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ITT: GA (0269552)78086246"  
CUTTERITL EMVL

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GA

CUTTERITL EMVL

TO: MR. R. HO/LUEN CHEONG HONG  
FROM: D. RAY/CUTTER  
DATE: 6 MAY 1985  
REF: DCR-5196

RE: STOCK POSITION ON KOATE-HT

AS SUGGESTED ON THE PHONE, WE HAVE CUT QUANTITY ON LCH'S OUTGOING REGULAR KOATE ORDER TO 1,200 VIALS INSTEAD OF 2,400 VIALS. WE WILL HOLD 1,200 MORE IN RESERVE IN CASE YOU NEED RUSH SHIPMENT. SHIPMENT SHOULD GO OUT LATE THIS WEEK.

HAVE DISCUSSED HONG KONG'S URGENT DEMAND FOR KOATE-HT WITH PRODUCT MANAGER IN CHARGE. HE INFORMS ME STOCK STILL VERY LIMITED. MADE IT CLEAR TO ALL PARTIES THAT SITUATION IN HONG KONG HAS BECOME ACUTE DUE TO RECENT PUBLICITY ABOUT AIDS ANTIBODY TEST SCREENING RESULTS. WE WILL DO OUR BEST TO CONVERT HONG KONG SHIPMENTS TO 100 PERCENT HEAT-TREATED FACTOR VIII SOON AS POSSIBLE.

HAVE ARRANGED TO DIVERT ALLOCATION OF 330 VIALS OF KOATE-HT TO HONG KONG INSTEAD OF ANOTHER MARKET. WE EXPECT TO BE ABLE TO SHIP THEM TO LCH IN ABOUT 12 DAYS. NOT SURE WHEN WE CAN GET MORE. BE CAREFUL NOT TO SWITCH ALL USERS TO HT BECAUSE NOT POSSIBLE TO SUPPLY MUCH UNTIL JULY.

CUTTER JAPAN STILL SELLING NON HEAT KOATE THROUGH JUNE BECAUSE OF LACK OF SUPPLY OF KOATE-HT, DELAYS IN REGISTRATION AND TIME NEEDED FOR MOH TO PASS IMPORTED LOTS THROUGH QA CONTROLS. WILL BEGIN SELLING KOATE-HT IN JAPAN IN JULY.

HAVE HAD TO SWITCH TO ALL HT KOATE IN U.K., GERMANY AND ITALY BECAUSE OF GOVERNMENT DECREES.

MAIN HOLD UP ON SUPPLIES CONTINUES TO BE GENERALLY INADEQUATE SUPPLY OF HUMAN PLASMA IN U.S. ALSO, NUMEROUS COUNTRIES SWITCHED OVER TO HEAT-TREATED CONCENTRATES SOONER THAN PREDICTED BECAUSE GOVERNMENTS ALLOWED PROMPT REGISTRATION OF HEAT-TREATED KOATE AND AT THE SAME TIME BANNED NON-HEATED PRODUCTS.

RECEIVED

MAY 08 1985

MARKETING INTL

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IT MAY BE POSSIBLE TO GET SOME STOCKS OF KOATE-HT IN (NO. 655-30) 500  
UNIT SIZE VIALS. WE ARE LOOKING INTO THAT ALTERNATIVE. MAYBE YOUR  
DOCTORS CAN USE 500 I/U SIZE.

PLEASE CONTINUE TO KEEP US INFORMED OF ANY NEW DEVELOPMENTS IN HONG  
KONG. VERY SORRY ABOUT DELAY IN GETTING IMPROVED PRODUCT TO YOU.

REGARDS,

CUTTERITL EMVL

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THEY DISC.  
Elapsed time 00:05:43

cc: S. Conatser  
[REDACTED]  
G. Mull  
B. Ryness

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