

# Nortriptyline tablet prices take a tumble

Double-digit price falls in both the lowest and average prices for 100-tablet packs of nortriptyline 10mg were some of the biggest in January. As Figure 1 shows, the lowest price offer was £21.49 (US\$26.83), representing a 16% price decline from the best deal in December. With a reimbursement price of £31.50, independent pharmacists could have made a dispensing profit of 32% had they shopped around. But the average trade price in January was £32.88, which was more than the reimbursement price. While the average trade price represented a 10% discount on the previous month, the reimbursement price had fallen almost twice as fast from £39.30 in December.

As we noted in last week's edition, reimbursement prices took a sharp tumble in January with the new quarterly Drug Tariff, slashing 17.0 percentage-points from our Pharmacy Profit Index to 65.7 (**Generics bulletin**, 10 February 2017, page 12). Independent pharmacists were thus making nearly 35% less from the same typical basket of popular

generics than they had been in March 2016 when the Index was 100.

The January Drug Tariff contained a new member of category M in the form of 90-tablet packs of nefopam 30mg. This has been added to Figure 1 at the expense of 56-tablet packs of riluzole 50mg, which has been put in our typical generic basket. Amongst these products, 30-tablet packs of buspirone 5mg exhibited the fastest average monthly price rise of some 55% to £19.32 (see Figure 2). This was virtually identical to the reimbursement price concession of £19.54 granted by the Department of Health in January.

Prices for pioglitazone tablets continued to fall steeply from prices which a year ago were 10-times higher (see Figure 3). They were top of the biggest risers table after meteoric price increases (**Generics bulletin**, 12 February 2016, page 12). Ramipril 2.5mg capsules were among those being promoted strongly in January, challenging omeprazole and atorvastatin at the top of the table (see Figure 4). **G**

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Aripiprazole tabs 10mg 28	£0.57	+8	£1.22	+5
Benzydamine 0.15% 300ml	£4.64	±0	£5.68	-3
Carbimazole tabs 5mg 100	£48.96	-5	£63.09	-3
Celecoxib caps 200mg 30	£0.82	-1	£1.53	+5
Cilostazol tabs 100mg 56	£2.09	±0	£3.59	-1
Cyclizine tabs 50mg 100	£5.31	±0	£8.27	+11
Desogestrel tabs 75µg 84	£1.20	-1	£1.90	+7
Duloxetine caps 30mg 28	£0.92	+5	£1.84	-7
Entacapone tabs 200mg 30	£3.16	±0	£5.00	-3
Eplerenone tabs 25mg 28	£2.60	-7	£4.87	+2
Escitalopram tabs 10mg 28	£0.29	+12	£0.81	+1
Frovatriptan tabs 2.5mg 6	£8.25	-2	£10.79	-1
Memantine tabs 10mg 28	£0.60	±0	£1.02	-1
Mometasone furoate 0.1% 30g	£1.25	+1	£2.02	-2
Montelukast tabs 10mg 28	£0.95	-2	£1.64	+4
Nefopam tabs 30mg 90	£30.55	-11	£49.48	-2
Nortriptyline tabs 10mg 100	£21.49	-16	£32.88	-10
Oxcarbazepine tabs 300mg 50	£4.85	+10	£6.14	+2
Rabeprazole tabs 10mg 28	£0.61	-9	£1.15	-3
Raloxifene tabs 60mg 28	£2.50	-1	£3.38	±0
Rasagiline tabs 1mg 28	£1.24	±0	£3.94	-14
Rizatriptan tabs 10mg 3	£0.75	±0	£1.63	+23
Sevelamer tabs 800mg 180	£27.95	-4	£52.30	-11
Sildenafil tabs 100mg 4	£0.23	±0	£0.54	+6
Telmisartan tabs 80mg 28	£1.05	-5	£1.76	+2

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Buspirone tabs 5mg 30	£9.50	+291	£19.32	+55
Zolmitriptan o/d tabs 2.5mg 6	£0.82	+2	£9.32	+32
Levetiracetam tabs 250mg 60	£0.87	+12	£2.74	+28
Glibenclamide tabs 5mg 28	£0.49	+2	£2.09	+27
Tolterodine tabs 1mg 56	£1.04	±0	£1.97	+25
Furosemide tabs 40mg 28	£0.13	+30	£0.24	+20

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pioglitazone tabs 30mg 28	£0.52	-26	£2.20	-48
Pioglitazone tabs 45mg 28	£0.65	-13	£2.68	-44
Pioglitazone tabs 15mg 28	£0.50	-17	£1.93	-42
Quetiapine MR tabs 50mg 60	£1.76	-10	£13.09	-33
Tolterodine XL caps 4mg 28	£1.48	-6	£4.87	-33
Galantamine MR caps 8mg 28	£3.00	-13	£11.52	-26

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 31 January 2017		
	November	December	January
Omeprazole caps 20mg 28	155	118	123
Atorvastatin tabs 20mg 28	108	115	108
Ramipril caps 2.5mg 28	86	94	104
Clopidogrel tabs 75mg 28	92	82	101
Amitriptyline tabs 10mg 28	108	75	101
Sertraline tabs 50mg 28	94	102	100
Lansoprazole caps 30mg 28	113	102	100
Simvastatin tabs 40mg 28	110	94	98
Fluoxetine caps 20mg 30	91	94	98
Alendronate tabs 70mg 4	82	88	96

Figure 1 (above): Comparison between the periods 1-31 December 2016 and 1-31 January 2017 of UK trade prices of the most recently-launched generics listed in category M of the Drug Tariff of pharmacy-reimbursement prices. Averages calculated from at least 33 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-31 December 2016 and 1-31 January 2017. Averages calculated from at least 11 data points. Figure 4 (bottom right): Ranking of fastest-moving products subject to the most price offers made to independent UK pharmacists (one strength per ingredient; offers recorded by 31 January). Data for Figures 2, 3 and 4 from a basket of about 750 commonly-dispensed generics. Recently-launched products in Figure 1 excluded from Figures 2 and 3 (Source – WaveData).

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