



HYLAND
DIVISION TRAVENOL LABORATORIES, INC.

Interoffice correspondence

Competition

to: G. Phelps
from: L. Kriley
subject: New Behring Hepatitis Risk-Free Product

date: May 22, 1979
cc: D. Castaldi
S. Holst
K. Laughter
F. Lenich
H. Termeer
H. Termeer

Frank Lenich of Munich advised me today that he just learned that Behring is in the last steps of the completion of clinicals on an AHF product that they are saying is free of hepatitis risk. They are not specifying the type of hepatitis. The local Travenol sales people have been told that the clinicals look good in that there have been no problems in the clinicals and there has been no evidence of the transmission of hepatitis by the product. The clinicals were conducted in chimpanzees with material that was shown by RIA to contain antigen, then processed into final containers and shown by RIA to be non-infective.

The manufacturing process is described as adding glycine, fructose, and albumin to the bulk and then heating it to 60° for ten hours. Behring is telling accounts that once the product is licensed by the Ministry of Health, it will convert its entire production facility for AHF to this process.

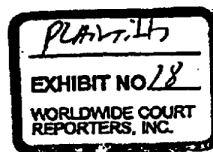
Behring is informing physicians that the product will soon be available and they are leaving printed material with them. Frank said that the sales force is not reacting to the product because it is not yet licensed. He is attempting to obtain a copy of the literature that the Behring people are leaving with accounts and will send a copy to me as soon as he has received them. I understand that product samples have already been requested from Germany for research evaluation. I will keep you advised as I learn of more information on this matter.

GRO-C

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