

## Dispensing GPs pull away in generics buying race

In the first five months of this year, dispensing GPs appear to have consolidated their lead in the generics purchasing race: for pharmacists average generics' purchase prices have risen from £12.28 to £18.20, whereas dispensing doctors on average pay just £11.47.

However, parallel import buying is much harder for both types of dispensary, due to the far greater range of purchase prices demanded – both for individual product lines and at different times of the year. It has taken until May for pharmacists to negotiate better prices from their PI suppliers, and their fortunes may yet reverse in line with the historical average.

Turning to the specifics of the generics market in June, the headline mention goes to the 15 lines of olanzapine tabs, which joined the purchase price riser group. Also notable among the June risers were two lines of rizatriptan tabs and among the fallers, two lines of finasteride tabs.

### Risers

In June most lines of olanzapine tabs were affected by both massive price increases and NCSO concession prices – and the indication that some suppliers were running low on stock. Products not granted NCSO concession prices, such as the olanzapine orodispersible tabs, also rose in price – by as much as 2449 per cent – indicating that the supply problems extends further than the group of products granted concessions. In total some 15 lines suffered large price rises, but only six were granted price concessions. Only three lines benefit from large reimbursement price increases in July's drug tariff.

### Fallers

During the month, the average price of phenytoin caps 100mg x84 fell by 82 per cent as AAH and Alliance dropped prices prompted by the May tariff reduction from £42.88 to £9.14. The best prices below £10.00 were available from Cambrian Alliance, Trident, Eclipse, Numark, Alliance and AAH.

Both finasteride tabs 1mg x28 and x84 saw reductions in average prices in June as most suppliers reduced prices. The best offers for the 28 pack (of below £5.00) were from CST, AAH, Trident, DE, ProPharma and Numark. The best offers for the 84 pack (below £15.00) were from Numark, AAH and Trident.

