

**February 2006 Emails**  
**Len Lavenda – Sanofi Pasteur US Media Relations**  
**Preservative Free Influenza Vaccine Supply 2006/2007 Season**

Wrangham/ASBC Questions to Mr. Lavenda are in black, understandings of our conversation in blue and Mr. Lavenda's corrections to our understandings are in red.

-----Original Message-----

**From:** Autism Society of Boulder County [mailto:asbc@mho.com]  
**Sent:** Tuesday, February 07, 2006 10:58 AM  
**To:** Lavenda, Len (sanofi pasteur)  
**Subject:** Follow up on conversation with Len Lavenda  
**Importance:** High

Hi Len,

Below is the email I sent Friday....thanks again for your help. Please edit in another color so I can easily catch my mistakes!

Best Regards,

Theresa K. Wrangham, President  
Autism Society of Boulder County  
An Autism Society of America Chapter  
Serving Boulder & Broomfield Counties  
720-272-8231  
[www.autismboulder.org](http://www.autismboulder.org)  
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**From:** Len.Lavenda@sanofipasteur.com [mailto:Len.Lavenda@sanofipasteur.com]  
**Sent:** Tuesday, February 07, 2006 2:32 PM  
**To:** asbc@mho.com  
**Subject:** RE: Follow up on conversation with Len Lavenda

1. We understand that CDC is estimating 12 million doses to vaccinate all children ages 6 mo to 23 mo. This is based on 100% uptake...hard to say what real uptake/demand will be.
2. Is Sanofi Pasteur able to meet that demand? Currently Sanofi has a total production capacity of 50 million doses. Sanofi has **prebooked 42 million doses** in multi-dose vials (sold out), and has the capacity for 8 million preservative free (**supplied in single dose syringes and vials**) (not sold out as yet, but has never to date sold out of this version) and may (not able to determine at this time) be able to produce an additional 2 million single dose vial (preservative free) for the 2006/2007 flu season. **Our no preservative formulation will be available until it is fully committed. We are accepting prebooking requests for this product continuously. I can't predict when it will be fully committed.** Estimates from other manufacturers indicate a surplus in overall flu vaccine supply for 2006-7. It has only been recent that the US has experienced shortages – most other years surplus has had to be thrown out.
3. What is the projected amount of vaccine available for 2006? See above

4. Is there a projection for 2007? **Not at this time**
5. Does Sanofi Pasteur see changes in price or production in the event GSK is approved for their version of this vaccine? If so, please explain. **Hard to say at this time. Sanofi has invested in a new packaging facility that is due to be completed 2007/2008 (depending on approval process) that will allow them to increase capacity for the preservative free flu vaccine – packaging is a major issue in this version. Another production facility has also broke ground and is due for completion in 2008/2009 (upon approval) and will produce preservative and preservative free flu vaccine (version to be produced depends on demand) and will conceivably double overall capacity to 100 million.**
6. Cost differential...according to the CDC price list there is a difference of \$3.30/dose on multi vial and single syringe version. GSK single dose and there is only a \$0.30 difference between the Glaxo single dose and the Sanofi multidose. Why does Sanofi charge so much for its single dose? **Forgot to ask during conversation...is there an answer? I'm not sure this is an apples-to-apples comparison...is the GSK vaccine no preservative (not even trace amounts)? Our single dose products contain no preservative - not even trace amounts.**
7. Sanofi single dose comes with a syringe. How does this decrease the cost differential....50 cents? **Not readily available, but of course there is cost associated with this version vs a professional having to furnish a syringe. The single dose vial will conceivably be less expensive. Forgot to get price on single dose vial – how much is it? ½ dose syringe lists for \$12.86, full dose \$13.91 and multidose \$10.45 (all per dose) There are quantity discounts available. While we offer quantity discounts, we do not publish those figures. Public health departments generally utilize a competitive bidding process.**
8. Is there a reduced risk of contamination with single pre-filled syringes? **Forgot to ask – is there an answer to this? The reason for incorporating a preservative into multidose vials is due to the risk of contamination by multiple insertions. This risk does not exist in single dose presentations.**
9. Does Sanofi have cost differential figures that close the gap on costs between \$3.30/dose and preservative free versions that are not accounted for here that makes preservative free costs more fiscally attractive? **Not readily available.**

It would be helpful to also know who the distributors in Colorado are so that we may identify them to the clinics and professionals wanting to order Sanofi preservative free products. **Can not reveal who has preservative free on hand in Colorado – privacy violation.**

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