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Because we receive many more letters than we have room to publish we may shorten those that we do publish to allow readers as wide a selection as possible. In particular, when we receive several letters on the same topic we reserve the right to abridge individual letters. Our usual policy is to reserve our correspondence columns for letters commenting on issues discussed recently (within six weeks) in the BMJ.

Letters critical of a paper may be sent to the authors of the paper so that their reply may appear in the same issue. We may also forward letters that we decide not to publish to the authors of the paper on which they comment.

Letters should not exceed 400 words and should be typed double spaced and signed by all authors, who should include their main degree.

Drugs in developing countries

SIR,—Dr Tessa Richards's leading article (24 May, p 1347) is timely. Admittedly there can be no quick answer to many of the questions of irrational prescribing and the supply and manufacture of medicine, yet it is no mean achievement that as many as 80 countries have adopted the World Health Organisation's list of essential drugs. Dr Richards rightly states that there are encouraging signs of progress towards a rational approach to medicines in developing countries, manifested by the "increasing number of forums where the topic is being aired."

Never before has the pharmaceutical industry experienced so much "mounting pressure," so it is not surprising to see it stage a retaliatory move. We cannot, however, understand how the development of national drug policies can make the industry play "the role of scapegoat for Third World's health problems," and do not think its arguments "well rehearsed." The preconditions laid down by the industry for implementing a rational drug policy based on the WHO concept of essential drugs are wishful thinking engineered to halt a pragmatic approach. To wait for revolutionary changes in the entire sociopolitical structure of a

country before introducing a national drug policy is one of the best if not the best way of brutally killing the concept.

Bangladesh's national drug policy was promulgated in June 1982. Initially the industry reacted adversely. The companies were almost totally sceptical and many spoke of their luxury products as being essential for a viable industry. Our experience during the past four years has belied their apprehensions. The value of locally produced drugs in 1981 was Taka 1730 million. In 1985 it had reached Taka 3100 million. The share of 45 essential drugs for primary health care as a proportion of all drugs produced in Bangladesh has grown from 30% in 1981 to 66% in 1985 (table I). The share in local production of national companies before the drug policy was implemented was only 35·3%; this reached 54·2% in 1985 (table I). The price of imported raw materials has now fallen as these have to be imported from authentic sources by the central medical stores, which can pursue a competitive price procurement policy (table II).

Finally, we would like to emphasise that although there has been no revolutionary sociopolitical change in Bangladesh in the way that the Associa-

TABLE II—Procurement prices of the central medical stores

	Prices per unit 1981 (Taka)	Prices per unit 1985 (Taka)	
Ampicillin capsule	0.95	0.850	
Co-trimoxazole tablet	1.34	0.678	
Frusemide tablet	0.51	0.300	
Levamisole tablet	0.96	0.400	
Paracetamol tablet	0.18	0.135	

tion of the British Pharmaceutical Industry has suggested, the result of the national drug policy is nothing less than remarkable. Its main objectives have been fulfilled. The pattern of prescribing has changed, the price has either been stable or gone down, and the availability of essential drugs has gone up. The national industry is now a close partner with the multinational companies in the progress of pharmaceutical industry.

Our experience should encourage all those who are interested, including the industry, so that the concern they are showing at present becomes "more than skin deep."

N Islam

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 Hasan M. Impact of national drug policy. Lancet 1985;ii:391-2.
 Islam N. On a national drug policy for Bangladesh. Tropical Doctor 1984;14:3-7.

SIR,—That the World Health Organisation juggernaut is inching towards rational policies for drugs in developing countries in many areas is

TABLE 1—Proportion of local drug production represented by 45 essential drugs and contributed by Bangladeshi companies 1981-5. Values are in Taka millions

	1981	1982	1983	1984	1985
(a) Value of local drug production	1730	2160	2260	2830	3100
(b) Value of 45 essential drugs produced locally	525	751	1168	1831	2050
c) Share of 45 essential drugs (b as % of a)	30.4	34.8	51.7	64.7	66-1
d) Value of products of Bangladeshi companies	613	842	1160	1470	1680
e) Share of Bangladeshi companies (d as % of a)	35.3	39.0	51.3	52.0	54.2