

WYETH-AYERST **W** LABORATORIES

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DIVISION OF VALUE AND ETHICS CORPORATION

CARL L. WHALLEY, JR.  
*Territory Manager*

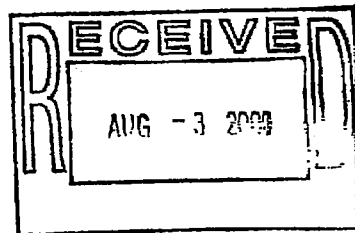


July 31, 2000

**CERTIFIED MAIL**

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Wyeth-Ayerst Laboratories  
Office of Ethics & Business Conduct  
P.O. Box 507  
10 Lincoln Place  
Giralda Farms, NJ 07940



Dear Madam/Sir:

I am writing this letter only after a tremendous amount of contemplation and reflection. I believe the issue I will address possesses the potential for a serious health risk for the patients whom we wish to help. I have been struggling with and agonizing over this for months, and I feel I must bring it to your attention. I am a former Presidents Golden Circle Award winner and have an impeccable work record with 18 years of field visit letters, indicating I consistently perform at or above expectations. I believe this issue has become too large to further ignore and is a matter that must be resolved.

During the early part of this year, Company Management developed a core selling presentation for Premarin focusing on the preventative benefits of Premarin in Alzheimer's disease. I was given a scripted, written presentation and told not to deviate from the core-selling message. (Alzheimer's disease) Management also had me sent two additional copies of the "Therapeutic Options For Menopausal Health" Monograph sponsored by The Duke University Medical Center in which I was told to always refer to page 24, third paragraph, which detailed the "Role of the Hot Flush" and Premarin's ability to significantly delay the onset of Alzheimer's disease. This was how I was to begin every detail given to large Premarin prescribers.

One of my biggest concerns however, is that such off-label promotion could conceivably lead to Premarin be prescribed in good faith by a physician who was influenced by the Alzheimer's Disease Data and in a worse case scenario, the patient develops breast cancer, a thrombosis, or any other medical problem.

I am requesting that a member of the AHP legal department contact me concerning this matter and would respectfully ask that you not route this letter to human resources. In Mr. Stafford's letter, found in the front of the Code of Conduct handbook, he states: "any person making a report has the choice to do so on a confidential basis, without fear of reprisal and with the assurance that the report will be fully investigated." I have little faith in our human resources representative, Ms. Tammy Schadl since she works daily in the same office as Mr. Kaiser.

Thanking you for your prompt attention to this extremely disturbing and serious situation.

Sincerely,

Carl Whatley, Jr.  
Professional Territory Manager  
Wyeth-Ayerst Laboratories

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