

Senator Paul,

My name is John Spencer and I graduated from the University Of KY College Of Pharmacy in 1992. I have worked in independent pharmacy since 1989 and I currently own 4 independent pharmacies. My staff and I are literally on the front lines of patient health care and provide the education and information that is necessary for our patients to take their medications correctly in order to maximize their effectiveness in their treatment. Unfortunately in the past few years, we find that we have become arbitrators between pharmaceutical manufactures, pharmacy benefit managers, insurance companies and patients. Too often we have to attempt to explain huge increases in prices and formulary changes to a person that is sick and often in need of a potential life-saving medication. And as you might imagine, those excuses are hard to come by. When talk of multi-million dollar salaries for drug company executives is all over the news, it is really hard for my patients to understand when the price of their prescription increases by 500%. I am a businessman and I understand the free market, however in the pharmaceutical industry there are too many players with the ability to manipulate the system and that is not at the heart of true capitalism or reasonable business ethics. I also understand that pharmaceutical companies with proprietary products need to make a profit and be paid for their research. But it appears that in many cases these companies are choosing an increase in their stock price over an increase in accessibility of their product to those who need their treatment the most. This industry has to be put under a different microscope when we evaluate their pricing practices. We are not dealing in sporting goods or appliances. We are dealing with products that can mean life or death for our patients.

It is an inconvenient truth for the makers of Epi Pen when we tell them about a local teacher with severe peanut allergies who finds out that the copay for her Epi-Pen is now \$250. The last time I checked most schoolteachers are not highly compensated employees and the idea of having to replace this product every year is not a pleasant thought.

Mylan does not walk to talk about the patient from Tennessee we heard from whose child was starting kindergarten that couldn't believe the price that was quoted by her local pharmacy and was calling to see if she might find a better price in KY.

Heather Bresch might be uncomfortable hearing about my colleague's patient with Alpha Gal allergy whose insurance copay was \$626.16 because her deductible had to be met.

Currently you can go online to epipen.com and apply for a copay discount card which may take up to \$300 dollars off your prescription in certain instances. In my 2 decades of work in a pharmacy I have no memory of any copay card offering such a staggering discount. But what I do know is that if you can afford to offer a \$300 discount there is at least a \$300 profit built into your product.

On Mylan's website under the heading "integrity" I quote, "doing what's right is sacred to us. We behave responsibly, even when nobody is looking. We set high standards from which we never back down." End quote. My response to that would be.... everyone is now looking and we expect more responsible behavior.

Thank you Senator Paul for your time and for your concern about this issue.