



INFORMATION ONLY

Change in Distribution of Starches Part II

Customer Letter #2012-03

2012-01-23

Dear Customer:

Canadian Blood Services would like to remind customers that effective **April 1, 2012**, the Group Purchasing Organization (GPO) mechanism will replace Canadian Blood Services as the new model for the procurement and distribution of starch products to hospitals. For more details, please refer to the initial communication found in Customer Letter 2011-15 issued on 2011-06-28.

Canadian Blood Services will be working with the two suppliers of starch products, Fresenius Kabi (Voluven®) and Bristol Myers Squibb (Pentaspan) to draw down the inventories of these products held by Canadian Blood Services prior to the effective date of the new distribution model. In the final two weeks prior to the transition it will be crucial that hospital customers communicate their delivery requirements to their local Canadian Blood Services site in advance to help ensure that product will be available.

The final order date from Canadian Blood Services for starch products is March 30, 2012. In the event that product is not available from your local Canadian Blood Services Site in the final week of the transition, orders can be placed as per the new process any time after March 19, 2012 to ensure availability of product.

Effective April 1, 2012, all ordering and distribution of starch products will be provided by your respective healthcare organization. Individual ordering and distribution arrangements will be made by each health care organization, and these details will be provided to you directly by your respective healthcare organization. If you have not heard from your organization about the new ordering process by February 29th please contact Michelle Grant at Starches@HSSBC.ca.

Hospitals are reminded not to allow Starch products to be stockpiled during the months leading up to April 2012. This behavior will strain remaining inventories held by CBS. Canadian Blood Services has been asked to monitor requests for Starches and report unusual ordering trends to provincial/territorial governments.

Further communication will be provided to hospitals by your provincial/territorial Ministry of Health, Regional Health Authority or individual healthcare organization.

This Customer Letter and the enclosures can also be viewed at www.blood.ca in the “Hospitals” section. If you have questions about this Customer Letter, please contact Canadian Blood Services Plasma Products and Services at 613-739-2542.

Sincerely,

Ian Mumford
Chief Operating Officer