

CUTTER LABORATORIES LIMITED

M I N U T E S of Board Meeting held on Tuesday 11th
August 1981 at 10 Carteret Street, Queen Anne's
Gate, London S.W.1. at 10.00 a.m.

Present:

C.S.Hemsley
J.V.Webb
W.Ewald
B.A.Dyos
A.A.Meyer

In attendance:

L.A.Wisdom (by invitation)

Mr. Ewald and Mr. Wisdom attendance was welcomed at the meeting.

1. A long discussion took place on the question of selling prices coming down close to the purchasing price and the need for both prices to remain logical particularly bearing in mind fluctuations of exchange rates.
2. It was agreed that the exchange rate losses incurred during the first half year's trading were worrying bearing in mind again that the volume of sales for a number of reasons was lower than contemplated at the time of last year's budget and that the Company's staff overheads had increased as planned to meet the increasing sales requirements.
3. Concern was expressed at the period which existed in obtaining product licences due to some degree to DHSS staff shortages and possibly shortcomings in the form of presentation.

It was agreed that all future Cutter submissions should go through the U.K. Company assisted by the experts at Bayer U.K. to see that future presentations complied fully with the U.K. requirements of the Licensing Authority both as to content and format.

As regards the existing Albumin submission this should be supplemented as quickly as possible with all necessary cross references and supporting material which might not be incorporated

in the original submission as clarified following Doctor Ashworth's visit in February.

4. It was agreed that concerning Koate the present assaying problem at Oxford should be ignored whilst we relied on the agreed NIBS standards and product release. However B.A.Byos would look into the position again with Doctor Ashworth in Berkeley. On many similar occasions Cutters Vintage Standard had been proved to be much the highest

5. Elstree.

Mr. Wisdom explained that the proposal to introduce with effect it was believed from 1st October 1981 the new collection transfer system at Elstree whereby 60% of all donations obtained by Centres in England and Wales would be transferred to Elstree in single frozen donations in the Fenwal wedge shapes transfer lollipop affected or was likely to affect not only the present standard donations, but also in due course the expanded programme of plasma collection using plasmapheresis with packs as opposed to by machine.

This meant that not only would 60% of the English market be closed to Fenwal's competitors, but also the expanding plasma pheresis programme would be linked to the wedge pack patented system.

Mr. Wisdom stated that Doctor Gunson The Chief Adviser elect to DHSS on blood transfusion had told him on Thursday that the aim and objective was to increase the existing 200,000 litres per annum of plasma to 450,000 litres using plasma pheresis. This would achieve it was hoped some 100-140 million units of Factor viii per annum in England. Permission has been obtained to sell commercially by products. The intention was to cut back on the £10,000,000 spent on Factor viii purchases last year.

It was agreed that Tuta had got to put together as a matter of urgency its own system - similar in concept for which there should have been a DHSS specification - but not infringing the wedge packs patent. It should be Elstree's problem to find out a

method of operating such a similar system.

It was our responsibility to try to delay the introduction of the new system and to make the DHSS back down due to its failure to comply with standard accepted tendering/specification procedures.

It was further agreed that this was a delicate situation commercially since an injunction might have adverse side effects.

Finally, it was agreed that BAD/AAM should as a matter of urgency seek a meeting with Doctor Ed Harris the Deputy Chief Medical Officer to canvas the grave concern at the antics at Elstree and the need for the DHSS to provide fair play to all longstanding manufacturers/suppliers.

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