

**Cutter** Laboratories

STOKE COURT

Date 16th January, 1986.

Copy to Brian Dyos Peter DeHart -

To Jack Wood - Tropon

Cutter International

From Linda Frith

Subject Newcastle Haemophilia Centre - U.K.

I have been told by Dr. Peter Jones that Newcastle are now using only Alpha material.

His reasons were explained as follows. With the increased numbers of haemophiliacs developing AIDS or pre-AIDS he must give them the safest known material available. He mentioned the work of P. Kernoff et al (attached) and I challenged him on the grossly over-presumptive interpretation of the data that Alpha material is NANB safe. He agreed that the results were not conclusive in any way, but said that Alpha were the only company with clinical data that he has seen, which shows any indication of success in irradicating NANB transmission in Factor VIII concentrate.

Dr. Jones will express his opinions at the AIDS meeting in February. He will meet with support from three other major centres who also use only Alpha material.

Sheffield

Dr. Eric Preston

Royal Free

Dr. Peter Kernoff

Cardiff

Professor Bloom

The loss of Newcastle is a major blow. As you know, we sold 2.7 million IU to them in 1985. After our conversation earlier today, I feel we have a positive approach which can be taken later this year which will regain some of our share in this centre.

Regards,

GRO-C

Linda Frith

