

generic prices to meet our new limitations. These companies may withdraw certain brand items from AID programs and thereby open the door to small business firms.

We in AID would be pleased to have greater participation by American small business in our programs. We have assisted and will continue to assist our small business firms to share in AID financed export opportunities within the limits of our authority and to the extent consistent with our statutory obligations and basic objectives of the foreign aid program.

We recognize, for example, that most small business firms do not have representation throughout the world. They need an independent and inexpensive means of learning which foreign importers are buying the products they are interested in selling. To fill this need, we publish the details of proposed AID-financed purchases in our release called AID financed export opportunities. These are available without charge to American small business.

Also available free are our procurement information bulletins which provide general information on programs in specific countries together with the names and addresses of importers, by categories of commodities imported. Both releases are useful tools to small business firms interested in exports.

A second way in which we help small business firms is by making information on their products available to prospective purchasers. We maintain in all our missions in the field commercial libraries that are widely consulted by importers. U.S. small business firms are encouraged and urged to make their products known to importers by sending to these libraries or directly to named importers copies of their brochures, catalogs, descriptive literature, and price lists.

Still another area of aid to small business covers such activities as counseling and consultations on a person-to-person basis, work shops, appearances before trade associations and businessmen's forums, resolutions of specific problems that may be encountered and both general and specific guidance on trading under the foreign aid program.

Since the role of AID is primarily that of a financing agency, our emphasis is logically directed toward assuring that U.S. small business is informed of sales opportunities that arise out of our programs. However, we are also concerned with obstacles to small business participation in our programs and try to remove these obstacles when feasible.

I think our new price standards will serve not only to promote better procurement but will also aid those small pharmaceutical firms that seriously wish to participate as suppliers in AID programs.

To be successful, such firms must promote their products actively, perhaps even to the extent of embarking on joint enterprises with pharmaceutical laboratories in lower income countries. We are ready to work with small firms that demonstrate this kind of interest and to help resolve any problems that are generated by unnecessary or unwarranted AID requirements or regulations.

Mr. Chairman, this concludes my prepared statement. If you have any further questions on the pricing of pharmaceuticals, my associates and I will endeavor to answer them.

Mr. JONES. Governor, do you have any idea what dollar volume