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TO: LUEN CHEONG HONG, LTD./HONG KONG
FROM: CUTTER BIOLOGICAL/USA
DATE: 6 MAY 1985
REF: DCR-5195

RE: STATUS OF HEAT-TREATED FACTOR VIII CONCENTRATE PROGRAM
(KOKATE-HT)

REGRET NOT POSSIBLE TO CONVERT ALL YOUR ORDERS FOR REGULAR KOATE TO
KOATE-HT UNTIL APPROXIMATELY JULY OF THIS YEAR. STOCKS OF THE
HEAT-TREATED PRODUCT HAVE BEEN DEPLETED DUE TO SHORTAGE OF HUMAN
PLASMA IN U.S. AND RAPID INCREASE IN DEMAND FOR KOATE-HT.

IT IS TRUE MOST OF U.S. MARKET HAS BEEN CONVERTING OVER TO HEAT-
TREATED CONCENTRATES BUT RIGHT NOW WE SIMPLY DO NOT HAVE STOCK OF
PRODUCT IN SIZES AND TYPES REQUIRED IN H.K. THERE ARE MANY PROLONGED
BACKORDERS IN U.S. RIGHT NOW.

THERE IS NO BAN ON USE OF NON HEAT-TREATED CONCENTRATES IN THE U.S.
RIGHT NOW. MANY CENTERS CONTINUE TO USE UP EXISTING STOCKS OF
NON-HEATED FACTOR VIII AND A FEW CUSTOMERS STILL SPECIFY NON-HEAT
TREATED KOATE. HOWEVER, OBVIOUS TREND IS TOWARDS TOTAL CONVERSION
OF THE U.S. MARKET TO HEAT-TREATED CONCENTRATES BY THE FOURTH QUARTER
OF 1985.

JAPAN STILL ALLOWS SALES OF NON HEAT-TREATED CONCENTRATES BUT IS IN
PROCESS OF CONVERTING. CUTTER JAPAN LTD. IS SELLING NON HEAT-TREATED
KOATE NOW BUT WILL CONVERT TO ALL HEAT-TREATED KOATE BY JULY.

SOME MARKETS SUCH AS U.K., GERMANY AND ITALY HAVE ALREADY COMPLETELY
CONVERTED TO HEAT-TREATED CONCENTRATES. OTHERS SUCH AS SPAIN,
PORTUGAL AND LATIN AMERICAN COUNTRIES HAVE APPEARED TO BE IN NO RUSH
TO CONVERT. IN AUSTRALIA AND NEW ZEALAND, TO OUR KNOWLEDGE, THEY
CONTINUE TO USE THEIR OWN LOCALLY-PRODUCED NON HEAT-TREATED
CONCENTRATES. IN TAIWAN, SINGAPORE, MALAYSIA AND INDONESIA, DOCTORS
ARE PRIMARILY DISPENSING NON HEATED CUTTER KOATE BUT WE SEE
INCREASING DEMAND FOR HEAT-TREATED CONCENTRATES THROUGHOUT ASIA.

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BE ASSURED THERE IS NO SEVERE HAZARD FROM THE REGULAR KOATE FACTOR VIII CONCENTRATE NOW BEING SUPPLIED IN HONG KONG AND NUMEROUS OTHER COUNTRIES. IT IS THE SAME FINE PRODUCT WE HAVE SUPPLIED FOR YEARS. HOWEVER, WE AGREE THAT NEW KOATE-HT WILL BE A SAFER AND BETTER PRODUCT AND SHOULD BE SUBSTITUTED AT THE EARLIEST POSSIBLE DATE. WE DO NOT INTEND TO CHARGE HIGHER PRICES FOR KOATE-HT. WE WILL SUPPLY IT AT THE CURRENT CONTRACT PRICE.

WE APOLOGIZE FOR ANXIETY CAUSED TO HONG KONG'S HEMOPHILIA POPULATION BY THIS TEMPORARY DELAY IN CONVERTING OVER TO HEAT TREATED KOATE.

REGARDS,

D. RAY
MARKETING MANAGER-FAR EAST

CUTTER:TL EML

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cc: P. DeHart
G. Mall

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