

# NATIONAL BLOOD TRANSFUSION SERVICE

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2 March 1990

Dr R J Moore  
Deputy National Director  
National Directorate of the N.B.T.S.  
Gateway House  
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MANCHESTER  
M60 7LP



Dear Roger

I am sorry to be a little tardy in replying to your letter regarding proposed contracts/agreements between the BTS and BPL. As I told you, I knew that contact had already been established between our regional supplies division and CBLA and it was obviously essential for me to find out just how far this had gone before attempting to give you a half way sensible answer.

I have been discussing the concept of regional contracts for blood products shortfall (i.e. purchase of commercial material) with our supplies division for some time, and since they have now been placed very firmly on a commercial basis, they have taken up the challenge in recent months with enthusiasm. As part of this enthusiasm they met with Bernard Crowley and Richard Lane in the relatively recent past to discuss the concept of a regional contract with BPL. After receiving your letter, I went back to them and discovered that they have in fact gone quite far down the road in their negotiations but have not yet fixed a price. This contract would, in the eyes of the supplies division, be based very firmly on total supply of all products used within Trent and with this in mind, the supplies division have arranged a meeting with the haemophilia directors in the region in the very near future. I have been invited to attend so I can keep you informed, after having done my share of cleaning the blood stains from the wall!

All this is very laudable and fits in quite well with the concept discussed in your letter. The drawback is that our supplies division had not firmly linked in their minds blood products coming here from BPL and plasma going to Elstree from Trent. I have endeavoured to stress the importance of this factor with them, and the importance of bearing purchase of our plasma in mind when they look at the prices being quoted to them by BPL. As it stands at the moment, I have no idea what these prices will be since BPL have not sent them to our supplies division, but a letter sent to regions by Gaynor Fryers on 20 February clearly indicates that BPL would be prepared to negotiate competitive prices. Quite how this letter can be sent to RHA's when discussions have already taken place with you and Harold regarding a national contract, I am not quite sure, but I am sure

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**To** Dr R J Moore  
**Continuation No.** 2  
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it is simply adding confusion to that which already exists.

The main question of doubt in my mind lies in the direction of the maximum amount of plasma we will be able to send to BPL. I have the distinct feeling that my RHA will be unwilling to fund the harvesting of plasma over and above what will be necessary to secure self-sufficiency of products within Trent. At present usage rates, though these may obviously be revised upwards, we are just about at this self-sufficiency rate for plasma now and would certainly not need to go to the 49 tonnes suggested in appendix 2 of your letter. I stressed the point that any "extra" plasma which may be produced would attract finance from the CBLA which would not have been spent on blood products, but I am getting strong vibrations that there will be reluctance to fund this gilt on the gingerbread.

Sorry that this is a rather rambling reply but basically Trent is in agreement with the concept of regional contracts with BPL and both supplies division and ourselves are trying to ensure maximum uptake of BPL products. For self-sufficiency at the present rate of consumption and present yields of factor VIII, the 49 tonnes quoted should probably be in the order of 43 tonnes.

Kind regards

Yours sincerely

GRO-C

W Wagstaff  
DIRECTOR