

Better generic and PI prices in July continue on from June



Better prices for both generics and parallel imports noted in June have continued into July for dispensing doctors, Wavedata's latest analysis indicates.

The longer term picture is that dispensing GPs are good at negotiating with generic suppliers, but poor at getting good parallel import deals, when compared to pharmacy contractors. This reticence to buy imports may have been reduced as shortages have forced prescribers to buy whatever was available, be it UK or PI stock. It remains to be seen if dispensing doctors getting good PI prices is a longer term trend or a blip.

July saw a number of products appearing in strength in the Risers and Fallers as three packs of each of diazepam tabs and valsartan caps entered the Fallers, and three packs of galantamine XL caps were added to the Risers.

Fallers

The prices dispensing doctors were paying for nitrofurantoin tabs 50mg x100 fell back dramatically as Actavis reduced its prices by almost half. They were the only supplier advertising to dispensing doctors, but pharmacies were also offered good prices by Eclipse, Ethigen, Numark, National Generics and Trident.

The Drug Tariff for dipyridamole tabs 100mg x84 fell by 49% in July, resulting in a 40% drop in the prices paid by dispensing doctors. The main supplier Actavis reduced its prices and good prices were available to dispensing doctors from Actavis, AAH and Lexon. Pharmacists saw similar prices but also had access to good offers from Numark, Sigma, Mawdsleys and Eclipse.

The Drug Tariff for valsartan caps 40mg x28 fell by 56% in July, resulting in a 39% reduction in the average price. Again Actavis followed the price down, but dispensing doctors also had access to low prices from AAH, Beta, Lexon and Teva.

Risers

July saw glimepiride tabs 3mg x30's tariff price fall by 84%. This was accompanied by a 205% increase in the prices being offered to dispensing doctors as one company increased prices. However, good deals were still available from Beta, AAH, Lexon and Teva.

In July the Drug Tariff price for clindamycin caps 150mg x24 rose by 10%. This was followed by large price increases from some companies, but dispensing doctors could still get good deals from Lexon. Good prices were also being offered to pharmacists from Eclipse, Edinpharm, Sigma, Alliance, Numark, Kosei, Mawdsleys and Waymade.

Diclofenac tabs 25mg x84 saw its average offer price to dispensing GPs rise by 181% as some companies increased their prices. Good offers were still on offer to GPs from Lexon and to pharmacists from Chemilines, Sigma, Mawdsleys, Waymade and Numark.

Click [here](#) to view the full spreadsheets giving Wavedata's top 20 risers and fallers as well as comparisons of average PI and generic prices for dispensing doctor practice and pharmacy over the past year.

