



12/19/84

THE NATIONAL
HEMOPHILIA FOUNDATION

TO: Alan Brownstein
FROM: Cindy Kingsbury

Response to heat-treated factor VIII query

Persons contacted: Jan Peterson - Cutter Biological
Greg Phelps - Hyland Therapeutics
Tom Stagnaro - Alpha Therapeutics

Cutter - Jan Peterson

Jan states that usage has gone up since the October 13 MASAC Recommendations as demonstrated by the chart below. Cutter still has a backlog of non-heat-treated factor VIII which they thought they would be able to push, but few are buying.

Presently they are having no problems with their supply of heat treated factor VIII. Other competitors are coming to Cutter due to their own lack of supply.

Cutter received their license to produce heat-treated factor VIII in March. The figures below reflect the percentage of non-heat-treated factor VIII and heat-treated factor VIII sold over the past 6 months.

| | <u>Non heat treated f8</u> | <u>Heat treated f8</u> |
|-----------|----------------------------|------------------------|
| | (%) | (%) |
| June | 71 | 29 |
| July | 55 | 45 |
| August | 54 | 46 |
| September | 55 | 45 |
| October | 39 | 61 |
| November | 33 | 67 |
| December | 15* | 85* |

Note - figures starred (*) indicate percentages of sales for the first 5 days of December only.

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Hyland Therapeutics - Greg Phelps

Hyland switched to heat-treated factor VIII approximately a year ago. Greg says that there has been a massive switch in usage from non-heat-treated factor VIII to heat-treated factor VIII resulting in an increased demand for heat-treated product. He feels that the October 13 MASAC Rec's had a strong impact on the market. Those that previously purchased 25% heat-treated are now at 100%. He also believes that approximately 3/4 of the market has switched to heat-treated factor VIII.

Hyland is experiencing problems with its supply. There is a back order on heat-treated factor VIII, and at present they are running at full capacity.

(Jan Peterson at Cutter thinks Hyland won't be producing until the middle of next year.)

Alpha - Tom Stagnaro

Tom believes that the market has gone from 30-40% heat-treated factor VIII to 90% in the past few months.

Alpha presently has no supply of heat-treated factor VIII and probably will not until February 1985.

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