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MATZ-BLANCATO & ASSOCIATES
PUBLIC AND GOVERNMENT RELATIONS

FAX COVER SHEET

To: Sandy Thurman

From: Laura Zinzi

Date: February 17, 2000

Subject: Meeting request

Comments:

I am requesting a meeting with you for Joel Schoenfeld, Chairman of UNIVAC. UNIVAC is the world's largest producer of auto-disable syringes. The President, in the State of the Union Address, paid particular attention to AIDS policy and vaccinations. Mr. Schoenfeld, knowing the importance of syringe safety, is concerned about making sure that whatever programs and policies the US supports are done with the safest possible products. While located in New York, Mr. Schoenfeld will be willing to travel to Washington DC for this meeting.

I have spoken with Ken Bernard at NSC/OSTP and he is willing to meet with Mr. Schoenfeld to discuss this topic. Mr. Bernard has suggested that you all meet jointly.

Please call me at 202.789.0470 so we may set up a mutually agreeable time.

Thank you.

April 20, 2000

Memorandum

To: Sandra Thurman, Ken Bernard
From: May Kennedy
cc: Matthew Murguia
Re: Meeting auto-disposable syringes

On your behalf, I met this afternoon with Joel Schoenfeld, Chair of UNIVAC, world's largest producer of non-reusable or "auto-disabled" (AD) syringes. He also manufactures a case that reduces accidental needle sticks for health care workers and patients. Mr. Schoenfeld is a WHO partner and gives lectures to physicians in Geneva once a month. He provided the following information and sent greetings from a nurse with three children, Linda Arnold, who was infected with HIV by a needle stick.

International Issues

The United Nations passed a resolution last year mandating that all UN-funded immunizations be given with AD syringes by 2003. This would eliminate an annual estimated 21 million infections with blood-borne pathogens (including HIV) and the 2 million deaths among children that are attributed to reuse of regular disposable syringes. He reported that the logistical problems in getting AD syringes to the field at the same time that the vaccines were available had been solved successfully in 56 countries last year, including Sudan and Turkey immediately after the earthquake.

UNICEF funds about 1 billion immunizations per year. The largest manufacturer of syringes in the world, the U.S.-based Becton Dickinson Corporation (which produces AD syringes as well as regular disposables) sells UNICEF all of the 30 million AD syringes it produces each year. Mr. Schoenfeld's company has an annual production capacity of 300 million, has won a recent competitive bid from UNICEF, and is meeting with UNICEF next week to try to expedite an actual order. The shortfall in AD syringes (670 million) could be made up by BD without factory retrofitting. A small company called West Pharmaceutical has virtually unlimited capacity to supply the part (a steel clip) needed to transform disposables into AD syringes. Mr. Schoenfeld has also designed and donated to North Korea a low-tech, foot pedal-driven machine that makes 30 of these clips per worker per hour. The North Koreans are enthusiastic about developing a small cottage industry to contribute to the "war against world disease."

Regular disposable syringes are 5-6 cents each, and AD syringes are about 8 cents, but their use is cost saving. For each person infected by reuse, an estimated 12-25 cents is spent for medical treatment, totaling over a billion dollars per year. Reuse also results in about 26 million person-hours of work lost annually.

Domestic Issues

Although the CDC policies for immunizations and harm-reduction are 1-shot, 1-dose, it is difficult to get AD equipment here in the States because domestic production capacity is committed to UNICEF. Physicians require training on the need for AD syringes. Demand from needle exchange facilities has been limited by the belief that a client won't want a needle that cannot be reused in case of a personal shortage. It appears that providing clients with an adequate supply of AD syringes would minimize this potential problem. Re-use is a particular problem in prisons, but this issue is complex and requires additional study.

The needle-stick preventive casing that Mr. Schoenfeld sells adds only a couple of cents to the cost of the device, but must be pulled down manually by the user. B&D has designed a spring-action alternative that covers the needle automatically after use, but costs 50 cents per unit.

Requests

As a first step, that Mr. Holbrooke call for all immunizations for U.N. peacekeeping troupes to be administered with AD syringes. Eventually, that there be no medical foreign aide without AD syringes.



OFFICE OF NATIONAL AIDS POLICY
EXECUTIVE OFFICE OF THE PRESIDENT
THE WHITE HOUSE

FACSIMILE TRANSMITTAL SHEET

TO:

Chris Keenan

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Cheryl

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NOTES/COMMENTS:

Chris- attached are notes to share with Ken, if appropriate, re. the meeting with Joel Schoenfeld from UNIVAC. Please call me with questions.

Thanks!

Cheryl

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