

dated between April 5 and September 27, 1967. This latter group was after we had had discussions with the company's top management about its promotional methods. There was, nevertheless, considerable repetition of the faulty sales concepts throughout the instructions for these two time periods.

In general, the 1965 bulletins, represented by bulletins that we selected out of the total that you submitted to us, bulletins Nos. 83, 84, 87, 88, 93, and 95 suggest to detail men that they promote the use of Indocin beyond approved indications, and play down side effects and other warning information present in the then approved Indocin labeling.

I offer now for the record a copy of the Indocin package labeling that was in effect at the time the 1965 instructional bulletins were sent out to Merck detail men.

Senator NELSON. That will be printed in the record at this point.
(The information referred to follows:)