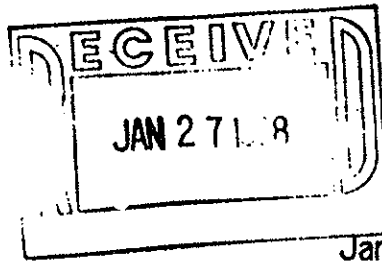


Southwest Technologies Inc.
1510 Charlotte
Kansas City, Mo 64108



Dear Southwest Technologies:

Jan. 24, 1988

I am writing to tell you about my experiences with your new occlusive dressing, Elastogel. I am an RN who has scleroderma and multiple dermal ulcers. I had been using Duoderm for 3 and 1/2 years. I have also tried several other brands of occlusive dressings. None of these dressings proved really satisfactory. The problems I found particularly troublesome were: excoriation of healthy tissue surrounding the wound; foul odor; leaking, painful removal of dressing; sticky residue; and slow healing.

I saw your ad in the AJN and decided to send for ~~the~~ information. I received a sample of the dressing and decided to use it on two ulcers. After four days I removed the dressing and was amazed at the improvement. So I decided to order Elastogel.

After just two weeks of using Elastogel I am very pleased with the results. Following are the advantages I have found with Elastogel:

1. Absorbs excess exudate and therefore prevents excoriation of healthy tissue and leakage of drainage from the dressing.
2. Almost no odor.
3. Easy, painless removal of dressing.
4. Improved appearance of wound bed and decrease in necrotic tissue.
5. More rapid healing.
6. Decreased pain.

I'm sure this product would be very useful for others with dermal ulcers. I have told several nurses who work with patients with wounds about Elastogel. I'm sure you'll be getting more orders from this area for your excellent product.

Sincerely,

Celia Wald
Celia Wald, RN

617 Hiscock
Ann Arbor, MI 48103