

Dispensing GPs lose their generic advantage and continue to pay the price for PIs



By Wavedata

During March dispensing doctors and pharmacies were seen to pay very similar prices for generics. This is a continuation of a long term pattern with generic companies giving equal treatment to the two classes of customer.

However, when it comes to PIs, dispensing doctors continue to pay more than pharmacies - which over the month have appeared to be paying less.

Key among the price 'risers' for March are the three strengths each of metoprolol tabs, olanzapine orodispersible tabs and trimethoprim tabs. Headline fallers include three strengths of perindopril tabs and two strengths of each of candesartan tabs and risperidone tabs.

Risers

March dispensing doctor prices for glyceryl trinitrate tabs 500mcg x100 rocketed by 424% after Actavis increased prices from about £2.00 to about £14.00. However, good deals below £2.00 were still available in the market from Trident and Lexon. Pharmacies saw similar price hikes and good deals below £1.90 were on offer from Numark, Phoenix, Waymade and OTC Direct.

The average price of metoprolol tabs 100mg x28 rose in March by 179% as Actavis increased prices. Good deals below £1.00 were still available to dispensing doctors from Teva, Lexon, Beta and Trident. Retail pharmacies had access to prices below £0.90 from Waymade, Ethigen, Pheonix and Numark.

The Department of Health's NCSO list for March featured all three packs of trimethoprim and trimethoprim tabs 200mg x6 rose by 106% in March. The NCSO price landed at £2.98 and more Actavis price increases took place. Good deals below £3.00 were still available from Forte Direct and Mawdsleys. Pharmacies saw similar increases, but were offered stock below £3.00 by Pharmaceutical Direct, Sigma, Phoenix, Ethigen and Numark.

To see the spreadsheets for March, click [here](#).

Fallers

In March the price of tizanidine tabs 2mg x120 fell on average by 65% as some of the higher Actavis prices being offered to dispensing doctors disappeared from the market. This left the best deals of below £4 available through Trident, Beta, Mawdsleys and Lexon. The cheapest suppliers to retail pharmacy included the same companies, plus Numark, AAH, Waymade, Phoenix and Chemilines.

Memantine tabs 20mg x28 saw a reduction in its dispensing doctor selling price of 48% in March as Actavis reduced prices. Prices below £2.00 were available to dispensing doctors from Elite, Beta, Trident and Lexon and to retail pharmacies from Amimed, Eclipse, Waymade, Beta, Ethigen, Doncaster, Sangers, B & S, Trident, Lexon and AAH.

Perindopril tabs 8mg x30 dropped in price by 48% in March after Actavis' prices disappeared from the market. The best dispensing doctor deals were available at below £0.70 from Trident, Mawdsleys, Lexon, Zecare, Elite and Beta. Retail pharmacy had access to prices below £0.60 from Trident, DE, AAH, Numark and Eclipse.

Dispensing doctors vs. pharmacists

The new year has seen a divergence in the prices paid for PIs; pharmacies are paying less while dispensing doctors are paying more. It is possible that this is because pharmacies favour imports over UK products and wholesalers push deals their way to encourage PI buying. There was a period between November and December when similar prices were paid by both groups which may be down to wholesaler staff being on holiday over the festive season.

Equalisation in the generics deals being offered to the two professions is a continuation of a long term pattern with generic companies treating the two classes of customer much the same.

