

Our Ref: DRW/KB/SL

30th July 1980

Dr. A. Aronstam,
Consultant Haematologist,
Lord Mayor Treloar Hospital,
Alton,
Hampshire.

Dear Tony,

As you are aware, Speywood are the only British owned company researching new blood fractionation techniques and the isolation of highly purified plasma proteins for clinical use.

The first successful result of our research programme, is the availability of a preparation of porcine Factor VIII:C, Hyate:C, for the treatment of inhibitor patients. This product has now been used for the first time in man. We are delighted to report that the treatment, in a life-threatening situation, was entirely problem-free. Thrombocytopaenia was completely absent and there were no antigenic reactions. It would therefore appear that the criteria for use of porcine material can be relaxed.

We are now working hard to produce human VIII:C and a vWf concentrate. Initial clinical samples will be ready by the end of this summer.

Financing this research has been a major difficulty for such a small company as ours. For the first four years, we relied on our profits from sales of Cutter's Koate to provide the cash. Cutter are now selling direct and, to fill the gap, we have arranged the supply of a high quality freeze-dried Factor VIII product under our own trade mark, Humanate.

Humanate is not an intermediate product and has a specific activity of approximately one AHF unit per milligram of protein. It is readily soluble and ideal for home treatment. A leaflet and data sheet giving further information are enclosed. Pack sizes are nominal 250, 500 and 1,000 units.

Our price for Humanate is 7.5 pence per unit, delivered, regardless of quantity, which we hope will give you some saving over current prices.

Administration kits are available free of charge, if required. We can normally guarantee delivery within 24 hours.

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Dr. A. Aronstam

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I do hope you will be able to give us some support and use Humanate for part of your treatment programme.

I am sending a copy of this letter and the literature to Brian Grundy in Southampton. We presently have in stock 240, 250 and 400 unit material. Unfortunately, it will be some time before we have the first 1,000 unit batch cleared through N.I.B.S.

Yours sincerely,

David R. Williams
Director