

selves must be such as will enable us to meet future competition of reputable houses.

Your products would be supplied on condition that we did not sell them in the North American markets.

We hold the view that it would be mutually advantageous that the products should be sold under the same names in all parts of the world and, if this policy commends itself to you, we should appreciate your indications that we shall be in order in registering such names wherever that course is necessary.

We understand that with respect to the word Emmenin, you will yourselves need to make enquiries. Will you please do so and inform us of the position with as little delay as possible since we wish promptly to take active steps to make the products available in the various markets?

For your information we attach a list of the markets in which we are working.

Yours faithfully,

GLAXO LABORATORIES

Director.