

TRAVENOL LABORATORIES LTD.

MEMORANDUM

TO: J O'Sullivan
CC: Garry Bang
Ron Feakes
Reg Lowsley
Bob Broomfield
FROM: Trisha Bowcott
DATE: 5th January 1986
SUBJECT: HIV Screened Diagnostic Products

We are now into the first week in January and Laboratory Division has a problem; to conform with the enclosed DHSS directive we should have had all our human based products screened negative for HIV and we haven't. During August the DHSS issued a directive, advising Pathology Laboratories that they should, wherever possible, purchase HIV screened human based products; this directive was immediately distributed by Mark Philip to a number of Travenol personnel - enclosed.

At this time Yvonne Lynch was based at Compton and, together with Mark Philip, began to ensure that Travenol UK was ready to supply screened product by January 87. Yvonne's last communication was October 27th to both Dade and Merz Dade asking for confirmation of product availability - enclosed.

When the second week in December approached, I was surprised and embarrassed to discover that we are far from ready. Since then I have actioned:

- a. a complete stock check to confirm lot numbers currently held
- b. repeatedly contacted M+D and Dade requesting comprehensive and up to date listings of all their human based products stating HIV status
- c. personally checked our inventory against the list of screened products
- d. ordered an "emergency supply" of screened products from M+D that I found we could not supply from stock. This shipment should arrive 2nd week in January and I have re stated to Purchasing that wherever possible, HIV only product should be accepted.
- e. switched our source of anti-D from M+D to Dade as M+D cannot supply screened product before late February

Currently our stocks of screened/un-screened human products are approx 80/20 - see list. A number of high sales products are not available to us, thus sales will definitely be affected.

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By means of this memo, I am asking for a decision to be made by yourself as to what action we take in the immediate future regarding the supply of un-screened products.

I recommend:

1. All human based material is clearly marked "HIV negative" or "HIV status unknown". I have already requested that sticky labels are purchased to enable Compton staff to mark all inventory.
2. By drawing attention to the fact that we are supplying un-screened product, we may exacerbate the situation but it must be better for Travenol to be seen to be "clean" rather than attempting to supply on the quiet.
3. Wherever possible, HIV screened lot numbers are supplied in preference to un-screened material. M+D and Dade will be contacted requesting that they accept the return of un-screened product. The shipping cost will unfortunately affect our profits but I do not see the manufacturers paying.
4. Should you decide it's preferable, we can stop supplying all but screened product, but this will naturally result in a loss of sales. A number of major products have yet to be released, these are Monitrol IE, IIE, Trirac R, anti-D and Rhesus control.

I would be grateful if you could get back to me by Tuesday pm as on Wednesday I will be attending a M+D meeting in Switzerland and in an ideal position to discuss the return of un-screened stock.

Regards

GRO-C

TRISHA BOWCOTT
Product Manager
Laboratory Division