



BREYWOOD COMMUNICATIONS LIMITED

38 NORTHFIELD INDUSTRIAL ESTATE, BERSFORD AVE, WEMBLEY, MIDDLESEX HA1 1XU

Our Ref: DRW/GC/SL

6th November 1978

Dr. E. E. Mayne,  
Consultant Haematologist,  
Royal Victoria Hospital,  
Belfast,  
Northern Ireland.

Dear Dr. Mayne,

Thank you very much for sparing me so much of your time on October 10th. I found our discussion most interesting and look forward to working with you when our new animal product becomes available. I expect it will be January before we have material ready for sampling. We envisage a similar time-table for the vW factor.

If I could persuade you to use some Koate, our price through to the middle of next year, will be 12p per unit, delivered to Belfast in 50,000 unit lots. Delivery can be guaranteed within 48 hours and there are three nominal pack sizes, 250, 500 and 1000 units.

Koate now has another advantage over the competing products. It can be stored at room temperature for up to six months, without loss of potency or solubility. This should be of real benefit in home treatment programmes, where one is uncertain about storage conditions.

I am sorry it has taken me so long to write, but I have been overseas for the past three weeks.

Yours sincerely,

David R. Williams  
Director

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