

WHOLESALE BULLETIN

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MONTHLY SERVICE FOR WHOLESALERS

GSK launches supply deal with AAH and Unichem

GlaxoSmithKline (GSK) has signed a deal to distribute medicines to UK pharmacies exclusively through wholesalers UniChem and AAH.

The arrangements will commence from November 1 and pharmacy discounts will not be affected, the manufacturer said.

AAH and UniChem currently supply more than 80 per cent of GSK's prescription medicines, and they said customers would see no changes to delivery times or ordering patterns.

But the deal met with dismay from the wider industry. Fin McCaul, pharmacist at Prestwich Pharmacy, Manchester, said as a contractor he was "disappointed in yet another nail in the coffin for local wholesalers". He added: "Given the level of change going on, it's critically important PSNC analyses the impact of all these changes on our work environment."

Sue Sharpe, PSNC chief executive, said the deal would "add to the potential impact of the proposed changes to pricing under the PPRS scheme". She said PSNC would seek changes to reimbursement arrangements "to remove, wherever possible, the risk that pharmacies dispense at a loss".

She added that PSNC was unable to control manufacturers or wholesalers but had made its views known to the industry and government.

Wholesaler Phoenix, excluded from the deal, expressed disappointment, saying it believed GSK had "not fully taken into account the independent community pharmacy sector".

GSK is the sixth manufacturer to change its supply terms since September 2006.

Boots opens drive through pharmacy

Boots has opened its first drive-through pharmacy in a former McDonalds in Colchester.

The store enables customers to order their prescription at a first window, then collect it minutes later at a second. Staff will also manage repeat prescriptions.

Boots said the store will reduce the time taken to collect prescriptions and cut the need to pay parking fees.

Boots healthcare director said: "Boots is leading the way for customers needing a accessible, professional and convenient health service, to keep up with the pace of their busy lives."

The concept of drive-through pharmacies is well established in the US and Boots says it will consider opening more if the Colchester store is successful.



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Special points of interest:

This bulletin is free to interested wholesaler employees

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MONTHLY SERVICE FOR WHOLESALE

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Phoenix targets Northern Ireland—

Wholesaler Phoenix Healthcare will be serving pharmacists in Northern Ireland after acquiring Munro Wholesale Medical Supplies in Belfast.

Phoenix will be offering a range of additional services, 300 new product lines to boost stock, and Saturday deliveries in the region. New appointments within the wholesaler will expand the customer services department and depot service. Regional sales manager for Phoenix in Northern Ireland, said: "This is a new market for Phoenix... In light of the major changes being faced by the pharmacy sector at the moment, the greater choice we're providing can only be good news."

Sainsbury's pilot travel health clinics

Travel vaccinations and health advice are being rolled out across 21 Sainsbury's stores in the London area.

The clinics will be held in a private Sainsbury's pharmacy consultation room under the auspices of Advantage Healthcare.

Shoppers will be able to make an appointment to see a registered nurse to discuss their travel health needs. Patients will receive immunisations where required.

The pilot could be rolled out to stores nationwide if successful, Sainsbury's said.

David Gilder, head of professional services at Sainsbury's, said: "Busy people can't always get an appointment with their GP at a time that is convenient... what could be more convenient than doing it while you're shopping?"



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

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

Co-Codamol Caps 8mg/500mg 100

Bicalutamide Tabs 150mg 28

Bicalutamide Tabs 50mg 28

Lansoprazole Caps 15mg 28

Accu-Chek Active Test Strips 50

Doxazosin XL Tabs 4mg 28

Indapamide SR Tabs 1.5mg 30

Lansoprazole Caps 30mg 28

Prostap 3 Depot Injection 11.25mg 2ml

Tamsulosin MR Caps 400mcg 30

I will be issuing the next bulletin on the 7th October 08, please let me know by the 29th September 08 if you would like to add or suggest any articles/comments

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

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