

Senator NELSON. Did you check the vote in that precinct?

Senator CASE. This vote was 10 to 1. This was a good, solid, American precinct.

I am glad to say it is more or less in the State, sir.

The other two witnesses, Mr. Chairman, are Dr. Karl Beyer, senior vice president for research, and Dr. Douglas Lawrason.

They are from the State of the senior Senator from Pennsylvania, also on the Senate Small Business Committee, who is here this morning.

Senator SCOTT. I will give you as much time as you want to say something nice about me, although you may defer.

Senator CASE. If it is all right, Mr. Chairman, I shall defer this until the Senator runs again. I have to go over to another committee, unfortunately.

Senator NELSON. He would rather have you say something nice when it counts, I am sure.

Senator CASE. Well, I have this other committee and I have to do my duty there.

The committee has been examining Merck products in its hearings. Now I understand it is Merck's turn. I am glad that they asked for an opportunity to testify and that the committee found it possible to schedule them so soon after the other witnesses had testified. I am pleased to present these witnesses, representative of a company and an industry which occupy an important and valuable role in the life and growth of our State and our Nation.

Thank you very much, Mr. Chairman.

Senator NELSON. Thank you very much, Senator Case.

The committee is very pleased to have you appear here this morning and present these distinguished citizens from your State.

Senator CASE. Thank you.

Senator NELSON. How did you wish to proceed, gentlemen? You have a number of witnesses here. Do you have any particular schedule you want to follow?

**INTRODUCTORY REMARKS OF HENRY W. GADSDEN, PRESIDENT,
MERCK & CO., INC., RAHWAY, N.J.; ACCOMPANIED BY LLOYD N.
CUTLER, SPECIAL COUNSEL, WASHINGTON, D.C.**

Mr. GADSDEN. Mr. Chairman, I would like to make a few opening remarks and introduce Dr. Tishler, who will proceed to introduce Dr. Beyer, and then Dr. Lawrason, who did the clinical investigation. Then I shall return, as the final witness, to present a statement with reference to the company's marketing, advertising, and promotional activities, which, in our opinion, have fairly presented this drug and have positioned it appropriately in the minds of the physicians.

Shall I proceed?

Senator NELSON. Your biographical sketch will be printed at this point. Please proceed.

(The biographical sketch of Mr. Gadsden follows:)

BIOGRAPHICAL SKETCH OF HENRY W. GADSDEN, PRESIDENT, MERCK & CO., INC.

Henry W. Gadsden became president of Merck & Co., Inc., on January 15, 1965, after directing all the company's production, marketing, and research activities for nearly a decade as executive vice president.