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## Re: Petition of CellPro, Inc.

Dear Ms. Hamburger:

Larry Culver at CellPro has pointed out to me that there were several minor errors in the estimated breakdown between commercial sales and clinical use that was submitted at Tab 5 of the Exhibit Volume that accompanied CellPro's Response of July 2, 1997. The only error that relates to U.S. sales is for fiscal year April 1, 1999, through March 31, 2000. The commercial sales estimate under the conservative sales scenario should have been 200 units less (and the clinical and other estimate should have been 200 units more) than shown. I am sending herewith a replacement exhibit marked "REVISED."

The changed exhibit necessitates a change to the text of the Response on the first line of page 4 where the number 4,120 should be 3,920. In addition, as both the original and revised exhibit make clear, there were two other small errors in the text. The sentence that carries over from page 10 to page 11 in the Response should read as follows: "CellPro projects that approximately 1000 [not 700] patients will be treated in such clinical trials in the United States between April 1, 1997, and March 31, 1998, with another 4,000 to 5,000 patients treated in ongoing or new clinical trials over the following two [not next three] years."

I apologize for the inconvenience, but would appreciate it if you would bring these corrections to the attention of Ms. McGarey, Mr. Lanman, and others involved in the review of CellPro's petition.

Very truly yours,

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Gary D. Wilson

cc: Donald R. Ware Frederick G. Savage

## REVISED

## Therapeutic 12.8 Disposables Estimated Breakdown Between Commercial Sales and Clinical Use

| <u>Worldwide</u>                   |                |                |                |                |                |                |                |                |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Conservative Sales Scenario        | <u>1993/94</u> | <u>1994/95</u> | <u>1995/96</u> | <u>1996/97</u> | <u>1997/98</u> | <u>1998/99</u> | <u>1999/00</u> | <u>2000/01</u> |
| Commercial Sales                   | 150            | 767            | 1155           | 1731           | 3625           | 6965           | 10705          | 17500          |
| Clinical & other                   | <u>844</u>     | <u>1180</u>    | <u>1270</u>    | <u>1440</u>    | <u>1577</u>    | <u>2950</u>    | <u>3820</u>    | <u>4145</u>    |
| Total                              | 994            | 1947           | 2425           | 3171           | 5202           | 9915           | 14525          | 21645          |
| Optimistic Scenario                |                |                |                |                |                |                |                |                |
| Commercial Sales                   | 150            | 767            | 1155           | 1731           | 3977           | 8585           | 15050          | 29250          |
| Clinical & other                   | <u>844</u>     | <u>1180</u>    | <u>1270</u>    | <u>1440</u>    | <u>1687</u>    | <u>3520</u>    | <u>4875</u>    | <u>5530</u>    |
| Total                              | 994            | 1947           | 2425           | 3171           | 5664           | 12105          | 19925          | 34780          |
| US Only                            |                |                |                |                |                |                |                |                |
| <b>Conservative Sales Scenario</b> |                |                |                |                |                |                |                |                |
| Commercial Sales                   | 0              | 0              | 0              | 20             | 1360           | 2540           | 3920           | 7000           |
| Clinical & other                   | <u>649</u>     | <u>906</u>     | <u>970</u>     | <u>1179</u>    | <u>1025</u>    | <u>2010</u>    | <u>2790</u>    | <u>2785</u>    |
| Total                              | 649            | 906            | 970            | 1199           | 2385           | 4550           | 6710           | 9785           |
| Optimistic Scenario                |                |                |                |                |                |                |                |                |
| Commercial Sales                   | 0              | 0              | 0              | 20             | 1520           | 3120           | 5520           | 11480          |
| Clinical & other                   | <u>649</u>     | <u>906</u>     | <u>970</u>     | <u>1179</u>    | <u>1075</u>    | <u>2430</u>    | <u>3640</u>    | <u>4160</u>    |
| Total                              | 649            | 906            | 970            | 1199           | 2595           | 5550           | 9160           | 15640          |

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