



Cook County Hospital

1825 West Harrison St., Chicago, Illinois 60612 (312) 633-6000

December 13, 1974

Roger F. Palmer, M.D.
Professor and Chairman
Department of Pharmacology
Professor of Medicine and Chief,
Division of Clinical Pharmacology
Department of Medicine
University of Miami School of Medicine

Dear Dr. Palmer:

I have your letter of October 29, 1974 and am sorry for the delay in responding to it.

Here at Cook County Hospital we have taken a diametrically opposed position to the one you have developed. Increasingly distressed by the inappropriate function of the "detail man," we have finally found it necessary to eliminate their activities on our campus (see memo attached).

Our position is that the responsibility for the training of medical students and house officers, not to mention the continuing education of attending physicians, is our own and in no way can be prudently vested in representatives of commercial agencies.

The Executive Medical Staff reached this firm conclusion unanimously upon review of our extensive negative experience with the army of drug salesmen which occupied our institution.

While it may be that these merchants individually are personable and intelligent people, their motivation is not suitable for achieving the most objective, safe, and economical application of pharmacology in the clinical setting. That motivation, of course, is to maximize the sales and the profits of the drug companies which they