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

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cc: P. DeHart  
G. Mall

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