

ELI LILLY AND COMPANY

INDIANAPOLIS, U. S. A.

OFFICE OF
J. K. LILLY, PRESIDENT

February 1, 1930.

Sir Arthur Currie, Principal,
McGill University,
Montreal, Quebec, Canada.

Dear Sir Arthur:-

yes
Dr. Collip has brought to us information concerning the development of an Ovarian Hormone that presents all the appearance of being a very important discovery. As the scientific staff of this Company is organized and possesses the proper personnel for cooperation in making such discoveries valuable to the medical profession, the privilege of cooperating with your institution in devising methods of manufacture, testing and presenting the hormone to the medical profession is respectfully invited.

Several items of this nature have been successfully developed in our laboratories and it seems quite certain that our cooperation would be of real service. A manufacturing process could no doubt be developed with reasonable promptness and McGill University supplied with the product without charge for such clinical investigation as might be necessary.

yes
in US
in Canada
It would be our further suggestion, instigated by experience, that your institution could well confine this development work and its presentation to the medical profession to one institution. When a number of manufacturers are permitted to go on to the market with the same item under license, expensive competition results and the price must be made to cover this expensive rival advertising and exploitation. When placed in the hands of one corporation an immense amount of expense is avoided and the price can be made lower. Toronto limited the time of exclusive use but at the end of that period expensive competition began. Harvard University cooperated with this Corporation only in the development of Liver Extract. The Rockefeller Institute granted exclusive license for Tryparsamide to the Merck Company; Kendall gave exclusive to Squibb for Thyroxin. We believe this