

To all Regional and District Financial & Supplies Officers

Dear Sir,

PROVISION OF BLOOD PRODUCTS 1991

BPL, the major supplier of blood products to the NHS in England and Wales, is part of the NHS and charged with the establishment of self-sufficiency in the supply of blood products in accordance with UK and EEC policies. This objective can now be achieved as our new factory is in full production using plasma from unpaid voluntary blood donors of the National Blood Transfusion Service. Only BPL has access to this plasma and all BPL products are made exclusively from it, unlike those of most overseas suppliers who use plasma from paid donors.

All BPL products are authorised by the Crown and are tested by the National Institute of Biological Standards and Control. With the expiry of Crown Authority this year, BPL will be licenced in the normal manner by the Medicines' Control Agency.

To enhance our service to NHS patients and in response to clinical demand, BPL will be introducing:-

- A new High Purity Factor VIII which will be available in addition to our Factor 8Y, currently the product of choice for haemophilia treatment in England and Wales.
- A new higher purity Albumin with decreased aluminium levels.
- A new Intravenous Immunoglobulin featuring a unique process step for viral inactivation.

These new products will be the subject of separate notification in the near future.

Purchase of BPL products is unquestionably the most cost effective option for the NHS. Any income generated by BPL returns to the NHS - not into the pockets of foreign shareholders. Purchase of BPL products means purchase of NBTS plasma by BPL. Already Regions have benefitted by nearly £50 million from plasma supplied to BPL. Additionally, BPL will compete on quality, service and price.

We believe that Health Authorities will stand by their commitment to National Self Sufficiency, and we look forward to working with you to achieve this. BPL's Commercial Department is ready to respond to all your enquiries and orders for the forthcoming year.

Your sincerely

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CBLA/ 3239

Mrs G Fryers
Commercial Manager

c.c RTC Directors, National Directorate, Haemophilia Directors
DOH

SALES REALISATION 1988 - 1991

Product		Actual 88	Actual 89	Actual 90	Based on 9mths x 4/3 Estimated Actual 91
-----		Sales	Sales	Sales	Sales
		£	£	£	£
ALBUMIN					
4.5% Albumin	100ml	108,274	210,624	338,175	224,377
4.5% Albumin	250ml	0	2,640,275	1,588,033	1,369,732
4.5% Albumin	400ml	3,320,896	616,695	30	0
4.5% Albumin	500ml	0	0	5,775,835	4,707,812
Total in 100mls		3,429,170	3,467,594	7,702,073	6,301,921
10% Albumin	2.5ml	9,652	8,454	5,890	2,967
10% Albumin	100ml	2,938	2,327	2,223	3,220
20% Albumin	5ml	12,291	16,083	14,611	16,964
20% Albumin	100ml	668,496	842,100	1,938,338	1,835,795
Repcipt. Albumin	5ml	7,660	0	7,256	12,211
COAGULATION					
Factor VIII Y	250iu	5,039,400	13,488,563	16,272,680	20,709,149
Factor IX A	600iu	3,458,640	3,697,200	3,737,573	4,038,757
NORMAL IgG					
Normal IgG	250mg	398,835	396,189	452,946	520,391
Normal IgG	750mg	225,334	227,079	210,297	281,209
SPECIFIC IgG					
Anti D	250iu	531,034	624,177	553,366	594,920
Anti D	500iu	1,363,381	1,633,563	1,343,853	2,176,508
Anti D	2500iu	37,134	42,527	33,164	30,935
Anti Tetanus	250iu	502,114	457,295	301,109	330,149
Anti VZ	250mg	394,239	286,212	306,638	417,813
Anti HBs	100iu	9,387	9,837	16,463	5,493
Anti HBs	200iu	0	0	0	0
Anti HBs	500iu	164,146	175,299	169,177	289,623
Anti Rabies	500iu	72,385	58,214	60,054	262,160
Diagnostics		893,812	1,686,632	1,715,553	1,416,361
Other products		236,082	258,907	103,576	222,908
Other Income		186,292	188,443	189,754	254,427
Total Therapeutics		17,642,422	27,566,695	35,136,594	39,723,881

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SALES VOLUME 1988-1991

Product		Actual 88 Sales Units	Actual 89 Sales Units	Actual 90 Sales Units	Estimated Actual 91 Sales Units
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ALBUMIN					
4.5% Albumin	100ml	7,493	14,576	24,045	24,916
4.5% Albumin	250ml	0	105,611	65,401	73,849
4.5% Albumin	400ml	109,240	20,286	1	
4.5% Albumin	500ml			156,483	157,032
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Total in 100mls		444,453	359,748	969,967	994,699
10% Albumin	2.5ml	1,532	1,342	963	527
10% Albumin	100ml	125	99	90	153
20% Albumin	5ml	4,097	5,361	5,004	6,757
20% Albumin	100ml	19,265	24,268	57,386	63,156
Recept. Albumin	5ml	400		361	707
COAGULATION					
Factor VIII Y	250iu	100,788	215,817	251,324	316,509
Factor IX A	600iu	28,822	30,810	35,943	29,939
NORMAL IgG					
Normal IgG	250mg	132,945	132,063	157,160	176,900
Normal IgG	750mg	36,940	37,226	36,035	45,964
SPECIFIC IgG					
Anti D	250iu	51,061	60,017	54,866	54,592
Anti D	500iu	73,896	88,540	74,948	113,065
Anti D	2500iu	537	615	499	427
Anti Tetanus	250iu	41,497	37,793	25,598	29,115
Anti VZ	250mg	3,602	2,615	2,880	3,453
Anti HBs	100iu	502	526	905	267
Anti HBs	200iu				541
Anti HBs	500iu	2,193	2,342	2,306	3,509
Anti Rabies	500iu	710	571	606	2,320

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SELLING PRICES 1988 - 1991

Product		Actual 88 Price per Unit	Actual 89 Price per Unit	Actual 90 Price per Unit	Estimated Actual 91 Price per Unit
-----		----- £/unit	----- £/unit	----- £/unit	----- £/unit
ALBUMIN					
4.5% Albumin	100ml	14.45	14.45	14.06	9.01
4.5% Albumin	250ml		25.00	24.28	18.55
4.5% Albumin	400ml	30.40	30.40	30.00	
4.5% Albumin	500ml			36.91	29.98
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Total in 100mls		7.72	9.64	7.94	6.34
10% Albumin	2.5ml	6.30	6.30	6.12	5.63
10% Albumin	100ml	23.50	23.51	24.70	21.00
20% Albumin	5ml	3.00	3.00	2.92	2.51
20% Albumin	100ml	34.70	34.70	33.78	29.07
Recept. Albumin	5ml	19.15		20.10	17.28
COAGULATION					
Factor VIII Y	250iu	50.00	62.50	64.75	65.43
Factor IX A	600iu	120.00	120.00	103.99	134.90
NORMAL IgG					
Normal IgG	250mg	3.00	3.00	2.88	2.94
Normal IgG	750mg	6.10	6.10	5.84	6.12
SPECIFIC IgG					
Anti D	250iu	10.40	10.40	10.09	10.90
Anti D	500iu	18.45	18.45	17.93	19.25
Anti D	2500iu	69.15	69.15	66.46	72.50
Anti Tetanus	250iu	12.10	12.10	11.76	11.34
Anti VZ	250mg	109.45	109.45	106.47	120.99
Anti HBs	100iu	18.70	18.70	18.19	20.60
Anti HBs	200iu				0.00
Anti HBs	500iu	74.85	74.85	73.36	82.53
Anti Rabies	500iu	101.95	101.95	99.10	113.00

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