

COMPETITIVE PROBLEMS IN THE DRUG INDUSTRY 10415

Exhibit G

A typical example of prejudice against a smaller drug manufacturer (first page of a letter received from the Mifflin, McCambridge Company, dated February 13, 1974)

THE MIFFLIN, MCCAMBRIDGE COMPANY



6400 RHODE ISLAND AVENUE
RIVERDALE, MARYLAND 20840

February 13, 1974

Mr. Joseph Barrows
The N.A.P.M.
342 Madison Avenue
New York, New York 10017

Dear Joe:

I enjoyed the meeting this past weekend, and I am sure you had much to do with the outstanding program. My homages to you and George and the others for it.

About defense contracts, concerning which you enquired:

We do not bid on them and have not done so for some seven or eight years.

The last bid we received from them took more time, more effort, more technical personnel and more clerical people than all our other orders on hand at that time. It was a bid for $\frac{1}{4}$ and $\frac{1}{2}$ grain saccharin tablets.

We had inspectors inspecting everything that went into the order, disrupting our routine production regularly.

We had government chemists standing in back of our chemists for two weeks while we tested and retested the materials and the product.

We bought, per their specifications, special overpackaging that would have survived the Titanic, much more a truck-trip to Illinois and California where it went.

After about one and a half months of chaos in our plant, they accepted it, signed the papers and we shipped it.

Four months later, we got it all back (freight paid by us) because somebody decided that it met a thousand specifications of the government but he just wasn't quite satisfied. He thought maybe the tablets were not hard enough.

There it was, back in our plant, all packed in virtually people-proof containers, all with special government labeling unsuitable for commercial use, uneconomical to recondition for commercial sale. And for all our time, effort, disruption and expense, we collected not a single cent.