

NOTES ON MEETING WITH
DR. P. KERNOFF, ROYAL FREE HOSPITAL

JANUARY 5th 1979

Usage of commercial Factor VIII, during the year commencing April 1st 1979, for the hospitals in the East London region, has been estimated as follows, in millions of units:-

Royal Free	2.65
London	0.60
The Rest	<u>0.40</u>
 Total	 <u>3.65</u>

The Royal Free are negotiating an independent contract. If a Regional contract does emerge, it will be on the back of this, with other hospitals taking supplies from the Royal Free.

It is Kernoff's intention to place 80% of his business with one supplier, that is 2.12 million units. However, he will not commit to this quantity in writing, because all sorts of changes could occur during the period. He is prepared to commit to 1 million.

Our figure of 10p is not the lowest which he has received. It was described as medium^{an}. Merieux (through Servier) are about to receive a Product Licence and are offering below us. A German company, called Alpha (?) are selling the old Abbott product, also at prices below ours.

I therefore offered 9.5p for a 1 million contract, with this price remaining the same, if usage goes up to 2 million. In addition, Kernoff would require administration kits with the 250 unit vials for home treatment.

His usage of commercial is split two thirds for home treatment, one third in larger packs for use within the Centre. He requires vials containing between 230 and 250 units for HT and 700 to 1000 (nearer the latter) for internal use.

Between now and April, Kernoff intends testing the Merieux and Alpha

material. He is buying 50,000 unit lots from each supplier to include in this study. He will be ordering from us 20,000 between 230 and 250 and 30,000, close to 1000. I undertook to supply all this at 10p, together with admin packs for the small size (21 gage needles).

He expects approval for purchase, at a maximum of 10p per unit, from the hospital Finance Committee next week. We will not hear whether we have been successful until the trial is completed.

Kernoff is very interested in our animal work and would like information on recent clinical treatment. I suggested a meeting with Jean Pierre and he was very warm to this idea.

The analytical work necessary before he starts his Guar trial, is nearing completion. He will come back to us for detailed discussions in about two months. In the meantime, he would like some Guar bread for a medical colleague with a cholesterol problem.

DRW

8th January 1979

c.c. Mr. D. Heath