

TELEFAX



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TO: Sergei I. Vorobyev, Ph.D. cc: Dr. Steve Flaim  
 FIRM: USSR Academy of Sciences, Puschino Dr. Jeff Weers  
 FAX NUMBER: 011-7-095-923-3602/135-5337

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FROM : N. Simon Faithfull, M.D., Ph.D.

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Date : September 11, 1992 TOTAL NO. OF PAGES: 6

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REPLY BY: N/A ACTION NEEDED?: YES

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Dear Sergei:

Further to discussions at Alliance this week, we would like to invite you and some of your colleagues from Perftoran to visit us, as soon as possible, here in San Diego. We would, of course, be happy to pay for your air fares. We feel that there are a number of important ways in which we may cooperate to our mutual benefit.

We would anticipate that you might be able to spend two or three days with us. At that time we could continue our preliminary discussions that we began when we visited you in Puschino. We would like to invite you, Prof. Ivanitsky, Dr. Obratsov and Dr. Makarov to visit. It would also be greatly appreciated if Dr. Naumov could accompany you in view of the excellent translations that he was able to perform during our visit. We were most impressed by the way that he did this and, in particular, were grateful that he had a good grasp of scientific terminology.

I am enclosing with this fax a signed copy of our standard confidentiality agreement which we make with our investigators and other companies with which we have contacts. If you would kindly sign and return the copy to us, this should serve as a guarantee of secrecy on both our parts. The hard copy of this fax, together with the hard copies of the memorandum documents faxed to you two days ago, will be sent by Federal Express.

We are very interested in some of the experiments described to us by Dr. Obratsov, and we feel that your emulsions may well have advantages over our own. We are keen to test some of your products in our animal models in order to make comparisons. We would, therefore, ask you if you could bring us samples of your Perftoran, Perfusol and Ftoran emulsions (about 500 mL of each would probably be sufficient). We would also be most interested in similar quantities of PFD and PMCP so that we could perform analyses of them.

We have already started the process for obtaining official invitations for you to visit us here in San Diego. In order for us to obtain these official invitations, could you please fax back to us the full names of those who will be visiting us here in San Diego. It looks as though the visa process may take some time, but we will hope to stay in contact via fax. We are also looking into the possibility of installing E-Mail so that we can better communicate with you.

With best wishes.

Sincerely,

N. Simon Faithfull, M.D., Ph.D.  
Vice President, Medical Research

## ПЕРЕВОД ФРАГМЕНТА ПИСЬМА

полученного от вице-президента Саймона Файтфулла  
ведущей американской фармкорпорации «Альянс»,  
выпускающей перфторуглеродные кровезаменители,  
адресованное С.И.Воробьёву.

*....мы полагаем, что ваши эмульсии имеют  
преимущество перед нашей собственной...*