 Exit Angles in the Recipient Area
- 201 Genetic Markers of Male and Female Pattern Hair Loss
- 203 Point-Counterpoint: FUT vs MUG
- 206 Low-Concentration Local Anesthetic: Safer, Painless, and More Effective
- 207 Dilemmas in Hair Restoration
- 217 *In Vivo* Follicular Unit Multiplication: Is It Possible to Harvest an Unlimited Donor Supply?
- 226 ABHRS Sets Plans for 2006

Survey Reveals Hair-Raising Numbers

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The report of the first ever ISHRS Practice Census survey was a surprise in many ways. From the estimated 361,000 patients worldwide being treated for both medical and surgical hair and scalp conditions to the number of surgeries performed all over the world. Although many believed that Hair Restoration Surgery (HRS) was a "BIG" market, the 2005 Practice Census Report shows exactly how "BIG" it is. In the past year, there were an estimated 168,155 hair procedures performed. Of these, it is estimated that ISHRS physicians performed 70% of the procedures worldwide, with half of them being performed in the United States. Hair Restoration Surgery, specifically surgical procedures, represented an estimated worldwide market size of over \$800 million!

The study also showed that there were a total of 361,077 hair restoration patients in the past year worldwide; 149,307 surgical patients and 211,770 non-surgical patients. Of the total number of patients, the United States accounted for 172,563; Asia, 67,376; Europe, 45,639; Mexico/Central & South America, 39,013; Canada, 20,066; the Middle East, 12,126; and Australia, 4,294. The numbers are impressive and the distribution is very interesting.

The demographics of the ISHRS members highlight some of the things that we already believed, but could not prove until now. The higher volume of HRS procedures in a practice, the greater the chance that that practice is devoted only to HRS. Of the 555 physicians in the ISHRS, 44% devoted 90-100% of their practice to HRS, and 29% devoted less than 50% of their practice to HRS. Seventy-five percent (75%) categorized their current medical discipline as HRS; 34% as

continued on page 195

HRS surgical procedures represented an estimated worldwide market of over \$800 million (USD)!

Site staining for easier graft placement!

See page 196.

