

Interoffice  
Communication



Cutter Laboratorie  
STOKE COURT

Date 20th May, 1985.  
To Brian  
From Walid  
Subject Wet process vs. Dry process

Copy to J. Wood  
Linda

In a meeting held recently by Haemanetics in London, Dr. Savidge presented the results of his Profilate HT Trials. The results provide evidence to support Alpha's claim that Profilate HT is free from Non A Non B hepatitis. Dr. Savidge's results also support those of Dr. Kernoff and Dr. Wensley. Both have previously claimed the safety of Profilate HT in terms of Non A Non B hepatitis.

After the results of this trial and many other small trials, it is becoming very difficult to resist Alpha's infiltration into our accounts. Despite the loyalty of our clients, some Haemophilia Directors feel that it is unethical to use anything but Profilate HT, especially on virgin haemophiliacs and children.

In an attempt to counteract Alpha's movement in the market, results from Koate HT trials in Europe and U.S.A. should be more readily available for use in the U.K.

If such results are not available, a direction must be given as to whether or not Cutter U.K. should encourage Haemophilia Directorsto assess Koate HT in terms of Non A Non B hepatitis. Should we be able to encourage them to assessKoate HT on a "low key" semi-trial basis, we would succeed in prolonging the status quo and slow down the conversion of certain Centres to Profilate HT and also provide time for Cutter U.S. to come up with a superior product.

Your opinion on this situation would be very much appreciated.

GRO-C

pp. Walid



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