

215 South Street  
Toledo, OH 43606  
(419) 530-1111  
October 17, 2002

Dr. William T. Martin  
Director of Marketing  
Phakol Pharmaceuticals, Inc.  
206 Broad Street  
Seattle, WA 56556

Dear Dr. Martin:

Thank you for the informative conversation yesterday. I am glad that Donald Drake thought to put us in touch with one another. I was already somewhat familiar with the recent changes at Phakol Pharmaceuticals from articles and through my current work, but it was particularly interesting to find out more about your facility and upcoming projects from an inside perspective. I appreciate your being so candid with me about the new developments at Phakol.

Per your request, I am forwarding to you additional information about my background. As you will note from my resume, I will graduate from the University of Toledo in May 2003 with a bachelor's degree in Biology. I spent the last two years raising money for the Find-a-Cure Foundation, which as you know, has been instrumental in supporting research on the study of pediatric diseases. Through my work at FCF, I was first exposed to the excellent research work performed at Phakol. Many of our recipient organizations were also strong advocates of your drugs.

It has been my belief that a sales position with a pharmaceutical company would be the best avenue for my scientific background, development experience, and proven dedication to this field. Our conversation yesterday confirmed for me that the possibility of working at Phakol would be not only an exciting one for me, but also beneficial for both of us.

I appreciate your offer to let me know if you discover any suitable positions at Phakol, and of course, I particularly look forward to hearing from you as opportunities arise in your department. I will be in Washington next month and will call you to discuss a convenient time to meet in person.

Sincerely,

Nicholas Urfe