the drug industry?" And they will say, "Well, it has to have high profits because the drug companies do a lot of research and it is a very risky business." They sound like automatons.

I had the very delightful experience, from my standpoint, of attending a reception at which there were about four doctors. They tackled me on these hearings. I said "I will tell you what I will do. Just let one of the doctors step aside and I will tell him what you are going to tell me about the drug industry and we will come back together." And I did anticipate his words in some detail; he was outraged. I said, "You have been receiving this education, if that is what it is, for some years, you believe it all."

This is one industry that insists upon this argument of risks. Now, I know a couple of wealthy fruit growers, millionaires. Every once in a while, they know a poor season is coming; they will have a frost and be wiped out for the summer. But they are still millionaires and they have been in the business for 50 years. Well, that is a high risk industry and I can give you other examples.

Agriculture—I know of people in the beef-raising business. They are millionaires. Once in a while a hoof and mouth disease or something else, although not recently in this country, will cause them a substantial loss.

Pulpwood—I know of all kinds of pulp people in my State, probably 3,000 of them, who do very well for a while. All of a sudden, there comes a surplus of pulp and they are in bad trouble.

All I am saying is that if you claim that a sharp distinction of great significance to the drug industry is a special risk, that has an effect on the industry different from other kinds of risks on other industries, then fine. But to claim that you have some risk nobody else has because nobody else manufactures drugs does not impress me.

Mr. Cutler. No one has claimed that, Senator.

Dr. Markham. I thought the pattern presented this morning supports, Senator, that we are taking 59 industries, not just one. No one has said the drug industry is the only risky industry. In fact, the chart documents fairly carefully that at least three, possibly four—my vision is not too good from here—industries rank higher in risk on the chart you have been given. And there are quite a number that just lean over a little bit toward the left. That is all this is saying.

In fact, all it is saying is that the drug industry's rate of return seems to fall in the ballpark it should fall within, given its risk, in the way it falls with respect to the rest of the economy. And no one is arguing that it is the only industry.

You see, I am not among those doctors. I have not been propagandized.

I look at the figures and they speak pretty eloquently to me that it falls within the pattern of the rest of the industries of the American economy.

Senator Nelson. Well, OK.

Is that the conclusion of these witnesses?

Mr. Cutler. That is the conclusion of this group, Senator. We now have Professor Firestone to talk to you about the downward trend of the drug prices.

I would like to add one word, Senator, on this before we close the subject.