



*FJM Donegan* *COAG Factor VIII*  
**SCOTTISH NATIONAL BLOOD TRANSFUSION SERVICE**

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JDC/IMCK

19th April, 1990.

Mr David B McIntosh  
 SNBTS General Manager  
 SNBTS HQ Unit  
 Ellen's Glen Road  
 Edinburgh

Dear David

**PFC PRODUCT DEVELOPMENT: COAGULATION FACTOR CONCENTRATES  
 MARKETING THOUGHTS**

Bob Stewart has produced the enclosed useful summary position; with much help from clinical and PFC colleagues.

He has, of course, rightly put lots of caveats carefully in place, but I would at this very early stage of an emerging product development programme not wish to see any of them dislodged and this would happily support Bob's conclusions, although I have a little reservation; even at this time about factor IX concentrate.

You might wish John Francis and Robert Stewart to now do a bit of liaising. You should be able to come up with a ball-pack that will be facing the SHS AHBs in 1990 through 1993. I'm fairly confident that the notion that the bill will be zero in 1994 (for the products listed by Bob S) is likely to be somewhat optimistic.

Yours sincerely

GRO-C

Professor J D Cash  
 National Medical & Scientific Director

encl.

cc Dr R R C Stewart  
 Dr R J Perry

**PLEASE GIVE BLOOD**