



Commercial Bulletin

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NPA CHAIR IAN FACER SLAMS SUPPLY DEALS

The NPA has hit out at exclusive manufacturer supply arrangements, saying their proliferation is not in the interests of "patients, pharmacies or the wider supply chain".

NPA chairman Ian Facer said the deals "may meet the narrow objectives of individual manufacturers" but they increase administration and restrict choice in pharmacies.

The comments came after concerns were raised over Lundbeck's deal to supply medicines exclusively through Alliance Healthcare. Independent pharmacists asked for assurance that all pharmacies would receive equal rights when ordering Lundbeck stock, and that discounts would be equally proportioned.

PSNC said it was concerned that use of a sole distributor by Lundbeck would further reduce competition in the wholesale market. And the committee warned that without appropriate safeguards, the deal could lead to inequity in pharmacy access to Lundbeck products, compromising patient access.

Lundbeck managing director Stephen Turley told C+D the company was aware that some pharmacists had had difficulties accessing stock in the past. He said the company's first priority was to get medicines to patients in a timely manner and that the new model was intended to ensure effective supply and improve traceability of their medicines.

He assured contractors that all pharmacies, whatever their size, should be treated equally, and encouraged pharmacists to contact the company directly via their customer services team if they had any issues. The company would discuss these with Alliance Healthcare and expect to see any problems resolved, he said.

Alliance Healthcare would provide continued delivery coverage and availability under the arrangements, Mark Stephenson, AH commercial healthcare director, told C+D.

"We do not discriminate on service and will be ensuring that the new scheme is fair and equitable for all pharmacies. It is simply not in our interests to give preferential treatment to a particular customer base," he added.

Chemist & Druggist. 25/11/10

Direct distribution will provide compelling offers: Pfizer

Pfizer's decision to deal directly with pharmacists will provide some "compelling offers", according to the company's established products business unit general manager Mark Crotty.

Speaking to Pharmacy eNews, Mr Crotty said the changing business environment had led to the decision for Pfizer to move to a direct distribution model from 31 January.

"**This** has come about because of changes in the marketplace, PBS reform, products coming off patent etc..."

"**Those** things have generated an environment where there's going to be more competition

and Pfizer's going to be in that space working with pharmacy.

"**We** believe by having a more direct relationship with pharmacy and through our offerings there's going to be good things in it for pharmacy," he said.

Mr Crotty added the company would continue to use wholesalers to distribute non-prescription and nutritional products.

While the announcement may lead to some benefits for pharmacy, Symbion chief executive Patrick Davies warned the decision could see pharmacists paying more for products.

"**We** are extremely disappointed

that we will no longer be allowed to provide our customers with access to Pfizer prescription medicine products.

"**This** decision by Pfizer ends a very long association and will cause significant financial pressures on our business.

"**We** are now evaluating the full consequences of this decision and the steps we will now be forced to take in response.

"**However** it is inevitable that our pricing will have to increase," he said.

Pharmacy News 08/12/10

Special points of interest

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BOOTS OPENS WALK-IN MINOR INJURY CLINIC

Boots has opened a pharmacy-based minor injury walk-in centre in its Aberdeen store.

The clinic will be nurse-led and NHS Grampian said it aims to complement the existing pharmacy minor ailments service.

“NHS Grampian and community pharmacies have been working together to look at new ways to provide the public with more accessible advice and treatment for some of the most common ailments and complaints,” NHS Gram-

pian medical director Dr Roelf Dijkhuizen, said.

The types of injuries that can be treated at the clinic include cuts, eye injuries and embedded foreign objects,

The service is part of a Scottish Government-funded pilot aiming to increase patient access and reduce waiting times.

Boots director of health services and solutions Tim Stacey said: “This is our sixth location in Scotland where we host a variety of NHS and healthcare services. We

are delighted to work with NHS Grampian to provide patients in Aberdeen with access to a nurse-led weekend walk-in centre.”

Chemist & Druggist 07/12/10



SAINSBURY'S OFFERS PHARMACY CONSULTATION ROOMS TO GPs

Sainsbury's has offered GPs free use of its pharmacy consultation rooms to run medical surgeries for up to 20 hours per week.

However, Sainsbury's told C+D that it remained “100 per cent committed” to its pharmacies and that the surgeries would complement in-store pharmacies, as well as help maximise use of the rooms.

Despite offering a range of enhanced services, including flu vaccinations, Sainsbury's professional services

manager David Gilder told C+D that there was still “spare capacity” in the rooms. He said that a typical Sainsbury's pharmacy opens for 85 to 90 hours a week and the GP surgeries would run for about 15 to 20 hours.

Mr Gilder said surgeries enabled GPs and pharmacists to work very closely together. He added that feedback so far from stores running the services had been “fantastic”.

The consultation rooms in 65 Sainsbury's pharmacies have been brought up to the standards required for medical services, with plans to update the

remaining 175 pharmacies in its portfolio, Mr Gilder told C+D.

PSNC head of NHS services Alastair Buxton said it was always positive to see pharmacists and GPs working together. But he warned that Sainsbury's model could lead to “interesting tensions”, if a pharmacist wanted to carry out an ad-hoc MUR or enhanced service discussion when the consultation room was occupied.

Sainsbury's is running a roadshow for GPs interested in the scheme.

Chemist & Druggist 08/12/10

Price Watch UK

Prices rise as citalopram stocks shrink

Four products were granted the concession of ‘no cheaper stock obtainable’ (NCSO) status in November by the UK Department of Health as a result of shortages in the market. These were gabapentin 100mg and 400mg capsules, citalopram 20mg tablets and tamoxifen 20mg tablets. The concession allows pharmacists to dispense a more expensive alternative product and to be reimbursed accordingly.

To see more go to <http://www.wavedata.co.uk/news2a.asp> and view our article from this month's Generics Bulletin.

WaveData



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 November 2010

Omeprazole Caps 20mg 28
Citalopram Tabs 20mg 28
Mycophenolate Tabs 500mg 50
Bendroflumethiazide Tabs 2.5mg 28
Metformin Tabs 500mg 28
Mirtazapine Tabs 30mg 28
Citalopram Tabs 10mg 28
Erythromycin Tabs 250mg 28
Prednisolone E/C Tabs 5mg 30
Sertraline Tabs 50mg 28

EISAI REVEALS DISTRIBUTION DEAL

Eisai is to simplify distribution of some of its key products from January next year, distributing them only through three wholesalers.

Aricept, Inovelon, Pariet, Zonegran and Zebinix will be available only from AAH, Alliance Healthcare and Phoenix Healthcare Distribution Limited.

All other Eisai products will continue to be available from the pre-wholesaler Movianto UK.

Eisai said it would move to a closer contractual relationship with the three distributors, and that it would work closely with them to ensure a smooth transition to the new arrangements.

Chemist & Druggist 06/12/10

All at Wavedata would like to wish you a very happy Christmas and a prosperous 2011

ROSEMONT LAUNCHES LIQUID WARFARIN RANGE

Rosemont Pharmaceuticals has recently launched its new liquid warfarin product, a first for the drug in the UK.

The move follows marketing authorisation being granted to Rosemont, making this the only licensed liquid warfarin in the UK.

Marketing manager at Rosemont Pharmaceuticals Jan Flynn said: "Warfarin is a potent drug with a narrow therapeutic range and patients frequently need to adjust their dose of warfarin, depending on the results of regular INR (international normalised ratio) tests.

"Liquid warfarin makes dose adjustment more precise and therefore safer for patients than manipulating tablets."

Prices and Pip codes: See C+D Monthly Price List or www.cddata.co.uk.

Chemist & Druggist 28/11/10

This bulletin now goes out to 1100 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 12th January 2011, as I will be issuing the next one on the 19th

January 2011

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 www.wavedata.co.uk

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