

L2/18/1



23rd January 1992

Ms Belinda Phipps  
Managing Director  
South Thames Blood Transfusion Service  
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Dear

Many thanks for your hospitality last week. It was good of you to devote so much of your time to me amidst such a busy schedule. I hope very much that we can now maintain contact and develop some of the themes that we touched upon in our discussions.

Brian McClelland will of course deal direct over the longer term red cells for blood bags arrangement, and if you are in need of any further short term emergency supplies please do press Manchester to make enquiries on your behalf in all the Scottish Regions. (As demonstrated by our recent experience ..... where there's a will there's a way ..... sometimes at least). Please however do not hesitate to contact me direct on any occasion when there is anything you feel I personally can do to help.

We discussed the possibility of your paying Scotland a return visit and agreed that this would be a good idea - in due course at a time convenient to you. Please do bear it in mind; it would be very good to see you here and useful I think for you to meet Scottish colleagues and begin to put faces and personal contacts to the names and voices at this end of the line.

Just let me know what time of your suits you best.

Thanks again - to you and please also to your team for looking after me so generously last week.

Yours sincerely

David B McIntosh  
General Manager

P.S.

1. I passed **GRO-A** good wishes on to Brian and also her love to **GRO-A**. Both were heartily reciprocated!
2. It was enormously encouraging to me to learn from Bernard Crowley in discussions at Elstree last Thursday that BPL is now determined to accept all normal plasma that RTCs send to it, even if on the face of it the total volume exceeds BPL's original estimate of their need. Given the great scope that still exists for them to market share with key plasma products and given the RTCs' need for a reliable plasma customer to part-finance increased whole blood collections, this must be good news indeed!

I presume you know about this, but mention it here just in case not.

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