

# August 2016 purchase price analysis

## Dispensing GPs flex their buying muscles



By Wavedata

Dispensing doctors continue to demonstrate their expertise in buying parallel imports and generics. Although historically GPs pay more for imports than pharmacies, in recent months the trend has reversed and pharmacies have fallen behind. Possibly, importers are starting to include dispensing surgeries in their promotional campaigns, or alternatively, GPs have increased their willingness to use non UK stock.

Turning to generics, August's highlights included three packs of isosorbide mononitrate tabs amongst the fallers and three packs of ropinirole tabs among the risers.

Interestingly, ropinirole MR turned up among the fallers. Other notable fallers include two packs of temazepam tabs; among the risers there were two packs of irbesartan + hydrochlorothiazide, metronidazole and naratriptan tabs.

### Fallers

In August the average prices of isosorbide mononitrate tabs 40mg x56 offered to dispensing doctors fell by 52 per cent as a number of companies cut prices. Deals below £5 were on offer from AAH, Trident, Numark, Lexon and Ethigen.

Concessionary reimbursement prices for isosorbide mononitrate tabs 20mg x56 were not applied by the Department of Health, despite market price reductions from at least 11 companies. The best deals below £3 were available from AAH, Alliance, Trident, Pharmaceutical Direct and Numark.

Dispensing doctors saw a 49 per cent drop in the average price of glyceryl trinitrate tabs 500mcg x100 as Actavis slashed prices. Other suppliers also made small adjustments in both directions – but the best deals below £3 were on offer from AAH, Trident, OTC Direct, Alliance, Mawdsleys and Ethigen.

### Risers

August saw an increase in the Scottish drug tariff for naratriptan tabs 2.5mg x6 to £12.49, which shadowed the English and Welsh concession price and which rose to £13.49 in August. The same period saw big price increases from almost all suppliers leaving just Teva, Islestone and Beta below £12. However, these prices are expected to change as shortages bite.

Dispensing GP market prices of naratriptan tabs 2.5mg x12 rose by an average of 121 per cent as Teva, Numark and Phoenix alone advertised stock; shortages of both packs may become the order of the day.

Two key suppliers increased August prices for irbesartan + hydrochlorothiazide tabs 150mg/12.5mg x28. Best offers below £1.00 were available from Numark, Trident, AAH, Ethigen, Beta, DE and Sangers Northern Ireland.

