

# Erratic price setting beleaguers May market

By Wavedata

Pharmacies enjoyed a temporary spate of attractive prices on parallel imports during April and May. The conclusion to be drawn from this is that dispensing GP PI offers do seem to be decided on a case-by-case basis; as a result the graph of historical data for dispensing doctor PI prices is more erratic than that for pharmacy PI prices.



However, dispensing doctors continue to hold the upper hand and achieve the best prices for generics, even though generic price setting is even more erratic and time dependent than that for PIs.

In terms of the headliners for May, among the risers are four packs each of amisulpride and lamotrigine tabs, three packs of buprenorphine sublingual tabs and rivastigmine caps, and one of tadalafil tabs. Two packs of tadalafil tabs are also among the fallers, alongside four packs of rosuvastatin tabs.

## Fallers

In May a number of suppliers reduced prices for citalopram tabs 40mg x28 after the price peak seen in April. The best market offers below £0.60 were from DE, Ethgen, Waymade, Target, Crosspharma, Mawdsleys, Beta and Lexon.

The price drop on ferrous fumarate tabs 210mg x84 price seen during the month is attributed to a switch from licensed product at £3.50 to unlicensed stock priced at between £0.26 and £0.62. One full line wholesaler remains the main supplier of licensed product. Most other suppliers held unlicensed stock with Ethigen, Eclipse, Strathclyde, DE, Target, Crosspharma, Beta, Lexon, Mawdsleys and ProPharma all offering prices below £0.50.

The combination of a low NCSO price (£0.40) for pharmacies, potential shortages and a number of high-priced offers made trimethoprim tabs 200mg x6 a complex product to analyse in April and May. A reduction in the number of high-priced offers, and the dichotomy of high reimbursement prices in Scotland (£1.31) but low tariff prices in England (£0.31) and Northern Ireland (£0.31) have made this line a difficult product to buy. The best offers below £0.40 were from DE, Numark, Alliance, OTC Direct and Forte Direct.

## Risers

Market changes including pharmacy NCSO concession prices in May, big price increases, and reductions in the number of offers has taken four packs of lamotrigine tabs to the top the risers table. However, for dispensing doctors low prices were still being advertised in both May and June. Likely suppliers with low prices include: DE, Teva, Numark, OTC Direct, ProPharma, Target, Alliance, AAH, Mawdsleys, Lexon, EthiGen and Amimed.