



Armour Pharmaceutical Company Limited

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Our Ref. CRB/AEK

November, 1977



Dear Dr. Biggs,

FACTORATE

D.O.H.S.S. CONTRACT NO. R/BIO25/40C

1st November, 1977 - 31st October, 1978

By now you will have been advised, by the Department of Health, of the full contract details relating to the above and we have pleasure in confirming the prices relating to our own product FACTORATE:-

Single Orders for:- Quantity (Int. Units)	Vials (Av. 250 i.u. per vial)	Price per i.u. (Exclud. V.A.T.)
2,500 - 9,999	10 - 39	9.0p
10,000 - 24,999	40 - 99	8.75p
25,000 - 49,999	100 - 199	8.5p
50,000 +	200 +	8.0p

Presentation:-

Pack of 10 vials

Delivery:-

Ex stock by SECURICOR or
personal delivery.

As in previous years, we have tendered our best prices right from the start of the contract in order to ensure the least disruption to the work of your Centre. It is not our intention to amend these in any way during the period of the contract.

continued

continuation

We are very conscious of the fact that all Centres are working to very tight budgets. We are also fully aware of the implications of the new contract prices in respect of maintaining or increasing current levels of treatment and home therapy programmes within the limits of these budgets.

An analysis of the new terms will reveal the true economic advantage of placing some, if not all, of your commercial concentrate business with Armour.

By purchasing FACTORATE against a given £ sterling budget, your Centre will be able to obtain between 50% and 97.5% more Factor VIII concentrate than other commercial products approved for sale on the D.H.S.S. contract. By purchasing Factorate there will be no need to reduce your programmes involving the use of commercial concentrate in order to keep expenditure within the confines of your budget for 1978. Coupled with this considerable price differential are the added benefits of our presentation.

Since the introduction of Factorate in June 1976, it has become firmly established as a leading commercial concentrate in many of the U.K. Centres. The proven quality of the product, the flexibility of the presentation and the economic advantages outlined above present, we feel, an overwhelming case for the inclusion of FACTORATE in your treatment programmes.

Should you wish to discuss in more detail the way in which we can best serve your individual requirements, we would be delighted to meet with you.

We look forward to hearing from you.

Yours sincerely,

GRO-C: C R Bishop

C.R. Bishop
Hospital Products Manager