

# Cutter



TO J. V. Bjorth  
FROM J. D. Ryan (GRO-C)  
SUBJECT Monthly Status Report - September, 1983

DATE - October 19, 1983  
COPIES TO

Coagulation Therapeutic Products were slightly ahead of last month (2.3%) but were 31% below budget due primarily to AIDS. Heat treated AHF continues to increase in usage squeezing our non-heat treated use. Armour and Alpha are talking about "soon"...."by end of 83". Hyland reported to be selling heat treated AHF to South-west Wisconsin Blood Center for 12¢. Alpha awarded Oklahoma Teaching Hospital AHF business (2,000,000 units) at 9.3¢. Cutter average AHF net was 10¢ for the month - and 10.2¢ year-to-date.

Konyne sales were 92.4% of budget for September and 91.8% year-to-date with an average net of \$52.71 compared to the budgeted net of \$51.50. Current bids are being made at 7.0¢ - 7.5¢ per unit.

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Coagulation

Coagulation Therapeutics sales, while under budget by \$731,000, are the highest sales obtained since April. It is hoped that there is a trend toward increased usage of concentrates beginning, although Cutter will undoubtedly benefit from this trend more than we would if we were marketing a heat treated product. Heat treated Factor VIII concentrate is beginning to be used by a wider base of institutions, although very few have converted totally to heat treated product. Hyland continues to be the only manufacturer to offer heat treated product. In recent days, Hyland has begun offering a price of 12¢ per unit to institutions who will make one-year commitments to buy Hyland product. The number of hemophiliacs who have developed AIDS now stands at 18, with 2 of these being from high-risk groups.

Cutter is developing additional data required to support our license for the wet treat Koate and glucose precipitation process (GP). It is anticipated that this license will be obtained in early January 1984, thus enabling sale of non-heat treated product produced by the GP method. It is now clear that due to manufacturing scale-up problems, quantity constraints, and high costs, Cutter will enter the heat treated Koate market with the dry process. Licensure of this process is now targeted for March 1984. We are now working to develop marker virus data and chimpanzee data to support the Cutter dry heated product. Cutter will market non-heat as well as heated products during 1984. It has been determined that the GP process will be used to manufacture non-heated product for domestic and international.

Cutter will participate in the National Hemophilia meeting in mid-October. At this meeting, we will be able to get a better reading on the hemophiliacs' and physicians' attitudes toward AIDS and heat treated products.

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GRO-C

J. Ryan

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