

**From the KDM Pharma Committee:**

November 2010

Dear KDM members,

1. Business is good and is getting better, so let's give the competition a run for their money
2. Outreach through our Manager has brought in results and we thank you for your co-operation extended to him.
3. We shall be proposing incentives for members at the next AGM for supporting KDM Pharma business
4. Download the Member-Get-Associate Form. You too can help by introducing doctor-friends through the "member-get-associate" scheme to improve our customer base
5. We are in talks with associations to get this wider net for more sales
6. We are happy that payments by our members have been prompt
7. Prompt payments will help our KDM Pharma to improve on the Pharma List and obtain better prices from Suppliers
8. It has been said that our presence has had a good effect on reducing drug prices from competitors. So that's another advantage.
9. Deductions from dividends of members who have exceeded the payment period have been instituted only as a last resort.
10. Finally:
  - ✓ Buy more, remember, you get the benefits of bulk purchase, dividends and a future lifeline for KDM
  - ✓ Introduce good paymaster doctor friends to be KDM - Associates to buy from KDM,
  - ✓ Brief your Nurses (if they do the ordering) to buy KDM
  - ✓ Do Pay promptly to help enlarge our Pharma List

Thank you and wishing you the best of the season's greetings.