

Interoffice
Communication



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Cutter Laboratories
STOKE COURT

Date 4th July, 1985.
To Linda
From Walid
Subject Area 2 report - June, 1985.

Copy to Brian

1. KOATE HT

NHS Supplies

No large increase in the NHS supplies has taken place. The situation continues as for April and May 1985.

Despite what was originally thought, that the NHS stockpiling of plasma during 1985 may cause problems for commercial suppliers of Factor VIII, it is now reported that delay in commissioning the new plant, possible change in the method of heat treatment and R and D work on new material will absorb most of the stockpiled plasma available.

It is still anticipated, however, that the NHS supplies will significantly increase during 1986. Nevertheless, it is hoped that the low treatment level seen in 1985 because of anxiety about AIDS will go back to normal and may increase during 1986. This may compensate for any NHS increased supply.

There are no signs of NHS production of Factor IX HT in the near future.

Koate HT Stock Situation

Supply of Koate HT from the U.S. continues to improve but the problem is not completely resolved yet.

Major happenings

DERBY

Supply to Derby is now back to normal. No more problems are anticipated.

Dr. D. Mitchell, however, has had two virgin haemophiliacs on Profilate HT and apart from an early small fluctuation in their LFT's their results look very promising from a Non A Non B hepatitis point of view.

Dr. Mitchell is associated with the national trial regarding the safety of Profilate HT in conjunction with Dr. E. Preston of Sheffield and Dr. Kernoff of the Royal Free Hospital.

Major happenings (cont.)

Dr. Mitchell has informed me that if the final outcome of the trial proves that Profilate HT is a NANB safe product, it would be impossible for her to treat her children with anything else but Profilate HT. However, Dr. Mitchell has also assured me that those patients that are using Koate HT will continue to do so.

LEICESTER

The problems we encountered at Leicester during the last three months are almost over. These problems were, lack of stock and not being able to reserve batches for them and pressure on Dr. Mitchell to use Profilate HT on six virgin haemophiliacs.

Our supplies to Leicester are back to normal. We are now able to reserve small batches for their patients, and despite all pressure from Barry Barber or Dr. Mitchell, four out of the six virgin haemophiliacs are now using Koate HT. The other two patients continue to use cryoprecipitate.

Dr. V. Mitchell was very happy with Cutter because only 30% to 35% of his severe haemophiliacs were HTLV3 positive compared with a national average of 65% to 70%.

Dr. V. Mitchell was invited to Milan 86 and he accepted the invitation.

LIVERPOOL

Dr. McVerry is to leave the Royal Liverpool Hospital and join Dr. Swinburne in Leeds in September 1985.

This should create two opportunities for Cutter. 1) is to maintain and hopefully increase our share at Liverpool and 2) is to introduce Koate HT to Leeds if the stock situation allows.

MANCHESTER

Because of the improvement of the supply situation from the U.S., we were able to supply Manchester two weeks earlier than expected.

CARDIFF

Cardiff continues to use Profilate HT and early trial results look very promising for Alpha.

No attempt has been made to regain the account from Alpha because, despite the improvement in supply, we are still unable to reserve large batches of 250, 500 and 1000 I.U. nominal potency. A visit to Cardiff was re-scheduled from mid July to early August as Professor Bloom will be in San Diego in mid July.

CARDIFF (cont.)

It is strongly felt that as soon as we are able to reserve large batches the situation will be immediately reversed and we shall regain Cardiff.

2. KONYNE HT

It was learned that a Christmas disease patient, who has used nothing but NHS Factor IX Concentrate, has been diagnosed to have AIDS. This patient comes from the south-east region. The Haemophilia Society are going to push very hard to convert those centres that do not use commercial Factor IX HT to do so, instead of the NHS material.

Letters, memos, etc. are going to be sent from David Watters to various authorities denouncing the use of non-heat-treated Factor IX.

This situation should create a good opportunity for Cutter to re-launch Konyne HT in a way similar to that we did three to four months ago.

All efforts should be made to take full advantage of the situation.

NEWCASTLE

Despite an offer of 12p per I.U. for 1000,000 I.U. of Konyne HT bought by the Area Health Authority, no reply has yet been received.

MANCHESTER

Unless Dr. Wensley receives severe opposition from his colleagues or the Area Health Authority refuses to increase available funds, it is probable that Cutter will gain the Manchester Factor IX business. That is approximately 250,000 I.U. at a price of 14p per unit, bringing a revenue of £35,000.

3. GAMIMUNE

Efforts continue to be made in this field to introduce new accounts.

It is hoped that the introduction of the discount structure will help introduce new accounts and increase sales. However, it was learned that Sandoz have offered their product at a more competitive price than ours at Hope Hospital, Manchester. This situation should be investigated further, as well as others, to assess Sandoz pricing levels.