

Cutter



TO J. Ashworth
FROM R. Mouradian
SUBJECT AHF in France

DATE 11 May 1983

COPIES TO W. Ewald
J. Hjorth
V. Shalson
J. Wood

REF: M-157

In telephone conversation with Joe Schulmann today, I was informed that both Hyland and Behring have offered to the CNTS in France heat-treated Factor VIII claiming reduced risk of hepatitis and reduced risk of AIDS. The CNTS has reacted by stopping all imported concentrate from everybody until they can evaluate the information and offers they have received insofar as they relate to the hepatitis and AIDS questions.

Although we have already sold 3,000,000 iu to the CNTS in 1981, we are now in a position where we have to defend regular Koate against the heat-treated product of the competition in order to keep the business to the CNTS. We need to send a letter to our representative Biopharm with arguments supporting Koate so they can present this information to the CNTS.

The letter should address the two issues - AIDS and Hepatitis:

AIDS

The measures taken by Cutter with source material to reduce the risk of AIDS. Can we refute the claims made by the competition that heat-treatment reduces the chance of AIDS?

Hepatitis

What can we say about the minimal incidence of hepatitis with Koate? Do we have statistics based on experiences in the United States?

We want to give the impression that we are continuously improving our product without telling them we expect soon to also have a heat-treated AHF. Otherwise, they may decide to discontinue regular Koate and tell us to come back when we have HT Koate available.

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Our business to the CNTS is in jeopardy and we need to supply Biopharm with as much back-up information as possible so they can try to maintain our Koate sales.

It would be appreciated if you could prepare an appropriate letter preferably in French, and send to Mr. LaHalle at Biopharm as soon as possible.

Thanks,

GRO-C

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