

Interoffice
Communication



Cutter Laboratories
STOKE COURT

Date 16th May, 1986
To Brian Dyos
From Linda Frith
Subject Situation Report - April, 1986.

Copy to Anne Walton

KOATE HT

<u>Account</u>	<u>IU</u>	<u>Month</u> £	<u>IU</u>	<u>Y.T.D.</u> £
Oxford	150000	19500.00	876000	108350.40
Wessex	100080	13010.40	189960	24694.80
Taunton	23040	3225.60	23040	3225.60
Bristol	48000	6240.00	104160	13540.80
Cambridge	-	-	25000	3250.80
Liverpool	70000	9800.00	70000	9800.00
Leicester	34560	4492.80	82560	10732.80
Derby	-	-	20800	2912.00
Manchester	399760	53967.60	949360	119919.60
Bangor	25000	3500.00	25000	3500.00
Swansea	20800	2912.00	86560	11460.80
Accu-Science	150000	16500.00	602000	64860.00
Miscellaneous	-	-	2400	336.00
Total	1021240	133148.40	3056840	376582.80

ASP

Domestic	13.4p	12.7p
Eire	11p	10.8p
Total	13p	12.3p



Key Accounts Visited

LEICESTER

Leicester liked the "Matter of Factor" presentation and will be showing it in early May at a Haemophilia meeting.

The follow-up on the Konyne HT reported to have transmitted hepatitis B was made. Only one boy out of seven was implicated. Three of the boys already had antibodies to hepatitis B surface antigen. Of the other four, three were known not to have seroconverted and the fourth did not yet have the test results available, although he was clinically well. All necessary forms have been completed and passed to Marie Tatt.

NEWCASTLE

A useful meeting with Peter Jones and Maureen Fearn was held, in their own environment. We discussed the Allain Abstract and I explained that other trials were also being conducted which look favourable. However, Dr. Jones needed published proof that Koate HT has a reduced NANB status. He is only paying 14p per unit for Alpha material and it is also ALT-tested. A lower price for Koate HT would not be an incentive for him to change at the moment.

I have agreed to print and publish the International Haemophilia Nurses' Communication. Jack Wood suggests it will cost us no more than £500 to print and distribute.

LIVERPOOL

Liverpool placed an order for the next three months to be off-taken at 70,000 IU per month. They seemed very pleased with the product and have taken the "Matter of Factors" slide/tape presentation to use at a meeting in May.

ALTON AND SOUTHAMPTON

Alton's Koate HT usage had dropped in the first quarter of 1986 but after contact with Dr. Aronstam, they did buy 10,000 units in April. Harry Harvey has been given instructions to buy approximately 500,000 units from both Cutter and Armour and 1,000,000 units from Travenol. Their budget has been cut considerably this year. Alton bought approximately 700,000 units from us in the last 12 months.

They bought some Alpha material earlier this year, but it has not been used yet. They use a very small amount of Immuno.

Dr. Aronstam, although appearing to have connections with the Alpha cohort of customers, does not actually comply with their usage of the material and is happy with the dry product, Travenol included.

They liked the "Matter of Factors" and Sister Slin is going to show it to the Haemophilia staff.

Other Centres Visited or Contacted

Bristol	Manchester
Luton	Leeds
Derby	Bangor
Cardiff	

Anne Walton was introduced to Luton and Leicester.

Anne Walton joined Cutter on 14th April and spent two weeks in the office and on territory, learning about Koate HT and Gamimune. The course included, Territory Management, the Market and Competition, product knowledge and selling techniques. Anne covers the Midland and the S.E. Thames region.

The Bayer Philharmonic Orchestra

Those attending at Manchester:-

Dr. and Mrs. Wensley - Manchester BTS
Dr. and Mrs. Evans - Manchester Children's Hospital
Sister Alex Shaw - " " "
Anne and John Walton also attended.

Those attending at the Royal Albert Hall:-

Mr. and Mrs. Matchett - Oxford
Sister Slin and partner - Alton
Dr. and Mrs. Mitchell - Glasgow
Brian and Margaret Dyos
Linda Frith
Elizabeth Yates

GAMIMUNE

CHATHAM

Gamimune was on budget again this month. We had routine orders from Sheffield, Liverpool, Lancaster and Edgware plus a new order from Chatham for 52 vials. The patient had ITP and is about to be followed up. Dr. Hayes at Chatham also has a number of PID patients on intramuscular IG. It would be nice to have this centre as a regular buyer.

LUTON

Luton bought Gamimune last month but did not use it. They were about to use it at the time of our visit. This, too, would be a centre where we could convert their PID to IGIV.