

Wholesale Bulletin

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This bulletin is free to interested wholesaler employees

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New Distribution Model

The 1st June 2009 saw the introduction of a new distribution model from a newly formed company called Clarity.

They have essentially given the opportunity for any manufacturer to sign up to a DTP model that Clarity have developed themselves. This would remove the exhaustive implementation, development and testing process otherwise associated with "in house" DTP models.

This solution offers retailers, GP's and hospitals the ability to log on to an Amazon-style web-site and purchase medicines directly from any manufacturer who has signed up to the scheme. Delivery is made next day by an independent logistic service provider.

The commercial terms, account opening and even monthly volumes, with the end customer are defined and can be administered by the manufacturer themselves, as an admin user of the web portal.

Clarity say there has been significant interest in this new model among manufacturers. Takeda UK have been the first manufacturer to put all their products, including Prostat, through this model.

While it is still early days, with the model arguably not tested with any real volumes, manufacturers may see it as an "outsourced DTP" model.

However it all depends on manufacturers' being willing to leave the traditional wholesale model in favour of outsourced DTP, and the chemists being willing to invest the time and effort of ordering on line. 'Clarity is the brainchild of US4P, based in Takely near Stansted airport in Essex.



REPEAT DISPENSING 'CUTS ERRORS AND GP WORKLOAD'

Repeat dispensing could help pharmacists to plan their workloads and save GP practices up to two week's worth of GPs' time per year, a study has found.

The research, published in the International Journal of pharmacy, centred on a GP practice in South Lancashire which increased repeat dispensing amongst its patients and carried out workload surveys.

By the end of the study, 45 per cent of all prescribed items at the practice were repeat dispensed compared with an average of 0.05 per cent in the PCT as a whole.

As repeat dispensing increased, the number of repeat prescriptions with errors or going missing halved from 22 per week to 11.

The pharmacy reported an initial increase in workload but this later returned to normal levels, and the pharmacy said it appreciated the chance to anticipate and spread workload.

The authors estimated that 17 minutes per patient per year could be saved in time for the GP practice, or two weeks of GP time and 150 hours of receptionist time, although they warned that it did take time initially to set up the service.

Alastair Buxton, head of NHS services at PSNC, said the study could be useful to help promote repeat dispensing to GPs.

"It would be sensible for LPCs and contractors to draw the research to the attention of their local GPs," he said.

PSEUDOEPHEDRINE RECLASSIFICATION TO BE REVIEWED YEARLY

The case for reclassifying pseudoephedrine as prescription-only should be reviewed yearly, the UK medicines watchdog has said.

Abuse of crystal meth, the class A drug that can be made from the decongestant, was "under control", evidence provided to the MHRA (Medicines and Healthcare products Regulatory Agency) by senior intelligence and police officers indicated.

But the MHRA's advisors recommended the situation be reviewed "as necessary, and in any case on a yearly basis". The recommendation

came in a report supporting that pharmacies would retain the right to sell pseudoephedrine- and ephedrine-containing medicines.

There have been three confirmed cases of pharmacy-bought pseudoephedrine being used to make methylamphetamine (crystal meth) in the UK, the Association of Chief Police Officers (ACPO) and the Serious Organised Crime Agency (SOCA) told the MHRA. In June 2008, is the only case since tougher pharmacy sales restrictions were introduced in April that year.

Seizures of crystal meth using OTC medicines remained low, ACPO reported, and illicit drugs laboratories rare. "The main supply appears to be import rather than local manufacture," the MHRA concluded from ACPO's evidence.

Only three reports of suspicious requests for pseudoephedrine have been made by pharmacists to SOCA and the RPSGB. However, the MHRA noted it was difficult to know whether the low number was due to few people trying to buy the drugs inappropriately, or to a lack of reporting.

Study questions benefits of Tamiflu for children with swine flu

The antivirals Tamiflu and Relenza might not be helpful for children contracting swine flu, a study has suggested.

A review of previous clinical studies found the drugs were unlikely to prevent complications like asthma flare ups or ear infections, in children with seasonal flu.

The study, published in the British Medical Journal, showed the medicines could reduce the duration of flu in children. But the authors concluded these effects "were not all significant, leaving uncertainty in both the size and confidence in these effects".

The authors said although it was hard to know how much their findings could be generalised to children in the current pandemic, the benefits of the antivirals might be limited.

And they warned that given the risk of side effects, such as vomiting for Tamiflu, giving all children with swine flu the antivirals might not be the best strategy.

The report said: "While morbidity and mortality in the current pandemic remain low, a more conservative strategy might be considered prudent, given the limited data, side effects such as vomiting, and the potential for developing resistant strains of influenza."

A Department of Health spokesman said: "Whilst there is doubt about how swine flu affects children, we believe a safety-first approach of offering antivirals to everyone remains a sensible and responsible way forward."

"However, we will keep this policy under review as we learn more about the virus and its effects," they added.

Lloydspharmacy selling Tamiflu online

Lloydspharmacy is selling Tamiflu via its online doctor service, allowing patients to get the antiviral in advance of need.

The initiative, the first of its kind, was specifically designed to meet demand for private prescriptions for Tamiflu, said Lloydspharmacy director Andy Murdock.

The company was playing "as full a role as possible" in NHS antiviral distribution, he said, and patients displaying swine flu symptoms would be advised to call the

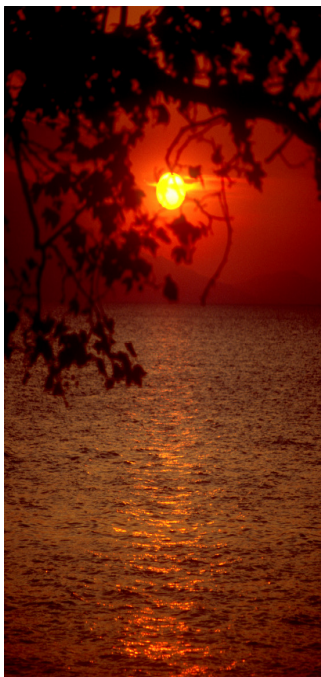
locally appropriate NHS service.

Mr Murdock said: "Our service is for people who want to ensure they have Tamiflu available if and when they need it, and for people who will be travelling abroad at some point in the future."

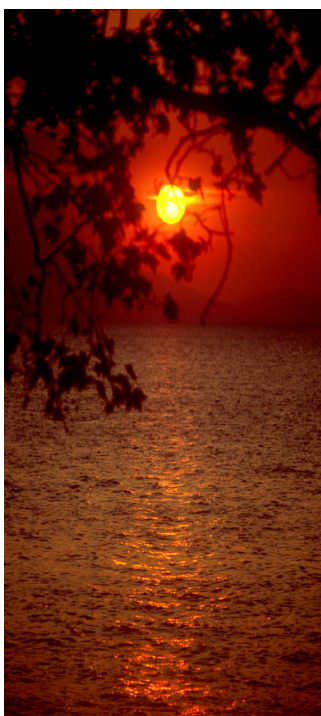
The Lloydspharmacy service would ensure such customers were able to purchase from a "reputable source", he added, and they would be advised on symptoms to look out for and circumstances for treatment.

The Tamiflu is delivered to the customer by post the next working day. The cost of £48.50 plus £4.95 postage and packaging was less than half the price of some other online sources, Lloydspharmacy claimed.

Lloydspharmacy's online doctor service is run in conjunction with online prescribers Dr Thom. The service also offers treatments for impotence, hair loss and cystitis as well as oral contraceptives, sexual health tests and travel



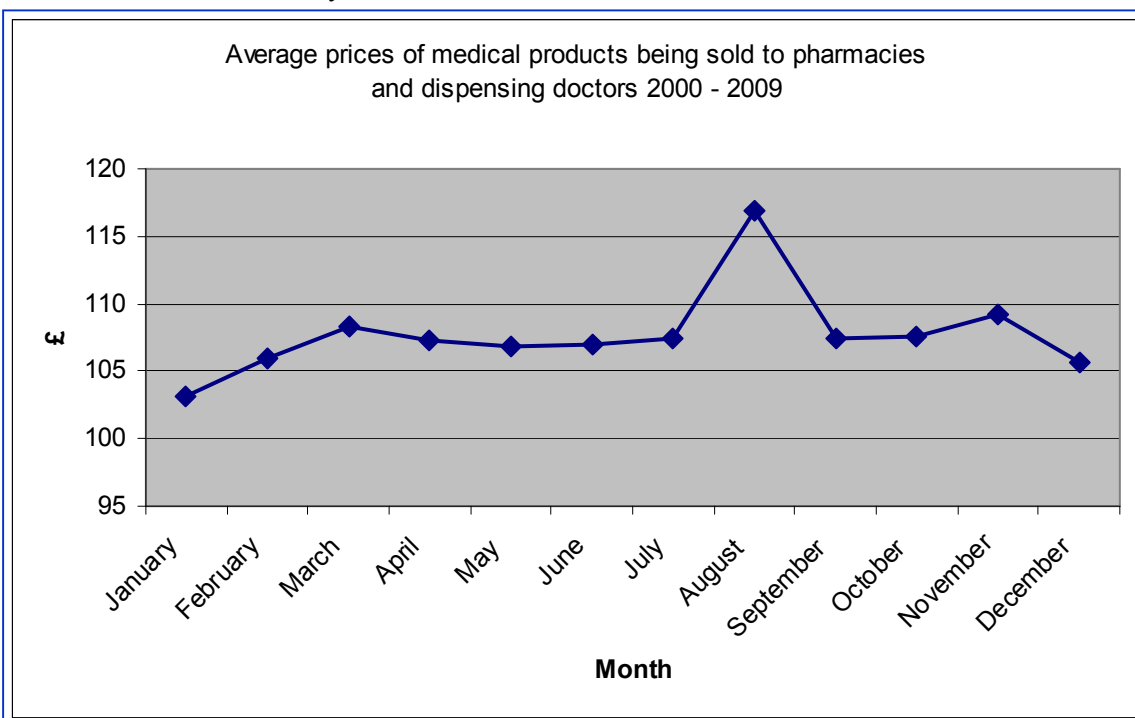
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August trends - a seasonal factor?

A comprehensive study by WaveData Ltd indicates that, over the long term, average wholesale prices for generics, brands, PI's and surgical products (9,694,82 prices), rise by 9% in August.

Is this a trend from which you could benefit?



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

Clopidogrel Tabs 75mg 28
Lansoprazole Caps 15mg 28
Clopidogrel Tabs 75mg 30
Lansoprazole Caps 30mg 28
Gliclazide Tabs 80mg 28
Azithromycin Dihydrate
Doxazosin Tabs 4mg 28
Pantoprazole Tabs 20mg 28
Clopidogrel Tabs 75mg 28 (x 5 Packs)
Ibuprofen Tabs 400mg 84

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 9th September 09, as I will be issuing the next one on the 16th September 09

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

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