

The savings will vary by type of artificial kidney used. At the present time, we understand there are four artificial kidneys using Cuprophane in clinical use: 1. Kiil; 2. Klung (and Mini Klung); 3. Dialung; and 4. Coil developed by EMSCO.

Cobe Laboratories, Inc. supplies Cuprophane for the first two kidneys.

Exhibit II provides a description of the Kiil which is the most commonly used kidney for chronic hemodialysis.

This field of treatment is rapidly expanding. As a result, I have increased our projected sales for the next twelve months to 400,000 Kiil Cuprophane membranes (cut sheets). This amounts to sufficient membranes to support 1,000 patients. This is a conservative figure as our actual sales of Kiil sheets through April were 131,300 sheets. For these 1,000 patients the savings would be approximately \$7,500,000 per year or \$7.50 individually per year.

Our Kiil Cuprophane customers fall into two classes, medical facilities having hemodialysis units and home patients who have the artificial kidney in their homes. Exhibit III provides a partial list.

Because the Klung kidney uses more, smaller sized sheets, the savings would be greater. During the first 4 months of this year we sold 31,500 Klung sheets. We project to sell on the order of 100,000 sheets for the next 12 months. The Atlanta Artificial Kidney Center uses 36 sheets of Cuprophane per dialysis for the Klung and 20 to 25 for the Mini Klung. We are estimating that there will be about 50 patients using these two kidneys during the next 12 months. (Both kidneys use the same size cut sheets). This would indicate 175,000 sheets. Each patient uses about 3,500 sheets per year. The tariff savings would amount to approximately \$4.00 per 500 sheets or \$28.00 per year per patient for a total of \$1,400.

Combining the savings of the Kiil and Klung patients for the projected 12 month period, the total would be \$8,900.00. We are not in a position to speak of the projected savings for the Dialung or EMSCO Coil Kidney users. We feel that the \$8,900.00 savings is sufficient reason for pushing for the removal of the U.S. tariff on Cuprophane. We hope that the U.S. Congress sees it the same way as we do.

Yours truly,

ROBERT M. COLLINS, *President.*

EXHIBIT I

PRESENT COBE CUPROPHANE PRICES AND PROJECTED PRICES AFTER TARIFF REMOVAL

Catalog No.—	Description	Current pricing ¹	Tariff removal projected pricing
11-305	100 sterile cuprophane sheets for the Kiil dialyzer.....	\$62.50	\$58.50
11-310	1,000 cuprophane sheets and blood ports for the Kiil dialyzer.....	250.00	240.00
12-300	1,000 cuprophane sheets for the Kiil dialyzer.....	130.00	120.00
		115.00	110.00
12-301	500 cuprophane sheets for the Kiil dialyzer.....	70.00	62.50
12-302	100 cuprophane sheets for the Kiil dialyzer.....	20.00	19.00
		17.50	17.00
11-307	500 cuprophane sheets for the Klung dialyzer.....	20.00	16.00

¹ Reference Cobe artificial kidney price list III.

EXHIBIT III

PARTIAL LISTING OF COBE CUPROPHANE CUSTOMERS

MEDICAL CENTERS

Touro Infirmary, New Orleans, Louisiana.
 Veterans Administration Hospital, Cleveland, Ohio.
 Michael Reese Hospital and Medical Center, Chicago, Illinois.
 Tulane University, New Orleans, Louisiana.
 St. Vincent's Hospital, Los Angeles, California.
 Atlanta Artificial Kidney Center, Atlanta, Georgia.
 University of California, San Diego and San Francisco, California.
 Veterans Administration Center, Los Angeles, California.
 University of Washington, Seattle, Washington.
 University of Colorado, Denver, Colorado.
 Seattle Artificial Kidney Center, Seattle, Washington.