

# WHOLESALE BULLETIN

Volume 33

September 09

## MONTHLY SERVICE FOR WHOLESALERS

### LEO PHARMA APPOINTS THREE WHOLESALERS IN DISTRIBUTION DEAL

Leo Pharma has appointed AAH, Alliance Healthcare and Phoenix as wholesale partners under a revised distribution scheme.

From October 1, the company's medicines, which include Dovobet and Heparin, will only be available through the three selected wholesalers.

Dennis Dencher, managing director of Leo Pharma UK, said: "Selling our products to a smaller number of wholesalers will enable Leo to develop important and beneficial trading relations with our wholesale partners, which will in turn drive better service levels for our downstream customers, and improve our internal efficiencies."

Mark Stephenson, commercial healthcare director at Alliance Healthcare, said the wholesaler was delighted to have been selected by Leo.

He said: "We will be working closely with both Leo Pharma and our customers to ensure a successful implementation and maintain the highest possible standards of service to pharmacy."

C&D: 01/09/09 [www.chemistanddruggist.co.uk](http://www.chemistanddruggist.co.uk)

### Teva to cut 315 in Irish plant wind-down

Half of Teva Pharmaceutical's workers at a Waterford, Ireland, plant are getting the axe. In the second plant-layoff announcement this week, the Israeli generics maker told workers that 315 jobs will go, via a mixture of voluntary buyouts and layoffs. The cuts will come within 12 months as Teva stops making drug tablets at the plant.

The plant won't close completely, however; the remaining workers will still turn out inhalers for Teva. And word is that the tablet production isn't going away. It's just being transferred out of Ireland to Hungary

FiercePharma: 04/09/09  
[www.fiercepharma.com](http://www.fiercepharma.com)



#### Inside this issue

**Leo Pharma appoints three wholesalers in distribution deal**

**Teva to cut 315 in Irish plant wind-down**

**Drug shortages affecting patients, new survey finds**

**MHRA introduces new codeine restrictions**

**WaveData — Top ten products**

**Flu campaign encourages patients to treat themselves**

#### Special points of Interest

**This bulletin is free to interested wholesaler employees**

**Please send names of new subscribers to Jackie.@wavedata.co.uk**

**If you have articles, comments or story ideas, please send them to the email above**

**[www.wavedata.co.uk](http://www.wavedata.co.uk)**

## Drug shortages affecting patients, new survey finds

Drug shortages in the UK caused by an increase in parallel exports are starting to take their toll on patients, with many having to watch their conditions worsen while they wait for more supplies, a new survey has revealed.

In a poll of more than 150 community pharmacies carried out by Chemist and Druggist nearly a third of respondents claimed that patients had suffered because of delays in accessing medicines, while 89% said they were "very concerned" and 11% said they had "some concern" that patients would be affected by the situation.

Pharmacists described how one patient had panic attacks while waiting for the antidepressant Cip-ralex (escitalopram), another experienced rising blood pressure while waiting for the antihypertensive Aprovel (irbesartan), and that a shortage of the blood thinner Plavix (clopidogrel) even contributed to one patient having to go in to hospital.

According to data from market analyst IMS Health, every month £30-million worth of medicines are being sold abroad as some pharmacists, wholesalers and dispensing doctors make the most of the weak pound to earn some extra cash, but this, while completely legal, is starting to seriously affect the availability of medicines in the UK.

Furthermore, it is also driving some patients to switch to medicines that aren't in short supply, which can be inconvenient and even damaging if the replacing drug induces side-effects or a different dosing regimen causes confusion, thereby affecting treatment compliance and outcomes.

### ABPI view

In response to the growing fears over drug shortages, the Association of the British Pharmaceutical Industry this week published its viewpoint on the matter, stating: "The reality is that medicines produced for patients in the UK are being removed from the UK supply chain, and this is now having an impact upon the ability of pharmacists to provide patients with the medicines they need".

However, it stressed that the pharmaceutical industry "is committed to maintaining a reliable supply of medicines", and that it is currently working with the Department of Health, the pharmacy professional and trade bodies, the BAPW and others to solve the problem.

In addition, the Association said it welcomes the recent legal and ethical bulletin on exporting medicines issued by the Royal Pharmaceutical Society of Great Britain, reminding pharmacists of their ethical responsibility to patients, as well as the DH's "strongly worded letter" to secondary care trusts to discourage any involvement in exporting

**Pharmatimes:** 27/08/09 [www.pharmatimes.com](http://www.pharmatimes.com)

## MHRA INTRODUCES NEW CODEINE RESTRICTIONS

The MHRA has introduced a package of measures intended to minimise the risk of overuse and addiction to OTC medicines containing codeine and dihydrocodeine. The measures include the removal of larger packs of effervescent codeine-containing products from the Pharmacy-only medicines category. All packs containing more than 32 tablets will only be available on prescription from now on.

There is revised guidance on the use of the medicines, and from December manufacturers will have to start introducing clear and prominent pack warnings on the risk of addiction and the im-

portance of not taking the medicines for more than three days.

From now on, the MHRA says the medicines should not be used for coughs, colds, flu and sore throats.

Instead pharmacists should recommend their use for the short-term treatment of acute, moderate pain which is not relieved by paracetamol, ibuprofen or aspirin alone.

The MHRA expects it may take three to six months from December for the old packs, without the new warnings, to be phased out.

In the meantime, the agency was also keen that pharmacists begin advising patients on the risk of addiction and the

need to use the medicines for only three days or less. MHRA director of vigilance and risk management of medicines, Dr June Raine, said: "The MHRA is ensuring that people have clear information on codeine-containing medicines, on what they are to be used for, and how to minimise the risk of addiction."

The new MHRA guidance follows advice from the government's scientific advisory body, the Commission on Human Medicines.

**C&D:** 03/09/09

[www.chemistanddruggist.co.uk](http://www.chemistanddruggist.co.uk)

*Your business tag line here.*

## MONTHLY SERVICE FOR WHOLESALERS

**We're on the web**  
[www.wavedata.co.uk](http://www.wavedata.co.uk)

### WaveData — Top ten products

According to WaveData, these were the most commonly investigated products in searches of the online pricing data at [www.wavedata.net](http://www.wavedata.net)

Both uk and pi prices were viewed for each product, giving some indication of where the focus was in August 09

Clopidogrel Tabs 75mg 30

Clopidogrel Tabs 75mg 28

Venlafaxine XL Caps 75mg 28

Venlafaxine XL Caps 150mg 28

Amlodipine Besilate Tabs 5mg 28

Omeprazole Caps 20mg 28

Atenolol Tabs 25mg 28

Fluoxetine Caps 20mg 30

Simvastatin Tabs 20mg 28

Simvastatin Tabs 40mg 28

## Flu campaign encourages patients to treat themselves

Pharmacies across the UK are set to receive copies of a new leaflet which they can give to patients to help them recognise, understand and treat colds and flu.

The leaflet gives practical self-help measures that people can take to relieve symptoms of swine flu or seasonal flu, rather than visiting their doctor.

It explains what symptoms patients can expect and for how long they should last. Sheila Kelly, PAGB executive director, said: "In a normal cold and flu season many

patients visit their GPs unnecessarily and concern about swine flu is bound to increase the demand this year." Research suggested that many people with flu visited the doctor because they did not understand that their symptoms were the body's normal reaction to a viral infection, she added.

The leaflet has been published by the Proprietary Association of Great Britain (PAGB) and the Royal College of General Practitioners (RCGP).

A million copies will be delivered to pharmacies and GP surgeries from September 14 and pharmacists will be able to download additional copies from the [PAGB](http://www.pagb.org) and [RCGP](http://www.rcgp.org) websites.

C&D: 04/09/09

[www.chemistanddruggist.co.uk](http://www.chemistanddruggist.co.uk)



This bulletin now goes out to 500 plus people, and it is growing each month.

If you would like to add or suggest any articles/comments, please let me know by the 7th October 09, as I will be issuing the next one on the 14th October 09

If you have any colleagues who would like to receive this, please let them know about it.

You can view all copies of the Wholesale Bulletin at

[www.wavedata.co.uk](http://www.wavedata.co.uk)

Jackie Moss

WaveData Ltd

E-mail: [jackie@wavedata.co.uk](mailto:jackie@wavedata.co.uk)

07968 815192