

TO:

CUTTER BIOLOGICAL FIELD SALES PERSONNEL

FROM:

JANIS J. PETERSON

DATE:

NOVEMBER 18, 1983

SUBJECT: CUTTER FORUM - AIDS AND HEMOPHILIA TREATMENT.

STOCKHOLM, SWEDEN - JULY 1, 1983

At the close of the 15th World Federation of Hemophilia Congress (June 27 - July 1) Cutter held a forum of United States medical experts to discuss one of the most dominant concerns of the conference: AIDS and hemophilia treatment.

Many of the professionals that were invited to this forum were unable to attend the federation meeting and requested information regarding the U.S. forum.

We were extremely fortunate to have both Dr. Louis Aledort and Dr. Shelby Dietrich co-chair our meeting, which was attended by seventeen other eminent physicians who are listed on page 2 of the brochure.

The overwhelming concern of the physicians was the fear of AIDS, and the responses associated with that fear. The key message was that more physicians should emphasize personal care and proper treatment of bleeds as a more important concern than AIDS. One physician stated he had "eight patients die of trauma and cerebral hemorrhage last year". He didn't have any die of AIDS.

Health care professionals are looking forward to receiving this publication on AIDS. Again, you will be able to demonstrate another way that Cutter cares about the feelings and concerns in the hemophilia community.

Enclosed are twenty-five copies. You may order more (CB-594) from direct mail. .

Good selling!

GRO-C

Canis J. Peterson Product Marketing Manager Coagulation Therapeutics

JJP:ekj