

Allegation: Question About Pharmacy Stocking Increase Plan

Massachusetts AG FAC ¶220:

220. Meanwhile, when staff proposed a plan to get pharmacies to increase their inventory of OxyContin from 2 bottles to 3 bottles, **Richard Sackler demanded to know why they couldn't get up to 4 bottles or more.**

smallest details.¹²² Staff followed up with a presentation about opioid savings cards to the Sacklers at the next Board meeting.¹²³

220. Meanwhile, when staff proposed a plan to get pharmacies to increase their inventory of OxyContin from 2 bottles to 3 bottles, **Richard Sackler demanded to know why they couldn't get up to 4 bottles or more.**¹²⁴

didn't only sweat the small stuff. They also made the fundamental decisions about how to expand it. At Purdue, hiring more sales reps was not a bad idea. Selling opioids door-to-door, in visits to doctor's offices and other parts of the company. The Sacklers themselves made the decisions about what would be and what it would do.

¹²² 2008-01-30 email from Richard Sackler, PPLPC012000168321-322.

¹²³ 2008-02-09 email from John Stewart, PPLPC012000170262 (opioid savings cards "were singled-out for presentation since they are an extraordinary item in the budget and there is good data showing a positive impact on OxyContin utilization").

¹²⁴ 2008-02-19 email from Richard Sackler, PPLPC004000150467.

Irrelevant 2008 Questions About Pharmacy Stocking Calculations

From: Sackler, Dr Richard

Sent: Tuesday, February 19, 2008 7:24 PM

To: Mahony, Edward; Stewart, John H. (US); Gasdia, Russell; Fogel, David

Subject: RE:

Questions:

1. Wholesalers

- a. Turns were about 17/year (assuming 21 days of stock)
- b. Why will turns increase if we increase SKU's from 4 to 7 and then to 14? Shouldn't they go down this year

2. Pharmacies

- a. I see that average pharmacy stock goes from 2 to 3, but why wouldn't it go up from 2 to 4 or more?
- b. On average more than double the SKU's (4-7-14-7)

From: Mahony, Edward

Sent: Wednesday, February 20, 2008 7:20 AM

To: Stewart, John H. (US); Gasdia, Russell

Cc: Barnes, Jason; Fogel, David; Long, David

Subject: RE:

Dr Richard is right that the number looks low.

- **OIG confirmed compliance for 2008**

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PPLPC004000150465

2/19/08 Email from R. Sackler (PPLPC004000150467)