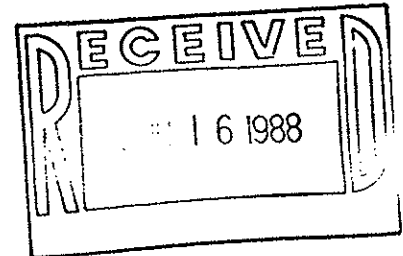




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Gilroy, CA 95020  
(408) 847-2696



June 13, 1988

Angela F. Stout  
Southwest Technologic Inc.  
2018 Baltimore St.  
Kansas City, MO 64108

Dear Angela,

Thank you for the speedy delivery of Elasto-Gel occlusive dressings. I have been very happy with the results of these dressings. Used on similar wounds on the same patient, they have dramatically increased healing time, decreased pain and infection and scarring with improved drainage and exudate absorption.

The "introductory price" offer allowed us to provide these dressings to our low income clients at a significantly lower cost than any other hydrocolloid dressing presently available.

I have found these dressings especially ideal for use on the elderly, debilitated, nutritionally depleted patient with severely impaired circulation. Similar results were obtained from the use of your cast/splint pads.

Families report improved comfort and absorbency of drainage and all feedback has been very positive except for adherence. In wounds with moderate to large amounts of drainage, window framing or cross taping is necessary or the dressing only adheres for a short time.

Once again, thank you for providing our agency nurses and therapists with samples of your products and with the opportunity to order a goodly amount at your special introductory price.

Sincerely,

*Agnes M. Ternasky, RNC, HCC*  
Agnes Ternasky, RNC, HCC

AT:ct