

Dr. ALFANO. The number of drugs?

Mr. GORDON. Number of different drugs.

Dr. ALFANO. No; I could not. I have actually been out of practice the last 6 or 7 years, so I could not give it to you right from actual experience now.

Mr. GORDON. Could you give us an idea?

Dr. ALFANO. A surgeon uses less drugs than, say, an internist or a general practitioner.

Mr. GORDON. Would you say about 25 or —

Dr. ALFANO. Well, about 25 would be a reasonable number that are constantly being used—pain medications, infection, control of infection, that type of thing.

Mr. GORDON. I see. Around 25.

Dr. ALFANO. I could be way off on that. I am guessing, really.

Mr. GORDON. What would be his principal source of information about toxic and dangerous properties of a new drug?

Dr. ALFANO. On a new drug that he is using now?

Mr. GORDON. Yes.

Dr. ALFANO. We have had a survey in the past on why does a physician, why does one of our members use a particular drug? What causes him to use that particular drug? Twenty-three percent stated an article in the journal was the No. 1 reason they used—

Senator NELSON. You are talking about surgeons?

Dr. ALFANO. Members of the American Society of Abdominal Surgeons, right.

Senator NELSON. You are talking about your journal, or all articles in—

Dr. ALFANO. No, no; any medical journal.

Senator NELSON. Twenty-three percent, did you say?

Dr. ALFANO. Twenty-three percent; yes, sir.

Mr. GORDON. How about the rest?

Dr. ALFANO. I have that, I am pretty sure. Do you want to know what influences a physician to use a particular drug?

Mr. GORDON. No; the surgeons.

Dr. ALFANO. The surgeons; yes. This was a survey sent to members of the American Society of Abdominal Surgeons.

Senator NELSON. How many do you have?

Dr. ALFANO. 9,000.

Senator NELSON. How many responded? 9,000 responded?

Dr. ALFANO. No. The questionnaire was sent to 1,500 surgeons and a total of 20.53 percent of the surgeons responded and completed the questionnaire.

Senator NELSON. When was the survey conducted?

Dr. ALFANO. 1964.

Senator NELSON. And what other sources did they use?

Dr. ALFANO. Presentation at a medical meeting—at a meeting. It does not say medical meeting—presentation at a meeting, 19.8 percent. The detail man, 19.6 percent. Exhibits at a meeting, 11.6 percent. Recommendations from a colleague, 11.5 percent. Journal advertisement, 7 percent.

Senator NELSON. Advertisement in a—

Dr. ALFANO. In a journal.