

CUTTER INTERNATIONAL

DIVISION OF MILES LACTINATORIES, MC 2000 POWELL STREET POST OFFICE BOX 0017 SNERTYALE CALIFORNIA MILE -----

GN-4-080

12 April 1984

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LETTER OF INTRODUCTION KOATES-HT PRODUCT RELEASE MANUAL

This manual is a simple, easy-to-use reference designed to assist you in selling KosteP-HT, Cutter's Heat-Treated Factor VIII. The manual is written to provide a single source for reference and includes a substantial review on the care and treatment of hemophilia. This information will help answer some common questions you will face, including:

- Why heat treatment?
- Why a new Cutter method? -
- -How is Koaten- HT supplied?
- What about competitive products? -

To use this manual it will be necessary to read it first. The material is basic and is presented in a logical sequence. While reading, feel free to highlight or add personal notations that will make this information more useful to you. Remember, this is now your document and can be tailored by you to fit your individual nach. That is not designed in the individual needs. That is one reason we designed it to fit in a three-ring binder.

Update information will be sent for you to add or delete parts of the manual. As you come upon important information and references that prove useful to you, please send a copy to me so that I may consider distributing them to other affiliates.

The information provided herein is confidential and should not be left in its entirety with your customers.

Good Selling.....

Gary Mull Congulation Product -Manager Cutter International . . - ----

GH/ml

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COMPARISONS OF HEAT TREATED CONCENTRATES*

IN-VIVO HALF-LIFE

MANUFACTURER	HALF-LIPE
Cutter	10.2 HOURS
Armour	10.8 HOURS
Hyland	8.2 HOURS
Alpha	11.1 HOURS

IN-VIVO RECOVERY

MANUFACTURER	* RECOVERY
Cutter	98.21 +
Armour	99,91
Hyland	87.5
Alpha	731
+2%/unit/kg exact	ly as expected.

The data established that Koate@ -HT does not have a loss of coagulant activity.

*Presented at "New Concepts in Hemophilia Treatment" Meeting of Region IX Comprehensive Hemophilia Care Program. This was held in Sacramento, California March 15-16, 1984.

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INDUSTRIES RESPONSIBILITIES

Industry has a responsibility to supply safe, pure and potent concentrates. In order to do so, the following conditions should be met.

Pirst, a carefully screened, high quality plasma source is necessary.

In this regard Cutter is a leader in the industry with control of over 80 plasma centers throughout the country. (Please review section on Plasma Donor Screening for more detail on AIDS precautions.) All product made from Cutter has traceability to each donor of every lot of material produced. All screening for hepatitis and other contaminants is performed on '& routine basis. - <u>.</u>

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Second, industry is obligated to protect plasma in transit to insure changes do not occur between collection and processing.

All Source Plasma is immediately put under tightly controlled refrigerated conditions. The material is maintained in a controlled environment beginning right after collection in the plasma center, through transportation, and while in stock at the production facilities awaiting final processing.

Third, an effective proven fractionation scheme is a must.

Cutter is a world leader in fractionation. Cutter was in the forefront of perfecting the Cohn Fractionation Method on an industry scale and as a result introduced the first albumin fraction to the marketplace in 1942. Since then Cutter has continually updated its facilities and techniques which most recently resulted in the introduction of Koate-HT into the market.

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Fourth, process controls must be maintained to insure reproducibility of the process being utilized.

Through extensive protocols, checks and

balances, and state-of-the-art equipment, Cutter

has been able to maintain a competent,

controlled process.

Fifth, an independent quality assurance unit should be in place to audit and maintain mandated conditions whether during collection, processing, or testing.

Cutter maintains quality assurance guidelines through all production activities to ensure a safe, pure and potent product for the end user. 3

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