

November 19, 2003

Steven Cochran
Gannett Pharmaceutical Research
123 Pillsbury Ave.
New York, NY 10298

Dear Mr. Cochran,

After listening to your speech at the World Pharmaceuticals Conference 2003, I wished to congratulate you on your excellent presentation and the methodology used in convincing the average medical practitioner as to how new treatments could be introduced in the marketplace without causing mayhem to existing infrastructure. You had mentioned during your presentation that you would be happy to discuss this topic and some of the work that you do if anyone in the audience would be interested.

As I will be in the New York area within the next couple of weeks, I was hoping you might be able to suggest some particular times and dates that you might be free to meet over perhaps a cup of coffee or a lunch. I would be very interested in discussing these topics with you as I am currently looking for opportunities in similar fields that engage with introducing new product technology and commercialization.

Please forward me the dates and times that would be most convenient for you and I will accommodate your request. I am looking forward to meeting with you in person and engaging in a lively discussion about some of the critical flaws and dependencies in the infrastructure process, and perhaps also to understand more of what the industry has to offer.

Sincerely,

A handwritten signature in blue ink that reads "John Doe". The signature is written in a cursive, slightly slanted style.

John Doe