

Mr. STETLER. They have reached a very broad conclusion, if they have made it based on the testing they did.

Senator NELSON. I suppose what is proper to say about it is that if there is any evidence they are wrong about it, the evidence ought to be presented.

Mr. STETLER. Well, that is what we are prepared to do.

Senator NELSON. But if you have a formulary, you would not be paying \$17.90. I am not picking on any particular company. I think I can find a case like this in almost every company manufacturing trade names.

Mr. STETLER. I doubt that.

But in any event, as I say, in 95 percent of the cases it has been taken care of, because they only have 5 percent of the market.

Senator NELSON. There is another company charging \$17.88.

Mr. STETLER. They are not charging \$17.88. You remember when Schering testified the average price they reported to the committee was considerably less than that. There is a disparity, however.

Senator NELSON. We also referred to the Red Book and used the Red Book figure. When Schering testified they said that subsequent to the last publication they had reduced the price. Well, it doesn't matter. It is off a dollar or two.

We took this from the Medical Letter, and the Medical Letter was June 2, 1967.

Mr. STETLER. Are you interested in some comment on that particular thing?

Senator NELSON. We would be glad to have it. I was thinking of prednisone where the manufacturer said the price we list is not the price charged to the pharmacist. They said there was another Red Book coming out.

Mr. STETLER. I wondered if you wanted any discussion of any length on the study done by the Medical Letter on prednisone.

Senator NELSON. Yes; go ahead.

Mr. STETLER. Could I ask Dr. Quinnell to comment on that?

Senator NELSON. The time is now 12:20. Why don't we hold that question and resume with it after lunch.

Senator JAVITS. Mr. Chairman, I would like to ask a couple of questions before lunch, if we could lay prednisone aside momentarily.

May I ask you this, Mr. Stetler.

Would you agree that what the problem here is, is that there is some kind of a cabalistic mystery about what a doctor writes in a prescription. Hence, it is not as though the patient went down to a department store and shopped competitively with a supermarket or the drugstore, a large drugstore, where he might buy notions and other things that he knows about. But if Dr. A says—this particular kind of a product—he is scared to death to take any other.

The question that I would like to ask you is this:

Isn't it really the duty of the industry to put competition on a basis on which it exists in most other elements of American business—where the consumer can buy any brand of product that he wishes to? He doesn't have to buy percale sheets, other than Burlington, if he doesn't want to. But he can, because he knows that percale sheets are percale sheets, and they are made with a certain kind of denier, and a