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Pharmaceutical Research and Manufacturers of America (PHARMA)

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Shannon S.S. Herzfeld
SENIOR VICE PRESIDENT
INTERNATIONAL AFFAIRS



August 16, 1999

Ms. Sandra L. Thurman
Director, Office of National AIDS Policy
The White House
736 Jackson Place
Washington, DC 20503

Dear Ms. Thurman:

Thank you very much for meeting with my colleagues from American Home Products, Bristol Myers Squibb, Glaxo Wellcome, Merck and me on August 4, 1999. All of us were pleased at the scope and depth of the discussion. We appreciate the insights from one who has spent so many years in the area of public health. The AIDS epidemic as well as the many other diseases which are so prevalent in South Africa presents a challenge for us all.

We know that the Administration is committed to helping the Government of South Africa build its public health infrastructure and bring modern health care to all of its citizens as rapidly as possible. Please be sure that PhRMA's member companies, like the Administration, has a deep and long-standing commitment to bringing better health care to patients in South Africa as well as patients in throughout the developing world. The challenges we face are many and daunting, but we welcome the opportunity to work with you to find constructive solutions.

We firmly believe that such solutions are attainable without compromising the intellectual property value of our members products or discouraging research in those areas of therapy most applicable to the medically underserved populations of the world. We all need to find solutions which provide sustainable care for the world's most needy population. We stand ready to bring our life saving medicines to these patients in a collaborative effort with medical professionals and public health officials from our own government in collaboration with those governments of the developing world.

Please do not hesitate to contact me if I can be of immediate help. I look forward to our next meeting where we can continue our discussions on a detailed level.

Sincerely,

A handwritten signature in cursive script that reads 'Shannon S. S. Herzfeld'.

Shannon S.S. Herzfeld

Pharmaceutical Research and Manufacturers of America