

Mr. CUTLER. Mr. Chairman, Professor Cootner is clearly not qualified to answer on this and perhaps I am not either. But I do know some of the factual assumptions put into your question are not correct. I do know, for example, that Smith Kline & French did a very large part of the research needed to prove that Thorazine would be useful as a mental illness drug. That Smith Kline & French did a very large part—in fact all of the U.S. work, necessary to prove the safety and efficacy of that drug and put it through the new drug approvals of the Food and Drug Administration.

There are differences. I am not competent to say how deep they were or how significant they were, but this witness isn't either and if you want further explanation on this point, we will be glad to supply it.

Senator NELSON. Well, the research you are talking about was the clinical testing and other studies required of them to qualify for a New Drug Application.

Mr. CUTLER. I believe it goes deeper than that. I believe, although I am not specifically informed on this subject, that Rhone-Poulenc had a chemical entity which it patented, but that its value in mental illness was largely the discovery; certainly it was perfected by Smith Kline & French in this country.

Mr. GORDON. In a study made for the Pharmaceutical Manufacturers Association by Paul DeHaen, which was printed in the American Professional Pharmacist in July of 1964, Mr. DeHaen listed Thorazine, originator, Rhone-Poulenc, France, marketed by Smith Kline & French in the United States.

Also in the Kefauver committee's hearings, part 16, pages 9024, 9025, and the following pages, Dr. Heinz Lehmann, of the Verdun Protestant Hospital, Montreal, Canada, clearly states that the new uses for the drug were developed there.

Mr. CUTLER. Mr. DeHaen, as I understand it, has another column next to originator called developer.

Mr. GORDON. That is right.

Mr. CUTLER. And that column has Smith Kline & French, but neither of us really has the facts at hand. Why don't we get the facts? My understanding is that Smith Kline & French did a very large part of the work required to prove the value of this drug in mental illness.

Mr. GORDON. Incidentally, it may be interesting to know that I called Mr. DeHaen and asked him why he changed the word "marketer" from his earlier study to the words "marketer and developer" in the later study, and he said it was done at the request of the Pharmaceutical Manufacturers Association.

Mr. CUTLER. It may be a more accurate description.

Senator NELSON. Well, if there is an explanation of why the same drugs are being sold, one of them for almost 15 times as much as the other, the committee would appreciate having it.¹

Go ahead.

Dr. COOTNER. Thank you, sir.

For, if one reduces the rate of return below that commensurate with the risk involved, that industry will no longer be able to attract the

¹ See app. III beginning at p. 2129, *infra*.