

It does not seem to me that that National Research Council statement is an unqualified sanction. Do you now think that would mislead a detail man?

Dr. LUECK. I think what is unqualified in my opinion, Mr. Chairman, is that the labeling qualifies the product and its users and what the detail man was saying is that those uses still remain, and they have.

Senator NELSON. Do you really think that, when the detail man receives this kind of instruction about Chloromycetin, he is going to qualify this instruction from his own company. As the report says, the detail man was instructed to memorize and repeat the instructions verbatim to the physicians.

Do you think the detail man is then going to say to the doctor, "There are really qualifications. If you will read the report of the National Research Council, you will see that there are serious blood dyscrasia associated with chloramphenicol."

Do you think it is natural for the detail man to start emphasizing that when the company has told him something else?

Dr. LUECK. I do not think that the company told him something else. Along with that was this labeling that the doctor should read, which carried the warnings and which carried the uses and the recommended dosage, Mr. Chairman. This is official labeling. We do not want our detail men to paraphrase this. This is physician language and he must make the decision; the physician.

Senator NELSON. Why does not the instruction to the detail man specifically say, not that there is unqualified sanction, but that there are serious blood dyscrasia and this ought to be called to the attention of the physician?

Why should not the company have said that to the detail man? They did not.

Dr. LUECK. We have said that many times to physicians in our correspondence with them and the fact that millions of these package inserts or official pieces of labeling have been printed and disseminated with every product of Chloromycetin in the history of that drug—

Senator NELSON. Well, I am well aware of that. But the companies have testified repeatedly here that one of the responsibilities of the detail man is to be well informed and inform the doctor about what the drug is, how it is to be used, and all benefits and risks involved in the use of the drug so the doctor will be well informed. Yet what was set out to the detail man in this case did not say that at all.

Farther up on the page, on page 196, same reference, it reads, "An attachment to planned presentation 10," which under the heading "Suggested Details" suggests the exact language to be used by the detail man in presenting his argument. The covering letter stated:

So physicians are of the opinion that Chloromycetin has been taken off the market or it is just restricted. So physicians have formed the impression that this antibiotic has been associated with the development of blood dyscrasias in large numbers of patients and will be amazed when you point out the facts.