

COMPETITIVE PROBLEMS IN THE DRUG INDUSTRY 10421

Pursuant to your request we will inquire from our member firms the following:

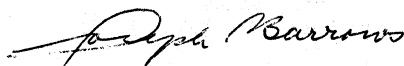
The percentage of their total business and the dollar volume of the drugs which they manufacture for PMA firms.

As soon as this information is available to our executive headquarters we will submit same to your committee.

There are however, manufacturers who produce products for PMA members who are not affiliated with any association. Just recently we learned of a small company in the parenteral field who manufactures for PMA firms and is reported as having a dollar volume of over \$9,000,000.00 per year.

We thank you for the opportunity to express our views and assure you of our fullest cooperation in implementing a National Drug Formulary which would include the 'Fixed Formula Concept.'

Respectfully submitted,
National Association of Pharmaceutical
Manufacturers



Joseph Barrows, Ph.G.,
Chairman, Board of Directors