

Cutter



2 April 1985
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CUTTER INTERNATIONAL
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Mr. D. J. Lin
Tian Shing Trading Co., Ltd.
P.O. Box 1617
Glory Building 7th Floor
36, Chang An E. Rd., 1st Section
Taipei, Taiwan

Dear Mr. Lin:

Enclosed is a breakdown of Cutter's sales to TST over the past eight years. I hope it will be of some help to you in analyzing trends in your market and assessing the success of some of your sales programs.

Despite loss of your Cutter I.V. solution business, TST's Cutter sales reached a record high in 1984. During 1984, TST bought \$1.7 million worth of Cutter products (\$1,032,652 worth of plasma products and \$665,350 worth of I.V. and blood sets).

Koate® and Konyne® sales have shown consistent growth since 1977. Let's hope we can sustain that business with no difficulties from product registration delays on heat-treated concentrates.

Gamastan® sales appear to have leveled off. Last year you were going to check on competitive pricing of gamma globulin and let me know what we could do to take over more of that market. Keep us informed of any new ideas you have on the matter.

HyperHep® sales should enjoy continued increase this year. I have just noted in a report on the Korean pharmaceutical market that, during 1983, Korea imported \$4.7 million worth of hepatitis B vaccine and Korea Green Cross produced an additional \$6 million worth in Korea. If the Korean vaccine market has exceeded \$10 million a year, the HBIG market is quite high also. Taiwan will probably use more and more HB vaccine and HBIG each year for the next few years.

Let's hope that we can get Gamimune® introduced into the R.O.C. market with success this year. We expect it will become an important component of TST's sales within a few years.

On the I.V. set business, let's work closely together this year to build increased sales. As Jim Davis said to you, we are now able to react more quickly to any special needs TST may have. Our reduced sales volume and single production facility allow

Cutter



D. J. Lin
2 April 1985
Page 2

Cutter much more flexibility. We can make a special set to fit your customer's needs just so long as they are ordered in lot quantities of approximately 7,500 or more.

It was good to see you and your brother Thomas again during your recent visit. Please give my best regards to your associates in Taipei.

Sincerely,

Dwain C. Ray
Marketing Manager-Far East

DCR:jmr
enclosure

SALES ANALYSIS

DESCRIPTION	1977	1978	1979	1980	1981	1982	1983	1984	1985
Plasmanate, 50 ml	---	3,600	17,448	13,500	---	---	800	---	5,000
Plasmanate, 250 ml	154,752	152,520	183,720	505,920	315,600	319,200	283,200	205,200	114,000
Plasmanate, 500 ml	---	---	---	---	---	---	---	---	---
Plasbumin-25, 20 ml	---	4,766	---	2,800	8,800	10,800	26,400	61,800	79,000
Plasbumin-25, 50 ml	203,610	299,670	635,040	214,800	248,700	196,800	252,000	136,800	216,600
Plasbumin-25, 100 ml	---	---	---	---	---	---	---	---	---
Koate HT, 10 ml	7,930	7,704	45,094	10,500	38,077	68,865	82,306	140,587	94,572
Koate HT, 20 ml	---	---	---	---	---	---	---	---	---
Koate HT, 40 ml	---	---	---	---	---	---	---	---	---
Konyne HT, 20 ml	---	3,314	6,240	1,196	4,992	11,720	14,784	25,911	17,472
Gamastan, 2 ml	26,220	40,020	40,848	65,732	50,000	50,000	35,000	32,500	50,000
Gamastan, 10 ml	1,936	8,712	12,284	12,990	3,850	7,000	3,500	6,555	5,415
HypRho-D	385	716	833	1,044	2,966	4,555	6,048	5,208	7,320
Hyperab, 2 ml	---	---	---	---	---	---	---	---	---
Hyperab, 10 ml	---	---	---	---	---	---	---	---	---
Hyper-Tet, 250 i/u	7,920	11,880	23,958	14,022	9,500	14,050	12,900	8,600	4,300
HyperHep, 1 ml	---	---	---	---	6,480	25,912	106,400	245,491	45,400
HyperHep, 5 ml	---	---	---	---	---	68,200	38,000	160,000	---
Gamimune-N, 50 ml	---	---	---	---	---	---	---	4,000	2,400
Gamimune-N, 100 ml	---	---	---	---	---	---	---	---	---
Plasmanate Bulk Pack	---	---	---	---	---	---	---	---	---
All Other Products	289,652	443,839	250,256	290,068	261,324	364,500	349,744	665,350	647,447
TOTAL SALES	692,405	976,741	1,215,721	1,132,572	950,289	1,141,602	1,211,082	1,698,002	1,288,926

DISTRIBUTOR: TIAN SHING TRADING COMPANYCOUNTRY: TAIWAN