

Mr. CONZEN. That is right; but I also believe that it would be hard to find a practicing and prescribing physician in this country——

Senator NELSON. Pardon me?

Mr. CONZEN. It would be hard to find a practicing physician in this country who is not aware of the fact that prednisone is available at much lower prices than Meticorten, because physicians are highly trained and educated people. They have been solicited by salesmen and by mail for years now that prednisone is available at these much lower prices, so I do not think it would be right to assume that physicians are unaware of this price spread.

Senator NELSON. I think you have to make two different assumptions about that based upon our experience. We have had testimony, as you probably know, from very distinguished professors in our medical schools, pharmacologists and doctors who assert quite flatly that it is impossible for a practicing physician, busy as he is, to keep up with the names of the various drugs, to say nothing about prices. I do not know whether their testimony is correct or not. I hope to find out. But I have a suspicion that there is a substantial element of truth in their claims that it is impossible for the doctor to keep up, and whichever firm does the best job of convincing the doctor about its product is the one whose product he prescribes. But that is my feeling. I might be wrong and we will find out in the course of these hearings.

Mr. CONZEN. If I may suggest a pharmacologist and university professor who does not treat patients may be less aware of this than the practicing physician who has to deal with this individual patient and who is constantly solicited by the industry and the trade for the products which we make available.

Mr. GORDON. I have a question in the nature of a summary. You stated before that the differences of prices throughout the world depend on conditions, on the income of people and so on and so forth. Now, aren't you really saying, when you say that, that you charge what the traffic will bear? That the markets outside this country will not bear high prices? Here they will bear higher prices? Aren't you really saying that?

Mr. CONZEN. No, I am not.

Mr. GORDON. You are not?

Mr. CONZEN. No.

Mr. GORDON. I am not sure that I understand what the explanation is then.

Mr. CONZEN. If we take the specific price which is charged today for Meticorten abroad——

Mr. GORDON. Let's take Australia as a specific concrete example.

Mr. CONZEN. Yes.

Mr. GORDON. From where do you import the bulk material into Australia? From the United States?

Mr. CONZEN. I don't know where they buy, but let's assume from the United States.

Mr. GORDON. Let's assume from the United States.

Mr. CONZEN. Yes.

Mr. GORDON. And since this bulk material is not something small, the transportation costs are not too low, isn't that correct?

Mr. CONZEN. It is minimal, because it is small.

Mr. GORDON. But you have transportation costs?

Mr. CONZEN. Small transportation costs, yes.