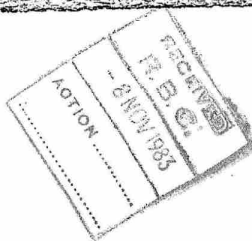


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TO: C BISHOP /
CC K FITCH
L SHAW



CUTTER RECALLED 16 AHF LOTS (6400 VIALS, 2.2 MIO AHF UNITS) DISTRIBUTED TO 33 COUNTRIES, INCLUDING JAPAN. SEVERAL OTHER LOTS ARE ON HOLD. ONE OF CUTTER'S PLASMA DONORS RECENTLY DIED BECAUSE OF AIDS. THE MAN DONATED ABOUT 5 LITERS OF PLASMA OVER THE TIME, BUT APPARENTLY FAILED TO INDICATE ANY INFORMATION ABOUT HIS DISEASE DURING THAT TIME. WE WILL PROBABLY HAVE TO EXPECT VERY DETAILED QUESTIONS REGARDING DONOR SCREENING/SELECTION OF DONORS DURING THE BGA HEARING AT BETHLEHEM. I AM ALSO CONCERNED ABOUT SUGGESTIONS THAT PAID DONORS ARE LESS LIKELY TO BE TRUTHFUL WHEN ASKED QUESTIONS WHICH WOULD DISQUALIFY THEM AS DONORS. UNDER THE CIRCUMSTANCES I SUGGEST THAT WE HAVE A MEETING AT 1:00 PM, SUNDAY, THE 13TH, PRIOR TO THE BPI MEETING AT 3 PM,

AT THE HOTEL KEMPINSKI. THE CUTTER INCIDENT IS UNDER INVESTIGATION NOW AND DR RODELL WILL HAVE DETAILED INFORMATION AVAILABLE FOR OUR MEETING.

WE REGRET THE UNFORTUNATE CIRCUMSTANCES OF THE CUTTER INCIDENT. HOWEVER, THE POSSIBILITY OF SOMETHING LIKE THAT HAPPENING TO ANY PLASMA MANUFACTURER CANNOT BE EXCLUDED. IT SHOULD BE TO OUR ADVANTAGE TO REMIND OUR CUSTOMERS IN AN APPROPRIATE FORM, THAT ARMOUR PROCESSES PLASMA FROM OUR WHOLLY OWNED AND FULLY CONTROLLER PLASMA PHERESIS CENTERS. PLASMA ALLIANCES HAS A WORLDWIDE REPUTATION FOR EXCELLENT QUALITY AND HIGHEST STANDARDS. ALTHOUGH IT IS OBVIOUS THAT IT IS ACTUALLY NOT KNOWN HOW TO AVOID TRANSMISSION OF AIDS, IT SHOULD ALSO BE EMPHASIZED THAT WE HAVE RECENTLY INTRODUCED FACTORATE HT TO IMPROVE THE SAFETY OF OUR PRODUCT.

WE WILL KEEP YOU INFORMED ON THIS MATTER AND WOULD APPRECIATE ANY FEEDBACK. REGARDS,
I REGIER

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