



Armour Pharmaceutical Company Limited

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To the Consultant Haematologist

1st July, 1978

Dear Sir/Madam,

FACTOR VIII CONCENTRATE

D.O.H.S.S. CONTRACT NO. R/B1025/46C

In view of the increasing number of haemophiliacs receiving treatment in hospitals other than designated centres, we feel it important, in case you are not already attached to a Haemophilia Centre, that you should be familiar with the latest information relating to our product, FACTORATE.

As you probably know FACTORATE was introduced two years ago in June 1976 and has become firmly established as a leading commercial concentrate in the majority of U.K. centres.

The proven quality of the product, the flexibility of the presentation, and the economical price structure outlined below present a good case for the inclusion of FACTORATE in your routine or emergency treatment programmes:

D.O.H. Contract Price 1977/78

<u>Quantity</u>	<u>Price per i.u.</u>
50,000 i.u. and over	9.25p
25,000 i.u. - 49,999 i.u.	9.50p
10,000 i.u. - 24,999 i.u.	9.75p
Up to 9,999 i.u.	10.00p

The above prices are the lowest on the existing contract for Factor VIII concentrate by 23-42%.

NEW HIGH POTENCY FACTORATE

The same prices also apply to the recently introduced high potency "DOUBLE FILL" pack. This is in addition to the standard product and although the potency will vary it will be in the range of 500-600 i.u. per vial. Supplies are immediately available from stock in packs of 10 vials complete with filter needles.

/Continued

1st July, 1978

2 YEAR SHELF LIFE

All batches of Factorate now have a shelf life of 2 years from the date of the latest U.K. assay.

DEEP FREEZE STORAGE

We would confirm that Factorate can be stored in the "deep freeze" as well as the refrigerator. This overcomes the problem of restricted refrigerator space in both the patient's home and in the hospital and facilitates purchases at the most economical rate.

LOW ANTI-A AND ANTI-B ISOAGGLUTININ TITRES

Although the titres vary from batch to batch of Factorate, they are typically better than 1:32. In fact, every batch produced since June 1976 has been to this standard.

NEW HOME TREATMENT PACK

A re-designed kit is being made available from this month where requested to all users of Factorate concentrate. Although containing identical components (5 administrations per pack) as the existing unit, it has been introduced to achieve:-

- i) a neater and less obtrusive pack for the patient, and
- ii) a smaller but more substantial pack better suited for travel and storage.

Those units wishing to purchase the pack for use with e.g. N.H.S. concentrate may do so. We will be pleased to quote upon hearing from you.

We are confident that this new kit which benefits patient and hospital alike will be just as enthusiastically received as the original version.

Attached is a duplicate of this letter which we would be grateful if you would pass to Pharmacy for information.

Should you require a data sheet or wish to discuss in greater detail how we can best service your individual requirements, please let us know and we will do our best to help.

In the meantime, we assure you of our best attention at all times.

GRO-C

C.R. Bishop
Hospital Products Manager

CRB/JAL

cc Principal Pharmacist

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