

INSTRUCTIONS TO SENDER: UPON COMPLETING MESSAGE, SEND COPIES 1-4 TO ADDRESSEE (1 TO STORE COPY, SEND COPY 5 (GREEN) TO A.S.M.; COPY 6 (WHITE) TO F.S.M.; RETAIN FILE COPY 7 (YELLOW). IF THE F.S.M. IS THE ADDRESSEE DO NOT SEND COPY 6.

PRESS FIRMLY WITH BALL POINT PEN AND WRITE LEGIBLY

AMES
Communicator

File



FROM: Peter

TERR.: 3

Manchester

BTS.

- ☐ Action Requested
☐ Please Reply
☒ No Reply Needed

TO: Hindu
(DEPARTMENT)

SUBJECT: Dr Wensley

DATE: _____

The contract with Travend runs out 3/13/87. Haemophilus has not been accepted very well at all by the patients. He said they had had complaints about handling and they haven't provided a good back-up re treatment set carrier bugs etc. He said that this time round he wasn't going to be pushed into buying FVIII because it was cheaper by a few pints of a penny. Said that he felt that we had an excellent chance this year but we still had to be competitive on price.

He isn't in the least concerned with NANB as even a reduced risk means transmission. If it's not 100% free then a reduced risk is still a risk.

REPLY:

Though it does show which companies produced a better product. He feels 8Y is the best FVIII available it seems NANB clean. He thinks we are the best commercial product.

He does not think that we should bother with the Pendlebury reports as there are a number of NANB patients on their books and it is a fact of life that if they are on FVIII then the patients will get NANB.

It would certainly be worth our while for you to come up and see him before March. Thursdays are his best days for lunching out and we could get a long time with him.

DATE: _____ SIGNATURE: _____

INSTRUCTIONS TO ADDRESSEE: AFTER REPLYING, RETURN BLUE COPY TO SENDER; PINK COPY TO A.S.M.; OLD GOLD COPY TO F.S.M.; RETAIN ORIGINAL (WHITE) FOR YOUR FILE.

SALESMAN TO F.S.M.

19th Feb

INSTRUCTIONS TO SENDER: UPON COMPLETING MESSAGE, SEND COPIES 1-4 TO ADDRESSEE AT STOKES COURT. SEND COPY 5 (GREEN) TO A.S.M.; COPY 6 (WHITE) TO F.S.M.; RETAIN FILE COPY 7 (YELLOW). IF THE F.S.M. IS THE ADDRESSEE DO NOT SEND COPY 6

PRESS FIRMLY WITH BALL POINT PEN AND WRITE LEGIBLY

AMES Communicator



FROM:

ERR.:

TO: Linda
(DEPARTMENT)

SUBJECT: Dr Wensley

- ☐ Action Requested
☐ Please Reply
☐ No Reply Needed

DATE:

We talk about Albumin and he said that according to Dr Gurnson BPH will be fully operational in April and that they have an 18 month backlog of plasma. They should be self-sufficient for Albumin by May/Sept at the latest on present usage levels. He did say that he couldn't see Albumin usage rising especially as there is an abuse of blood transfusion at present and that for an haemorrhage where blood loss is less than 1 litre then albumin will be used as it is AIDS free. Then the Albumin shortage may last a little longer.

REPLY:

He also said that he felt that BPH will not charge that much for any other products as they will probably work out as more expensive than commercial preparation. Since the Government has bought HWTCS over Nimrod if it became clear that BPH were costing more for in most cases poorer products the Government might close saying that commercial should be bought.

Manchester STS

File

DATE: SIGNATURE:

INSTRUCTIONS TO ADDRESSEE: AFTER REPLYING, RETURN BLUE COPY TO SENDER; PINK COPY TO A.S.M.; OLD GOLD COPY TO F.S.M.; RETAIN ORIGINAL (WHITE) FOR YOUR FILE.