

What is the meaning of the word "domestic" in this usage? Does this mean non-export items?

Mr. FROSST: Yes, that is correct. We export to the West Indies, and there are other chemical sales we make in the export market.

Mr. MACLEAN (*Queens*): So the difference between these two figures, roughly \$1,300,000, is made up of export sales of pharmaceuticals, is it, or is there something else included?

Mr. FROSST: Pharmaceuticals and chemicals.

Mr. MACLEAN (*Queens*): And chemicals, I see. So the \$8 million includes all your sales in Canada of both prescription drugs and non-prescription preparations.

Mr. FROSST: That is correct.

Mr. MACLEAN (*Queens*): What, roughly in general terms, is the relationship of the percentage of your total sales which are made up of prescription drugs and what part is non-prescription drugs?

Mr. FROSST: Perhaps Mr. Coffin could do some fast mental calculating, but I would say somewhere around 35 per cent or 30 per cent O.T.C. and the balance prescription.

The CHAIRMAN: O.T.C. means over the counter.

Mr. COFFIN: We have a little difficulty, Mr. MacLean, in distinguishing between the two because some of our products are both prescribed and they may be sold over the counter and, indeed, are sold over the counter; 222's, for example. There are prescriptions for 222's and they also may be sold over the counter. It is a little difficult to really get down to a figure on this but I think that Mr. Frosst's figure of about one-third over the counter and two-thirds prescription is not too far off.

Mr. MACLEAN (*Queens*): I was thinking chiefly of drugs that have to be prescribed.

Mr. FROSST: That is the way I was splitting it, not whether the non-prescription drugs were prescribed or not.

Mr. COFFIN: Well, the ones that actually demand a doctor's prescription would be down to about one-third, I would say, and two-thirds could be sold over the counter.

Mr. FROSST: Two-thirds?

Mr. COFFIN: Yes. P.R. drugs and controlled and narcotics. I am not including 222's.

Mr. FROSST: I am including 222's as an O.T.C.

Mr. COFFIN: Well, we would not be more than—

Mr. FROSST: Well, we can give you the figure.

Mr. MACLEAN (*Queens*): I just wanted a rough idea. I do not have to have the actual figures. I was leading up to another question. Have you any means in your bookkeeping of determining the relative merchandising costs of the two classifications? Which comes higher?