

# COMMERCIAL BULLETIN

January 2013

## MONTHLY SERVICE

### Cost of Generic drugs much higher in Ireland than UK

Ireland are paying drug companies much higher prices for cheaper "generic" drugs than it pays for branded medicines.

Commonly prescribed drugs are considerably higher in Ireland than they are in the UK

One in five medicines used by people over the age of 50 was a generic. 30 million euros could have been saved by increasing the use of Generic's.

People in Ireland are going without their essential prescribed medicines due to the high costs.

### Investigation into Greece's drug shortages

Supreme Court has ordered an investigation into claims that drug makers or pharmacists could be deliberately creating medicine shortages in the country.

Is patient's health being put at risk by the shortages? Is this so that players can take advantage of the economic crisis?

A new code has been revised by the Hellenic Association of Pharmaceutical Companies (SFEE) which sets out a series of tighter regulations on the promotion of prescription drugs

#### Inside this issue:

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#### Special points of interest:

This bulletin is free to Interested people in Pharma & Healthcare

Please send names of new subscribers to [Jackie@wavedata.co.uk](mailto: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)

**Ireland's DCC buys Kent Pharma in UK**

Kent Pharma is to be acquired by DCC (Irish marketing, distribution and services group)

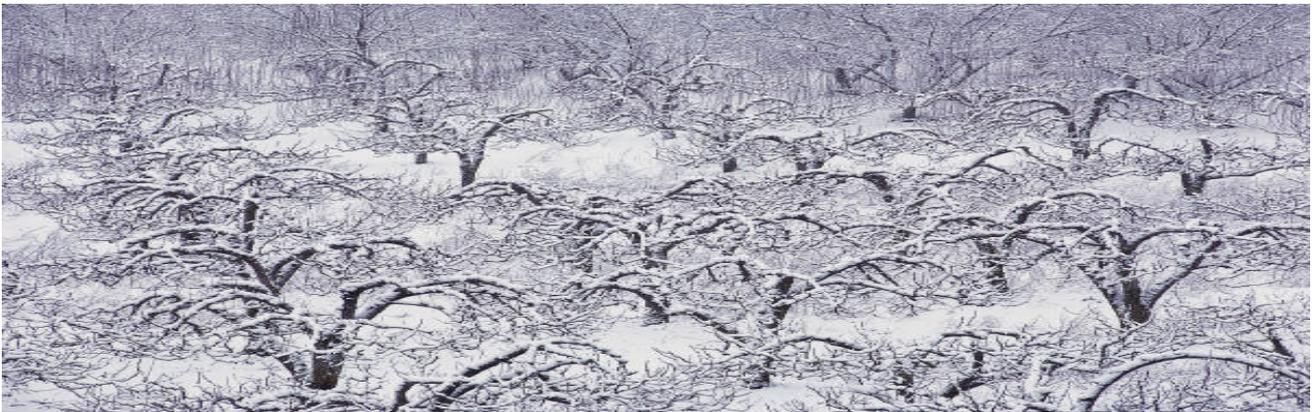
As long as DCC obtain clearance from the Irish Competition Authority, the deal should expect to complete early this year.

[http://www.kentpharm.co.uk/Kent\\_Pharmaceutical/file/Kent%20%20Pharmaceuticals%20Press%20Release.pdf](http://www.kentpharm.co.uk/Kent_Pharmaceutical/file/Kent%20%20Pharmaceuticals%20Press%20Release.pdf)

**First manufacturer to restrict the distribution of OTC medicines**

Johnson & Johnson has become the first manufacturer to restrict the distribution of OTC products to certain wholesalers

Products are being distributed by Alliance Healthcare, Celesio Group (AAH), Phoenix Healthcare and Sigma Pharmaceuticals. This will reduce difficulty and increase the efficiency of distribution for Johnson & Johnson.

**Scriptmap**

In response to a question we have received about seeing reports showing prescriptions by sales territory, Wavedata have now created an add-on to our English prescription data at <http://www.scriptmap.co.uk/>

This add-on allows users to import a CSV file with four columns:

1. territory code (ie T101)
2. territory name (ie Worcester)
3. description (ie Jane Smith)
4. postcode (surgery)

To have the whole of the UK covered, there should be a total of about 8800 postcodes to cover all English surgeries, and hence 8800 rows in the CSV.

Once imported, users can see prescriptions by territory for brands, products or complete molecules and can easily export the results to Microsoft Excel.

Charles Joynson

Wavedata

## ENGLAND Dispensing Doctor Statistics

Using the Department of Health data from October 2012 the average English dispensing doctor statistics can be seen in the table below. The average drug spend per practice equalling c£41,000, which, per item is almost exactly the same as an equivalent cost from a retail pharmacy.

So the argument about "expensive" cost of dispensing doctor dispensing can now once and for all be put back to bed. Both Dispex and the Dispensing Doctors' Association have been saying this for years. Interestingly [and not shown in this data] is the fact that the average dispensing practice has 6 GPs each which is higher than we at Dispex would have thought.

ENGLAND Statistical Data Relating to Prescriptions Dispensed by Dispensing Doctors	Forms	Items	Reimbursement [Drug Spend]	Discount [Clawback]	Dispensing Fees
Averages per practice per month	2,392	6,146	£40,807	£4,521	£12,483

What is also interesting for Pharma is the total amount of patients [some 15% of the population] who are still registered with a dispensing GP practice and are dispensed to by a doctor and not a retail pharmacy. Dispensing doctors still have a significant influence [some 6% of English primary care drug budget] over prescribing and dispensing budgets and are still key players in the emerging CCGs. Contact Nigel Morley on 01604 859000 or visit [www.dispex.net](http://www.dispex.net) to find out how your company could work with dispensing doctors.

Gregg Bull - Surelines - [www.surelines.com](http://www.surelines.com)

### Forthcoming events

[NHS Confederation annual conference & exhibition](http://www.nhsconfed.org) takes place from 5-7 June at ACC Liverpool, To find out more, please email: [supporters@nhsconfed.org](mailto:supporters@nhsconfed.org) or call: **0844 800 5989**.

Health Research Authority (HRA) - One Year On. Free Event on 6th & 7th February, Central London - <http://www.hra.nhs.uk/hra-news-and-announcements/hra-stakeholder-forum-one-year-on/>.



### Concessions indicate greater shortages

Six different products were granted 'no cheaper stock obtainable' (NCSO) concessions in December, allowing pharmacists to dispense a more expensive alternative. The list included isosorbide mononitrate 20mg tablets, moclobemide 300mg tablets and selegiline 10mg tablets for the first time, alongside nifedipine 5mg and 10mg capsules, temazepam 10mg and 20mg tablets and trazodone 50mg and 100mg capsules and 150mg tablets.

To see more go to <http://www.wavedata.co.uk/newinfo.asp> and view our article from this month's Generics Bulletin.

WaveData

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## MONTHLY SERVICE

### Internship Sought

We have been approached by a student from Marseilles University who is doing a Masters degree in international trade.

She is looking for looking a four month internship.

She has previously worked in sales and exporting,

And she is also fluent in English, French and Spanish...

Her name is Sabrina Bouaddou and she can be contacted at [bouaddou\\_sabrina@yahoo.fr](mailto:bouaddou_sabrina@yahoo.fr)



### **WaveData — Top ten products**

According to WaveData, these were the most commonly investigated products in searches of the online pricing data

at <http://www.wavedata.net>

Both uk and pi prices were viewed for each product, giving some indication of where the focus was in December 2012

Losartan Tabs 50mg 28

Simvastatin Tabs 40mg 28

Azithromycin Tabs 500mg 3

Cyclizine Tabs 50mg 100

Desogestrel Tabs 0.075mg 84

Fluoxetine Caps 20mg 30

Lymecycline 408mg Caps 28

Alendronate Tabs 70mg 4

Atorvastatin Tabs 40mg 28

Donepezil Tabs 5mg 28

**This bulletin now goes out to 3000 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 13th February 2013, as I will be issuing the next one on the 20th February 2013**

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

**You can view all copies of the Bulletin at**

<http://www.wavedata.co.uk/newinfo.asp>

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