

Interoffice
Communication



File

Cutter Laboratories
STOKE COURT

Date 4th February, 1986
To Brian
From Linda
Subject Situation report - January 1986

Copy to

KOATE HT

<u>Accounts</u>	<u>IU</u>	<u>Month</u>	<u>£</u>	<u>IU</u>	<u>Y.T.D.</u>	<u>£</u>
Oxford	230400		27648.00	230400		27648.00
Wessex	-		-	-		-
Taunton	-		-	-		-
Bristol	56160		7300.80	56160		7300.80
Cambridge	-		-	-		-
Newcastle	-		-	-		-
Leicester	-		-	-		-
Derby	-		-	-		-
Manchester	249600		29952.00	249600		29952.00
Bangor	-		-	-		-
Swansea	-		-	-		-
Accu-Science	214400		22224.00	214400		22224.00
Total	750560		87124.80	750560		87124.80

A.S.P.

11.6p

11.6p

Prices (as per price list apart from the following exceptions)

Accu-Science 10p until 31.12.85
11p after 1.1.86

Oxford 13p after 1.2.86 because of their contract requirements. However, an order will be processed in February at 12p as it was not received in time for the January figures.

Manchester This order was processed at 12p because it was submitted in December and not despatched until January, partly to help our January figures and partly because of delay in arrival of the 250 IU size.



KOATE HT (Cont.)

Inventory

We have stock problems in that lot 50P114, 250 IU has been delayed in the U.S.A. and the ramifications are that we are still without product. We have one order outstanding for Manchester of 300,000 IU (£36,000). The delay is not a problem for Manchester.

Routine Stock levels

<u>Lot No.</u>	<u>Potency</u>	<u>Vials</u>
50P069	240 IU	291
50P053	480 IU	2574
50P049	1040 IU	558
<u>Reserved stock</u>		
50P069	240 IU	1560 (Oxford)
50P053	480 IU	322 (Leicester)

<u>Actual Monthly Offtake</u>		<u>Average Monthly Offtake</u>
1896	250 IU	1896
520	500 IU	520
40	1000 IU	40

NHS Supplies

Centres do appear to be receiving more 8Y NHS product, although the size of the increase in supply is minimal.

January Visits (please see attached report forms for general comments.)

Key Points

- a) Centres visited:
 - Southampton
 - Leeds
 - Liverpool
 - Oxford
 - St. Georges
 - Bournemouth
 - Leicester
 - Derby
 - Bristol
 - Cardiff
 - Swansea
- b) By telephone:
 - Manchester (visit 4th February)
 - Newcastle

KOATE HT (Cont.)

Newcastle

Dr. Jones informed me that Newcastle were using nothing but Alpha material. He explained his reasoning thus, that with the increasing number of haemophiliacs with pre-AIDS and AIDS, he must give these people the safest product. He quoted the Kernoff et al paper and I challenged him on its findings, but he said that no other company has any information for him. He agreed the findings were inconclusive. He would not see me before the February meeting. Chris Bishop confirmed that he has not had any Newcastle business for several months.

On speaking to Peter Jones again, price did not come into his decision, and he agrees that there are a lot of unanswered questions about extraneous proteins and their effect, etc. He said that things could quite easily change in six months' time. Cutter's opening is still there when we have the French information. He is expecting Jack Wood in February.

Derby

Dr. D. Mitchell has not bought Koate HT since August 1985 and is using only Alpha product. However, she agreed with me, after discussing the product profiles and the Kernoff paper, that she had noticed that one of her boys was not responding to prophylactic treatment. This is possibly because the specific activity is low and recovery is poor. She agreed to try Koate HT and has placed an order. A good start in regaining the business, let us hope it works.

Cardiff

I spent a long time with Professor Bloom and discussed the Kernoff paper and the product profiles. He agreed that there are disadvantages with the Profilate and the NANB results are by no means conclusive. He said that he could foresee that he could use the new 8Y for new haemophilia patients and for those already seroconverted and that have had NANB, he could use Koate HT instead of Profilate. He still has stock and I think he needs a little more time and another push. I will write to Professor Bloom emphasising the Koate HT features and disadvantages of other products and also the price advantage that can be arranged.

Oxford

Oxford are not using Profilate at all and Dr. Rizza is not convinced in any way that he should be using it. Oxford have the lowest seroconversion rates in England and he believes that this is because of their batch policy. This has given him confidence in the Armour and Cutter material he is currently using. He has no intention of using the Alpha material. He found the product profile interesting and we discussed Peter Kernoff's paper in depth.

KOATE HT (Cont.)

Koate HT sales are £8875 below budget or 49440 IU below budget. If we had been able to supply Manchester, we would have been over budget. The Manchester order was for 300,000 IU (£36,000)

GAMIMUNE

Visits

Swansea	Dr. Ismail
Cardiff	Prof. Bloom and Dr. Waldrop
Chatham	Dr. Hayes
Farnborough	Dr. Samaeatunga
Chelmsford	Dr. Bough
Colchester	Dr. Boot
Bournemouth	Dr. Hamblin

Bournemouth took up the offer of samples and if Gamimune proves to be efficacious in a PID patient, Dr. Hamblin will buy Gamimune.

Cardiff, Chatham and Chelmsford are possible users. Watch this space.

Luton were a new account this month for a patient with ITP. I have yet to follow this up.

Gamimune sales were 74% of budget, a promising start to 1986. We are convincing users that Gamimune is as good as the competition.

KONYNE HT

Most English centres are receiving NHS Factor IX. Swansea is an exception. Sales were 87% of budget this month with Eire's sales. Mike O'Donnell thinks these will increase later in 1986 and that we should maintain budget.