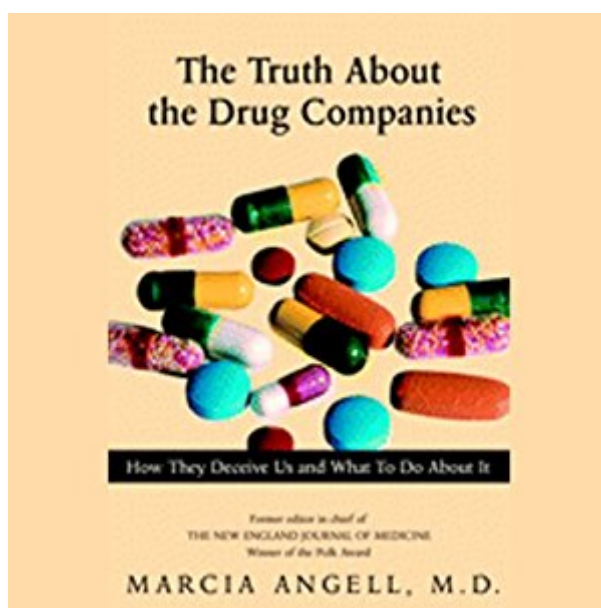


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# The Truth About The Drug Companies: How They Deceive Us And What To Do About It



## Synopsis

During her two decades at The New England Journal of Medicine, Dr. Marcia Angell had a front-row seat on the appalling spectacle of the pharmaceutical industry. She watched drug companies stray from their original mission of discovering and manufacturing useful drugs and instead become vast marketing machines with unprecedented control over their own fortunes. She saw them gain nearly limitless influence over medical research, education, and how doctors do their jobs. She sympathized as the American public, particularly the elderly, struggled and increasingly failed to meet spiraling prescription drug prices. Now, in this bold, hard-hitting new book, Dr. Angell exposes the shocking truth of what the pharmaceutical industry has become “and argues for essential, long-overdue change. Currently Americans spend a staggering \$200 billion each year on prescription drugs. As Dr. Angell powerfully demonstrates, claims that high drug prices are necessary to fund research and development are unfounded: The truth is that drug companies funnel the bulk of their resources into the marketing of products of dubious benefit. Meanwhile, as profits soar, the companies brazenly use their wealth and power to push their agenda through Congress, the FDA, and academic medical centers. Zeroing in on hugely successful drugs like AZT (the first drug to treat HIV/AIDS), Taxol (the best-selling cancer drug in history), and the blockbuster allergy drug Claritin, Dr. Angell demonstrates exactly how new products are brought to market. Drug companies, she shows, routinely rely on publicly funded institutions for their basic research; they rig clinical trials to make their products look better than they are; and they use their legions of lawyers to stretch out government-granted exclusive marketing rights for years. They also flood the market with copycat drugs that cost a lot more than the drugs they mimic but are no more effective. The American pharmaceutical industry needs to be saved, mainly from itself, and Dr. Angell proposes a program of vital reforms, which includes restoring impartiality to clinical research and severing the ties between drug companies and medical education. Written with fierce passion and substantiated with in-depth research, *The Truth About the Drug Companies* is a searing indictment of an industry that has spun out of control. --This text refers to an out of print or unavailable edition of this title.

## Book Information

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## Customer Reviews

I have read books about the corruption before but this is the best. Dr Angell is a brilliant writer who can explain things that a layman can understand. Also it is quite obvious that she did a lot of research along the way. Everyone should read it because it explains what's wrong with medicine in the USA. She pulls no punches. She explains how government agencies have sold out, The practitioners have sold out, the hospitals have sold out, and the insurance companies have sold out. Dr Angell writes about Big Pharma, but I know the same type of thing is going on in the medical device area, and you can bet that the lobbyists have everyone lined up to get their piece of the pie. Unfortunately Dr Angel wrote this book in 2004 and she was optimistic that the blatancy of what was going on would stir our legislators to act but the system is even worse today.

As a physician, I guess I am one of the people who ought to be defensive about the expose' illustrated here. But I purchased the book already experiencing a good deal of abuse/shenanigans from the pharmaceutical industry, and wondering what else might be going on about which I might expand my knowledge. From many other excellent reviews here you will know this is a must read! As one reviewer noted, it reads like a novel.....so the fiction lovers out there can delve into its details as well as those of us looking for factual marketing, political and current events reading. Some additional notes: I'm a hospital-based anesthesiologist, and can assure readers that the tactics described herein are not limited to doctors' offices-type practices. This book does not address the techniques used by the industry to manipulate prices and costs within hospitals, but rest assured, the manipulations are there in a big way: limiting formularies, discontinuing effective and time-proven inexpensive drugs in favor of proprietary ones, marketing to non-physicians (accountants, CEO's) in a position to affect formulary decisions, etc. There is a singular, but major criticism of this book, and that is the author's conclusion that more government involvement is one solution to reign in the excesses of the industry. This comes after the text's superior review of how government (FDA, NIH, congress-of course) has, in fact, been a major player in

creating/perpetuating the problem in the first place! What a preposterous conclusion/how contradictory can one get? After recognizing, say Ted Bundy as a serial killer, would she want him chaperoning her teenage girls, using identical logic?! How much failure on the part of the criminals in congress does it take to understand that consumers (grandmothers--see earlier review), not bureaucrats, are the solution to the "fix" here? IF YOU'RE A PHYSICIAN, this is necessarily mandatory reading. You've been hood-winked. More than that, your professional reputation and principles have been hijacked and perverted and you may very well have no clue as to the depths to which the industry has sunk to get its way at your expense. You will not practice the same after reading this book.

Everyone should read this book!! Not only is it well written, but it is written by someone with inside knowledge of the industry. You will definitely never look at a script the same way. You will also never look at the pharmaceutical industry the same way. You will realize they greatly exaggerate R&D costs so they can charge Americans ridiculous prices for medications they do not need while maintaining a high profit margin. You will also learn that you should ALWAYS research the medications your doctor is prescribing. The facts presented in this book actually made me sick and quite resentful of the way the pharmaceutical industry in the US has been allowed to behave.

Now a bit dated, but only the faces have changed. These ARE the practices that are driving Americans into bankruptcy and putting pharmaceutical companies into the "axis of evil" once reserved for oppressive regimes. With much the same disregard for basic human decency and human life. If you are late to the revelations that come about almost every day -- welcome-- this will show just how these aren't "accidents" or "unfortunate circumstance", but rather a well plotted strategy to separate the maximum amount from the many to line the pockets of the few.

"Healthcare" revealed for what it is, a sickness management for profit system.

Many of us in the medical profession are disheartened by the current situation as regards the pharmaceutical industry. This is an extremely important issue and beautifully handled by Dr. Angell. Many in the profession are grateful for her service.

THIS IS FABULOUS. A telling tale about BIG PHARMA...not to be missed...and if you are smart you will not support the pharmaceutical companies by buying their designer drugs that highly expensive but very poorly researched. Know what you are buying, and why you are using these drugs. It may

save your life.

Dr. Marcia Angell is eminently qualified to write this book. Her academic qualifications are impeccable, and she served as editor in chief of the prestigious New England Journal of Medicine, arguably a publication that sets the standards in medicine world-wide. She has been critical of the health care system in America and in particular of big pharma industry, which reaps indecent profits from drugs of questionable benefit. Her book and other numerous writings have done much to raise consciousness among medical practitioners of the pervasive influence of big money in medical practice. Some voices of dissent regarding her work have been heard, mostly from corporate supported sources, which in my view do nothing but reinforce Dr. Angell's credibility. I highly recommend her writings to anyone in the medical profession as well as the public at large.

Anyone who subscribes to the pharmaceutical model of medicine should be reading this book. It really should be required reading for everyone out there but surely should be presented to the MD and the nurses in your life.

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