

**WHOLESALE BULLETIN**

1 MAY 2007

**THIS ISSUE****TAKE OVERS****MERGERS****GOLDSHIELD****IN THE KNOW****PSNC****AGENCY SCHEMES TAKE OVER**

Pfizer's relationship with UniChem is well known. Steve Dunn of AAH Pharmaceuticals has said he is disappointed that Unichem is putting its own commercial interests above those of pharmacists and the patients they serve.

The OFT have announced an investigation into UK medicine distribution.

However, new changes are afoot as AstraZeneca has signed up both AAH and UniChem as exclusive distribution agents.

AstraZeneca are expected to communicate the discount plans by the end of June.

Other drug companies, including Lilly and Novartis, are known to be considering agency schemes, and it is anticipated that they will make announcements before the OFT deliver their report at the end of this year.

**COMPANY MERGERS**

A number of company mergers/ buy outs have taken place recently....

Organon have been bought by Schering-Plough...

Merck have been bought by Serono...

Schwarz have been bought by UCB.

**NPA/PSNC MERGER**

The National Pharmaceutical Association has confirmed that a merger with the Pharmaceutical Services Negotiating Committee (PSNC) remains a live issue.

**SPECIAL POINTS OF INTEREST:**

- This bulletin is free to interested wholesaler employees
- Please send new subscribers names to Jackie.moss@talktalk.net
- If you have story ideas, please send them to the email above
- This bulletin is sponsored by wavedata.net

**GOLDSHIELD MAY SPLIT**

Goldshield is planning to split into two separate divisions, one being Pharmaceutical covering branded and generic drug, and the other a Wellbeing covering direct-to-consumer.

**DID YOU KNOW**

All companies and limited liability partnerships in the UK must now include certain minimum information on their websites, in their e-mails, order forms and other documents, including their place of registration, their registered number and their real prices offered by some registered office address and contact details.

**PSNC EXPECTS TARIFF FOR GENERICS TO FALL**

The PSNC is expecting the Tariff maximum prices for generics to be reduced soon towards the real prices offered by some manufacturers, thus narrowing the discounts.

**NEWS TRAVELS**