



Requested

STATE OF NEW YORK
DEPARTMENT OF AGRICULTURE AND MARKETS
1 WINNERS CIRCLE
ALBANY, NEW YORK 12235

DIVISION OF FOOD SAFETY AND INSPECTION

May 1, 1997

Ms. Elizabeth Drye, Associate Director
Domestic Policy Council
Old Executive Office Building, Room 213 1/2
The White House
Washington, DC 20502

Dear Ms. Drye:

The Association of Food and Drug Officials (AFDO) will highlight its 101st year by holding its annual conference June 7-11, 1997, at the Sheraton Park Place, 1500 Park Place Boulevard, Minneapolis, MN 55416.

Federal and state regulatory officials, along with numerous people from industry and associate representatives, will meet here to discuss current public health issues that relate to food, drugs, medical devices, and consumer products. As the largest food and drug officials association in the country, AFDO attracts a diverse number of people from government, academia, industry, and consumer groups.

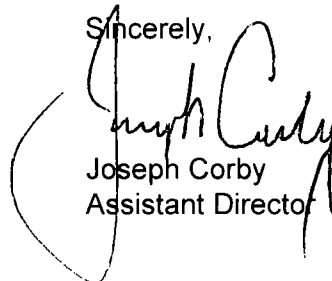
We would be pleased if you would address our 101st conclave on the topic:

"An Update on the President's National Food Safety Initiative"

We have two vacant 30 minute slots from which to choose - **Monday, June 9, 1997, 3:30 p.m. - 4:30 p.m., or Tuesday, June 10, 1997, 11:45 a.m. - 12:15 p.m.** This is a very important issue to AFDO and it's state partners, and I hope you are able to comply with our request.

I look forward to hearing from you concerning this request and thank you for your consideration. Please feel free to contact me at (518) 457-5382 or fax (518) 485-8986

Sincerely,


Joseph Corby
Assistant Director

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Regretted

HEALTHCARE HORIZONS

Health Policy & Marketing Strategies for a Rapidly Changing Environment

April 25, 1997

Elizabeth Drye
Associate Director, Domestic Policy Council
The White House
1600 Pennsylvania Avenue, Rm. 213 1/2
Old Executive Office Building
Washington, DC 20502

Dear Ms. Drye:

Five years ago I was fortunate to conduct a comprehensive study of the public policy operations of the US pharmaceutical industry. It was a very successful effort, with 85% of the top 20 pharmaceutical companies participating. An important part of the study was interviews with key public policy audiences for the industry. In the 1991 study, your insights helped us to make recommendations to the industry on how to improve their public policy operations.

HealthCare Horizons has been asked to repeat the study, and we hope we can talk with you about your perspectives on the pharmaceutical industry's performance in the public policy arena. HealthCare Horizons provides market research, policy analysis, and business planning services to health care companies, and specializes in the pharmaceutical industry.

Your participation in the study would involve a twenty or thirty minute telephone discussion, scheduled at your convenience. I will conduct the interviews personally. I will not solicit any confidential or sensitive information in the interviews, and you will not be identified personally. Perspectives to be explored will include:

- What major issues related to pharmaceuticals are you or your organization dealing with today?
- In what manner do you interact with the pharmaceutical industry, e.g., which issues, what process/forum, etc.?
- With what types of industry representatives do you interact? (We are interested in both trade association and individual company contacts, and the titles of company representatives. We are also interested in whether the types of positions or the type of people filling them has changed in the last five years.)
- What is your opinion of how the pharmaceutical industry is doing in the public policy arena? Do you see any major improvements over the last five years?

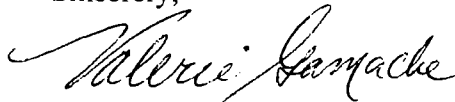
Ms. Drye
April 25, 1997
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- What companies do you consider to be proactive regarding public policy issues? Are these companies' initiatives well-received? Why or why not?
- What initiatives, contacts, and/or approaches would you recommend to pharmaceutical manufacturers to facilitate their participation in the public policy process?

I will be calling you shortly to ask if you can help us by participating in this important study, and to schedule a convenient interview time.

Thank you in advance for your consideration of this request. I look forward to speaking with you.

Sincerely,

A handwritten signature in cursive script that reads "Valerie Gamache". The signature is fluid and elegant, with the first name and last name clearly distinguishable.

Valerie Gamache
President