

LAF/ey

Dr. S. Machin,  
Central Middlesex Hospital,  
Acton Lane,  
LONDON, NW10.

14th November, 1986.

Dear Dr. Machin,

It was a pleasure to see you last week at the Middlesex and again at the Haemostasis and Thrombosis Club meeting. Thank you for two very enjoyable evenings with your colleagues and yourself.

I have asked for a cheque for £144 to be sent to Dr. A. Gray to cover his travelling expenses to Edinburgh. All other expenses, hotel, etc. for the meeting will be paid by Cutter. If you are able to come, please let me know. A donation of £250 will be sent to aid your funds for the next Haemostasis Club meeting.

Both these cheques will follow this letter as it takes a few days to put them through the system.

You mentioned that you would be using the 5 gram, 100 ml size vial of Gamimune-N, our intravenous immune globulin. The list price will be £75.00 a vial with the following discounts:

25+ vials	8%
50+ vials	12%
100+ vials	18%

I quoted you a discount of 20% for the purchase of 100 vials 5 gram size and I will be happy to stick to this on this occasion.

Cont/...

Thank you for your intention to buy Koate HT. I can offer you a price of 10 pence per International Unit for the sale of 250,000 IU Koate HT. We currently hold in stock 250 IU, and 500 IU vial sizes. 1000 IU vial size will be available shortly. If you wish, a specific lot of material can be reserved for you to offtake as you require. However, you may wish to take delivery of your order all at one time. We delivery by courier which will be the same day if urgent and the following day if routine. Home Treatment packs are also available. Please let us know how many you require when ordering Koate HT.

I would like to confirm that Cutter will be able to provide funds to your department of £5,000. I would like to do this in one payment before the end of this year. Would you be able to provide me with a letter saying what the funds would be used for, e.g. to help support a research project or a researcher, etc.

Yours sincerely,

Linda A. Frith  
Sales Development Manager