

Senator NELSON. I am just trying to get something straight myself.

Colonel SNYDER. Again, I think we may not be communicating too well. The firms that we buy from do meet these standards but there are many products marketed and many products that we examine that do not meet these standards. This accounts for the rejection of some of the unsuccessful contenders for our procurements.

Senator NELSON. Are you saying that the firms you are dealing with meet these standards both for your requirements overseas and for the domestic market, too? Is that what you are saying?

Colonel SNYDER. Generally speaking. Again I don't think you can make a blanket statement but a firm that is involved in marketing a product under its brand name, where their total reputation is dependent upon that, has a greater interest in the quality than a firm which markets on an ad hoc basis for a particular segment of the market. No, sir—

Senator NELSON. A firm that—would you repeat that?

Colonel SNYDER. A brand name product, if you will, from any firm, and this can go through the entire industry—a firm whose name and reputation and continued success in business is dependent upon quality pays more attention to it than a firm that may be entering the market for a particular opportunity to produce for a specific contract.

Now, these conditions that Mr. Feinberg mentioned are met by these firms that are regularly engaged in marketing a product by anyone who does business with us, but there are many firms who apply whose products do not meet these standards.

This is not a universal condition. It is something that some people do and some don't. We try to do business with those that do.

Senator NELSON. Concerning your statement that those that market under brand name meet a higher standard because their reputation is at stake—

Colonel SNYDER. Generally speaking.

Senator NELSON. I am interested in that because we have been trying to get any piece of evidence for 4 years to show that that was true and the brand-name companies can't produce it. Dr. Edwards testifying a few weeks ago said it wasn't true. Do you have any evidence of that?

Colonel SNYDER. I think more in the negative rather than the positive. We do have substantial evidence of rejection of products that do not meet these standards. We also test on brand-name products and they usually do meet our standards.

Now, again, you are asking me for a blanket statement and this is not possible. Generally speaking—this is true of any brand-name product you buy, whether you buy an automobile or a suit. Someone whose reputation—

Senator NELSON. Well, I would like to have the evidence because, as I said, I have been asking for it for 4 years and you assert that it is there and so does the Pharmaceutical Manufacturers Association, but nobody produces it.

Dr. Edwards just recently testified:

In today's drug scene the brand name and generic name drugs that are approved by the FDA are, for all practical purposes, equal drugs in terms of their potency, uniformity, et cetera.