

Cutter



REF: GM-3-024

TO: Pete DeHart

DATE: November 22, 1983

FROM: Gary Mull

COPIES TO:

SUBJECT: Status Report

This past month was an eventful one for the coagulation product line. We were able to pick up two new significant customers and maintain a strong selling effort worldwide. During this same period we had a withdrawal of over 13 lots of Koate which accounted for approximately 12.8 million i.u.'s of product in international alone. We also made a corporate commitment to go from our wet heat-treated product to one pasteurized via a dry heating process. We also supported a Hemophilia symposium in Puerto Rico while representing Cutter at both the AABM Meeting in New York and the Inhibitor Meeting in Connecticut.

Obviously the withdrawal of our affected coagulation products was both a lead news item as well as a great challenge to the company. We were, however, able to act promptly and minimize customer inconvenience. Of the above 12.8 million i.u.'s exposed only about half are returning, the rest having already been utilized. So far we have not needed to back order anyone and it is believed through careful management of our existing inventories we should be able to service our customers over the next three months at their forecasted levels while we await new production. The exchanges of quarantined material is almost complete as well.

As mentioned we also now have a quality heat-treated process method that should be available from manufacturing for delivery by first quarter, 1984. We are making the necessary preparations to gain registration approval within the various countries in order to be ready to ship as soon as possible. Some countries may be ready by the first quarter, but possibly not all. This product presentation is crucial to obtain 1984 forecasts especially following the negative implications of non-heat-treated products and AIDS.

Lastly, we did enjoy picking up two significant new Koate accounts; one being Venezuela for 10,000 vials of 250 i.u. product; the other being Puerto Rico where we were awarded a bid for 8,000 250 i.u. vials. Jim Whiting and Bob Mouradian have worked hard to gain these significant increases.


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