

R/B1025/26C

Dr Waiter
FACTOR VIII

Further to my minute dated 3 November 1976, sales figures for October, together with total figures for the contract year, are set out below.

	October Sales	Total (12 months to 31 10 76)	Value
	<u>Units</u>	<u>Units</u>	
Armour	271,902	897,308	£ 71,785
Travenol	865,680	5,231,146*	£ 627,738
Immuno	238,123	4,098,815	£ 491,041
Abbott	Nil	383,624	£ 38,308
		Cumulative Total 10,610,893	£ 1,228,872

As anticipated sales have exceeded 10M units in the contract year.

Armour's sales exceeded those of Immuno in October but Abbott have again failed to sell any AHG and I would be interested to know whether you are aware of any reason for this.

*Adjusted to include an additional 24,000 units sold to St Mary's Hospital, W2 in September.

24 December 1976

G A Drewe
Supply - HSSB4
Rm 317A R.Sq
Ext **GRO-C**

cc Mr Dutton
Mr Cleasby ✓