

85195413
85195413+
95413 immuno g

telex no. 4973
october 8, 1985

we are again sending telex no. GRO-C
28/ok and thanks

telex no. 4969
october 8, 1985

att.: mr. berry

dear mr. berry,

we propose to discuss our future registration strategy as far as virus-inactivated products in gb and ireland are concerned on the occasion of your prospective visit to vienna in october.

the test results of our various virus inactivation procedures which are now available show that steam treatment is superior to heat treatment as far as the inactivation of htlv-iii is concerned. for this reason and also for reasons of patent law we are very much interested in removing the heat treated products from the market as quickly as possible and introducing the steam treated preparations instead. kryobulin, heat treated should therefore be amended to kryobulin tim 2, steam treated, and feiba, heat treated to feiba tim 3, steam treated.

we have also received a copy of a telex of mr. coombes to mrs. hettich which gives the estimated sales of our individual products for 1986. apart from the fact that the estimates for kryobulin and prothromplex are very low, mr. coombes mentions that they might even be reduced to zero if the u.k. blood products unit goes into full production.

we therefore hope that your time schedule will allow for discussions on our future strategy, which would be very helpful in our opinion.

awaiting your reply we remain with kind regards
mrs. diernhofer/henninger
licensing department

cc: mr. coombes
95413 immuno g
132722 imuno a

cc: Dr. Schwarz
Dr. Kaese
Dr. Harrison
Dr. Aschauer