



United We Stand

**Bi-Coastal Pharmaceutical Corp.®**

Sales, Marketing, Consulting



## Scios Letter of Recommendation

**scios**

February 25, 2003

Ralph Massa, Jr.  
Bi-Coastal Pharmaceutical  
130 Maple Avenue  
Red Bank, NJ 07701

Dear Ralph:

Thanks to you and your staff at Bi-Coastal Pharmaceutical, Inc. for serving as Scios' Trade Relations partner for the past two years. Through Bi-Coastal's efforts and Wholesaler Trade expertise, Natrecor® was able to achieve 71% stocking throughout our wholesaler network within the first 2 weeks of launch (August, 2001) and 88% by the end of the first year.

Additionally, you provided monthly wholesaler sellout data and promptly followed up with certain problematic distribution sites to minimize "out-of-stock" occurrences. Your participation at the HDMA last year on our behalf further reinforced Scios' presence within the wholesaler community, as an up and coming single source innovator steadily enjoying continued growth and interest with our product.

We are now ready to assume Trade Relations on our own behalf and we are bringing the function in-house. You did everything you promised to do to assist us with an incredibly successful launch of our first product. And you tutored and prepared us to assume the Trade Relations function on our own.

Please feel free to use this letter as a resource of recommendation to prospective Bi-Coastal Pharmaceutical clients. In addition, I would be happy to give a person-to-person recommendation by phone.

Thank you once again for your contribution in making the launch of Natrecor such a success.

Sincerely,

Rosemary M. Malvey  
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