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SPECIALITES PHARMACEUTIQUES

Z Y M A

Société Anonyme

To the President of
Rougier Inc.
Ethical Specialities

M o n t r e a l

Canada

→ NYON (Suisse)
8/1/1960

Gentlemen,

The purpose of this letter is to offer you the exploitation on the Canadian market of our new antihemorrhoidal preparation VAREMOID.

We were in contact previously with Messrs. Specialty Pharmaceuticals Limited and we were well on the way to having VAREMOID registered and introduced in your country. However, internal changes within that Company and the resignation of Dr. Oleg B. Baumruk who sponsored the marketing of VAREMOID, reversed the situation so that our cooperation with 'Specialty Pharmaceuticals Limited' came to an end.

It has been suggested to us that you might be interested in obtaining the exclusive sales rights for VAREMOID and, perhaps, our other specialities for Canada.

For your consideration, we have airmailed to you 2 samples of VAREMOID and a complete folder of literature, a Swiss catalogue in French, as well as copies of 'Forum Medici', a medical journal edited by our Company.

VAREMOID, an oral treatment of hemorrhoids, has found an enthusiastic reception with the medical profession all over the world and it seems as if VAREMOID is going to revolutionize the antihemorrhoidal therapy.

The active substance of VAREMOID is Tri-(hydroxyethyl)-rutoside, a new patented derivative of the bioflavonoids series. Tri-(hydroxyethyl)-rutoside acts a cellular impermeabilizer and is non-toxic. Proctologists today consider VAREMOID as the first anti-inflammatory medicament for the rectum.

It might interest you to know that we have already arranged in Canada a number of clinical trials which are still running. - Should our proposal appeal to you, in principle, please let us know so that we can go further into the matter.

Very truly yours,

ZYMA S.A.

Mr. Kurer
Export manager
Route Etras 95421

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