

# Commercial Bulletin

## 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)

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## Drug costs can vary by 600%

In a study of ten high income countries, costs for prescription medicines varied by more than 600%, according to research published in CMAJ (Canadian Medical Association Journal).

Countries included in the study were, Australia, Canada, France, Germany, the Netherlands, New Zealand, Norway, Sweden, Switzerland and the United Kingdom.

Researchers focused on 6 categories of widely used primary care drugs usually purchased at retail pharmacies rather than hospital pharmacies. These included hypertension treatments, pain medications (nonsteroidal anti-inflammatory drugs as well as opioids), cholesterol-lowering drugs, non-insulin diabetes treatments, gastrointestinal medications and antidepressants.

To read more  
<https://www.europeanpharmaceuticalreview.com/news/61040/drug-high-income-countries/>

## Retail Pricing Meeting or Conference

Our managing director has for a long time been wondering if the industry would find it helpful to have a conference about retail pricing.

There are already lots of conferences about pricing and reimbursement, which are generally about how to get a new drug into a new country. However there's nothing about retail pricing.

The kinds of topics which could be discussed include: category M, A or C, generic price decline, parallel import pricing, exchange rates, contract manufacturing and pricing strategies.

The only downside I can see is that we would need to avoid discussing each other's prices.

What do you think, would it be worth doing?

If you have any thoughts please email Charles at [info@wavedata.co.uk](mailto:info@wavedata.co.uk)



### Wavedata 'how to' videos

Our managing director Charles Joynson has made a number of 'how to' videos which might help you work out how to uncover trends or get value from data:

#### Secrets of Wavedata Live

<https://www.youtube.com/watch?v=kIYF0dQ6Kmg>

The Pharma Basket Report (A way to compare prices for your retail customers. So it shows the minimum price by supplier for medical products sold by wholesalers and manufacturers in the UK. It can be used to convince your clients that your prices are better than your competitor's.)

<https://www.youtube.com/watch?v=SMpAM708rOU>

How much will I get for my generic drug if I sell it in the UK?

<https://www.youtube.com/watch?v=okUQI3kHuw0>

What will happen when my Pharma Brand loses its Patent Protection (Loss of Exclusivity - LOE)

<https://www.youtube.com/watch?v=y98jOkkbp8U>

Wavedata  
www.wavedata.co.uk

### Price Watch .....UK

#### Olanzapine dominates price rises in May

Average UK price rises of up to 15 times were seen for olanzapine in May, pushing five presentations of the anti-psychotic into the top six 'biggest risers' for the month as their averages shot up. This was despite relatively minor shifts in their lowest available price to independent UK pharmacists (see Figure 2). While a price concession was granted by the Department of Health (DoH) for the other item that appears alongside olanzapine in the 'biggest risers' table – packs of six sumatriptan 50mg tablets, which received a concession price of £28.65 (US\$36.55), more than matching the average price that shot up by 1,123% to £14.68 – no concessions were granted in May for olanzapine.

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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[www.generics-bulletin.com](http://www.generics-bulletin.com)



## Medicines Which Dispensing Doctors MAY Lose Money on

Remember, dispensing doctors have the clawback [usually 11.18%] applied to all medicines and devices which they dispense. This means that where the total discount given to a dispensing doctor is less than the clawback, the dispensing practice will lose money dispensing that prescription item.

### Typical items which usually attract no discount include:

- Air Cylinders (Medical Grade)
- Most Borderline Substance Foods
- Most Controlled Drugs in Schedules 1, 2 and 3 of Misuse of Drug Regulations 1985
- Drugs available only on a named patient basis
- Homeopathic Products
- Made to measure elastic hosiery and trusses

### Nearly all of the following:

- Eye Drops (cold chain)
- Ear Drops (cold chain)
- Nose Drops (cold chain)
- Most Fridge Lines
- Most Injections
- Powders for reconstitution
- Cytotoxics
- Palliative Care Medicines
- Most Enteral Nutrition products
- Sip Feeds
- Most Gluten Free products
- Special Diet products
- "Make Up" Listed in the Drug Tariff

### ***Or basically anything for which you do not receive a discount***

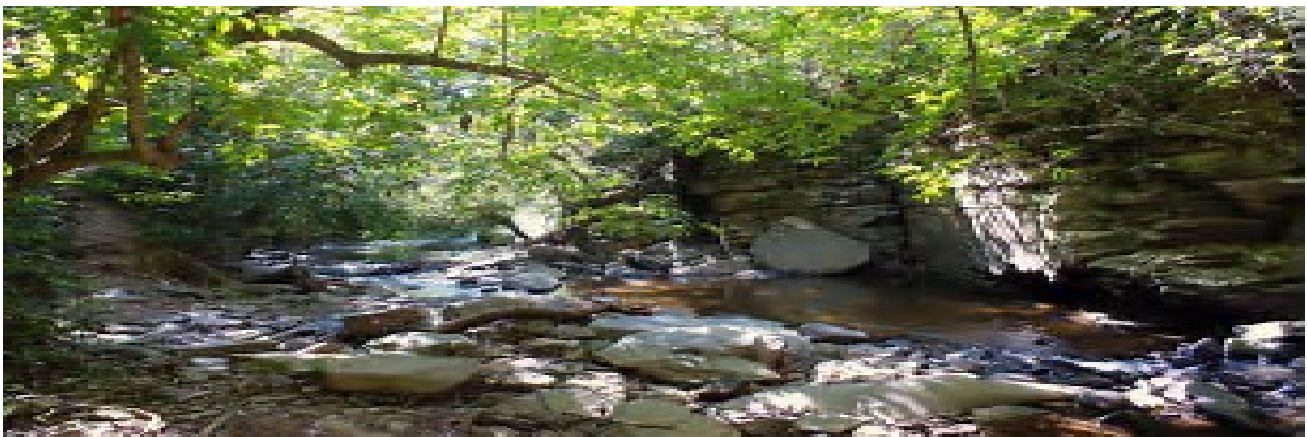
It is a good idea for dispensing doctors to check the Drug Tariff Part II in order to find out if the drug is listed under the "Discount Not Given" list. Whilst dispensing doctors are not allowed to endorse DNG [and therefore not have the clawback applied to that item] this is a useful bench-mark list of items which may not attract discount.

If in doubt the dispensing doctor should ask their wholesaler for a full list of items which they don't give you discount on.

Also with the increase in manufacturers supplying via a limited number of suppliers [wholesalers] the level of discount available on branded medicines may have dropped. Dispensing doctors should keep a full and up to date list of all branded discount schemes and deals that their surgery has signed up to.

If you want to know more about dispensing doctors, the Drug Tariff and how it may affect your portfolio of products please email [greg@dispex.net](mailto:greg@dispex.net) or phone me on 01604 859000.

Greg Bull – Commercial Manager Dispex Limited – [www.dispex.net](http://www.dispex.net)



Forthcoming events			
Organizer	Date	Venue	Link or Email
University of Leicester Precision Medicine Institute (LPMI) FREE event 'Collaboration to Drive Innovation	28th June 17	Leicester	<a href="https://www.eventbrite.co.uk/e/collaboration-to-drive-innovation-registration-34319269860">https://www.eventbrite.co.uk/e/collaboration-to-drive-innovation-registration-34319269860</a>
EMIG Companies Invited to an Academic Industry Meeting day (AIMday) on Ageing	3rd July 17	University of Oxford	<a href="http://aimday.se/ageing-oxford-2017/">http://aimday.se/ageing-oxford-2017/</a>
Priorities for Combating Antimicrobial Resistance: collaboration, stewardship and investment Morning	6th July 17	london	sophie.shields (a/t) westminsterforumprojects.co.uk
EMIG Finance Group - Next Steps	11th July 17		david.bloomfield (a/t) apertumsolutions.com
Priorities for Improving Cancer Care in England	13th July	Central London	<a href="http://www.westminsterforumprojects.co.uk/conference/cancer-care-2017/25749">http://www.westminsterforumprojects.co.uk/conference/cancer-care-2017/25749</a>
EMIG Finance Group - Next Steps	18th July 17		david.bloomfield (a/t) apertumsolutions.com
EMIG BD meeting	19th Oct 17	Oxfordshire	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG BD meeting	14th Dec 17	Oxfordshire	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
<b>PLG events</b>			
Joint PLG/TOPRA Meeting – 'Dealmaking in a Changing Regulatory Landscape'	27th June 17	London	<a href="http://www.plg-group.com/events/dealmaking-in-a-changing-regulatory-landscape">www.plg-group.com/events/dealmaking-in-a-changing-regulatory-landscape</a>
XIII International Pharma Licensing Symposium	28th - 29th Sept 17	Madrid	<a href="http://www.plg-group.com/events/xiii-ipls-madrid">www.plg-group.com/events/xiii-ipls-madrid</a>
Christmas Networking Drinks Reception	7th Dec 17	london	

### Shortage of young pharmacists in Ireland

Qualified young pharmacists are beginning to pursue their career elsewhere says a member of the executive committee at the Irish Pharmacy Union's conference.

Young qualified pharmacists were either not entering community pharmacy or were leaving the profession, pursuing their careers in other areas.

The reasons given by pharmacists vary with them wanting to change careers, but increasing levels of administration and bureaucracy play a big part.

The conference heard that in the UK the role of the pharmacist extends far beyond the scope allowed in Ireland, with pharmacists allowed to prescribe for minor ailments.

To read more

<http://www.irishtimes.com/news/health/shortage-of-young-pharmacists-threat-to-community-sector-1.3074308>

### A new alliance between healthcare bodies has been formed

A relationship between NHS, medical research, industry, patients and public health organisations called Brexit Health Alliance has been formed to protect the UK's interests as it negotiates to part from the EU.

The Brexit Health Alliance seeks to ensure that issues such as healthcare research, access to technologies and treatment of patients are given significant importance and attention throughout the process, with both UK and Europe in mind.

To read more

<http://healthcareleadernews.com/article/new-healthcare-alliance-forms-%E2%80%98safeguard%E2%80%99-nhs-brexit-talks>

**WaveData — Top ten searched products where the focus was to June 2017**

According to WaveData, these were the most commonly investigated products in searches of the online pricing data Wavedata Live at <http://www.wavedata.net>

Both uk and pi prices were viewed for each product, giving some indication of where the focus was to June 2017

WaveData prices in the top 10 article are averages.

<b>Product</b>	<b>17-Mar</b>	<b>17-Apr</b>	<b>17-May</b>	<b>17-Jun</b>
Mefenamic Acid Tabs 500mg 28	£5.90	£16.95	£43.16	£50.10
Levothyroxine Tabs 25mcg 28	£1.97	£1.88	£1.74	£1.72
Carbimazole Tabs 5mg 100	£55.37	£53.70	£52.89	£49.92
Levothyroxine Tabs 50mcg 28	£0.98	£0.90	£0.86	£0.83
Levothyroxine Tabs 100mcg 28	£0.99	£0.90	£0.86	£0.83
Amitriptyline Tabs 10mg 28	£0.39	£0.35	£0.47	£0.70
Sumatriptan Tabs 50mg 6	£1.16	£1.24	£11.59	£27.32
Atorvastatin Tabs 20mg 28	£0.68	£0.64	£0.62	£0.52
Trazodone Caps 100mg 56	£26.44	£19.18	£17.89	£15.80
Amitriptyline Tabs 25mg 28	£0.49	£0.47	£0.54	£0.61

**This bulletin now goes out to 4800 plus people.**

**If you would like to add or suggest any articles/comments, please let me know by the 19th July 2017, as I will be issuing the next bulletin on the 26th July 2017**

**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>

**Jackie Moss  
WaveData Ltd**

**E-mail: [Jackie@wavedata.co.uk](mailto:Jackie@wavedata.co.uk)**

**Twitter [@wavedata](https://twitter.com/wavedata)**

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