

# Wholesale Bulletin

Monthly  
Service for  
wholesalers

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## Cash flow fears greet latest distribution deal

Contractors have expressed concern over the impact of manufacturer-led supply deals on their cash flow, as yet another company moved to a reduced wholesaler distribution model.

From June 1, AAH, Phoenix and Unichem will exclusively distribute Smith & Nephew's wound management products to community pharmacists in the UK.

The global medical technology company claimed the deal would:

**Improve** supply chain integrity and efficiency

**Improve** stock management and service levels to customers

**Improve** patient product access

**Reduce** its carbon footprint

But contractors told C+D they were concerned about the impact on their cash flow, as the larger wholesalers often offered shorter credit periods.

David Sharp from, of D&R Sharp Chemists in Doncaster said, "when you consider how much dressings cost these days, it doesn't take much to have a large bill."

IPF chairman Fin McCaul agreed that reduced terms as a result of manufacturer-led supply deals were "definitely" a problem.

Smith & Nephew (S&N) declined to comment on the issue. A spokesman said: "credit terms are negotiated between the wholesaler and the pharmacist and S&N has no control or influence in setting these commercial/trading conditions."

The chosen wholesalers said they were delighted to distribute S&N's woundcare products and emphasized their commitment to customer service under the deal.

Special points of  
Interest

This bulletin is free  
to interested  
wholesaler  
employees

Please send names  
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## Big pharma announce radical restructures

Two major industry players have revealed plans for dramatic company restructures in an attempt to meet the "immense challenges" currently facing pharmaceuticals.

GlaxoSmithKline and AstraZeneca have announced plans to reduce business costs including global job cuts of more than 6,000 at GSK and a possible 15,000 at AstraZeneca by 2013.

Both companies have blamed loss of revenue from off-patent blockbuster drugs for the need to downsize.

Neither company has been clear about the level of job losses in the UK, though GSK has said that it expects the majority of cuts to be made elsewhere.

There are fears that these job cuts will be another blow to the UK

economy, which was recently predicted to be one of the countries most affected by the recession by the international Monetary Fund.



## Monthly Service for wholesalers

### £400 million worth of stock 'binned' by pharmacy

Pharmacies are throwing away more than £400m of stock every year, a survey has revealed.

Poll results from Rxchange show around four per cent of prescription medicines in the UK go out of date before they can be dispensed.

Currently, pharmacies are unable to claim for the majority of wasted stock, forcing contractors to soak up the cost of unused medicines.

Pharmacist Atul Patel said MHRA proposals to limit wholesale dealer's licences would exacerbate the problem and "put the viability of current small independent pharmacies at risk."

"The proposals will affect us financially and therefore put at risk access to pharmaceutical services that the community has come to rely on," he added.

## WaveData — Top ten products

According to wavedata, these are the products most looked at in searches of the online pricing data at [www.wavedata.net](http://www.wavedata.net)

Both uk and pi prices were viewed for each product, giving some

indication of where the focus was in February 09

**Lansoprazole Caps 30mg 28**

**Lansoprazole Caps 15mg 28**

**Levothyroxine Tabs 50mcg 28**

**Alendronate Tabs 70mg 4**

**Omeprazole Caps 20mg 28**

**Perindopril Tabs 8mg 30**

**Venlafaxine XL Caps 75mg 28**

**Nebivolol Tabs 5mg 28**

**Simvastatin Tabs 10mg 28**

**Amiodarone Tabs 200mg 28**



## GPs join call to abolish script charges in England

GP and pharmacy leaders have called for prescription charges in England to be scrapped.

The British Medical Association believes all prescriptions in England should be free of charge, following the example of Wales, Northern Ireland and Scotland. It slammed the current system as "outdated, iniquitous and detrimental".

BMA chairman Dr Hamish Meldrum said abolishing prescription charges would be the "fairest and simplest option".

The call supports the view of the National Pharmacy Association, which recommended an end to prescription charges at its February board meeting.

NPA chief executive John Turk said: "Removing prescription charges would improve access to medicines for patients, remove inequalities and decrease the administrative burden on community pharmacies."

The DH is currently reviewing its list of conditions exempt from prescription charges.

I will be issuing the next bulletin on the 8th April 09, please let me know by the 1st April

09, if you would like to add or suggest any articles/comments

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

You can view all copies of the Wholesale Bulletin at [www.wavedata.co.uk](http://www.wavedata.co.uk)

**Jackie Moss**  
**WaveData Ltd**

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