

Interoffice
Communication



FILE
Cutter Laboratories
STOKE COURT

Date 9th August, 1985.
To Linda
From Walid
Subject Area 2 report - July, 1985

Copy to Brian

1. KOATE HT

NHS Supplies

No significant increase in NHS Factor VIII HT supply was noticed during July.

The NHS seems to be concentrating on improving the quality of Factor VIII. This continues to inhibit them from scaling up production.

Koate HT Stock and QA

The improvement in supply from the US seen during the last two months has come to a halt. This is because patients have been suffering adverse reactions to three lots of Koate HT.

The US withdrawal of these batches from the US and other European markets has put supplies under severe pressure for the second time in five months.

Major Happenings

Leicester

The situation at Leicester has improved remarkably during the last few weeks. Supplies to Leicester and reserving of batches are back to normal. Furthermore, the efforts of Barry Barber to obtain business by the use of Profilate HT on virgin haemophiliacs has failed. Four out of the six virgin haemophiliacs are now using Koate HT, the other two continue to use Cryo-precipitate.

Derby

Signs from Derby indicate that fluctuation in the LFT's of virgin haemophiliacs on Profilate HT does take place. However, increases in the LFT's are said to be small and transient.

Although no trials being carried out on Koate HT have taken place, Dr. D. Mitchell has informed me that since changing to heat-treated material there have been no clinical Non A Non B Hepatitis outbreaks in patients using Koate HT. This suggests a degree of safety from Non A Non B Hepatitis for Koate HT.

Newcastle

A meeting took place between Dr. Peter Jones, Mr. Jack Wood and myself at Newcastle. This was to allow Mr. Wood to answer some of Dr. Jones' questions on sources of plasma and product safety.

The meeting was a success.

Cardiff

A visit to Cardiff is planned for early August. An attempt will be made to recapture lost business. However, this is assuming that the stock situation allows us to do so.

2. KONYNE HT

The Factor IX HT commercial market continues to increase slowly. However, there are signs to show that the NHS production of Factor IX HT may be nearer than anticipated.

Manchester and Leeds

Factor IX HT business in Manchester was gained by Cutter while Leeds went for Alpha.

Manchester business	250,000 I.U.
Leeds "	150,000 I.U.

Newcastle

All efforts to obtain Factor IX business have been unsuccessful. This business is held by Alpha. I believe that Dr. Jones is purchasing Factor IX from Alpha because of the fact that little Factor VIII is purchased from Alpha.

3. GAMIMUNE

Although the objectives for July were not met, it must be said that sales were comparatively high.

Manchester Royal Infirmary was gained in July as a new Gamimune account.

The disappointing situation at Hope Hospital which was encountered in June, was investigated and it was learned that Sandoz have a hospital discount for Sandoglobin. Their discount is 8% - 10% for any quantity.