



Wholesale Bulletin

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Monthly service for wholesalers

Special points of interest:

This bulletin is free to interested wholesaler employees

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Sainsbury's first supermarket to offer shoppers GP services

In a bid to help meet the growing demand for primary care access outside of normal working hours, Sainsbury's looks set to become the first supermarket chain to house a GP clinic alongside its more traditional product offerings.

From March, Sainsbury's in Heaton Park will become the UK's first supermarket to offer appointments with local GPs in the evenings and weekends in-store, as one of three pilot schemes commissioned by Heywood, Middleton and Rochdale Primary Care Trust to expand out-of-hours care. Doctors will have full secure access to patient medical details and be able to make referrals or update records, and the surgery will be located in a fully equipped consultation room at Sainsbury's next to the pharmacy. The success of the scheme will be assessed by the University of Cumbria over a six-month period, after which it may be expanded to other stores across the region. "The Doctors In Store pilot is very innovative and it is fantastic that we have the backing of such a reputable organisation as Sainsbury's," commented John Pierce, chairman of HMRPCT. "The BARDOC and Locally Enhanced Service pilots will also be up and running at the same time to ensure that all residents across the Borough have access to extended GP hours," he added.

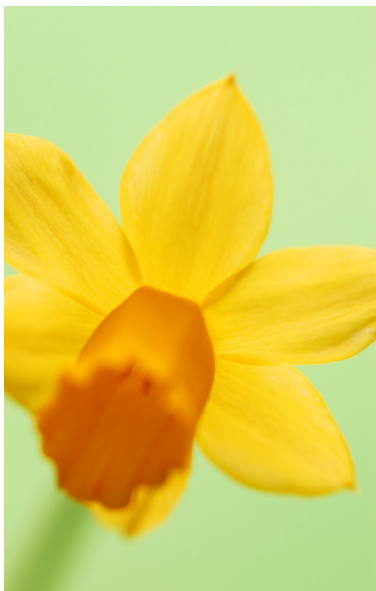
GSK plans UK/Ireland job cuts to stay competitive

Drug giant GlaxoSmithKline has announced a round of job cuts at a manufacturing facility in Cork, Ireland, to address excess capacity, and that 330 are a previously reported set to go in Ulverston, global restructuring UK, as the group grapples with climbing costs to garner annual savings of up to £700 million by 2010. The company says it In October last year the

world's second largest drug maker unveiled a £1.5 billion restructuring plan, or an "operational excellence programme", with cuts in manufacturing (40%), selling and administration (40%) and R&D (20%).

CAT M LEADS TO CUTS

Contractors are having to reduce staffing levels due to category M clawbacks, Fifty four per cent of pharmacy owners said they had experienced cash flow problems because of October's £400 million cut in generics purchase profits. One respondent said: "Thanks to category M, my overdraft is now £40,000." Others had been forced to reduce staff numbers and hours, their own salaries and stock holding, they said. Though just 13 contractors were represented in the survey, IPF chief executive David Wood said there were "hundreds" badly affected by category M.



NUMARK AND NUCARE REVEAL MERGER DETAILS

Numark and Nucare are to merge to form a symbol group for independent pharmacists, under the Numark brand. If all members of both groups stay, the symbol group will represent more than 2,500 members. Current Numark and Nucare members will keep the terms and conditions that they have signed up to until October 1st. when they will have to decide whether or not to join the new group.

Additional and improved services will continue to

be rolled out to members of both groups.

John D'Arcy will remain interim managing director of Numark, and Mahesh Shah will continue to head Nucare as the two groups merge. The symbol group will have a new head once the merger is completed.

The Numark and Nucare brands are owned by Phoenix, but

Mr D'Arcy said members of the new group could have accounts with any wholesalers. However, a Phoenix account will be

required for Numark own-brand products.

He added the new group's mission would be to keep members in profitable business, meaning it would take a view and a stance on certain areas, and if appropriate seek to influence decision-makers.

New Product Launch

Waymade Healthcare is launching Hydrocortisone 1% cream and ointment in 15g, 30g sizes at the end of March in the Sovereign livery.

Hydrocortisone 1% 50g Cream and Ointment will be available by the end of April.

All six products are POM classification.

PIP codes:

Hydrocortisone 1% Cream 15G 113-8296

Hydrocortisone 1% Cream 30G 113-8288

Hydrocortisone 1% Cream 50G 113-8270

Hydrocortisone 1% Ointment 15G 113-8320

Hydrocortisone 1% Ointment 30G 113-8312

Hydrocortisone 1% Ointment 50G 113-8304



For further details please contact sales@waymade.co.uk or call 01268 531111

Happy *Easter*
from
WaveData Ltd