



# VIAMED

15 STATION ROAD, CROSS HILLS,  
KEIGHLEY, WEST YORKSHIRE, BD20 7DT

Telephone: 0535 34542 Telex: 557061 (Linkup G)



Dr. N.J.N. Harper,  
Consultant Anaesthetist,  
Manchester Royal Infirmary,  
Oxford Road,  
Manchester, M13 9WL.

13th September, 1985.

Dear Nigel,

Re - Microstim Supramaximal Nerve Stimulator

I would like to confirm that on production and eventually the successful selling of this product, we would be happy to pay you royalties of 5% of the Invoice Value.

It is more realistic to base this on the goods value before VAT for two reasons:

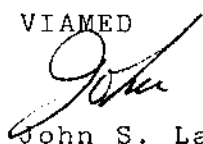
1. VAT is added to the final price and is variable beyond our control.
2. Products of this nature if purchased by charity or by public donations, etc. are VAT exempt.

The only figure which is uncontestable and easy to calculate and verify on a percentage basis, is the value excluding VAT and carriage as invoiced.

I am also enclosing the information on the registration of the name 'Microstim'.

Yours sincerely,

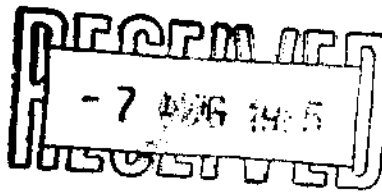
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John S. Lamb.

*File in LITRATURE  
This confirms the claims we  
make clinically*

CENTRAL MANCHESTER HEALTH AUTHORITY  
**MANCHESTER ROYAL INFIRMARY**  
OXFORD ROAD, MANCHESTER  
M13 9WL  
Telephone 061-276 1234      Please ask for

Mr. J. Lamb.  
Viamed,  
15, Station Road,  
Cross Hills,  
Keighley,  
West Yorkshire, BD20 7DT.



2nd. August 1985.

re: MICROSTIM SUPRAMAXIMAL NERVE STIMULATOR.

Dear John,

Malcolm has passed to me the first proof of the mailshot. You will notice that we have made a few, minor alterations and additions and underlined Train of Four and Post Tetanic Count for greater emphasis. Other points are as follows;

1. We suggest a small package insert to inform users that alkaline batteries should be used for best results and, in the unlikely event of failure of the apparatus, that the leads should be first be checked for continuity before returning the unit for repair.
2. It may be useful (to counter the argument that ECG electrodes, and hence monitoring of neuromuscular blockade, entails undue expense) to add a paragraph to state that the least expensive pre-gelled ECG electrodes are perfectly adequate for this purpose. Do you market any electrodes which could be supplied at less cost than those used by most hospitals (20-25 pence each)? These could be ordered with the stimulator.
3. What are your plans for advertising in the journals?
4. I suggest that the following may be particularly interested in receiving a mailshot as they have a special interest in muscle relaxants in anaesthesia:

Professor T.E.J.Healy. University Department of Anaesthesia, Research and Teaching Block, University Hospital of South Manchester, Withington, Manchester

Professor J.Norman. University Department of Anaesthetics, Southampton General Hospital, Southampton.

Dr.W.L.Baird.MB.ChB.DA.FFARCS. Consultant Anaesthetist.Department of Anaesthetics,Glasgow Royal Infirmary,Glasgow,Scotland.

Dr.J.M.Hunter.University Department of Anaesthesia,4th Floor,Royal Liverpool Hospital,Prescot Street,Liverpool L69 3BX.

Dr.G.B.Drummond.Consultant Anaesthetist,Department of Anaesthetics,The Royal Infirmary,Edinburgh EH39YW,Scotland.

Dr.C.Morgan.Senior Lecturer.University Department of Anaesthesia,Hope Hospital,Salford M68HD.

Dr.A.R.Aitkenhead.University Department of Anaesthesia,Leicester Royal Infirmary,Leicester LE15WW

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M13 9WL  
Telephone 061-276 1234      Please ask for

Dr .R.K.Mirakhur .MD .PhD .FFARCS .Department of Anaesthetics ,Royal Victoria Hospital ,Belfast ,N.Ireland.

Dr .R.Hughes .DSc .Clinical Research Division ,Wellcome Research Laboratories ,Beckenham ,Kent BR3 3BS.

Dr .P.J.Flynn .MB .DCh .DObst .DA .FFARCSI .Anaesthetics Unit ,The London Hospital Medical College ,Whitechapel ,London.

Dr .N.E.Williams .MB .ChB .FFARCS .Consultant Anaesthetist .Whiston Hospital ,Prescot ,Merseyside.

Dr .R.M.Jones .FFARCS .Department of Anaesthetics ,Guy's Hospital Medical School ,London Bridge ,London SE1.

Dr .S.A.Feldman .BSc .MB .BS .FFARCS .Consultant Anaesthetist .Magill Department of Anaesthetics ,Westminster Hospital ,London SW1.

Dr .P.Hutton .Department of Anaesthetics ,University of Bristol Southmead Hospital ,Bristol.

Dr .V.A.Goat .MB .ChB .FFARCS .Consultant Anaesthetist .Nuffield Department of Anaesthetics ,Radcliffe Infirmary ,Oxford.

5. In order to keep above board etc., I have taken advice from my Defence Union as well as from the Hospital General Manager and I feel that it would be preferable to receive payment direct from Viamed. I have discussed this with Malcolm and we are both happy if I receive 5% of the total (VAT inclusive) price for each unit sold. Could you drop me a line to this effect (payment to Dr.N.J.N.Harper)? This will also keep the Tax-man satisfied!

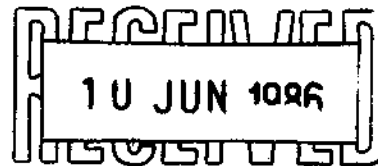
If you have any queries please let me know.

Best Wishes,  
Yours sincerely,

*Nigel Harper.*

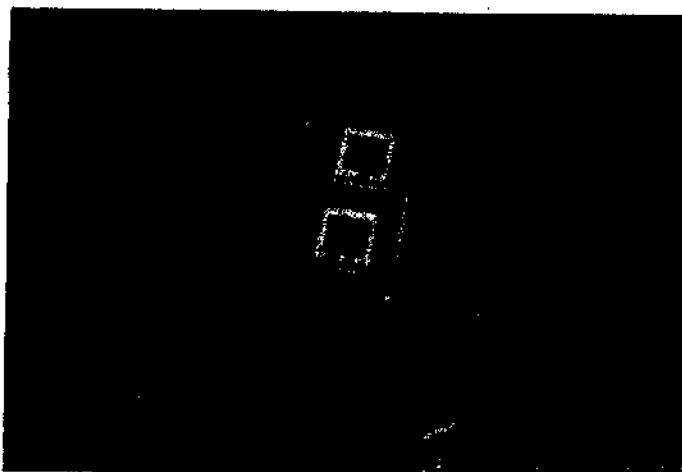
Dr .N.J.N.Harper . MB.ChB.FFARCS.  
Consultant Anaesthetist.

**ANAESTHETIST  
PROOFS  
JUNE 1986**



NBW PHOTO TO COME

### **MICROSTIM SUPRAMAXIMAL NERVE STIMULATOR**



#### **FEATURES.**

- Stimulation at 1,2 (Train of Four), 50 and 100Hz.(Tetanic).
- Output adjustable for supramaximal response.
- Combined stimulation and low-battery indicator.
- Simple operation: no stand-by mode is necessary.
- Compact size (L=102mm:W=61mm:H=22mm).
- Weight including battery (PP3 type, alkaline) is approximately 150g. (6oz.).

#### **SUGGESTED USES.**

- Optimization of repeated doses of muscle relaxant.
- Assessment of residual blockade at the end of surgery, as a guide to the dose of anticholinesterase required.
- Regulation of infusion rates of muscle relaxants.
- Management of long-term relaxant use in the I.C.U.
- Demonstration of abnormal response to suxamethonium.
- Diagnosis and management of underlying neuromuscular disorders.

*Also available "Anaestim" Nerve Locator  
Both at £97.50 ex VAT & P.&P.*

## **VIAMED**



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Telephone: 0535 34542/36757

