TRIP REPORT - U.S.A. & CANADA

SEPT. 13TH - 21ST., 1982

ACTION

CORNING

Fibronectin sample now delivered. Draft agreement for growth factors - territory Japan, U.S.A. and Canada - to be prepared. DRW

Preliminary discussion on diagnostics with Dr. Lynn Nye (female, English), New Products Manager. Product details and outline business proposals to be sent. DRW

ORTHO

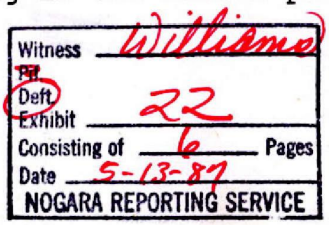
Fred Barnett - V.P. Marketing - an unsatisfactory conversation. It seems they are not very interested in licence deals. However, proposals to be mailed as for Corning. DRW

WELLCOME

Dr. John Barron - V.P. Marketing, N. America. Considerable interest, they are short of products, particularly in haematology/coagulation and are looking for OEM deals.

No R & D or production in U.S.A. Everything comes from U.K. We will be contacted by Bill Madden, head of World-wide diagnostics, if they wish to pursue.

Have 24 reps in U.S.A. and good standing in the market-place. $4 million sales last year.



22.1

ACTION

They have 12 week life with their I125 kits - why can't we? CMK

Hepatest not sold - BOB batch release required, which with short life, makes import very difficult. When we have hepatitis kits, must be made locally.

GENERAL DIAGNOSTICS - WARNER LAMBERT

Robert D. Grisson - V.P. North America
Richard J. Walsh - V.P. International
George E. Lowke - V.P. R & D

Considerable interest, particularly in hepatitis. Have own MAB's for B and pure antigen for non-A non-B. Also an ELISA test for B, which is on trial in U.S. No doubt this is their main interest in I.Q.-Bio, with whom they have a secrecy agreement and a timed option. They have checked out the I.Q. technology and confirm it is good. Would like to check our hepatitis MAB's and, if better than theirs, would buy.

Various type deals possible, but they would want World-wide exclusives, with in-house manufacture. Pointed out we would want at least U.K. to ourselves. All diagnostics produced in Morris Plains (N.J.) and frequently shipped to subs and distributors already addressed to individual hospitals. Would manufacture for us.

Possibilities:-

1. We license them fully-developed products, with up-front cash and royalty.

22.2

ACTION

2. They pick up our projects at whatever stage they may be, complete development. Probably no up-front and certainly lower royalty.

3. We sell MAB's and retain no future interest or take low royalty.

Next step - they will send secrecy agreement, having evaluated possible conflict with I.Q.-Bio. I have told them that we are negotiating certain exclusive rights to their technology.

Lowke is over here Nov. and wants to look at the science then. Have suggested we use CRP as an example - we are further ahead on this one. However, am certain he will insist on some investigation of our hepatitis position. DH

CONTINENTAL PHARMA (HECHT)

Informed him we no longer interested in his cryo but had to agree to take 5 kilos of the 20 we committed earlier in the year.

Nabi very interested in bio-depleted plasmas and could manufacture for us. Proposal to be sent. DRW

NEW YORK BLOOD CENTRE

Dr. Bernard Horowitz, Director, Blood Products R & D.

Do not produce deficient plasmas but would like access to our MAB columns. Prepared to consider making for us but would want some "scientific component" in the deal.

22.3

ACTION

Suggested G.E. FIX. Not over impressed with the possibilities but needs follow-up. DH/DRW

Their fibronectin process includes a hepatitis removal step but no animal work done to confirm. Will be used clinically in U.S. next year. Not working with Brian Boughton as they do not like his protocol. Would check opsonic activity for us - claim to have excellent assay.

Have developed methodology for predicting antigenic sites which works and is the subject of patent application.

Industry involved with them as "Corporate Associates", which means that for $10,000/yr. companies have access to their scientists for discussion and the R & D. No automatic rights given. Monsanto are a member.

PETER LEVINE

Case report almost finished and should be with us early next month. Speaks very warmly about product and will be a good salesman for us.

CANADA

Presentation to the CHS Scientific Committee successful - they wish to go ahead with trial and are happy with our protocol, subject to minor amendments.

Met with the BOB Director, Blood Products and staff. Submission to be prepared immediately, including U.S. investigators and all Canadian centres. EAW

22.4

ACTION

Unfortunately, they have 120 days for review, but we should have an answer by mid '83 at the latest. Facility inspection is a positive requirement for a New Drug Submission in Canada. This can take place at any time after data has been filed. The next trip for one of their inspectors to Europe is planned for March/April '83. I expect we will be on the list.

Stocking arrangements to be sorted out with Red Cross, etc.. DRW

Until approval is received, Hyate:C can be imported under a special emergency arrangement, details of which I now have. All centres to be informed immediately - there have been 2 deaths following Autoplex failure this year. DRW

CARROLL JONES

Agreed $10,000 for diagnostics project. Half up-front.

First mailing on growth factors dispatched - over 100 biotech companies.

Mailing re Hyate:C IND organised.

Proposes he sets up company for Hyate:C distribution. Told him OK, but no favoured nation treatment. Will respond in San Diego.

We need to calculate a sales commission. DH/DRW

ALPHA

Reviewed cryo licence. Revised draft promised end September. To be in their name with Alpha U.K. responsible for import. Licence to be processed in

22.5

ACTION

liaison with Ian Marshall. EAW

Various tests to be carried out to verify our assays and investigate possibility of II, VII, IX and X removal pre-shipment.

Once we know what we are doing, a sterling price per unit will be agreed and we will be billed by Alpha U.K. Until then, the price is $1800/Kg.

DRW/GC/SEPT 1982

27.6